

# Massachusetts ITC71

FS Systems Inc. has been awarded the ITC71 statewide contract from the Commonwealth of Massachusetts for Catalog Sales, Security Systems Integration, Surveillance, Access Control Systems, and Locks/Locksmithing.

As an approved vendor, FS Systems is able to provide equipment, systems, installation, design services, training, service and maintenance and technical support for several types of CCTV and Card Access systems and related services.

This contract enables FS Systems to provide streamlined discounted products and services to its current and future eligible public clients. As a leading provider of security systems for municipalities, public schools and institutions, FS Systems is pleased to receive this accreditation.

For information on our product and service offerings through the FAC64 contract, please see links below.

[ITC71 Labor & Discount Rates](#)  
[ITC71 Prompt Pay Discounts](#)

Authorized Manufacturer Product Lists:

| Manufacturers           | Discount | Manufacturers   | Discount |
|-------------------------|----------|-----------------|----------|
| Adams Rite              | 5%       | Farpointe       | 5%       |
| Aiphone                 | 5%       | FLIR            | 5%       |
| Altronix                | 5%       | Folger Adams    | 5%       |
| American Dynamics       | 5%       | Hess            | 5%       |
| Anixter                 | 5%       | IEI             | 5%       |
| Arthur J. Hurley, Co.   | 5%       | Mayflower Sales | 5%       |
| Avigilon                | 5%       | Middle Atlantic | 5%       |
| Baran Technologies      | 5%       | NapCo           | 5%       |
| Baystate Wire and Cable | 5%       | Netgear         | 5%       |
| Chamberlain             | 5%       | Northern Video  | 5%       |
| Cisco                   | 5%       | Open Eye        | 5%       |
| Clinton Electronics     | 5%       | Schlage         | 5%       |
| Continental             | 5%       | Tripp Lite      | 5%       |
| Dell                    | 5%       |                 |          |

Please contact our State Contract Team for assistance, inquiries, and to jump-start your security projects.

Gerry Fitzgerald  
President

781-754-7310

[gfitz@fssystemsync.com](mailto:gfitz@fssystemsync.com)

**Labor and Discount Rates**

**CATEGORY 2 - PREVAILING WAGE MARK-UPS**

Respond with your PERCENTAGE (%) MARK-UP OVER PREVAILING WAGE for the available job titles and add additional titles if needed. List the equivalent prevailing wage title for each job title.

**Respond as a percentage (%) MARK-UP over Prevailing Wage.**

| Job Title<br>(Add others if needed) | Equivalent<br>Prevailing Wage Title<br>(Respond as text) | <b><u>AFTER HOURS:</u></b>  |  |   |
|-------------------------------------|--|---|--|---|
|                                     |  | <b><u>BUSINESS HOURS:</u></b><br>Monday - Friday<br>7:00 AM - 5:00 PM | Monday - Friday<br>5:01 PM - 6:59 AM<br>All Day Saturday | <b><u>SUNDAYS AND<br/>HOLIDAYS:</u></b> |
| Senior Technician (Foreman)         | Electrician  | 90%   | 150%   | 125%                                    |
| Technician                          | Electrician  | 70%   | 125%   | 125%                                    |
| Installer                           | Telecomm Technician                                      | 70%   | 125%   | 125%                                    |

**CATEGORY 2 - NON-PREVAILING WAGE HOURLY RATES**

| Job Title<br>(Add others if needed) | <b><u>AFTER HOURS:</u></b>  |  |   |
|-------------------------------------|---|--|---|
|                                     | <b><u>BUSINESS HOURS:</u></b><br>Monday - Friday<br>7:00 AM - 5:00 PM | Monday - Friday<br>5:01 PM - 6:59 AM<br>All Day Saturday | <b><u>SUNDAYS<br/>AND<br/>HOLIDAYS:</u></b> |
| Sr. Executive                       | \$145.00  | \$220.00   | \$290.00                                    |
| Sr. Programmer/Software Technician  | \$125.00  | \$187.50   | \$250.00                                    |
| Technician                          | \$125.00  | \$187.50   | \$250.00                                    |
| Installer                           | \$95.00   | \$142.50   | \$190.00                                    |

**Prompt Pay Discounts**

- 3% when Payment Issue Date is within 10 Days
- 2.5% when Payment Issue Date is within 15 Days
- 2% when Payment Issue Date is within 20 Days