

Safety Technologies

Pricelist

7-1-2012



## State Term Schedule Pricing for Ohio 7-1-2012

Ohio State Term Schedule pricing for all Security, Fire, Access Control, Camera Surveillance, Life Safety Systems and any related parts or services:

**Safety Technologies will offer:**

- 20% discount off of List on Honeywell, Pelco, and Integral CCTV products
- 15% discount off of List price on all other parts, products, or systems purchased through STS.

**Professional Services:**

- **Correctional Facility:**
  - Installation Labor \$72.50/per hour
  - Service/Programming Labor \$85.00/per hour
  - After Hours Service/Programming Labor \$115.00/per hour
- **Non-Correction Facility:**
  - Installation Labor \$62.50/per hour
  - Service/Programming Labor \$75.00/per hour
  - After Hours Service/Programming Labor \$105.00/per hour
- **Security/Fire Alarm Remote Monitoring Services:**
  - UL Monitoring Services \$240.00/year
  - Opening/Closing Reports \$192.00/year
  - Digital Cellular Backup \$130.00/year

# Exhibit 1

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7-1-2012



## State Term Schedule Pricing 7-1-2012

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Euclid	# 1176	41 hrs.	<sup>452</sup> 30'	Done
Norwalk	# 1295	48 hrs.	2 hrs.	Done
Ashtabula	# 1197	21 hrs.	13 hrs.	Done
West Jefferson	# 1117	18 hrs.	5 hrs.	Done
Granville	# 1039	13 hrs.	5 hrs.	Done
Freemont	# 1198	21 hrs.	12 hrs.	Done
Toledo	# 1219	48.5 hrs.	31 hrs.	Done
Ashland	# 1247	55 hrs.	23.5 hrs.	Done
Stuebenville	# 1319	40 hrs.	39.5 hrs.	Done
Circleville	# 1329	24.5 hrs.	20 hrs.	Done
Portsmouth	# 1247	57.5 hrs.	19.75 hrs.	Done
Jackson	# 1183	64 hrs.	15.75 hrs.	Done
Chillicothe	# 1320	45 hrs.	18 hrs.	Done
Canton	# 1291	67 hrs.	38 hrs.	Done
Dayton	# 1271	61.5 hrs.	40.5 hrs.	Done
Wapakoneta	# 1220	65 hrs.		
New Philadelphia	# 1333	37 hrs.		
Bucyrus	# 1332	77 hrs.		
Warren	# 1218	81 hrs.		
Chardon	# 1344	24.5 hrs.	10 hrs.	Done

7:43 AM  
08/23/13

**Audio Video Interiors, Inc.**  
**Time by Job Detail**  
**As of August 23, 2013**

<u>Date</u>	<u>Name</u>	<u>Duration</u>
<b>OSHP - Chardon Post 28:HW ReaderAcces #1344</b>		
<b>Labor:Finish:Finish STI</b>		
8/16/2012	Farris, Jeremy M	8.50
Total Labor:Finish:Finish STI		8.50
<b>Labor:Staging:Staging STI</b>		
8/16/2012	Farris, Jeremy M	0.50
Total Labor:Staging:Staging STI		0.50
<b>Labor:Travel Time</b>		
8/16/2012	Farris, Jeremy M	1.00
Total Labor:Travel Time		1.00
Total OSHP - Chardon Post 28:HW ReaderAcce...		10.00
<b>TOTAL</b>		<b>10.00</b>

NOTE: Our internal labor costing only tracks the time and labor associated with our field technicians. Our internal support staff, i.e. shipping, receiving, accounting and ordering personnel are salaried and their time is not filed via a time card.

7:42 AM

08/23/13

**Audio Video Interiors, Inc.**  
**Time by Job Detail**  
**As of August 23, 2013**

Date	Name	Duration
<b>OSHP - Elyria Patrol Post:HW ReaderAccess #1176</b>		
<b>Labor:Finish:Finish STI</b>		
7/2/2012	James, William D	9.00
7/2/2012	Matthews, Clayton A	9.00
7/3/2012	James, William D	6.50
7/10/2012	James, William D	2.50
7/10/2012	Farris, Jeremy M	2.50
7/11/2012	James, William D	0.75
7/11/2012	Farris, Jeremy M	0.75
Total Labor:Finish:Finish STI		31.00
<b>Labor:Staging:Staging STI</b>		
7/2/2012	James, William D	1.50
7/2/2012	Matthews, Clayton A	0.50
Total Labor:Staging:Staging STI		2.00
<b>Labor:T3Programming:T3 Programming STI</b>		
7/10/2012	Sexton, Matthew L	2.00
Total Labor:T3Programming:T3 Programmin...		2.00
<b>Labor:Travel Time</b>		
7/2/2012	James, William D	0.50
7/2/2012	Matthews, Clayton A	0.50
7/10/2012	James, William D	0.50
7/10/2012	Farris, Jeremy M	0.50
7/10/2012	Sexton, Matthew L	0.50
7/11/2012	James, William D	1.50
7/11/2012	Farris, Jeremy M	1.50
Total Labor:Travel Time		5.50
Total OSHP - Elyria Patrol Post:HW ReaderAcc...		40.50
<b>TOTAL</b>		<b>40.50</b>

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7:41 AM  
08/23/13

**Audio Video Interiors, Inc.**  
**Time by Job Detail**  
As of August 23, 2013

Date	Name	Duration
<b>OSHP - Gransville Patrol Post 45:HW Reader Access #1039 R3</b>		
<b>Labor:Finish:Finish STI</b>		
7/16/2012	James, William D	2.00
Total Labor:Finish:Finish STI		2.00
<b>Labor:Staging:Staging STI</b>		
7/16/2012	James, William D	0.25
Total Labor:Staging:Staging STI		0.25
<b>Labor:Travel Time</b>		
7/16/2012	James, William D	2.50
Total Labor:Travel Time		2.50
Total OSHP - Gransville Patrol Post 45:HW Rea...		4.75
<b>TOTAL</b>		<b>4.75</b>

NOTE: Our internal labor costing only tracks the time and labor associated with our field technicians. Our internal support staff, i.e. shipping, receiving, accounting and ordering personnel are salaried and their time is not filed via a time card.



7204 Pearl Road  
 Middleburg Hts., OH 44130  
 PH: (440) 885-0800  
 FX: (440) 886-6667  
 www.safety-technologies.net

# Invoice

Bill To:

Ohio Dept of Public Safety  
 Ohio State Highway Patrol  
 Facility Mgmt Section  
 1970 West Broad Street  
 Columbus, OH 43223

Site Location:

Ashtabula Patrol Post  
 4860 North Ridge West  
 Ashtabula, OH 44004

Proposal #	Date	Invoice #	P.O. No.	Due Date	STS846U
AVISTI-1197	7/11/2012	44465	DPS01-37629	8/10/2012	7784600709 34-1942253

Description	Qty	Rate	Amount
Install Honeywell Access Control System	1	4,641.07	4,641.07

Equipment - \$3,183.08  
 Misc Parts - \$95.49  
 Labor - \$1,362.50

Does not list quantity of hours or rate.

~~Completed per Proposal AVISTI-1197 -~~  
 Ashtabula OSHP Access Control

We Accept Check, Mastercard, Visa, Discover &  
 American Express

Card# \_\_\_\_\_

Exp Date \_\_\_\_\_ CVV2# \_\_\_\_\_

Signature

<b>Subtotal</b>	\$4,641.07
<b>Sales Tax (6.5%)</b>	\$0.00
<b>Balance Due</b>	\$0.00



7204 Pearl Road  
 Middleburg Hts., OH 44130  
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 www.safety-technologies.net

**Invoice**

Bill To:

Ohio Dept of Public Safety  
 Ohio State Highway Patrol  
 Facility Mgmt Section  
 1970 West Broad Street  
 Columbus, OH 43223

Site Location:

West Jefferson Patrol Post  
 1485 West Main Street  
 West Jefferson, OH 43162

Proposal #	Date	Invoice #	P.O. No.	Due Date	STS846U
AVISTI-1117	7/17/2012	44492	DPS01-36721	8/16/2012	7784600709 34-1942253

Description	Qty	Rate	Amount
Honeywell:		0.00	0.00
PW5K1ENC3 Remote Enclosure	1	357.50	357.50
PW6K11C Intelligent Controller	1	1,584.80	1,584.80
PW6K1R2 Dual Reader	2	557.76	1,115.52
OP40HONR Proximity Reader	3	152.00	456.00
S-4 Suppressor Kit	3	18.71	56.13
Return: PW5K1ENC3 Remote Enclosure	-1	357.50	-357.50
Return: PW6K11C Intelligent Controller	-1	1,584.80	-1,584.80
Return: PW6K1R2 Dual Reader	-2	557.76	-1,115.52
Wire NCP1861-BL-500	1	341.60	341.60
Labor to Install Honeywell Access System	1	1,825.00	1,825.00
Credit Labor for Material not Installed	-1	625.00	-625.00
Misc Parts	1	58.67	58.67
Credit Misc Parts not Used	-1	45.87	-45.87

We Accept Check, Mastercard, Visa, Discover & American Express

**Subtotal** \$2,066.53

Card# \_\_\_\_\_

**Sales Tax (6.75%)** \$0.00

Exp Date \_\_\_\_\_ CVV2# \_\_\_\_\_

**Balance Due** \$0.00

Signature

Post	Scope of Work		Paid by State of Ohio DPS		Actuals determined from Subpeona				STI Whiteboard			Overbilled	
	Install Labor Estimate (hrs)	Program Labor Estimate (hrs)	Total	Invoice	Actual Install Labor (hrs)	Actual Program Labor (hrs)	Travel Time (hrs)	Total Labor + Travel Time	Labor Billed	Labor Used	Overbilled Install Labor (hrs)	Overbilled Program Labor (hrs)	Overbilled
Ashland	49	6	\$ 9,277.06	\$ 9,277.06	24.75	-	1.50	26.25	55	23.5	24.25	6	\$ 1,965.63
Ashtabula	17	4	\$ 4,641.07	\$ 4,641.07	9.25	-	4.25	13.50	21	13	7.75	4	\$ 784.38
Bucyrus	64.5	12	\$ 11,714.98	\$ 11,746.23	33.75	-	6.25	40.00	77	30.75	30.75	12	\$ 2,821.88
Canton	59	8	\$ 9,814.19	\$ 9,814.19	35.00	-	-	35.00	67	38	24.00	8	\$ 2,100.00
Chardon	20.5	4	\$ 5,313.89	\$ 5,313.89	9.00	-	1.00	10.00	24.5	10	11.50	4	\$ 1,018.75
Chillicothe	37	8	\$ 8,529.07	\$ 8,529.07	15.00	-	1.00	16.00	45	18	22.00	8	\$ 1,975.00
Circleville	20.5	4	\$ 5,326.07	\$ 5,326.07	9.00	-	12.00	21.00	24.5	20	11.50	4	\$ 1,018.75
Dayton	53.5	8	\$ 9,237.79	\$ 9,237.79	26.50	-	15.00	41.50	61.5	40.5	27.00	8	\$ 2,287.50
Elyria	33	8	\$ 9,484.27	\$ 9,484.27	33.00	2	5.50	40.50	41	30	-	6	\$ 450.00
Fremont	17	4	\$ 4,628.71	\$ 4,628.71	6.00	-	3.00	9.00	21	12	11.00	4	\$ 987.50
Granville	17	4	\$ 4,641.07	\$ 4,641.07	2.25	-	2.50	4.75	13	5	14.75	4	\$ 721.88
Jackson	52	12	\$ 9,958.00	\$ 9,958.00	14.00	-	0.75	14.75	64	15.75	38.00	12	\$ 3,275.00
New Philadelphia	29	8	\$ 8,029.07	\$ 8,029.07	24.00	-	6.50	30.50	37	20	5.00	8	\$ 912.50
Norwalk	36.5	12	\$ 6,079.51	\$ 6,079.51	15.75	-	3.00	18.75	48	20	20.75	12	\$ 2,196.88
Portsmouth	51.5	6	\$ 8,789.52	\$ 8,789.52	16.75	-	3.50	20.25	57.5	19.75	34.75	6	\$ 2,621.88
Staubenville	2	2	\$ 429.28	\$ 429.28	-	-	-	-	-	-	-	-	\$ 275.00
Staubenville	36	4	\$ 7,844.39	\$ 7,844.39	23.25	-	27.00	50.25	40	39.5	12.75	4	\$ 1,096.88
Toledo	44.5	4	\$ 7,681.21	\$ 7,681.21	21.00	-	12.00	33.00	48.5	31	23.50	4	\$ 1,768.75
Wapakoneta	59	6	\$ 9,136.18	\$ 9,136.18	16.00	-	5.00	21.00	65	43.00	43.00	6	\$ 3,137.50
Warren	76	8	\$ 13,352.55	\$ 13,352.55	26.75	-	1.75	28.50	81	49.25	49.25	8	\$ 3,678.13
West Jefferson	22	6	\$ 5,795.22	\$ 5,795.22	2.50	-	3.00	5.50	18	5	19.50	6	\$ 1,043.75
					Total Actual	365.50	114.50	480.00			Total Overbilled	565.00	\$ 36,137.50
													(2.00)

Overbilled Install Labor (hrs) = Install Labor Estimate (hrs) - Actual Install Labor (hrs)  
 Overbilled Program Labor (hrs) = Program Labor Estimate (hrs) - Actual Program Labor (hrs)  
 Overbilled Install Price(\$) = Overbilled Install Labor (hrs) \* Install Rate (\$)  
 Overbilled Program Price(\$) = Overbilled Program Labor (hrs) \* Program Rate (\$)  
 Overbilled Labor (\$) = Overbilled Install Price(\$) + Overbilled Program Price(\$)  
 Actual Labor + Overbilled Labor - Estimated Labor  
 Total Overbilled Labor (hrs) = Actual Install Labor (hrs) - Actual Program Labor (hrs)

**Callahan, Kenneth**

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**From:** Hartman, Robert  
**Sent:** Friday, January 17, 2014 12:13 PM  
**To:** '[michaelp@audiovideointeriors.net](mailto:michaelp@audiovideointeriors.net)'  
**Subject:** STI Reference

In the past several years STI has provided fixed bids for post repairs and upgrades for the Ohio State Highway Patrol Posts, District Offices and other Department of Public Safety Offices.

All work has been performed to our satisfaction. They have followed up on subsequent service and maintenance calls.

The projects saved us both time and money since STI is an approved vendor under their State Term Contract.

STI is responsive to our needs and readily available when needed

Robert Hartman  
Ohio State Highway Patrol  
1952 W. Broad St.  
Columbus,  
OH 43223

