

**New York State Office of General Services
Group 77201 RFP 20191 - Security Systems and Solutions Solutions
SECTION V.d
NYS Net Pricing Pages**

Bidder Name:

Fiber Instrument Sales, Inc.

Below is a copy of the language in Section V.6: Price Sheets/Catalogs (Page 60 of RFP 20191) for a complete description of the format and information required to complete NYS Net Pricing Pages. OGS has included excel spreadsheets in the required format. Duplicate as necessary.

It is **mandatory** that bidders complete a NYS Net Price Sheet for each LOT bid. The following describes what items are to be included in the NYS Net Price Sheets for LOTS 1, 2, and 3.

To develop a NYS Net Price List, the following columns **are required**:

- Product Number (Bidders must use the Manufacturer's Product/Model Number)
- Product Description (bidders must to use the Manufacturer's Catalog Description)
- Unit of Measurement (Bidders must the Manufacturer's Description (i.e. foot, pounds, quantity, etc.)
- Category / Group (If Applicable) - In the event a Manufacturer's Officially-Published Catalog has multiple percent discount categories, bidders should enter this information into this column. Also, if a Manufacturer's Officially Published Catalog includes various other categories, bidders may use this column to indicate these categories.
- List Price/MSRP column - Indicates the cost of each item from the manufacturer's price list.
- Percentage Discount Column - Indicates the % discount offered (if a bidder is offering multiple percent discounts for a product line, an additional column listing the different percent discount categories
- NYS Net Price Column - Indicates NYS Net price.

Bidders submitting proposals must submit their (or their manufacturer's) officially-published catalog with Suggested Retail Price in addition in addition to their NYS Net Pricing Pages. If the catalog is comprised of multiple categories or manufacturers, the officially published catalog shall reference the various manufacturer's suggested retail prices (MSRP) for all items contained in the catalog.

It is preferable that any required catalogs be submitted in soft copy, on a CD. All electronic documents must be unprotected.

Bidders bidding LOTS 2, 3, 4, and 5 **are required** to submit NYS Net Pricing Pages listing the job titles and Total Hourly Rates corresponding to those on their Cost Proposal Pricing Pages.

If job titles proposed by a bidder appear on a Prevailing Wage Rate Schedule, the bidder shall include the Prevailing Wage Rate(s), Supplemental Benefit(s), Percentage Markup(s), and Total Hourly Rate(s) in

If the job titles do not appear on a Prevailing Wage Rate Schedule, the bidder only needs to indicate the Job Titles and the Total Hourly Rate(s) in their NYS Net Pricing Pages.

Bidders **are required** to submit one hardcopy and two electronic copies of their NYS Net Pricing Pages. All electronic pricing files should be submitted as **Unprotected Excel Files**.

ALL costs must be identified. For instances where a cost is dependent on various components, bidders must list the cost for all components known at the time of the bid response.

NO Individual Case Basis, Call for Quote, To be Determined (TBD), consult Factory, etc., will be accepted. All component products/services pricing/rates must be provided at the time of bid opening. These should be "not to exceed rates" if actual pricing will be determined at time of sale.

Failure to meet the mandatory requirements above may be cause to disqualify a Bidder's bid for this LOT.

Please Note: The following are mandatory requirements for all NYS Net Pricing and Total Hourly Rates.

All net prices must **INCLUDE** all applicable shipping; handling, insurance and associated delivery charges. Reference Appendix B, Clause 47b, Shipping/Receipt of Product. (Sec. III.21: Establish and Maintain Pricing)

All rates must include travel time and costs incurred for travel to and from the site. Rates and charges for the Product, installation and maintenance of the Product must include all travel and costs associated with accessing the installation site. (Sec. III.21.1: Rates for Travel Costs)

Training, Advanced Training, Advanced Training Per Additional Employee, and Additional Documentation:

Bidders who bid LOTS 2, 3, 4, and 5, **MUST** provide Training required for Security Systems and Solutions purchased (Page 31, Section II.8).

For all Advanced Training Courses offered, a complete course description must be attached.

Additionally, bidders who bid LOTS 2, 3, 4, and 5 may offer Training Costs For Additional Employees Per Hour and Additional Documentatic

Remedial Maintenance, Installation, and Systems Integration:

Bidders who bid LOTS 2, 3, 4, and 5 **MUST** provide Labor Rates for the services offered. For LOTS 2 and 3, bidders **must** also indicate rates

If the job title is a Prevailing Wage job title, the Bidder is to enter the prevailing wage (from the NYS Department of Labor web site for Award

If the job title is not a Prevailing Wage job title, the Bidder is to enter the Total Hourly Rate in the Non-Prevailing Wage column. (Ref. Page 4

For the per item option for LOTS 2 and 3, the Bidder may enter the monthly, yearly, 2-year, and/or 3-year rate for maintenance in the applicabl

PLEASE NOTE: ANY BIDDER WHO BIDS LOTS 2-5 AND DOES NOT COMPLETE THE LABOR RATE TABLES AS DESCRIB

Preventative Maintenance:

Bidders who bid LOTS 2 and 3 may offer Preventative Maintenance. (Ref. Page 33. Section II.9.3) If a bidder offers Preventative Maintenance

Maintenance of Products purchased off of Awards other than 20191:

Bidders who bid LOTS 2 and 3 may offer maintenance for products not purchased under contracts awarded as a result of RFP 20191. Bidders

Prepaid Annual Maintenance Discounts:

Bidders may quote any percent discounts for prepaid annual maintenance for LOTS 2 and 3 and provide descriptions of the appropriate qualific

Prepaid Annual Maintenance percent discounts will not be used as part of the evaluation criteria.

Cost For Maintenance Reinstatement Inspection (If Applicable):

Bidders' who bid LOTS 2 & 3 may offer an Inspection Rate for Reinstating Maintenance.

For Labor Rates bidders **MUST** submit the title, a description of duties associated with that title and the hourly rate charged. Also, indicate if job title is included in a prevailing wage rate schedule.

Include

overtime, holiday and shift differential rates. Authorized Users of NYS Contracts must pre-approve

Failure to provide this information may result in a bidder's bid for the aforementioned LOTS being deemed Non-Responsive and ineligible for recommend for award. F

n (Costs Per Copy). If bidder doesn't offer for Training Costs for Additional Employees Per Hour or doesn't offer Additional Documentation, please indicate "Not App

For all Training and Advanced Training, bidders must indicate the Class Size (Number of People) and Length of Class (Number of Hours).

licable/NA.”

otal Hourly Rate. (Ref. Page 42, Section III.16)

do not provide rates for the maintenance service time interval. However, every cell in a Prepaid NYS Maintenance column must be complete for maintenance service ti

indicate "Not/Applicable/NA."

ate "Not/Applicable/NA."

the Cost Proposal Pricing Pages. If a bidder does not offer these services, indicate "Not/Applicable/NA."

me intervals offered.

Contract: Security Systems and Solutions
Group: 77201
Award: 20191
Contract #: PT65387
Contract: Fiber Instrument Sales, Inc.
Offering: Fiber Instrument Sales
Lot: 1 (Product Only)
Region: Statewide
Effective Date: March 25, 2011
PRODUCT ONLY

Product/Model Number	Product Description	Unit of Measurement	Category / Group (identifier if applicable)	List Price / MSRP	Percentage Discount	NYS Net Price
FIBER FENCE <i>How it Works</i>						
A laser within the Central Control Unit injects light into the glass core of the fiber optic sensing cable that surrounds the perimeter. A would-be intruder who cuts or tugs the cable, or causes movement to the fence by climbing, will trigger the nearest MouseTrip sensor. Once triggered, the MouseTrip reduces the flow of light through the cable, which is detected by the system's Central Control Unit						
Applications - Fiber Fence 3000 is ideal for large perimeters. It has been installed to protect military facilities, nuclear power facilities, factories, storage yards, chemical plants, hazardous waste facilities and more.						
FIBER FENCE 3000 CONTROL UNIT In event of an intrusion, the Fiber Fence 3000 Perimeter Monitoring System activates alarms and shows the location of the breach on an on-screen facilities map. The system combines advanced optical technology with simple mechanical devices, called MouseTrips®, to achieve performance and reliability superior to other monitoring systems. Fiber Fence 3000 Includes fully operational OTDR plus StrikeZone™ system software.						
MouseTrips® increase the overall sensitivity of Fiber Fence systems. Installed at intervals around a perimeter, MouseTrips detect movement of the sensing fiber or disturbance of the fence to which it is attached. When used in conjunction with the Fiber Fence 3000 system, the exact location of a triggered MouseTrip is shown on an on-screen map of the facility. MouseTrips install easily on existing fencing or walls and can be adjusted to virtually eliminate nuisance alarms.						
The NEW quick reset version provides users the ability to reset MouseTrip without removing the cover. A Cover Cop Sensor is similar but is placed under a manhole cover.						
The compact Fiber Fence 50 Control Unit is designed to monitor a single security zone, although multiple units can be used together to monitor an unlimited number of zones. The control unit has relay outputs that easily integrate with alarms, strobe lights, auto dialer, etc. Now being used at power substations, military bases and other locations requiring extra perimeter protection. Can be used with MouseTrips for additional sensing capabilities.						
S-FF-3000	Fiber Fence Control Unit with OTDR	Ea		\$19,995.00	8.0	\$18,395.40
S-FF-50	Fiber Fence 50 Control Unit	Ea		\$995.00	8.0	\$915.40
S-FF-MTR	Fiber Fence Mouse Trip Sensors w/quick reset option	Ea		\$69.00	8.0	\$63.48
S-CCMAG2	Magnetic Cover Cop Sensor	Ea		\$195.00	8.0	\$179.40
S-FF650CNRBL16	Fiber Fence sensing cable 650um buffer, UV Kevlar Jacket	Meter		\$0.40	10.0	\$0.36
S-FFZT	Double Headed zip ties	Ea		\$0.25	8.0	\$0.23
S-FF-MTBK	Mouse Trip sensor mounting bracket (surfaces other than post)	Ea		\$9.95	8.0	\$9.15

Product/Model Number	Product Description	Unit of Measurement	Category / Group (identifier if applicable)	List Price / MSRP	Percentage Discount	NYS Net Price
S09-IO06-CNRBL	I/O 9/125um six fiber count	Meter		\$0.90	10.0	\$0.81
FS09AR06LRB	6 fiber armored cable for aerial or direct burial	Meter		\$2.00	10.0	\$1.80
F14868FSS	Splice Boxes (fusion splices)	Ea		\$39.00	10.0	\$35.10
S-FFWS	Fiber Fence Warning signs	Ea		\$5.95	8.0	\$5.47

FIS FIBER OPTIC CAMERAS All cameras below come pre-assembled in vandal-resistant metal housings and include a built-in fiber optic transmitter, spring-loaded locking hinged lid and camera mount. Also included in the price shown is a fiber optic receiver, power supply and Ditek surge suppressor, which are provided as individual components.
Key: MM - multimode; SM - singlemode; mm is Lens Focal Length; 480 is TVL resolution

S-DAM850	ColorDay/B&W MM 850nm 5-50mm 480+	Ea		\$510.00	12.0	\$448.80
S-DAM1300	ColorDay/B&W MM 1300nm 5-50mm 480	Ea		\$630.00	12.0	\$554.40
S-DAM1310	ColorDay/B&W SM 1310nm 5-50mm 480	Ea		\$650.00	12.0	\$572.00
S-DAMH850	MM 850nm w/ Heater & Blower 5-50mm 480	Ea		\$655.00	8.0	\$602.60
S-DAMH1300	MM 1300nm w/ Heater & Blower 5-50mm 480	Ea		\$800.00	17.0	\$665.00
S-DAMH1310	SM 1310nm w/ Heater & Blower 5-50mm 480	Ea		\$880.00	19.0	\$712.00

FIS NONMETALLIC FIBER OPTIC CAMERAS All cameras below come pre-assembled in non metallic housings with lids. Kit includes built in fiber optic transmitter, Ditek surge suppression, fiber optic receiver and power supplies

S-DAP850	MM 850nm 5-50mm 480+	Ea		\$435.00	12.0	\$382.80
S-DAP1300	MM 1300nm 5-50mm 480+	Ea		\$535.00	12.0	\$470.80
S-DAP1310	SM 1310nm 5-50mm 480+	Ea		\$550.00	12.0	\$484.00
S-DAPH850	MM 850nm w/ Heater & Blower 5-50mm 480+	Ea		\$555.00	12.0	\$488.40
S-DAPH1300	MM 1300nm w/ Heater & Blower 5-50mm 480+	Ea		\$680.00	12.0	\$598.40
S-DAPH1310	SM 1310nm w/ Heater & Blower 5-50mm 480+	Ea		\$750.00	12.0	\$660.00

FIS FIBER OPTIC TRANSMITTERS & RECEIVERS Electronic-to-photonic signal conversion NTSC/PAL signal Low-profile standalone devices. No field adjustments required. Transparent to cameras and monitoring equipment. Fiber optic video transmitters and receivers include the ability to convert video signals from coaxial cameras so that they can be transmitted over fiber optic cable.

These low-profile standalone devices can be placed anywhere needed. They require no field adjustments during installation or additional maintenance thereafter. These devices are designed to be transparent to cameras and monitoring equipment regardless of the manufacturer. The receiver includes an indicator light that provides quick verification of system status. All include power supply. nm is light frequency. Km is maximum distance.

Product/Model Number	Product Description	Unit of Measurement	Category / Group (identifier if applicable)	List Price / MSRP	Percentage Discount	NYS Net Price
S-850TX	FIS Standalone Fiber Optic Video Transmitter MM 850nm 4 Km	Ea		\$95.00	15.0	\$80.75
S-1300TX	FIS Standalone Fiber Optic Video Transmitter MM 1300nm 8	Ea		\$165.00	15.0	\$140.25
S-1310TX	FIS Standalone Fiber Optic Video Transmitter SM 1300nm 20	Ea		\$220.00	15.0	\$187.00
S-850RX	FIS Standalone Fiber Optic Video Receiver MM 850nm	Ea		\$125.00	15.0	\$106.25
S-1300RX	FIS Standalone Fiber Optic Video Receiver SM/MM 1300nm	Ea		\$195.00	15.0	\$165.75

PREPAID ANNUAL MAINTENANCE DISCOUNT*

_____ %

COST OF MAINTENANCE REINSTATEMENT INSPECTION (IF APPLICABLE)**

\$ _____ / _____

*Discounts to be used for Evaluation Purposes

**Information Only - Not to be used for Evaluation Purposes

TRAINING PER HOUR

Class Size (Number of People)

Length of Class (Number of Hours)

\$ _____

ADVANCED TRAINING PER HOUR*

Class Size (Number of People)

Length of Class (Number of Hours)

\$ _____

TRAINING COSTS FOR ADDITIONAL EMPLOYEES PER HOUR

\$ _____

ADDITIONAL DOCUMENTATION (if Applicable)

\$ _____ (COST PER COPY)

* Complete Course Description of any Advanced Training Must be Attached

omer(s)

(s) or Customer(s)
of Price

