



REQUEST FOR PROPOSALS

For

Security Management System

Appendix C – Fee Proposal

[Respondent Name]

RFP No. SFUSD-PD-FY24-25#64 (FACBOND-Security Management System)

A. Pricing Overview

Service Category	Description	Quantity / Scope	Unit Price	Total Price
System Setup & Configuration	Initial software setup, configuration, and deployment (cloud-based)	One-time	\$_____—	\$_____
Software Subscription (Annual)	Licensing for core system supporting 200 cameras and 200 access control points	Year 1	\$_____—	\$_____
	Licensing renewal – same scope (with optional pricing for scaling)	Year 2	\$_____—	\$_____
	Licensing renewal – same scope (with optional pricing for scaling)	Year 3	\$_____—	\$_____
Optional Extension 1	Annual software renewal (if extended)	Year 4	\$_____—	\$_____
Optional Extension 2	Annual software renewal (if extended)	Year 5	\$_____—	\$_____



Training	On-site or virtual training for SFUSD staff (include Tier 1 support introduction)	Per Session	\$_____	\$_____
Technical Support & Maintenance	Includes SLA (99.9% uptime), patch management, technical support, and updates	Annual	\$_____	\$_____

B. Optional / Scalable Services

Service	Unit	Unit Price	Notes
Additional Cameras (License per device)	Per camera	\$_____	Support for up to 5,000
Additional Access Control Points	Per device	\$_____	Support for up to 3,000
Onsite Technical Assistance	Per hour	\$_____	Optional field support
Custom Feature Development	Per project	\$_____	For system enhancements
Software Integrations	Per integration	\$_____	e.g., Valcom, Honeywell, Active Directory

C. Extra Services Fee Schedule

Professional Role	Hourly Rate	Description of Role
Project Manager	\$_____	Project oversight, coordination with SFUSD
Integration Specialist	\$_____	Handles API and 3rd-party integrations
Technical Trainer	\$_____	Conducts user training
Software Engineer	\$_____	Custom software development
Tier 1 Support Agent	\$_____	End-user support

D. Additional Costs or Reimbursables



Cost Item	Basis	Estimated Cost	Notes
Travel (if required)	Per trip	\$_____	Not expected but listed if applicable
Cloud Storage Overages	Per TB/month	\$_____	Beyond agreed base plan
Emergency Support Services	Per incident	\$_____	For out-of-scope urgent issues

E. Summary of Total Estimated Cost (Initial 3-Year Contract)

Cost Category	Total
Initial Setup	\$_____
Annual Licensing & Maintenance (Years 1–3)	\$_____
Training & Support	\$_____
Optional Services (estimated usage)	\$_____
Total (3-Year Term)	\$_____