

New Pricing Effective 12.1.21				
EXHIBIT B - SURVEY AND MAPPING EQUIPMENT BRAND SPECIFICATION & PRICING EVALUATION:	RFP NO. 02918			BIDDER: Kuker Ranken

The Contract scope will include any technology with a Survey and Mapping purpose including total stations, electronic levels, survey grade GPS, mapping grade GPS, electronic data collectors, and associated software, equipment, and supplies necessary for surveying and inventory mapping operations as well as maintenance and repair services for any such equipment.

0.01

Hardware Comparison Total Stations (Robotic)					New Pricing Effective 12.1.21	
Please fill in the below spreadsheet by providing the product information requested below for any equipment you sell meeting the following specifications (one product max per manufacturer brand): Required Specifications: Three second total station, tracking prism, 400 meter electronic distance, Radio, data controller, minimum screen resolution of 320x240.	Product Brand	Retail Price of Item (Before Tax)	Final Discounted Price of Item (Before Tax)	Brand Catalogue Discount, Other Items (not to exceed)	New Retail Price of Item (Before Tax)	New Final Discounted Price of Item (Before Tax)
TS16 AND CS20 COLLECTOR	LEICA	\$ 35,910.00	\$ 29,395.00	20%-10% off list (attach catalogue)	\$ 36,269	\$ 29,689
CR+ 2" A5 AND CARLSON SURVEYOR2 COLLECTOR	CARLSON	\$ 28,085.00	\$ 25,276.50	10% off list (attach catalogue)	\$ 28,366	\$ 25,529
ZOOM 90R A5 2" AND CARLSON SURVEYOR2 COLLECTOR	GEOMAX	\$ 28,085.00	\$ 24,079.75	15%-10% off list (attach catalogue)	\$ 28,366	\$ 24,321
Hardware Item # 4				% off list (attach catalogue)		
Hardware Comparison Total Stations (Non-Robotic)						
Please fill in the below spreadsheet by providing the product information requested below for any equipment you sell meeting the following specifications (one product max per manufacturer brand): Required Specifications: Three second total station, tracking prism, 400 meter electronic distance, minimum screen resolution of 320x240.	Product Brand	Retail Price of Item (Before Tax)	Final Discounted Price of Item (Before Tax)	Brand Catalogue Discount, Other Items (not to exceed)		
FLEXLINE TS06	LEICA	\$ 8,940.00	\$ 8,046.00	20% off list (attach catalogue)	\$ 9,029	\$ 8,126
ZOOM40 2"	CARLSON	\$ 8,100.00	\$ 7,290.00	10% off list (attach catalogue)	\$ 8,181	\$ 7,363
ZOOM24 neXus 5 2"	GEOMAX	\$ 8,600.00	\$ 7,310.00	15% off list (attach catalogue)	\$ 8,686	\$ 7,383
Hardware Comparison GPS Receivers						
Please fill in the below spreadsheet by providing the product information requested below for any equipment you sell meeting the following specifications (one product max per manufacturer brand): Required Specification: Dual Frequency, GPS, GLONASS, Galileo, DGPS/RTCM, RTK Unlimited, Network RTK, 5hz / 20 Hz positioning, Raw Data / RINEX data logging, NMEA out. Environmental functionality including tempature drop, water sand and dust proof, vibration proof, humidity proof, shock resistant.	Product Brand	Retail Price of Item (Before Tax)	Final Discounted Price of Item (Before Tax)	Brand Catalogue Discount, Other Items (not to exceed)		
GS14	LEICA	\$ 13,320.00	\$ 10,971.00	20%-10% off list (attach catalogue)	\$ 13,453	\$ 11,081
BRX6+	CARLSON	\$ 9,995.00	\$ 8,995.50	10% off list (attach catalogue)	\$ 10,095	\$ 9,085
ZENITH 25/35 PRO	GEOMAX	\$ 12,445.00	\$ 10,578.25	15% off list (attach catalogue)	\$ 12,569	\$ 10,684
Hardware Comparison Data Collectors (Controllers)						
Please fill in the below spreadsheet by providing the product information requested below for any equipment you sell meeting the following specifications (one product max per manufacturer brand): Required Specification: Windows 10 OS, 1 gigabyte memory, 2 gigabyte internal storage, minimum screen resolution of 800x480, 8 hours battery life, dust proof, water proof, shock resistant, integrated bluetooth, wifi, cellular, touchscreen interface, 5 megapixel camera or better.	Product Brand	Retail Price of Item (Before Tax)	Final Discounted Price of Item (Before Tax)	Brand Catalogue Discount, Other Items (not to exceed)		
CS20 w Captivate Software	LEICA	\$ 7,620.00	\$ 6,436.00	20%-10% off list (attach catalogue)	\$ 7,696	\$ 6,500
CARLSON SURVEYOR2 with SurvCE Software	CARLSON	\$ 4,150.00	\$ 3,735.00	10% off list (attach catalogue)	\$ 4,192	\$ 3,772
JUNIPER ALLEGRO2 with Field Genius Software	JUNIPER	\$ 4,894.00	\$ 4,649.30	5% off list (attach catalogue)	\$ 4,943	\$ 4,696
DT370CR TABLET COLLECTOR	DT RESEARCH	\$ 3,277.00	\$ 3,004.95	15%-5% off list (attach catalogue)	\$ 3,310	\$ 3,035
Hardware Comparison Digital Level						
Please fill in the below spreadsheet by providing the product information requested below for any equipment you sell meeting the following specifications (one product max per manufacturer brand): Required Specification: Accuracy using standard INVAR Staff of .03mm, Accuracy using standard staff 1mm, minimum range 2 meters to 110 meters, auto focus, bluetooth compatible, internal memory, USB storage compatible, telescoping magnification 32x, dust proof, water proof, humidity proof, shock resistant.	Product Brand	Retail Price of Item (Before Tax)	Final Discounted Price of Item (Before Tax)	Brand Catalogue Discount, Other Items (not to exceed)		
LS10	LEICA	\$ 6,940.00	\$ 5,571.00	20%-10%% off list (attach catalogue)	\$ 7,009	\$ 5,627
Training Costs						
List all relevant training or rate components to the proposed solution. Add lines as necessary.	Price (not to exceed)					

On-site Training Included with Product Purchase	6 HOURS TRAINING INCLUDED IN LEICA PURCHASES		
On-site Hardware Training (travel costs included)	175.00\$/per 4 hours training time	\$ 177	per 4 hours training time
On-site Hardware Training (travel costs included)	160.00\$/per 8 hours training time	\$ 162	per 8 hours training time
On-site Software Training (travel costs included)	175.00\$/per 4 hours training time	\$ 177	per 4 hours training time
On-site Software Training (travel costs included):	160.00\$/per 8 hours training time	\$ 162	per 8 hours training time
Labor Service Rates			
List all relevant training or rate components to the proposed solution. Add lines as necessary.	Price (not to exceed)		
Service Technician 8:00AM-5:00PM Mon-Fri (Non-Warrantied Product) Hourly Rate	140.00\$/per hour	\$ 141	/per hour
Service Technician After Hours 5:01PM-7:59AM Mon-Fri (Non-Warrantied Product) Hourly Rate	N/A		
Systems Engineer / Programmer	N/A		
Consulting	175.00\$/per hour	\$ 177	/per hour
Equipment Setup Cost	Initial Setup included with purchase ~140.00\$/per hour for further work-	\$ 141	/per hour for further work
Implementation & Miscellaneous Components (if applicable)			
List any relevant implementation or miscellaneous components to the proposed solution. Add lines as necessary.	Price (not to exceed)		
Rentals	attach price sheet with catalogue rental price per day		
Discount off rental use during repair work	20% discount (up to 2 weeks)		

Warranty or Customer Care Subscription Annual Fees										
Provide the maintenance/warranty/subscription rates for your products by brand. Customer would prefer a full warranty covering all software and hardware for a term of five (5) years (payable annually) coverage from the date of receipt and protection from obsolescence. Stakeholders are willing to consider other warranty alternatives on the merits. Please list the pricing data for any maintenance/warranty/subscription options including any cost minimums. Add lines as necessary. Subscription fees have to include all support and maintenance (if maintenance is not included, please list it as a separate line item). Add lines as necessary and explanation of pricing model variations, if any. <u>NOTE</u> : DES has to be able to calculate cost per license for software subscription.	1 Year Commitment	2 Year Commitment	3 Year Commitment	4 Year Commitment	5 Year Commitment	New 1 Year Commitment	2 Year Commitment	3 Year Commitment	4 Year Commitment	5 Year Commitment
Full Software and Hardware Warranty	Insert Price, Attach Terms	Insert Price, Attach Terms	Insert Price, Attach Terms	Insert Price, Attach Terms	Insert Price, Attach Terms					
For Customer Care and Maintenace Options, Please see attached CCP descriptions: "5. Exhibit B Leica_active_customer_care_BRO.pdf" and "6. Exhibit B General_terms_and_conditions_for_customer_care_packages_en.pdf". For individual pricing of CCP and Maintenance options, please see each Exhibit B Price Catalogue attached for pricing matrix per hardware and software. Below are examples of 6 versions of CCP per Price Catalogues with associated hardware and software.										
LEICA TS16 BASIC CCP (SEE Leica Active Customer Care Packages for Detail)	\$ 640.00	\$ 1,160.00	\$ 1,650.00	\$ 1,290.00	\$ 2,750.00	\$ 646.40	\$ 1,171.60	\$ 1,666.50	\$ 1,302.90	\$ 2,777.50
LEICA TS16 SILVER CCP-(INCLUDES YEARLY MAINTENANCE OF INSTRUMENT)	\$ 2,110.00	\$ 3,320.00	\$ 4,950.00	\$ 6,750.00	\$ 8,520.00	\$ 2,131.10	\$ 3,353.20	\$ 4,999.50	\$ 6,817.50	\$ 8,605.20
LEICA FLEXLINE TS06 CCP	\$ 600.00	\$ 1,090.00	\$ 1,520.00	\$ 2,100.00	\$ 2,500.00	\$ 606.00	\$ 1,100.90	\$ 1,535.20	\$ 2,121.00	\$ 2,525.00
LEICA GS14 CCP	\$ 160.00	\$ 300.00	\$ 420.00	\$ 575.00	\$ 590.00	\$ 161.60	\$ 303.00	\$ 424.20	\$ 580.75	\$ 595.90
LEICA CS20 CCP	\$ 560.00	\$ 1,010.00	\$ 1,440.00	\$ 1,950.00	\$ 2,400.00	\$ 565.60	\$ 1,020.10	\$ 1,454.40	\$ 1,969.50	\$ 2,424.00
CARLSON SURVEYOR2	\$ 650.00	N/A	\$ 650.00	N/A	\$ 1,850.00	\$ 656.50		\$ 656.50		\$ 1,868.50
							\$ -	\$ -	\$ -	\$ -
Additional Features Licensing or Third Party Licenses (if applicable)							\$ -	\$ -	\$ -	\$ -
INFINITY SOFTWARE	-\$ 250.00	\$ 470.00	\$ 660.00	\$ 900.00	\$ 1,100.00	\$ 252.50	\$ 474.70	\$ 666.60	\$ 909.00	\$ 1,111.00