

SEDGWICK COUNTY, KANSAS DIVISION OF FINANCE DEPARTMENT

Purchasing Department 100 N. Broadway, Suite 610 ~ Wichita, KS 67202 Phone: 316 660-7255 Fax: 316 660-1839

https://www.sedgwickcounty.org/finance/purchasing/ requests-for-bid-and-proposal/

REQUEST FOR PROPOSAL RFP #23-0002 ON-CALL SERVICES FOR THE PURCHASE, INSTALLATION, AND MAINTENANCE OF SECURITY CAMERAS AND OTHER SECURITY SYSTEM COMPONENTS

January 20, 2023

Sedgwick County, Kansas (hereinafter referred to as "county") is seeking a firm or firms to provide On-Call Services for the Purchase, Installation, and Maintenance of Security Cameras and Other Security System Components for Sedgwick County. If your firm is interested in submitting a response, please do so in accordance with the instructions contained within the attached Request for Proposal. Responses are due no later than 1:45 pm CST, February 14, 2023.

All contact concerning this solicitation shall be made through the Purchasing Department. Bidders shall not contact county employees, department heads, using agencies, evaluation committee members or elected officials with questions or any other concerns about the solicitation. Questions, clarifications and concerns shall be submitted to the Purchasing Department in writing. Failure to comply with these guidelines may disqualify the Bidder's response.

Sincerely,

Jaimee Witmer Purchasing Agent

Jaimee Witmer

JW/ch

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I. About this Document

This document is a Request for Proposal. It differs from a Request for Bid or Quotation in that the county is seeking a solution, as described on the cover page and in the following Background Information section, not a bid or quotation meeting firm specifications for the lowest price. As such, the lowest price proposed will not guarantee an award recommendation. As defined in Charter Resolution No. 68, Competitive Sealed Proposals will be evaluated based upon criteria formulated around the most important features of the product(s) and/or service(s), of which quality, testing, references, service, availability or capability, may be overriding factors, and price may not be determinative in the issuance of a contract or award. The proposal evaluation criteria should be viewed as standards that measure how well a vendor's approach meets the desired requirements and needs of the county. Criteria that will be used and considered in evaluation for award are set forth in this document. The county will thoroughly review all proposals received. The county will also utilize its best judgment when determining whether to schedule a pre-proposal conference, before proposals are accepted, or meetings with vendors, after receipt of all proposals. A Purchase Order/Contract will be awarded to a qualified vendor submitting the best proposal. Sedgwick County reserves the right to select, and subsequently recommend for award, the proposed service(s) and/or product(s) which best meets its required needs, quality levels and budget constraints.

The nature of this work is for a public entity and will require the expenditure of public funds and/or use of public facilities, therefore the successful proposer will understand that portions (potentially all) of their proposal may become public record at any time after receipt of proposals. Proposal responses, purchase orders and final contracts are subject to public disclosure after award. All confidential or proprietary information should be clearly denoted in proposal responses and responders should understand this information will be considered prior to release, however no guarantee is made that information will be withheld from public view.

II. Background

Sedgwick County, located in south-central Kansas, is one of the most populous of Kansas' 105 counties with a population estimated at more than 514,000 persons. It is the sixteenth largest in area, with 1,008 square miles, and reportedly has the second highest per capita wealth among Kansas' counties. Organizationally, the county is a Commission/Manager entity, employs nearly 2,500 persons, and hosts or provides a full range of municipal services, e.g. – public safety, public works, criminal justice, recreation, entertainment, cultural, human/social, and education.

The county's several buildings require video monitoring and badge access for safety and security. These systems are primarily managed by the Sedgwick County Courthouse Police Department and Facilities Department. In the past, the county has partnered with the City of Wichita to obtain this service. The county is now seeking an independent contract for administrative purposes.

III. Project Objectives

Sedgwick County, Kansas (hereinafter referred to as "county") is seeking a firm or firms to provide on-call services for the purchase, installation, and maintenance of security cameras and other security system components. The following objectives have been identified for this contract:

- 1. Acquire on-call services for the purchase, installation, and maintenance of security cameras and other security system components meeting the parameters, conditions and mandatory requirements presented in the document.
- 2. Establish contract pricing with the vendor that has the best proven "track-record" in performance, service and customer satisfaction.
- 3. Acquire services with the most advantageous overall cost to the county.

IV. Submittals

Carefully review this Request for Proposal. It provides specific technical information necessary to aid participating firms in formulating a thorough response. Should you elect to participate, please email the entire document with supplementary materials to:

Purchasing@sedgwick.gov

SUBMITTALS are due **NO LATER THAN 1:45 pm CST, TUESDAY, February 14, 2023.** If there is any difficulty submitting a response electronically, please contact the Purchasing Technicians at purchasing@sedgwick.gov for assistance. Late or incomplete responses will not be accepted and will not receive consideration for final award. If you choose to send a hard copy of your proposal, Sedgwick County will not accept submissions that arrive late due to the fault of the U.S. Postal Service, United Parcel Service, DHL, FedEx, or any other delivery/courier service.

Proposal responses will be acknowledged and read into record at Proposal Opening, which will occur at 2:00 pm CST on the due date. No information other than the respondent's name will be disclosed at Proposal Opening. We will continue to have Proposal Opening for the items listed currently. If you would like to listen in as these proposals are read into the record, please dial our Meet Me line @ (316) 660-7271 at 2:00 pm.

V. Scope of Work

Items listed in this section are requirements to completion of services under this contract. Contractor shall furnish labor, parts, material, and equipment necessary to perform the following:

- 1. Respond to requests from the county for service of low voltage technology, security, building entry, and other related items to include, but not limited to: security camera and access control systems with contracted prices and under contracted terms.
- 2. Visit the jobsite to verify locations, conditions, and measurements on all projects prior to preparing a cost quotation.
- 3. Provide all required permits, fees, licensing, insurance, bonding, etc.
- 4. Provide all tools, equipment, supplies, superintendence, transportation, accessories, and facilities necessary for on-call services for the purchase, installation, and maintenance of security cameras, access control systems, alarm systems, and other security system components.
- 5. Furnish all materials, supplies, and equipment specified or otherwise required to accomplish the work.
- 6. Provide a complete and fully functional system installation including but not limited to all hardware, conduit, electrical, and communication components. (Same thing as above)
- 7. Provide recommendations, orientation, training, and consultation to county staff in the proper use, ordinary user guidance, and ordinary maintenance of systems and equipment provided.
- 8. Provide and perform all necessary labor in a neat, workmanlike and proper manner in accordance with the requirements, stipulations, provisions, and conditions of the specifications.
- 9. Perform, execute, construct, and complete all aspects of the work as specified or otherwise required in compliance with all applicable Federal, State, and Local codes and regulations.
- 10. Maintain a safe work area and follow safe work practices including the daily removal of trash and debris resulting from the work being performed.
- 11. Provide guaranteed workmanship for one (1) year following the date of substantial completion on all projects.
- 12. Contractor is responsible for contacting Kansas One Call at www.kansasonecall.com or 316-687-2470 for line locate tickets before digging. Kansas One Call provides locates for utilities up to the electric meter, gas meter, water meter, etc.
 - a. Contractor is responsible for insuring "field locates" of underground water, gas, sanitary sewer, storm water, telecommunication, and data lines on County owned properties are completed before digging. This will require a minimum 72-hour notice before excavation begins. These locates are for underground lines that are after the utility meters. An example would be conduits between light poles in a parking lot.

- b. Markings are only valid for 15 days. If digging is to continue after 15 days, contractor is responsible for insuring a relocate is performed. IF EXCAVATION IS REQUIRED WITHIN TWO FEET HORIZONTALLY OF ANY MARKING, THE EXCAVATION SHOULD BE PERFORMED WITH EXTREME CARE AND WITHOUT DAMAGE. HAND DIGGING IS RECOMMENDED IN THESE AREAS!
- c. Locates will be performed to the best ability and equipment limitations, but will have no responsibility for the repair of any utilities, conduit, or wire damaged during excavation. These associated repair costs will be the responsibility of the entity for which the work is being done. Establish contract pricing with the vendor that has the best proven "track-record" in performance, service and customer satisfaction.
- 13. Contractor shall be responsible for submitting all information required by the local authorities having jurisdiction, in order to obtain all required permits. All electrical work shall have a permit.
- 14. All equipment and/or components supplied shall be fully compatible and capable of operating in its full design capacity in conjunction with the cameras and software systems currently in operation in county facilities without modifications. The county uses Genetec NVRs, Genetec Security Desk software, Axis cameras, Schneider Electric INET/7, Schneider Electric Security Expert access control systems, Exacq exacqVision Video Management System, and other systems installed prior to standardization to the named equipment and software. Contractor shall be fully-capable of servicing and maintaining the named systems, as a manufacturer's certified or authorized vendor.
- 15. Hardware must also comply with Section 889 of the 2019 National Defense Authorization Act.
- 16. All installations shall conform to the existing network system requirements as administered by the Sedgwick County Division of Information & Technology (DIT) department. Contractor shall be responsible for working with the DIT department in determining all networking connections and all access control equipment as needed to complete the installation.
- 17. All cables shall be labeled as to the individual termination points on both ends.
- 18. On all projects, the contractor shall provide an identification sheet with all access control points and associated locations shown.
- 19. At the conclusion of all projects and prior to final payment, a new or updated graphic page for that facility must be prepared and placed on the computer at the security desk, which shows the location of any equipment, along with a digital back-up copy of the entire project.
- 20. Details noted as deficient or unacceptable in any way during final inspection, must be repaired and corrected by the contractor, made ready for re-inspection within ten (10) working days, and must be made fully acceptable prior to final payment.

VI. Sedgwick County's Responsibilities

- Provide information, as legally allowed, in possession of the county, which relates to the county's requirements or which is relevant to this project.
- Designate a person to act as the County Contract Manager with respect to the work to be performed under this contract.
- County reserves the right to make inspections at various points of the project. Contractor agrees to openly participate in said inspections and provide information to the county on the progress, expected completion date and any unforeseen or unexpected complications in the project.

VII. <u>Proposal Terms</u>

A. Questions and Contact Information

Any questions regarding this document must be submitted via email to Jaimee Witmer at Jaimee.Witmer@Sedgwick.gov by 5:00 pm CST, January 27, 2023. Any questions of a substantive nature will be answered in written form as an addendum and posted on the purchasing website at https://www.sedgwickcounty.org/finance/purchasing/requests-for-bid-and-proposal/ under the Documents column associated with this RFP number by 5:00 pm CST, February 3, 2023. Firms are responsible for checking the website and acknowledging any addenda on their proposal response form.

B. Minimum Firm Qualifications

This section lists the criteria to be considered in evaluating the ability of firms interested in providing the service(s) and/or product(s) specified in this Request for Proposal. Firms must meet or exceed theses qualifications to be considered for award. Any exceptions to the requirements listed should be clearly detailed in proposer's response. Proposers shall:

- 1. Have a minimum of three (3) years' experience in providing services similar to those specified in this RFP.
- 2. Provide three (3) references from previous or current clients
- 3. Have an understanding of industry standards and best practices.
- 4. Have experience in managing projects of comparable size and complexity to that being proposed.
- 5. Have knowledge of and comply with all currently applicable, and as they become enacted during the contract term, federal, state and local laws, statutes, ordinances, rules and regulations. All laws of the State of Kansas, whether substantive or procedural, shall apply to the contract, and all statutory, charter, and ordinance provisions that are applicable to public contracts in the county shall be followed with respect to the contract.
- 6. Municipal and county government experience is desired, however, the county will make the final determination based on responses received and the evaluation process.
- 7. Have the capacity to acquire all bonds, escrows or insurances as outlined in the terms of this RFP.
- 8. Provide project supervision (as required) and quality control procedures.
- 9. Have appropriate material, equipment and labor to perform specified services.
- 10. Park only in designated areas and display parking permit (if provided).
- 11. Wear company uniform or ID badge for identification purposes.

C. Evaluation Criteria

The selection process will be based on the responses to this RFP. County staff will judge each response as determined by the scoring criteria below. Purchasing staff are not a part of the evaluation committee.

| Component | Points |
|---|--------|
| a. RFP response demonstrates understanding of project | 20 |
| b. RFP response demonstrates capability of meeting scope of work and other requirements outlined herein | 20 |
| c. Firm has demonstrated technical competence through work product examples and/or references | 20 |
| d. Firm has demonstrated knowledge of local conditions | 20 |
| e. Pricing | 20 |
| Total Points | 100 |

Assume the following cost proposals (examples only)

- A. \$50,000.00
- B. \$38,000.00
- C. \$49,000.00

Company B with a total price of \$38,000.00 is the low offer. Take the low offer and divide each of the other offers into the low offer to calculate a percentage. This percentage is then multiplied by the number of points available for the cost. In this case, 10 points are allocated to cost.

| A. | \$38,000.00 divided by \$50,000.00 = .76 | .76*10 | 7.6 points |
|----|--|---------|------------|
| B. | \$38,000.00 divided by \$38,000.00 = 1.00 | 1.00*10 | 10 points |
| C. | \$38,000.00 divided by \$49,000.00= .77 | .77*10 | 7.7 points |

Any final negotiations for services, terms and conditions will be based, in part, on the firm's method of providing the service and the fee schedule achieved through discussions and agreement with the county's review committee. The county is under no obligation to accept the lowest priced proposal and reserves the right to further negotiate services and costs that are proposed. The county also reserves the sole right to recommend for award the proposal and plan that it deems to be in its best interest.

The county reserves the right to reject all proposals. All proposals, including supporting documentation shall become the property of Sedgwick County. All costs incurred in the preparation of this proposal shall be the responsibility of the firm making the proposals. Sedgwick County reserves the right to select, and subsequently recommend for award, the proposed service which best meets its required needs, quality levels and budget constraints.

D. Request for Proposal Timeline

The following dates are provided for information purposes and are subject to change without notice. Contact the Purchasing Department at (316) 660-7255 to confirm any and all dates.

| Distribution of Request for Proposal to interested parties | January 20, 2023 |
|---|----------------------------------|
| Questions and clarifications submitted via email by 5:00 pm CST | January 27, 2023 |
| Addendum Issued by 5:00 pm CST | February 3, 2023 |
| Proposal due before 1:45 pm CST | February 14, 2023 |
| Evaluation Period | February 15, 2023-March 15, 2023 |
| Board of Bids and Contracts Recommendation | March 23, 2023 |
| Board of County Commission Award | March 29, 2023 |

E. Contract Period and Payment Terms

A contractual period will begin following Board of County Commissioners (BoCC) approval of the successful firm(s) and continue for a period of one (1) year with four (4) one (1) year options to renew.

County may cancel its obligations herein upon thirty-day (30) prior written notice to the other party. It is understood that funding may cease or be reduced at any time, and in the event that adequate funds are not available to meet the obligations hereunder, either party reserves the right to terminate this agreement upon thirty (30) days prior written notice to the other. Payment will be remitted following receipt of monthly detailed invoice.

Payment and Invoice Provisions

https://www.sedgwickcounty.org/media/39239/payment and invoice provisions.pdf

F. Insurance Requirements

Liability insurance coverage indicated below must be considered as primary and not as excess insurance. If required, contractor's professional liability/errors and omissions insurance shall (i) have a policy retroactive date prior to the date any professional services are provided for this project, and (ii) be maintained for a minimum of three (3) years past completion of the project. Contractor shall furnish a certificate evidencing such coverage, with county listed as an additional insured including both ongoing and completed operations, except for professional liability, workers' compensation and employer's liability. **Certificate shall be provided prior to award of contract.** Certificate shall remain in force during the duration of the project/services and will not be canceled, reduced, modified, limited, or restricted until thirty (30) days after county receives written notice of such change. All insurance must be with an insurance company with a minimum BEST rating of A-VIII and licensed to do business in the State of Kansas (must be acknowledged on the proposal response form).

NOTE: If any insurance is subject to a deductible or self-insured retention, written disclosure must be included in your proposal response and also be noted on the certificate of insurance.

It is the responsibility of contractor to require that any and all approved subcontractors meet the minimum insurance requirements.

| Workers' Compensation: | |
|--|-----------------|
| Applicable coverage per State Statutes | |
| Employer's Liability Insurance: | \$500,000.00 |
| Commercial General Liability Insurance (on form CG 00 01 04 13 or it | ts equivalent): |
| Each Occurrence | \$1,000,000.00 |
| General Aggregate, per project | \$2,000,000.00 |
| Personal Injury | \$1,000,000.00 |
| Products and Completed Operations Aggregate | \$2,000,000.00 |
| Automobile Liability: | |
| Combined single limit | \$500,000.00 |
| Umbrella Liability: | |
| Following form for both the general liability and automobile | |
| X Required / Not Required | |
| Each Claim | \$1,000,000.00 |
| Aggregate | \$1,000,000.00 |
| Professional Liability/ Errors & Omissions Insurance: | |
| X Required / Not Required | |
| Each Claim | \$1,000,000.00 |
| Aggregate | \$1,000,000.00 |
| Pollution Liability Insurance: | |
| Required /X Not Required | |
| Each Claim | \$1,000,000.00 |
| Aggregate | \$1,000,000.00 |

Special Risks or Circumstances:

Entity reserves the right to modify, by written contract, these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

IF CONTRACTOR IS PROVIDING CONSTRUCTION SERVICES:

In addition to the above coverages, contractor shall also provide the following:

| Builder's Risk Insurance: | In the amount of the initial Contract Sum, plus the value of subsequent | |
|----------------------------------|--|--|
| | modifications and cost of materials supplied and installed by others, | |
| | comprising the total value for the entire Project on a replacement cost basis | |
| | without optional deductibles. Entity, contractor, and all Subcontractors shall | |
| | be included as named insured's. | |
| | | |

G. Indemnification

To the fullest extent of the law, the provider, its subcontractor, agents, servants, officers or employees shall indemnify and hold harmless Sedgwick County, including, but not limited to, its elected and appointed officials, officers, employees and agents, from any and all claims brought by any person or entity whatsoever, arising from any act, error, or omission of the provider during the provider's performance of the agreement or any other agreements of the provider entered into by reason thereof. The provider shall indemnify and defend Sedgwick County, including, but not limited to, its elected and appointed officials, officers, employees and agents, with respect to any claim arising, or alleged to have arisen from negligence, and/or willful, wanton or reckless acts or omissions of the provider, its subcontractor, agents, servants, officers, or employees and any and all losses or liabilities resulting from any such claims, including, but not limited to, damage awards, costs and reasonable attorney's fees. This indemnification shall not be affected by any other portions of the agreement relating to insurance requirements. The provider agrees that it will procure and keep in force at all times at its own expense insurance in accordance with these specifications.

H. Confidential Matters and Data Ownership

The successful proposer agrees all data, records and information, which the proposer, its agents and employees, which is the subject of this proposal, obtain access, remains at all times exclusively the property of Sedgwick County. The successful proposer agrees all such data, records, plans and information constitutes at all times proprietary information of Sedgwick County. The successful proposer agrees that it will not disclose, provide, or make available any of such proprietary information in any form to any person or entity. In addition, the successful proposer agrees it will not use any names or addresses contained in such data, records, plans and information for the purpose of selling or offering for sale any property or service to any person or entity who resides at any address in such data. In addition, the successful proposer agrees it will not sell, give or otherwise make available to any person or entity any names or addresses contained in or derived from such data, records and information for the purpose of allowing such person to sell or offer for sale any property or service to any person or entity named in such data. Successful proposer agrees it will take all reasonable steps and the same protective precautions to protect Sedgwick County's proprietary information from disclosure to third parties as with successful proposer's own proprietary and confidential information. Proposer agrees that all data, regardless of form that is generated as a result of this Request for Proposal is the property of Sedgwick County.

I. Proposal Conditions

https://www.sedgwickcounty.org/media/31338/proposal-terms-conditions.pdf

General Contract Provisions

https://www.sedgwickcounty.org/media/31337/general-contractual-provisions.pdf

Mandatory Contract Provisions

https://www.sedgwickcounty.org/media/31336/mandatory-contractual-provisions.pdf

Independent Contractor

https://www.sedgwickcounty.org/media/54780/independent-contractor-addendum.pdf

Sample Contract

https://www.sedgwickcounty.org/media/39236/sample-contract.pdf

Federal Certifications Addendum Sedgwick County

 $\underline{https://www.sedgwickcounty.org/media/59719/federal-certifications-addendum-updated-for-changes-to-ug-11-12-2020-no-signature-line.pdf}$

Suspension and Debarment

https://www.sedgwickcounty.org/finance/purchasing/suspension-and-debarment/

ARPA Exhibits F, G and H

https://www.sedgwickcounty.org/media/61318/arpa-exhibits-f-h.pdf

Appendix C - Mandatory ARPA Contractual Provisions

https://www.sedgwickcounty.org/media/61955/appendix-c-mandatory-arpa-contractual-provisions.pdf

VIII. Required Response Content

All proposal submissions shall include the following:

- 1. Firm profile: the name of the firm, address, telephone number(s), contact person, year the firm was established, and the names of the principals of the firm.
- 2. The firm's relevant experience, notably experience working with government agencies.
- 3. At minimum, three (3) professional references, besides Sedgwick County, with email addresses, telephone numbers, and contact persons where work has been completed within the last three (3) years.
- 4. A disclosure of any personal or financial interest in any properties in the project area, or any real or potential conflicts of interest with members of the Sedgwick County Board of County Commissioners or county staff.
- 5. A description of the type of assistance that will be sought from county staff, including assistance required from the county to lessen the costs of this project.
- 6. Proof of insurance meeting minimum insurance requirements as designated herein.
- 7. Those responses that do not include all required forms/items may be deemed non-responsive.

REQUEST FOR PROPOSAL RFP #23-0002

ON-CALL SERVICES FOR THE PURCHASE, INSTALLATION, AND MAINTENANCE OF SECURITY CAMERAS AND OTHER SECURITY SYSTEM COMPONENTS

The undersigned, on behalf of the proposer, certifies that: (1) this offer is made without previous understanding, agreement or connection with any person, firm, or corporation submitting a proposal on the same project; (2) is in all respects fair and without collusion or fraud; (3) the person whose signature appears below is legally empowered to bind the firm in whose name the proposer is entered; (4) they have read the complete Request for Proposal and understands all provisions; (5) if accepted by the county, this proposal is guaranteed as written and amended and will be implemented as stated; and (6) mistakes in writing of the submitted proposal will be their responsibility.

| NAME | | |
|--|---|--------------------------------------|
| DBA/SAME | | |
| CONTACT | | |
| ADDRESS | CITY/STATE | ZIP |
| PHONE | FAX | HOURS |
| STATE OF INCORPORATION or ORG | ANIZATION | |
| WEBSITE ADDRESS | EMAIL | |
| NUMBER OF LOCATIONS | NUMBER OF PERSONS EMPLOYER | D |
| TYPE OF ORGANIZATION: Public Con | rporation Private Corporation | Sole Proprietorship |
| Partnership Other (Describe): | | |
| BUSINESS MODEL: Small Business | Manufacturer Distributor _ | Retail |
| Dealer Other (Describe): | | |
| Not a Minority-Owned Business: | Minority-Owned Business: | (Specify Below) |
| African American (05) Asia | n Pacific (10) Subcontinent Asian (15) | Hispanic (20) |
| Native American (25) Other | r (30) - Please specify | |
| Not a Woman-Owned Business: | Woman-Owned Business:(Sp | ecify Below) |
| Not Minority -Woman Owned (50) | African American-Woman Owned (55) | Asian Pacific-Woman Owned (60) |
| Subcontinent Asian-Woman Owned | (65)Hispanic Woman Owned (70) | Native American-Woman Owned (75) |
| Other – Woman Owned (80) – Pleas | e specify | |
| ARE YOU REGISTERED TO DO BUSI | NESS IN THE STATE OF KS:Yes | No |
| UEI (UNIQUE ENTITY IDENTIFIER) M | NO | |
| ACKNOWLEDGE RECEIPT OF ADDE | NDA: All addendum(s) are posted to our RFB/RI ndum(s) related to this document by going to ng.asp. | |
| NO; | NO | , DATED |
| submission format should be by order in wh | ges all requirements, terms, conditions, and section ich sections are listed throughout the document. A din proposer's response. Exceptions to any part | All minimum and general requirements |
| Signature | Title | |
| Print Name | Dated | |

X. Pricing

REQUEST FOR PROPOSAL RFP #23-0002

ON-CALL SERVICES FOR THE PURCHASE, INSTALLATION, AND MAINTENANCE OF SECURITY CAMERAS AND OTHER SECURITY SYSTEM COMPONENTS

| Standard Hourly Labor Rate (Monday-Friday 8:00 am - 5:00 pm) | \$ |
|---|----|
| Hourly Labor Rate After Hours (M-F) | \$ |
| Hourly Labor Rate on Weekends and Holidays | \$ |
| Trip Charge | \$ |
| Percentage Mark-Up on Cost of Materials and Parts | % |
| Mark-Up on Shipping and Handling YESNO If so, provide percentage. | % |