

Region Selection
Please check the box for the relevant region you are providing pricing information for. Refer back to the RFP section 2.3 for the region map and designations.
Western Region Price Proposal <input type="checkbox"/>
Eastern Region Price Proposal <input type="checkbox"/>

Exhibit B1 Hardware			
List all hardware components which comprise the system evaluated in Exhibit B1 document, the individual component unit price and the total price. Add lines as necessary.			
	Quantity	Firm Fixed Price Per Unit	Updated Pricing as of 6/1/2020
venSTATION or M600 AC Cellular Credit Card, Pay & Display or Pay by Space	1-4 Pay Stations	\$6,750.00	6351.75
venSTATION or M600 AC Cellular Credit Card, Pay & Display or Pay by Space	5-10 Pay Stations	\$6,750.00	6351.75
venSTATION or M600 AC Cellular Credit Card, Pay & Display or Pay by Space	11-19 Pay Stations	\$6,750.00	6351.75
venSTATION or M600 AC Cellular Credit Card, Pay & Display or Pay by Space	20+ Pay Stations	\$6,750.00	6351.75
Solar		\$639.80	602.0518
Color Display		\$600.00	564.6
Bill Acceptance		\$1,226.00	1153.666
Additional Printer		\$3,000.00	3754.59
PBL Key Pad - Required for Pay by License		\$568.00	525.078
Light Bar (only with AC Power)		\$460.00	423.45
Door Wrap		\$275.00	258.775
Faceplate Graphic - venSTATION only		\$1,200.00	1129.2
Entire Body Wrap		\$475.00	446.975
Read & Encode and Dispense CR 80 Card - Annual Pass		\$3600.00	3293.5

Catalogue Discount Other Hardware		
Please list the discount off of list for all other Parking Pay Station hardware or accessory category items in your company catalogue. Add categories or volume discount tiers as applicable.		
	Order Value	Volume Discount (not to exceed)
Parking Pay Station Hardware	\$50,000+	25%
Parking Pay Station Hardware	\$100,000+	30%
Accessories Category		

No Change

Maintenance & Service Fees (Hardware)				
Provide the maintenance options for your solution. Customer would prefer a full warranty covering all software and hardware with a minimum of five (5) years (payable annually) coverage from the date of installation and protection from obsolescence. Stakeholders are willing to consider other warranty alternatives on the merits. Please list the pricing data for any maintenance options including any cost minimums. Add lines as necessary.				
	Duration of Coverage	Unit Price	Total Price	Updated Pricing as of 6/1/2020
Extended Warranty - After Year 2	1 Year	\$600.00		\$ 564.60
Extended Warranty - Total of 5 years	5 Years	\$1,800.00		\$ 1,693.80

Training Costs		
List all relevant training or rate components to the proposed solution. Add lines as necessary.		
	Price (not to exceed)	Updated Pricing as of 6/1/2020
On-Site Training - with Pay Station Purchase		
Included		
On-site Training (travel costs included) up to ten (10) employees	\$1,000.00/per 8 hour day	\$ 941.00
On-site Training (travel costs included) up to twenty (20) employees	\$1,000.00/per 8 hour day	\$ 941.00
On-site Training (travel costs included) up to forty five (45) employees	\$1,000.00/per 8 hour day	\$ 941.00
On-site Training (travel costs included) per additional employee over 45	\$1,000.00/per 8 hour day	\$ 941.00

Labor Service Rates		
List all relevant training or rate components to the proposed solution. Add lines as necessary.		
	Price (not to exceed)	Updated Pricing as of 6/1/2020
Service Technician 8:00AM-5:00PM Mon-Fri (Non-Warranted Product)	\$126.00 /hour	\$ 117.63
Service Technician After Hours 5:01PM-7:59AM Mon-Fri (Non-Warranted Product)	\$187.60 /hour	\$ 176.44
Service Technician Weekend/Holiday Hours (Non-Warranted Product)	\$187.60 /hour	\$ 176.44
Systems Engineer / Programmer	\$160.00 /hour	\$ 141.15
Project Manager / Project Engineer	\$160.00 /hour	\$ 141.15
Consulting	\$160.00 /hour	\$ 141.15
Graphic Design (if available)	\$80.00 /hour	\$ 75.28

Implementation & Miscellaneous Components (if applicable)		
List any relevant implementation or miscellaneous components to the proposed solution. Add lines as necessary.		
	Price (not to exceed)	Updated Pricing as of 6/1/2020
Fixed Price for one (1) Solution Compatible Concrete Pad	\$1,200.00	\$ 1,129.20
Bonds & Permits	reimbursed at cost	
Travel & Expenses	negotiated per purchase order	
Rentals	reimbursed at cost	

Subscription Annual Fees for Exhibit B1 Software					Updated Pricing as of 6/1/2020			
Please list subscription fees for any software used for the solution evaluated in Exhibit B1. Subscription fees have to include all software 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. NOTE: DES has to be able to calculate cost per license.					Year 1	Year 2	Year 3	Year 5
Basic Licensing (Software or Hardware)								
venVUE System Administration - 1st User Credential	\$495.00	\$495.00	\$495.00	\$525.15	\$ 465.80	\$ 465.80	\$ 465.80	\$ 494.17
venVUE System Administration - Additional User Credential	\$295.00	\$295.00	\$295.00	\$312.07	\$ 277.60	\$ 277.60	\$ 277.60	\$ 294.50
venVUE System Administration - Unlimited User Credentials	\$1,900.00	\$1,900.00	\$1,900.00	\$2,015.74	\$ 1,787.90	\$ 1,787.90	\$ 1,787.90	\$ 1,896.78
Additional Features Licensing or Third Party Licenses (if applicable)								
Electronic Coupon Code	\$120.00	\$120.00	\$120.00	\$127.31	\$ 112.92	\$ 112.92	\$ 112.92	\$ 119.80
API Maintenance Support	\$120.00	\$120.00	\$120.00	\$127.31	\$ 112.92	\$ 112.92	\$ 112.92	\$ 119.80
Infrastructure Licensing (if applicable)								
Hosting Fees (if applicable)								
Cellular Connectivity	\$490.00	\$490.00	\$490.00	\$509.23	\$ 451.68	\$ 451.68	\$ 451.68	\$ 479.19
Payment Gateway	\$120.00	\$120.00	\$120.00	\$127.31	\$ 112.92	\$ 112.92	\$ 112.92	\$ 119.80

Subscription Annual Fees other Catalogue Items				
Please list subscription fees for all other items in the catalogue. Subscription fees have to include all software 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. NOTE: DES has to be able to calculate cost per license.				
	Year 1	Year 2	Year 3	Year 5
Basic Licensing (Software or Hardware)				
Additional Features Licensing or Third Party Licenses (if applicable)				
Infrastructure Licensing (if applicable)				
Hosting Fees (if applicable)				
