

**REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS****BID PRICE SCHEDULE**

(Please complete and return with Offer submittal.)

<b>Table A - Software Licensing Pricing</b>				
<b>Item #</b>	<b>Description</b>	<b>Estimated Qty</b>	<b>Unit Price</b>	<b>Extended Price</b>
<b>Milestone Xprotect Corporate Licensing</b>				
1	One year Care Plus for Device License	2700	\$	\$
2	One year Care Plus for Base License	1	\$	\$
3	One year Care Premium for Device License	2700	\$	\$
4	One year Care Premium for Base License	1	\$	\$
5	Three-year Care Plus for Device License	1	\$	\$
6	Three-year Care Plus for Base License	1	\$	\$
7	Three-year Care Premium for Device License	1	\$	\$
8	Three-year Care Premium for Base License	1	\$	\$
9	Five-year Care Plus for Device License	400	\$	\$
10	Five-year Care Plus for Base License	1	\$	\$
11	Five-year Care Premium for Device License	400	\$	\$
12	Five-year Care Premium Base License	1	\$	\$
<b>Zenitel Licensing</b>				
13	IP Station License	10	\$	\$
<b>Total Table A</b>				<b>\$</b>

<b>Table B - Labor Rate for Repairs and Installations</b> (ACD and PCC will utilize labor rate(s) for Preventative Maintenance Inspection work on an as-requested basis)				
<b>Item #</b>	<b>Description</b>	<b>Estimated Hours (5 years)</b>	<b>Hourly Rate</b>	<b>Extended Price</b>
14	Regular Hourly Rate (Monday-Friday, 6a.m.-6p.m.)	22,000	\$	\$
15	Premium Hourly Rate (Monday - Friday, 6:01p.m. - 5:59a.m., including weekends and City observed Holidays)	6,000	\$	\$
<b>Total Table B</b>				<b>\$</b>

## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **BID PRICE SCHEDULE**

(Please complete and return with Offer submittal.)

<b>Table C - Preventative Maintenance Inspection (PMI) (Per Camera) Pricing*</b>				
<b>Item #</b>	<b>Description</b>	<b>Estimated Qty (5 years)</b>	<b>Unit Price</b>	<b>Extended Price</b>
16	Preventative Maintenance UNDER 15ft high - (1930 cameras x 3 times a year x 5yrs)	28,950	\$	\$
17	Preventative Maintenance OVER 15ft high - (370 cameras x 3 times a year x 5yrs)	5,550	\$	\$
<b>Total Table C</b>				<b>\$</b>

**\*PMI pricing includes regular labor hours and is an all-inclusive price per camera**

<b>Table D – Hardware Pricing*</b>				
<b>Item #</b>	<b>Description</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Extended Price</b>
	<b>PTZ Cameras</b>			
18	AXIS Q6075	10	\$	\$
19	AXIS Q6075-E	10	\$	\$
20	AXIS Q6315-LE	10	\$	\$
	<b>Bullet</b>			
21	AXIS Q1809-LE	10	\$	\$
	<b>Fixed Cameras</b>			
22	AXIS P1385-E	10	\$	\$
23	AXIS P3265-LVE	10	\$	\$
24	AXIS Q3538-LVE	10	\$	\$
	<b>Panoramic</b>			
25	AXIS P3735-PL	10	\$	\$
26	AXIS P3738-PL	10	\$	\$
27	AXIS Q6010-E	10	\$	\$
28	AXIS Q6100-E	10	\$	\$
	<b>PEDS Callbox</b>			
29	Zenitel TCIS-C1	10	\$	\$
<b>Total Table D</b>				<b>\$</b>

**\*Each line-item price must be completed in this Table for the offer to be considered responsive.**

## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **BID PRICE SCHEDULE**

(Please complete and return with Offer submittal.)

<b>Table E – Grand Total of Offer</b>	<b>Totals</b>
Table A – Software Licensing Pricing Total	\$
Table B – Labor Rate Total	\$
Table C – PMI Pricing Total	\$
Table D – Equipment Pricing Total	\$
<b>Offer Grand Total</b>	<b>\$</b>

<b>Table F - Percentage Discounts off Catalog/Price List, if applicable</b>				
<b>Item #</b>	<b>Manufacturer</b>	<b>Percentage Discount Offered from Catalog*</b>	<b>Price List Identifier</b>	<b>Effective Date of Price List</b>
30	AXIS	%		
31	Advantech	%		
32	Amano	%		
33	Avigilon	%		
34	Cisco	%		
35	Cohu	%		
36	Comnet	%		
37	Flir	%		
38	Milestone	%		
39	Moog	%		
40	Oncam	%		
41	Pelco	%		
42	Vicon	%		
43	Zenitel	%		
44	Other Manufacture(s) – please identify	%		

**\*Discounts must be in whole percentages. Discounts will not be evaluated for purposes of award.**

<b>Table G – Reimbursable Expenses</b>
Specialized Equipment Rental – at cost with no mark-up; documentation must be submitted with invoice for reimbursement.

## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **COSTS AND PAYMENTS**

(Please complete and return with Offer submittal.)

**PAYMENT TERMS & OPTIONS:** Vendors must choose an option, if a box is not checked, the City **will default to 0% - net 45 days:**

- ☐ Contractor offers a prompt payment discount of either \_\_\_\_\_% - 30 days or 0% – 45 days - to apply after receipt of invoice or final acceptance of the products (invoice approval), whichever date is later, starts the 30 days. If no prompt payment discount is offered, the default is 0%, net 45 days; effective after receipt of invoice or final acceptance of the products, whichever is later. **Payment terms offering a discount will not be considered in the price evaluation of your offer.**
  
- ☐ Contractor may be paid immediately upon invoice approval if enrollment is made to the Single Use Account (SUA) Program administered by the City's servicing bank ("Bank"). By checking this box, the vendor accepts transaction costs charged by their merchant bank and agrees not to transfer to the City those extra charges. The City will not pay an increase in our services for the SUA charges; if an audit uncovers an upcharge for the SUA charges the vendor will owe the City all costs. The vendor may opt out of the SUA program once but then may not rejoin during the same contract term. **For more information about the SUA program or to enroll, send email to mailbox.sua@phoenix.gov.**

**REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

**EMERGENCY 24-HOUR SERVICE CONTACT**

(Please complete and return with Offer submittal.)

Contact Name: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Alternate Contact: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **CERTIFICATION REGARDING DEBARMENT, SUSPENSION, AND OTHER INELIGIBILITY AND VOLUNTARY EXCLUSION**

(Please complete and return with Offer submittal.)

The prospective participant (Contractor for a federally funded project) certifies, by submission of this solicitation and certification, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal department or agency. Where the prospective participant is unable to certify to any of the statements in this certification, such participant shall attach an explanation to this solicitation. THE PARTICIPANT (Contractor for a federally funded project), CERTIFIES OR AFFIRMS THE TRUTHFULNESS AND ACCURACY OF THE CONTENTS OF THE STATEMENTS SUBMITTED ON OR WITH THIS CERTIFICATION AND UNDERSTANDS THAT THE PROVISIONS OF 31 U.S.C. 3801 ET SEQ. ARE APPLICABLE THERETO.

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Authorized Official Name

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Title of Authorized Official

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Signature

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Date

## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **MINIMUM QUALIFICATIONS CERTIFICATION**

(Please complete and return with Offer submittal.)

#### **Minimum Qualifications Requirements**

Offerors must meet minimum qualifications to be considered for this Solicitation. Offerors must certify that they meet each of the minimum requirements and give written examples of meeting the minimum qualifications. **Offerors not completing and/or not meeting the Minimum Qualifications as specified below will be deemed non-responsive and will not be considered for award.**

- A. **OFFEROR EXPERIENCE:** Offeror shall have a minimum of three (3) years of experience within the last five (5) years in the sale, installation, licensing, maintenance and repair of video surveillance systems. Offeror must demonstrate experience supporting a minimum of a total of 500 video surveillance cameras [also interchangeable with the term of “Close-Circuit Television (CCTV)”].
- B. **SUMMARY: Offeror must provide a summary, describing how the company meets these minimum qualifications to include:**
1. Describe company’s experience (including years of experience) in the sale, installation, licensing, maintenance and repair services of a minimum of 500 video surveillance cameras/CCTV.
  2. Brief overview of the represented camera manufacturer(s), if applicable.
  3. List all contracts Offeror has had and/or currently having. Offeror must include following:
    - each contract period,
    - quantities of camera(s) serviced and
    - scope of service, maintenance and installation activities provided for each contract.
  4. **NOTE:** Offeror may NOT use subcontractor experience to meet the minimum requirements. Experience for services provided outside of Arizona are acceptable, as long as the Offeror has a local branch office to provide services as required in this Contract.

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**REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

**MINIMUM QUALIFICATIONS CERTIFICATION**

(Please complete and return with Offer submittal.)

- A. **ASSIGNED SERVICE REPRESENTATIVE** – Offeror must assign a service representative who will be the City's primary contact under this Contract. Offeror's assigned Service Representative must demonstrate that he/she has **one year** of video surveillance system maintenance and repair knowledge.
- B. **SUMMARY:** Offeror will provide experience information to satisfy this requirement below:
1. Please provide the name of the Assigned Service Representative who will be the main point of contact for this Contract: \_\_\_\_\_
  2. Offeror must list experience information for the Assigned Service Representative below to demonstrate they meet the minimum qualifications:

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## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **YEARS IN BUSINESS AND REFERENCES**

(Please complete and return with Offer submittal.)

Contractor certifies that they have provided video surveillance system maintenance and repair services as listed in this solicitation for a period of        years.

Contractor shall furnish the names, addresses, and telephone numbers of a minimum of three firms or government organizations for which the Contractor is currently furnishing or has furnished, video surveillance system repair and maintenance services.

Name of Company:

Name of Contact:

Email Address:

Phone Number:

Name of Company:

Name of Contact:

Email Address:

Phone Number:

Name of Company:

Name of Contact:

Email Address:

Phone Number:

## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **OFFER**

(Please complete and return with Offer submittal.)

**TO THE CITY OF PHOENIX** - The Undersigned hereby offers and agrees to furnish the material and or service(s) in compliance with all terms, conditions, specifications, and addenda issued as a result of a solicitation.

Arizona Sales Tax No. \_\_\_\_\_  
Use Tax No. for Out-of-State Suppliers \_\_\_\_\_  
City of Phoenix Sales Tax No. \_\_\_\_\_  
Arizona Corporation Commission File No. \_\_\_\_\_

Taxpayer's Federal Identification No.: If recommended for contract award, Offeror agrees to provide its federal taxpayer identification number or as applicable its social security number to the City of Phoenix for the purposes of reporting to appropriate taxing authorities, monies paid by the City of Phoenix under the awarded contract. If the Offeror provides its social security number, the City will only share this number with appropriate state and federal officials. This submission is mandatory under 26 U.S.C. § 6041A.

<b>Enter City's Registration System ID Number</b> Located at City's eProcurement website (see SECTION 2.3 – INSTRUCTIONS - CITY'S REGISTRATION)	
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Offeror has read, understands, and will fully and faithfully comply with this solicitation, its attachments and any referenced documents. Offeror certifies that the prices offered were independently developed without consultation with any other Offeror or potential Offerors.

\_\_\_\_\_  
**Authorized Signature** Date

\_\_\_\_\_  
Print Name and Title  
(President, Manager, Member) Offeror Legal Name and Company Type  
(LLC, Inc., Sole Proprietor)

Company Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

## **ACCEPTANCE OF OFFER**

(To be completed by the City at time of Contract award.)

The Offer is hereby accepted.

The Contractor is now bound to sell the material(s) or service(s) listed by the attached Contract and based upon the Solicitation, including all terms, conditions, specifications, amendments, etc. and the Contractor's Offer as accepted by the City.

This Contract shall henceforth be referred to as Contract No. \_\_\_\_\_. The Contractor has been cautioned not to commence any billable work or provide any material or service under this Contract until Contractor receives purchase order, or Contract documentation.

### **CITY OF PHOENIX**

A Municipal Corporation Jeffrey  
Barton, City Manager

\_\_\_\_\_  
Michael D. Hughes  
Deputy Aviation Director

Attest:

\_\_\_\_\_ this \_\_\_\_\_ day of \_\_\_\_\_ 2025.  
City Clerk

Approved as to form this 19th day of January 2017. This document has been approved as to form by the City Attorney and is on file with the City Clerk. It need not be submitted to the City Attorney for approval unless the form document is altered.

## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **CONFLICT OF INTEREST AND TRANSPARENCY FORM**

(Please complete and return with Offer submittal.)

**This form must be signed and submitted to the City and all questions must be answered (or N/A) or your Offer may be considered non-responsive.**

**1. Name of person submitting this disclosure form.**

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First	MI	Last	Suffix
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**2. Contract Information**

Solicitation # or Name:

**3. Name of individual(s) or entity(ies) seeking a contract with the City (i.e. parties to the Contract)**

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**4. List any individuals(s) or entity(ies) that are owners, partners, parent, sublessees, joint venture, or subsidiaries of the individual or entity listed in Question 3. Please include all Board members, executive committee members and officers for each entry. If not applicable, indicate N/A.**

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**5. List any individuals or entities that will be subcontractors on this contract or indicate N/A.**

Subcontractors may be retained but not known as of the time of this submission.

List of subcontractors, including the name of the owner(s) and business name:

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**6. List any attorney, lobbyist, or consultant retained by any individuals listed in Questions 3, 4, or 5 to assist in the proposal or seeking the resulting contract. If none, indicate N/A.**

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## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **CONFLICT OF INTEREST AND TRANSPARENCY FORM CONT'D**

(Please complete and return with Offer submittal.)

#### **7. Disclosure of Conflict of Interest:**

##### **A. City Code Section 43-34**

Are you aware of any fact(s) with regard to this solicitation or resulting contract that would raise a "conflict of interest" issue under City Code Section 43-34?

"An elected City official or a City employee shall not represent any person or business for compensation before the City regarding any part of a procurement, including any resulting contract, if during the time the elected official is or was in office or the employee is or was employed by the City such elected official or employee played a material or significant role in the development of the solicitation, any other part of the procurement, or the contract award."

☐ I am not aware of any conflict(s) of interest under City Code Section 43-34.

☐ I am aware of the following potential or actual conflict(s) of interest:

##### **B. ARS Sections 38-501 et. Seq. & City Charter Chapter 11**

State law and the Phoenix City Charter and Code prohibit public officers or employees, their close relatives, and any businesses they, or their relatives, own from (1) representing before the City any person or business for compensation, (2) doing business with the City by any means other than through a formal procurement, and (3) doing business with the City without disclosing that the person has an interest in the contract. This prohibition extends to subcontracts on City contracts and also applies to parent, subsidiary, or partner businesses owned by a public officer or employee. See A.R.S. Sections 38-501 through 38-511, for more information (City Charter, Chapter 11, applies the state conflict-of-interest law to City employees).

Please note that any contract in place at the time a person becomes a public officer or employee may remain in effect. But the Contract may not be amended, extended, modified, or changed in any manner during the officer's or employee's City service without following City administrative regulations.

Are you aware of any fact(s) with regard to this contract that would raise a "conflict of interest" issue under A.R.S. Sections 38-501 through 38-511 (See Arizona Revised Statutes regarding conflict of interest at [www.azleg.gov](http://www.azleg.gov)).

☐ I am not aware of any conflict(s) of interest under Arizona Revised Statutes Sections 38-501 through 38-511.

☐ I am aware of the following conflict(s) of interest:

## **REVISED EXHIBIT A – REQUIRED SUBMITTAL DOCUMENTS**

### **CONFLICT OF INTEREST AND TRANSPARENCY FORM CONT'D**

(Please complete and return with Offer submittal.)

<b>8. Acknowledgements</b>	
<p><b>A. Solicitation Transparency Policy – No Contact with City Officials or Staff During Evaluation</b></p> <p><input type="checkbox"/> I understand that a person or entity who seeks or applies for a city contract, or any other person acting on behalf of that person or entity, is prohibited from contacting city officials and employees regarding the contract after a solicitation has been posted.</p> <p><input type="checkbox"/> This “no-contact” provision only concludes when the contract is awarded at a City Council meeting. If contact is required with City officials or employees, the contact will take place in accordance with procedures by the City. Violation of this prohibited contacts provision, set out in City Code Sections 2-190.4 and 43-36, by respondents, or their agents, will lead to <b>disqualification</b>.</p>	
<p><b>B. Fraud Prevention and Reporting Policy</b></p> <p><input type="checkbox"/> I acknowledge that the City has a fraud prevention and reporting policy and takes fraud seriously. I will report fraud, suspicion of fraud, or any other inappropriate action to telephone no. 602-261-8999 or 602-534-5500 (TDD); or <a href="mailto:aud.integrity.line@phoenix.gov">aud.integrity.line@phoenix.gov</a>. The purpose of the fraud policy is to maintain the City's high ethical standards. The policy includes a way for our business partners to report wrongdoing or bad behavior. Suspected fraud should be reported immediately to the Phoenix Integrity Line. The City has adopted a zero-tolerance policy regarding fraud.</p>	
<b>OATH</b>	
<p>I affirm that the statements contained in this form, including any attachments, to the best of my knowledge and belief are true, correct, and complete.</p> <p>Should any of the answers to the above questions change during the course of the contract, particularly as it relates to any changes in ownership, applicant agrees to update this form with the new information within 30 days of such changes. Failure to do so may be deemed a breach of contract.</p>	
<b>PRINT NAME (Below)</b>	<b>TITLE</b>
<b>SIGNATURE</b>	<b>DATE</b>
<b>COMPANY (CORPORATION, LLC, ETC.) NAME and DBA</b>	