

Summit Security Services Region Award and NYS Pricing Summary

Regions Awarded

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

	1	2	3	4	5
Primary Contractor	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:

Region 1	Region 5
Bronx	Albany
Kings	Columbia
Nassau	Dutchess
New York	Greene
Queens	Rensselaer
Richmond	Schenectady
Rockland	Ulster
Suffolk	
Westchester	

Contract Pricing (October 1, 2016 – July 23, 2017)

Prevailing Wage Markup

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

Service Type	Region 1	Region 5 (MWBE Subcontractors only)	Region 5 (Summit employees / non-MWBE Subcontractors)
Level 1	25.78%	29.74%	29.24%
Fire Safety Director for: Bronx, Kings, Queens, New York and Richmond counties	22.58%		

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.

Region	County	Level 2 Pay Rate	Mark-Up %	NYS Bill Rate
1	Bronx	\$ 22.62	25.41%	\$ 28.37
1	Kings	\$ 22.62	25.41%	\$ 28.37
1	Nassau	\$ 18.18	25.41%	\$ 22.81
1	New York	\$ 22.62	25.41%	\$ 28.37
1	Queens	\$ 22.62	25.41%	\$ 28.37
1	Richmond	\$ 22.62	25.41%	\$ 28.37
1	Rockland	\$ 18.91	25.41%	\$ 23.72
1	Suffolk	\$ 18.18	25.41%	\$ 22.81
1	Westchester	\$ 18.91	25.41%	\$ 23.72

MWBE Subcontractors only				
Region	County	Level 2 Pay Rate	Mark-Up %	NYS Bill Rate
5	Albany	\$ 18.02	30.06%	\$ 23.44
5	Columbia	\$ 18.02	30.06%	\$ 23.44
5	Dutchess	\$ 18.91	30.06%	\$ 24.59
5	Greene	\$ 18.02	30.06%	\$ 23.44
5	Rensselaer	\$ 18.02	30.06%	\$ 23.44
5	Schenectady	\$ 18.02	30.06%	\$ 23.44
5	Ulster	\$ 18.91	30.06%	\$ 24.59

Summit employees / Non – MWBE Subcontractors				
Region	County	Level 2 Pay Rate	Mark-Up %	NYS Bill Rate
5	Albany	\$ 18.02	29.56%	\$ 23.35
5	Columbia	\$ 18.02	29.56%	\$ 23.35
5	Dutchess	\$ 18.91	29.56%	\$ 24.50
5	Greene	\$ 18.02	29.56%	\$ 23.35
5	Rensselaer	\$ 18.02	29.56%	\$ 23.35
5	Schenectady	\$ 18.02	29.56%	\$ 23.35
5	Ulster	\$ 18.91	29.56%	\$ 24.50

Cost per Employee for Additional Requirements/Training

Region	Service Type					
		CPR	AED	OSHA	HIPPA	Medical Exams
1	Level 1	\$85.00	\$85.00	\$150.00	\$125.00	\$300.00
	Level 2	\$85.00	\$85.00	\$150.00	\$125.00	\$300.00
	Fire Safety Director for: Bronx, Kings, Queens, New York and Richmond counties	\$85.00	\$85.00	\$150.00	\$125.00	\$300.00
5	Level 1	\$85.00	\$85.00	\$150.00	\$125.00	\$300.00
	Level 2	\$85.00	\$85.00	\$150.00	\$125.00	\$300.00

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.)

	1	5
Daily Vehicle Costs	\$64.05	\$64.05

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%