

Pricing Proposal

Complete Percentage Discount Table. Pricing must be provided in a percentage discount format which clearly indicates the percentage off from Manufacturer's Suggested Retail Price (MSRP) or List price that HGACBuy members would pay if purchasing from this contract. Respondents who are awarded contracts for these products/services will be required to provide HGACBuy updated comprehensive price lists for all base models and options included in the contract and will be required to provide pricing/product updates to HGACBuy throughout the entire contract period to keep the price lists and product offerings current. All pricing must be clear and easily understandable, and clearly represent the total price to acquire the products/services covered in this contract. Pricing for options must clearly show the net effect to the price of the base product if choosing such option.

Customization Categories

Complete Customization Categories Table. Respondent will complete the Customization Categories Table for those special/custom options that are not classified as "Manufacturer Standard Options", and which may be required to address custom configurations. Respondent must group these options into broad categories and include specific options they would like to price within each of these customization categories. Respondent may quote as many categories as deemed necessary to cover any customization that may be requested. Each category must be numbered and named accordingly. Include a Not to Exceed hourly rate, by title or personnel qualification, for hardware or software installation.

Any travel associated expenses that may be incurred for additional offered services must be priced separately and cannot exceed current U.S. General Services Administration established rates. For more information please visit: <https://www.gsa.gov/travel-resources>.

Note: "Unpriced/unpublished" options cannot be quoted on the Percentage Discount Table and may not be sold through this contract.

PERCENTAGE DISCOUNT

Pricing must be provided in a percentage discount format which clearly indicates the percentage off from Manufacturer's Suggested Retail Price (MSRP) or List price that HGACBuy members would pay if purchasing from this contract.

Category	Description	Unit of Measure	Discount (%)	No Bid
A - Equipment	Fixed/portable PSAP workstation/terminal equipment; related hard-wired/wireless telephone equipment; servers, mobile data terminal equipment; controllers, routers, installation of fiber optic cable.	Percentage	Intrado – 0% Motorola – 5% 3 rd Party Motorola – 0% Microautomation – 0% 3 rd Party Microautomation – 0%	
B - Software	911 records management, Computer-Assisted Dispatch/Mapping (CAD/CAM), in-vehicle/hand-held mapping systems, ePCR (electronic patient care reporting), language interpretation, Automatic Number/Location ID (ANI/ALI), etc.	Percentage	Intrado – 10% Motorola – 10% 3 rd Party Motorola – 2% Microautomation – 5% 3 rd Party Microautomation – 2%	
C - Furniture	Consoles, chairs, etc.	Percentage		No Bid
D - Other	911 related equipment, systems and services not otherwise specified.	Percentage		No Bid

CUSTOMIZATION CATEGORIES

Respondent shall provide a price range for each Category, and pricing must specify the minimum and maximum price range (\$) for that specific category. This price range will apply to all options within the category. Note: The sum of all Category Options cannot exceed 25% of the total price (Base model items + Published Options) on the H-GAC Contractor Pricing Worksheet.

Category	Customization Description	Unit of Measure	Price Minimum	Price Maximum
D – Other	Next Generation Core Services (NGCS)	Price Range	\$0.08 per population + Other Components as listed in Lumen Price Catalog	\$0.10 per population+ Other Components as listed in Lumen Price Catalog
D – Other	SD-WAN	Price Range	\$300 per appliance (varies based upon appliance size and H/A options)	\$600 per appliance(varies based upon appliance size and H/A options)
D - Other	ESInet	Price Range	\$200 per location (varies based upon bandwidth and diversity requirements)	\$5,000 per location (varies based upon bandwidth and diversity requirements)

Taxes and Fees. Customer is responsible for all taxes and fees arising in any jurisdiction imposed on Customer, Lumen, or a Lumen affiliate incident to the provision, sale, or use of Service. This includes value added, consumption, sales, use, gross receipts, excise, ad valorem, franchise or other taxes, fees, duties, or surcharges (e.g., regulatory and 911 surcharges), along with similar charges stated in a Service Attachment (collectively "Taxes and Fees"). This does not include taxes based on Lumen's net income. Some Taxes and Fees, and costs of administering them, are recovered through a percentage surcharge(s) on the charges for Service. If Customer is required by law to make any deduction or withholding of withholding Taxes from any payment due under this Agreement to Lumen, then, Customer must increase the gross amount payable so that, after any deduction or withholding for such withholding Taxes, the net amount paid to Lumen will not be less than Lumen would have received had no such deduction or withholding been required. Charges for Service are exclusive of Taxes and Fees. Customer may present Lumen with an exemption certificate that eliminates Lumen's obligation to pay certain Taxes and Fees. The exemption will apply prospectively. For additional details on taxes and surcharges that are assessed, visit <http://www.lumen.com/taxes>.