

ENERGY (005-RFB-2501-2026)

Energy Manufacturer/Brand Name System	Percentage Discount
ABB	10.00%
Acuity Brands Acuity Intelligent Spaces (AIS)	30.00%
Acuity Brands Distech Controls	30.00%
Accurate Controls	
Belimo	
Carrier Global	
Danfoss-Graham	10.00%
GE Current Hubbell	30.00%
Honeywell Alerton	30.00%
Honeywell Forge	30.00%
Honeywell Tridium Niagara Controls	30.00%
Johnson Controls	10.00%
Legrand Wattstopper	30.00%
Leviton Lighting Controls	
Lynxpring Automation	
Rockwell Automation Allen Bradley	
Schneider Electric Andover (legacy)	10.00%
Schneider Electric EcoStruxure	10.00%
Schneider Electric IA Series (legacy)	10.00%
Schneider Modicon	10.00%
Schneider Square D Lighting Controls	10.00%
Schneider Square D VFDs	30.00%
Siemens Controllers	10.00%
Siemens Field Components	
Trane Tracer SC+	10.00%
Trane Tracer Ensemble	10.00%
Wiz	

***Bidder to enter percentage discount off MSRP**

Excel Mechanical
5636 NE 17th St.
5/012026
515-288-1450
jrounds@excemenchanical.net

FIRE/LIFE (005-RFB-2501-2026)

Fire/Life Manufacturer/Brand Name System	Percentage Discount
Accurate Controls	
Bosch	
Eaton Cooper Notification	
Honeywell Farenhyt	30.00%
Honeywell Gamewell-FCI	30.00%
Honeywell VESDA Air Sampling	30.00%
Johnson Controls	
Reolink	
Siemens Desigo Fire/Life Safety	
Ubiquiti UniFi Protect	
Verkada	

***Bidder to enter percentage discount off MSRP**

Excel Mechanical Company Inc.

John Rounds

Signature and Date:

515-288-1450

jrounds@excelmechanical.net

LABOR RATES (005-RFB-2501-2026)

Regular Hourly Labor Rates	Labor Rate / Hour
Project Manager	\$ 130.00
Software Installer/Programmer	\$ 130.00
CADD Technician	\$ 130.00
Service Technician	\$ 130.00
Overtime Hourly Labor Rates	Overtime Rate / Hour
Project Manager	\$ 195.00
Software Installer/Programmer	\$ 195.00
CADD Technician	\$ 195.00
Service Technician	\$ 195.00

***Regular Hours Defined as Monday-Friday from 7:00am to 5:00pm.
 *Overtime hours are anytime that fall outside of Regular Hours.**

*The proposed hourly labor rates must include the costs for trucks, tools, and common equipment.
 The State understands it is customary to charge for workers time to travel from the shop to work site.
 (das.iowa.gov) for distance traveled (round trip) from Bidder's shop to the work site is allowed.
 The State will not reimburse for hotels, or meals.*

Excel Mechanical Company Inc.
5636 NE 17th St Des Moines IA 50313
515-288-1450
jrounds@excelmechanical.new