

Securitas Security Services Region Award and NYS Pricing Summary

Regions Awarded

The table below indicates regions Securitas Security Services has been awarded.

	1	2	3	4	5
Primary Contractor		X	X	X	
Secondary Contractor					

The Primary Contractor shall be engaged by the Authorized User when a need for service occurs. If the Primary Contractor performance is found to be deficient or non-compliant based on the process outlined in Appendix E, #7 - Performance Standards and Consequences of Contractor Non-Compliance with Performance Levels, then the Secondary Contractor would become the Primary Contractor. Accordingly, this status is subject to change in accordance with the contractual terms.

Region Detail

Counties included in each region are below.

2	3	4
Broome	Allegany	Clinton
Chenango	Cattaraugus	Essex
Cortland	Cayuga	Franklin
Delaware	Chautauqua	Fulton
Madison	Chemung	Hamilton
Montgomery	Erie	Herkimer
Onondaga	Genesee	Jefferson
Orange	Livingston	Lewis
Otsego	Monroe	Oneida
Putnam	Niagara	Oswego
Schoharie	Ontario	Saratoga
Sullivan	Orleans	St. Lawrence
	Schuyler	Warren
	Seneca	Washington
	Steuben	
	Tioga	
	Tompkins	
	Wayne	
	Wyoming	
	Yates	

Contract Pricing

Prevailing Wage Markup (to determine the Bill rate add prevailing wage plus supplemental benefits multiplied by the percent of mark up)

The below tables indicates the prevailing wage markup for Level 1 and Level 2 guards for each region.

LEVEL 1	2	3	4
Percent of mark up	23.60%	23.60%	23.60%

Level 2 Pay Rate

A prevailing wage does not exist for Level 2 Security Guards, therefore each supplier has set their own Level 2 pay rates through the RFP process (Update 7-1-2016)

Region	County	Level 2 Pay Rate	Mark-Up %	NYS Bill Rate
2	Broome	\$ 21.08	23.60%	\$ 26.05
2	Chenango	\$ 18.32	23.60%	\$ 22.64
2	Cortland	\$ 18.77	23.60%	\$ 23.20
2	Delaware	\$ 18.32	23.60%	\$ 22.64
2	Madison	\$ 18.77	23.60%	\$ 23.20
2	Montgomery	\$ 17.86	23.60%	\$ 22.07
2	Onondaga	\$ 22.30	23.60%	\$ 27.56
2	Orange	\$ 15.73	23.60%	\$ 19.44
2	Otsego	\$ 17.86	23.60%	\$ 22.07
2	Putnam	\$ 15.83	23.60%	\$ 19.57
2	Schoharie	\$ 17.86	23.60%	\$ 22.07
2	Sullivan	\$ 15.83	23.60%	\$ 19.57
3	Allegany	\$ 15.94	23.60%	\$ 19.70
3	Cattaraugus	\$ 15.94	23.60%	\$ 19.70
3	Cayuga	\$ 18.77	23.60%	\$ 23.20
3	Chautauqua	\$ 15.94	23.60%	\$ 19.70
3	Chemung	\$ 18.32	23.60%	\$ 22.64
3	Erie	\$ 16.09	23.60%	\$ 19.89
3	Genesee	\$ 15.59	23.60%	\$ 19.27
3	Livingston	\$ 15.59	23.60%	\$ 19.27
3	Monroe	\$ 18.32	23.60%	\$ 22.65
3	Niagara	\$ 15.94	23.60%	\$ 19.70
3	Ontario	\$ 15.59	23.60%	\$ 19.27
3	Orleans	\$ 17.43	23.60%	\$ 21.54
3	Schuyler	\$ 19.86	23.60%	\$ 24.55
3	Seneca	\$ 17.43	23.60%	\$ 21.54
3	Steuben	\$ 19.86	23.60%	\$ 24.55
3	Tioga	\$ 19.86	23.60%	\$ 24.55
3	Tompkins	\$ 19.86	23.60%	\$ 24.55
3	Wayne	\$ 17.43	23.60%	\$ 21.54
3	Wyoming	\$ 17.43	23.60%	\$ 21.54
3	Yates	\$ 17.43	23.60%	\$ 21.54
4	Clinton	\$ 16.40	23.60%	\$ 20.27
4	Essex	\$ 16.83	23.60%	\$ 20.80
4	Franklin	\$ 16.83	23.60%	\$ 20.80
4	Fulton	\$ 19.75	23.60%	\$ 24.41
4	Hamilton	\$ 16.83	23.60%	\$ 20.80
4	Herkimer	\$ 19.75	23.60%	\$ 24.41
4	Jefferson	\$ 23.37	23.60%	\$ 28.89
4	Lewis	\$ 16.83	23.60%	\$ 20.80
4	Oneida	\$ 20.92	23.60%	\$ 25.86
4	Oswego	\$ 20.94	23.60%	\$ 25.88
4	Saratoga	\$ 18.05	23.60%	\$ 22.31
4	St. Lawrence	\$ 21.34	23.60%	\$ 26.38
4	Warren	\$ 18.05	23.60%	\$ 22.31
4	Washington	\$ 18.05	23.60%	\$ 22.31

Cost per Employee for Additional Requirements/Training (One time charge per employee trained or per exam)

Region	Service Type					
		CPR	AED	OSHA	HIPPA	Medical Exams
2	Level 1	\$100.42	\$25.11	\$25.11	\$25.11	\$45.00
	Level 2	\$102.13	\$25.53	\$25.53	\$25.53	\$45.00
3	Level 1	\$96.26	\$24.06	\$24.06	\$24.06	\$45.00
	Level 2	\$97.96	\$24.49	\$24.49	\$24.49	\$45.00
4	Level 1	\$94.55	\$23.63	\$23.63	\$23.63	\$45.00
	Level 2	\$97.96	\$24.06	\$24.06	\$24.06	\$45.00

Daily Vehicle Cost Per Vehicle

Upon Authorized User's request, requirements may include vehicles. In such cases, the vehicle prices below will be used and considered all-inclusive (daily vehicle expense, insurance, gas, repairs and maintenance, etc.)

	2	3	4
Daily Vehicle Costs	\$31.17	\$31.17	\$31.17

Volume Discounts

At the end of year one, the Contractor will provide to NYS the total annual spend from all Authorized Users. If a Contractor's total annual spend with NYS in year one exceeds any of the thresholds listed below, the proposed percentage (%) discount will be applied to the remaining contract years mark-up percentages for all Authorized Users. These discounts will be applied by taking the proposed original mark-up and subtracting the discount offered to equal the new mark-up percentage for the remaining life of the contract.

	\$0 - \$2.5M	\$2.6M - \$5M	\$5.1M - \$7.5M	\$7.6M - \$10M	>\$10.1M
% Discount off remaining years Mark-up %	0%	0%	0%	0%	0%