

<b>Open Systems Integrators, Inc.</b>			
<b>Emergency Notification System Components (Shipping included)</b>			
<b>Manufacturer</b>	<b>Price List/Catalog Name</b>	<b>Price List/Catalog Date</b>	<b>ESCNJ Discount</b>
Alertus	Alertus MSRP	6/22/2018	2%
Code Blue	Code Blue MSRP	6/11/2018	10%
Comnet	Comnet List Prices	9/30/2016	20%
Cyber Power	Cyber Power US PriceBook with MSRP	6/22/2018	10%
Eyemetric	Eyemetric Identity Systems 2018 Price List	6/22/2018	15%
Maxxess Ambit	Ambit Partner Price List	2/5/2018	2%
Philips	Philips Signage Solutions Retail Price List	6/1/2018	10%
Qognify	Qognify List Pricing	6/22/2018	5%
Sielox	Sielox MSRP Price Book	3/1/2018	10%
<b>Expert Technician Labor Cost Per Hour (All Counties)</b>			<b>\$110.00</b>
<b>Engineering Labor Cost Per Hour (All Counties)</b>			<b>\$140.00</b>
<b>Project Management Labor Cost Per Hour (All Counties)</b>			<b>\$130.00</b>
<b>Training Labor Cost Per Hour (All Counties)</b>			<b>\$105.00</b>
<b>Cost per \$1,000 (\$/\$1K) for Performance Bond</b>			
<b>\$36.80/\$1,000</b>			
<b>Replacement Equipment Parts (All Counties)</b>			
<b>Percentage Mark-up over cost</b>			
<b>25%</b>			
<b>Percentage Mark-up of Prevailing Wage</b>			
<b>COUNTY</b>	<b>JOURNEYMAN</b>	<b>APPRENTICE</b>	<b>FOREMAN</b>
ATLANTIC	29.0%	29.0%	29.0%
BERGEN	29.0%	29.0%	29.0%
BURLINGTON	29.0%	29.0%	29.0%
CAMDEN	29.0%	29.0%	29.0%
CAPE MAY	29.0%	29.0%	29.0%
CUMBERLAND	29.0%	29.0%	29.0%
ESSEX	29.0%	29.0%	29.0%
GLOUCESTER	29.0%	29.0%	29.0%
HUDSON	29.0%	29.0%	29.0%
HUNTERDON	29.0%	29.0%	29.0%
MERCER	29.0%	29.0%	29.0%
MIDDLESEX	29.0%	29.0%	29.0%
MONMOUTH	29.0%	29.0%	29.0%
MORRIS	29.0%	29.0%	29.0%
OCEAN	29.0%	29.0%	29.0%
PASSAIC	29.0%	29.0%	29.0%
SALEM	29.0%	29.0%	29.0%
SOMERSET	29.0%	29.0%	29.0%
SUSSEX	29.0%	29.0%	29.0%
UNION	29.0%	29.0%	29.0%
WARREN	29.0%	29.0%	29.0%

<b>Eastern Datacomm, Inc</b>			
<b>Emergency Notification System Components (Shipping included)</b>			
<b>Manufacturer</b>	<b>Price List/Catalog Name</b>	<b>Price List/Catalog Date</b>	<b>ESCNJ Discount</b>
Eastern Datacomm, Inc	LENS by Eastern DataComm Price List	6/1/2018	20%
<b>Expert Technician Labor Cost Per Hour (All Counties)</b>			
<b>\$175.00</b>			
<b>Cost per \$1,000 (\$/\$1K) for Performance Bond</b>			
<b>\$35.00/\$1,000</b>			
<b>Replacement Equipment Parts (All Counties)</b>			
<b>Percentage Mark-up over cost</b>			
<b>0%</b>			
<b>Percentage Mark-up of Prevailing Wage</b>			
<b>COUNTY</b>	<b>JOURNEYMAN</b>	<b>APPRENTICE</b>	<b>FOREMAN</b>
ATLANTIC	61.8%	N/A	45.2%
BERGEN	59.3%	N/A	37.4%
BURLINGTON	61.8%	N/A	45.2%
CAMDEN	61.8%	N/A	45.2%
CAPE MAY	61.8%	N/A	45.2%
CUMBERLAND	61.8%	N/A	45.2%
ESSEX	59.3%	N/A	37.4%
GLOUCESTER	61.8%	N/A	45.2%
HUDSON	59.3%	N/A	37.4%
HUNTERDON	58.9%	N/A	41.9%
MERCER	71.0%	N/A	55.5%
MIDDLESEX	61.4%	N/A	40.4%
MONMOUTH	65.2%	N/A	47.5%
MORRIS	58.9%	N/A	41.9%
OCEAN	65.2%	N/A	47.5%
PASSAIC	58.9%	N/A	41.9%
SALEM	61.8%	N/A	45.2%
SOMERSET	58.9%	N/A	41.9%
SUSSEX	58.9%	N/A	41.9%
UNION	58.9%	N/A	41.9%
WARREN	58.9%	N/A	41.9%