

## **Cost Analysis**

Utilizing the competitively let SWC 99999-SPD-SPD0000172-006 for the Avigilon Unity Video 8 Software Licenses allows for 33% for labor support services, and 5.25% off materials. Cost savings breakdown are as follows:

There are three reasons for use of state Georgia Contract for Video, Access & Fire SWC 99999-SPD-SPD0000172-006

- Compliance
- Time
- Money

This Avigilon project focuses on Labor and Material of the purchased licenses:

### **Labor**

Convergent labor rate in Georgia is \$205 per hour with a four-hour minimum.

Convergent State contract labor rate is \$135 per hour with no minimum. This is the lowest rate available to any Convergent customer in Georgia. The \$70 per hour savings is 33%

### **Material**

Avigilon MSRP on a Avigilon license is \$316.51

Convergent State contract rate is a minimum 5.25% discount.

This is a \$16.62 savings per unit and a 5.25% material savings