HGACBuy Solicitation: AO04-26

Response Pricing Form

Respondent:							
Catalog Pricing				**Other Pricing**			
Type of Equipment, Options, or Services	**Manufacturer**	**Manufacturer MSRP/List Price Book Name (List price book SHALL be included separately, in proposal response)**	**Point of Purchase Percentage Discount-Off-List**	**Description**	**Manufacturer**	**STANDARD Pricing (e.g. extended warranties, installation cost/hour, etc.)**	**Point of Purchase Discount-Off-Standard Pricing**

*** This form shall be completed in its entirety and submitted in its original Excel format (no PDF)**

*** Respondent shall describe the catalog / list price book submitted on this form and show the discount off list that will be applied at the time of purchase (list pricing shall NOT be priced here, but separately)**

*** Respondent shall use this form to price additional items or services not found on the manufacturers' catalog/list price books (under the "Other Pricing" columns)**

*** Respondent may add as many lines as is needed, and may use supplemental pricing documents (which shall be noted on this form)**

Example

Street Sweepers	**ABC Manufacturing, Inc.**	**ABC Manufacturing 2025 List Pricing Guide, V1.1**	**7.00%**	**Extended Warranty (4-year extended drivetrain, hydraulics, and hopper coverage)**	**ABC Manufacturing, Inc.**	**$1,000**	**10.00%**
Aircraft Emergency Alternate Activation Module (P/N AES-AAM)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Audio Interface Module (P/N AES-AIM)	**Westnet LLC**	**First-In Price List**	**5.00%**				
AES Core Software (P/N AES-CORE-SFT)	**Westnet LLC**	**First-In Price List**	**5.00%**				
AES Standard Server (P/N AES-CORE-SVR)	**Westnet LLC**	**First-In Price List**	**5.00%**				
AES Dual Mode Operation (alternate location) (P/N AES-DM-ALT)	**Westnet LLC**	**First-In Price List**	**5.00%**				
AES Dual Mode Operation (tower location) (P/N AES-DM-ALT)	**Westnet LLC**	**First-In Price List**	**5.00%**				
AES Non Interactive Endpoint For (non-tower locations - monitor not included) (P/N AES-EP-NONINT)	**Westnet LLC**	**First-In Price List**	**5.00%**				
AES Endpoint with 22" Touch Screen Monitor (for non tower locations) (P/N AES-EP-TS)	**Westnet LLC**	**First-In Price List**	**5.00%**				
AES Tower Endpoint with 15" Touchscreen Monitor (P/N AES-EP-TWR-TS)	**Westnet LLC**	**First-In Price List**	**5.00%**				
AES 16 Port 2G POE Switch (P/N AES-POE-16P)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Red Phone - Auto Answer (P/N AES-REDPH-AA)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Red Phone - Dual Action Tower Phone (P/N AES-REDPH-AA)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Red Phone Telemetry License (P/N AES-REDPH-LIC)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Red Phone Manual Answer (P/N AES-REDPH-M)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Red Phone - Tower (P/N AES-REDPH-TWR)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Radio Interface Controller with 1 Keypad for AES (P/N AES-RIC-1KP)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Keypad (P/N AES-RIC-KP)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Telemetry Core Software (P/N AES-TEL-CORE)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Telemetry Server (P/N AES-TELM-SRV)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Telephone Interface Controller (P/N AES-TIC)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Aircraft Emergency Phone Controller Virtualized Server (P/N AES-TPC-VSVR)	**Westnet LLC**	**First-In Price List**	**5.00%**				
Information System Crash Phone System Software (P/N ISS-CPS)	**Westnet LLC**	**First-In Price List**	**5.00%**				
				AES Design Services (P/N SVC-DSN)	Westnet LLC	$ 250.00	
				AES Installation - Helper Installer (P/N INST-HELP)	Westnet LLC	$ 185.00	
				AES Installation - Lead Installer (P/N INST-LEAD)	Westnet LLC	$ 240.00	
				AES Installation - Project Management (P/N INST-PM)	Westnet LLC	$ 195.00	
				AES Service/Maintenance - Helper Installer (P/N SVC-HELP)	Westnet LLC	$ 185.00	
				AES Service/Maintenance - Lead Installer (P/N SVC-LEAD)	Westnet LLC	$ 240.00	5%
				Installation Rate Per Device - Non-Prevailing Wage	Westnet LLC	$ 510.00	5%
				Installation Rate Per Device - Typical Prevailing Wage	Westnet LLC	$ 695.00	5%
				AES Extended Warranty - 24/7 Technical Support - Ranges from 10-15%	Westnet LLC		5%
				AES Extended Warranty - Onsite Maintenance including Technical Support - Ranges 18-	Westnet LLC		5%
				Pricing adjustments to labor will be due to customer location, city requirements for insurance, bonding, permitting, as well as area rates for Davis-Bacon, prevailing or union wages, etc. to be quoted.			5%
							5%
							5%
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