



Photo by [Austin Goode via Unsplash](#)

## AVI SYSTEMS

**AV Technology Consultation, Equipment, and  
Installation - RFP1821005285**

### **Cost Proposal**

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## HOURLY RATE SCHEDULE

The Respondent shall provide its Cost Proposal in a separate file for the proposed goods and/or services. All prices are quoted pursuant to the terms and conditions of this RFP. Respondent's Cost Proposal shall include an all-inclusive, itemized, total cost in U.S. Dollars (including all travel, expenses, etc. in prices) for the proposed services. All pricing to be FOB Destination, freight cost, and all expenses included; and based on Net 60 Days Payment Terms.

Cost proposals must include the following:

- Hourly rate(s) for consulting services. [Hourly rate for Consulting Services is \\$134.21/Hr.](#)
- Equipment mark-up percentage(s). [Listed below](#)
- Software mark-up percentage(s). [Listed below](#)
- Hourly rate(s) for installation services. [Listed below](#)
- Any other costs associated with proposed solution.  
[Travel expenses for hotel and per-diem will be billed at the standard US General Services Administration \(GSA\) rate. \(rates adjusted annually\)](#)
  - [2021 Lodging Rate is: \\$96 per night](#)
  - [2021 Meal & Incidentals Rate is: \\$55 per day.](#)[Mileage will be billed at the standard IRS rate \(rates adjusted annually\).](#)
  - [2021 mileage Rate is: 56 cents per mile.](#)
- Pricing for options. – [Additional pricing for labor is listed below](#)

ID	ITEM	NORMAL BUSINESS HOURLY RATE	OVERTIME HOURLY RATE
	Superintendent	\$132.39	\$198.58
	Engineer	\$134.21	\$201.31
	Programmer	\$134.21	\$201.31
	CAD Operator	\$114.26	\$171.39
	Field Technician	\$127.86	\$191.79
	Administrative	\$70.73	\$106.01
	<b>MAINTENANCE</b>		
SIN	Description	GSA Price	Overtime Rate
132-8	Video / Audio Electronics Systems Technician - Depot	\$100.65	\$150.97



132-8	Video / Audio Electronics Systems Technician - Field	\$116.98	\$175.47
132-8	Telephone Help Desk Technician	\$97.03	\$145.54
132-8	General Labor Technician	\$77.98	\$116.97
132-8	Electronics Systems Install Technician	\$106.10	\$159.15
132-8	Electronics Systems Lead Install Technician	\$127.86	\$191.79
132-8	Project Foreman	\$132.39	\$198.58
132-8	Administrative Support	\$70.73	\$106.01
132-8	Operations Technician	\$77.98	\$116.97
	<b>INSTALLATION</b>		
<b>SIN</b>	<b>Description</b>	<b>GSA Price</b>	<b>Overtime Rate</b>
132-12	Video / Audio Electronics Systems Technician - Depot	\$100.65	\$150.97
132-12	Video / Audio Electronics Systems Technician - Field	\$116.98	\$175.47
132-12	Telephone Help Desk Technician	\$97.03	\$145.54
132-12	General Labor Technician	\$77.98	\$116.97
132-12	Electronics Systems Install Technician	\$106.10	\$159.15
132-12	Electronics Systems Lead Install Technician	\$127.86	\$191.79
132-12	Project Foreman	\$132.39	\$198.58
132-12	Administrative Support	\$70.73	\$106.01
132-12	Operations Technician	\$77.98	\$116.97
<b>SIN</b>	<b>Description</b>	<b>GSA Price</b>	<b>Overtime Rate</b>
132-51	Computer Video Technician - Depot	\$111.54	\$167.31
132-51	Computer Video Technician - Field	\$116.98	\$175.47
132-51	Systems Engineer	\$114.26	\$171.39
132-51	Advanced Systems Programming Engineer	\$134.21	\$201.31
132-51	Control Systems Programming Engineer	\$120.60	\$180.90
132-51	Technical Trainer	\$127.86	\$191.79

## EQUIPMENT MARK UP PERCENTAGE

AVI Systems Hardware & Software	Mark-up % Net 60 Terms	Mark-up % with Net 30 Discount
Hardware Markup from Cost	15%	12%
Software Markup from Cost	15%	12%



## DISCOUNTS

Respondents shall state in their Cost Proposals whether they offer any payment discounts, including but not limited to:

### Prompt Payment Discount

The State can agree to pay in less than sixty (60) days if an incentive for earlier payment is offered.

AVI Systems will provide a 3% discount for Net Thirty (30) terms with progressive billing.