STONE SECURITY

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DIR Contract No. DIR-CPO-6273 | RFO-594 — Law Enforcement, Surveillance, and Security Monitoring Technology Products and Services

Appendix C – Pricing Index

The pricing below reflects the discount off current MSRP/list price awarded under Stone Security's DIR contract. Because manufacturer list pricing changes periodically, current MSRP figures are available upon request — contact our Estimating team below to request a formal quote referencing DIR-CPO-6273.

1. Software

Brand	Category	Discount off MSRP/List	Unit of Measure
LenelS2	Software	35%	Each

2. Hardware

Brand	Category	Discount off MSRP/List	Unit of Measure
LenelS2	Access Control Equipment	27%	Each
ACP	Video Surveillance Server	28%	Each
HES	Access Control Equipment	39%	Each
HID	Access Control Equipment	39%	Each
LifeSafety	Access Control Equipment	27%	Each
Axis	Video Surveillance Equipment	23%	Each
Bosch	Access Control Equipment	30%	Each
CommScope	Wire and Wire Accessory	30%	Each
Pedestal Pro	Access Control Equipment	25%	Each
Stone Security	Hardware	18%	Each

3. Related Services / Technical Services Provided by the Prime Vendor or Its Resellers and Subcontractors

Brand	Category	Discount off MSRP/List	Unit of Measure
All Brands	Labor - Installation	15%	Hour
All Brands	Labor - Project Management	15%	Hour
All Brands	Labor - After Hours	15%	Hour
All Brands	Remote Support	15%	Hour
All Brands	Labor - Support	15%	Hour
All Brands	Labor - Configuration	15%	Hour

Appendix D – Manufacturer Part Number Pricing

The tables below provide illustrative, part-level pricing for commonly quoted products under DIR-CPO-6273, based on the manufacturer MSRP/list price in effect at the time of publication and the discount schedule set out in Appendix C. Because manufacturer list pricing changes periodically, contact our Estimating team to confirm current pricing before purchase.

LenelS2 OnGuard Software

Part #	Description	MSRP	Discount	DIR Price
SWS-32ES	OnGuard 32ES Server Software License	$935.00	35%	$607.75
SWS-32ESI	OnGuard 32ESI Server Software License	$2,402.00	35%	$1,561.30
SWC-32ES	OnGuard 32ES Client Software License	$292.00	35%	$189.80
SWC-32ESI	OnGuard 32ESI Client Software License	$795.00	35%	$516.75
SWS-ADV	OnGuard ADV Client Software License	$3,962.00	35%	$2,575.30
SWS-ADVI	OnGuard ADVI Client Software License	$9,635.00	35%	$6,262.75
SWC-ADV	OnGuard ADV Client Software License	$3,647.00	35%	$2,370.55
SWC-ADVI	OnGuard ADVI Client Software License	$7,329.00	35%	$4,763.85
SWS-PRO	OnGuard PRO Server Software License	$16,064.00	35%	$10,441.60
SWS-PROI	OnGuard PROI Server Software License	$25,709.00	35%	$16,710.85
32ES-32RUP	32 Access Readers upgrade for all 32ES systems (max of 64 readers).	$1,890.00	35%	$1,228.50
64ADV-64RUP	64 Access Readers upgrade for all ADV systems (max of 256 readers).	$3,012.00	35%	$1,957.80
REGSM-16RUP	16 Access Readers upgrade for any OnGuard Enterprise Regional SM systems, maximum of 32 readers.	$1,127.00	35%	$732.55
PRO-64RUP	64 Access Readers upgrade for all PRO systems, no maximum on number of readers.	$3,017.00	35%	$1,961.05

LenelS2 OnGuard Hardware

Part #	Description	MSRP	Discount	DIR Price
LNL-M2210	Intelligent Single Door Controller	$1,390.00	27%	$1,014.70
LNL-M2220	Intelligent Dual Reader Controller	$2,927.00	27%	$2,136.71
LNL-M3300	Intelligent System Controller	$3,113.00	27%	$2,272.49
LNL-M4420	Advanced Intelligent Dual Reader Controller	$5,163.00	27%	$3,768.99

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Part #	Description	MSRP	Discount	DIR Price
LNL-X2210	Intelligent Single Door Controller	$1,390.00	27%	$1,014.70
LNL-X2220	Intelligent Dual Reader Controller	$2,927.00	27%	$2,136.71
LNL-X3300	Intelligent System Controller	$3,113.00	27%	$2,272.49
LNL-X4420	Intelligent Dual Reader Controller	$5,163.00	27%	$3,768.99
LNL-80000	Star Multiplexer	$897.00	27%	$654.81

ACP Servers

Part #	Description	MSRP	Discount	DIR Price
ACP Custom Server	Call for Quote (Every Server Build is Custom)	Call for Quote	28%	Call for Quote

HES

Part #	Description	MSRP	Discount	DIR Price
9600-630	HES Electric Strike - 12/24 VDC, Satin Stainless, Rim Exit	$651.00	39%	$397.11
4500-12/24-630	HES Electric Strike - 4500, Mortise, 12/24 VDC, Satin Stainless	$911.00	39%	$555.71
5000C-12/24D-630	HES Electric Strike - 5200C, 12/24 VDC, Satin Stainless	$254.00	39%	$154.94

HID Global

Part #	Description	MSRP	Discount	DIR Price
40NKS-00-000000	HID Reader - Signo 40, Switch, Pigtail, Standard Profile	$454.03	39%	$276.96
40KNKS-00-000000	HID Keypad Reader - Signo 40K, Switch w/ Keypad, Pigtail, Standard Profile	$747.81	39%	$456.16
20NKS-00-000000	HID Mullion Reader - Signo 20, Switch, Pigtail, Standard Profile	$440.68	39%	$268.81
20KNKS-00-000000	HID Keypad Mullion Reader - Signo 20K, Switch w/ Keypad, Pigtail, Standard Profile	$747.81	39%	$456.16

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Life Safety Power				
Part #	**Description**	**MSRP**	**Discount**	**DIR Price**
FPO75-B100C4D8E1	Power Supply Enclosure - FPO75 Power Supply, B100, C4, D8, E1 Enclosure	$591.00	27%	$431.43
FPO150-B100C8PD8PE4M1	Power Supply Enclosure - FPO150 Power Supply, B100, C8P, D8P, E4M1 Enclosure	$1,339.00	27%	$977.47
FPO150-B100C8P2D8PE4M1	Power Supply Enclosure - FPO150 Power Supply, B100, 2C8P, 2D8P, E4M1 Enclosure	$1,454.00	27%	$1,061.42
FPO150-B1002C82D8E4	Power Supply Enclosure - FPO150 Power Supply, B100, 2C8, 2D8, E4 Enclosure	$1,105.00	27%	$806.65
FPO150/250-3D8P2M8NL4E8M1/P16-A	Power Supply Enclosure - FPO150/250 Power Supply, 3D8P, 2M8, NL4, E8M1 Enclosure, Pre-Wire	$5,343.09	27%	$3,900.46
FPO150/250-2C82D8PE6M1	Power Supply Enclosure - FPO150/250 Power Supply, 2C8, 2D8P, E6M1 Enclosure	$2,311.00	27%	$1,687.03

Axis Communications				
Part #	**Description**	**MSRP**	**Discount**	**DIR Price**
03149-001	AXIS P3275-LV - Indoor	$719.00	23%	$553.63
03150-001	AXIS P3275-LVE - Outdoor	$849.00	23%	$653.73
03152-001	AXIS P3277-LV - Indoor	$879.00	23%	$676.83
03153-001	AXIS P3277-LVE - Outdoor	$1,029.00	23%	$792.33
02634-001	AXIS P3737-PLE - Outdoor/Indoor	$1,959.00	23%	$1,508.43
02415-001	AXIS P4705-PLVE - Outdoor/Indoor	$1,109.00	23%	$853.93
02416-001	AXIS P4707-PLVE - Outdoor/Indoor	$1,259.00	23%	$969.43
02897-001	AXIS P3747-PLVE - Outdoor/Indoor	$2,409.00	23%	$1,854.93
02898-001	AXIS P3748-PLVE - Outdoor/Indoor	$2,629.00	23%	$2,024.33
02060-001	AXIS P3818-PVE - Outdoor/Indoor	$2,229.00	23%	$1,716.33
02450-001	AXIS P3827-PVE - Outdoor/Indoor	$1,739.00	23%	$1,339.03
02373-001	AXIS M3085-V - Indoor	$349.00	23%	$268.73
02374-001	AXIS M3086-V - Indoor	$419.00	23%	$322.63
02375-001	AXIS M3088-V - Indoor	$519.00	23%	$399.63
02676-001	AXIS M4215-V - Indoor	$509.00	23%	$391.93

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Part #	Description	MSRP	Discount	DIR Price
02677-001	AXIS M4215-LV - Indoor	$549.00	23%	$422.73
02113-001	AXIS M4216-LV - Indoor	$589.00	23%	$453.53
02814-001	AXIS M4225-LVE - Outdoor	$679.00	23%	$522.83
02100-001	AXIS M4308-PLE - Outdoor/Indoor	$1,109.00	23%	$853.93
03130-001	AXIS M4317-PLVE - Outdoor/Indoor	$839.00	23%	$646.03
03130-001	AXIS M4337-PLVE - Outdoor/Indoor	$849.00	23%	$653.73
03131-001	AXIS M4338-PLVE - Outdoor/Indoor	$999.00	23%	$769.23
03132-001	AXIS M4347-PLVE - Outdoor/Indoor	$899.00	23%	$692.23
02637-004	AXIS M4328-P - Indoor	$809.00	23%	$622.93
02976-004	AXIS Q6355-LE - Outdoor	$3,579.00	23%	$2,755.83
03313-001	AXIS Q6325-LE - Outdoor	$2,819.00	23%	$2,170.63
02977-004	AXIS Q6358-LE - Outdoor	$3,869.00	23%	$2,979.13
02943-001	AXIS Q6300-E 60 Hz - Outdoor	$2,409.00	23%	$1,854.93

Bosch

Part #	Description	MSRP	Discount	DIR Price
DS160	Bosch - Request to Exit Motion Sensor, White	$126.00	30%	$88.20
TP160	Bosch - Trim Plate, White	$3.60	30%	$2.52
DS9370	Bosch - Motion Detector, 360 Degree, Ceiling Mount	$172.00	30%	$120.40
DS936	Bosch - Motion Detector, 360 Degree, 24 ft. Ceiling Mount	$99.00	30%	$69.30
ISC-PDL1-W18G	Bosch - Motion Detector, 60 ft. PIR/Microwave, Wall Mount	$119.00	30%	$83.30
ISC-PDL1-WA18G	Bosch - Motion Detector, Anti-Mask, 60 ft. PIR/Microwave, Wall Mount	$172.00	30%	$120.40
ISC-BDL2-WP12G	Bosch - Motion Detector, Pet Friendly, 40 ft. PIR/Microwave, Wall Mount	$66.30	30%	$46.41

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Commscope				
Part #	**Description**	**MSRP**	**Discount**	**DIR Price**
CS34P WHT	Commscope - Wire - Cat6, Unshielded, Solid, Plenum, White, 1000'	$699.24	30%	$489.47
CS34P BLU	Commscope - Wire - Cat6, Unshielded, Solid, Plenum, Blue, 1000'	$699.24	30%	$489.47
CS34P YEL	Commscope - Wire - Cat6, Unshielded, Solid, Plenum, Yellow, 1000'	$699.24	30%	$489.47
CS34R WHT F/UTP	Commscope - Wire - Cat6, F/UTP Cable, Non-Plenum, White, 1000'	$932.49	30%	$652.74
CAT6A-WHT	Commscope - Wire - Cat6A, UTP Cable, Plenum, White, 1000'	$1,329.00	30%	$930.30

Pedestal Pro				
Part #	**Description**	**MSRP**	**Discount**	**DIR Price**
42-9C-BLK	Pedestal Pro - Pedestal Mount - 42", Single Arm Mounting Post, Gooseneck, 2" Square Tube, Pad Mount, Black	$180.13	25%	$135.10
42-TT	Pedestal Pro - 42" Dual Head, Side by Side Pedestal	$305.18	25%	$228.88
42-3-12	Pedestal Pro - 42" Single Head, 3" Tube, Pedestal	$404.75	25%	$303.56
64-9C-D	Pedestal Pro - 64" and 42" Dual Head, Pedestal, Small Truck, Black	$437.31	25%	$327.98
72-9C-D	Pedestal Pro - 72" and 42" Dual Head, Pedestal, Semi Truck, Black	$458.54	25%	$343.91
MC-CS-10-E	Pedestal Pro - Gang Box Enclosure, 10"x 10", Lock and Key, Black	$281.95	25%	$211.46
MC-CS-12-E	Pedestal Pro - Gang Box Enclosure, 12"x 12", Lock and Key, Black	$384.49	25%	$288.37
MC-CS-14-E	Pedestal Pro - Gang Box Enclosure, 14"x 14", Lock and Key, Black	$410.13	25%	$307.60
MC-CS-16-E	Pedestal Pro - Gang Box Enclosure, 16"x 16", Lock and Key, Black	$420.38	25%	$315.28
MC-CS-20-E	Pedestal Pro - Gang Box Enclosure, 20"x 20", Lock and Key, Black	$533.14	25%	$399.86

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REQUEST A QUOTE

To request current MSRP-based pricing or a formal quote under DIR-CPO-6273, contact our Estimating team with your agency name and the contract number. Our team will provide pricing and next steps for establishing a Purchase Agreement under the contract.

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