

DIR-CPO-4804
New IPS, Inc. Cabling Services and Related Products
LABOR ONLY (per pull) PRICING SHEET

INSTRUCTIONS: The price per cable pull should represent all labor to include fishing walls, running cable through modular furniture, terminating, testing, labeling, and providing certification reports, as-built floor plans, and warranty information. **All Prices must include the .75% DIR Administrative fee.**

Cabling Services (price per pull)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cat 5e cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$82.46	\$82.46	\$82.46	\$82.46	\$82.46
151-300 Feet	\$96.37	\$96.37	\$96.37	\$96.37	\$96.37
11-50 Pulls					
0-150 Feet	\$82.46	\$82.46	\$82.46	\$82.46	\$82.46
151-300 Feet	\$96.37	\$96.37	\$96.37	\$96.37	\$96.37
51-100 Pulls					
0-150 Feet	\$82.46	\$82.46	\$82.46	\$82.46	\$82.46
151-300 Feet	\$96.37	\$96.37	\$96.37	\$96.37	\$96.37
101-200 Pulls					
0-150 Feet	\$82.46	\$82.46	\$82.46	\$82.46	\$82.46
151-300 Feet	\$96.37	\$96.37	\$96.37	\$96.37	\$96.37
Over 200 Pulls					
0-150 Feet	\$82.46	\$82.46	\$82.46	\$82.46	\$82.46
151-300 Feet	\$96.37	\$96.37	\$96.37	\$96.37	\$96.37
Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$84.60	\$84.60	\$84.60	\$84.60	\$84.60
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
11-50 Pulls					
0-150 Feet	\$84.60	\$84.60	\$84.60	\$84.60	\$84.60
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
51-100 Pulls					
0-150 Feet	\$84.60	\$84.60	\$84.60	\$84.60	\$84.60
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
101-200 Pulls					
0-150 Feet	\$84.60	\$84.60	\$84.60	\$84.60	\$84.60
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
Over 200 Pulls					
0-150 Feet	\$84.60	\$84.60	\$84.60	\$84.60	\$84.60
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58

Pricing Sheet 2 - Tab 1
New IPS, Inc. Cabling Services (per pull) - Labor Only Price Sheet

All Prices must include the .75% DIR Administrative fee.

Cabling Services (price per pull)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$85.67	\$85.67	\$85.67	\$85.67	\$85.67
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
11-50 Pulls					
0-150 Feet	\$85.67	\$85.67	\$85.67	\$85.67	\$85.67
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
51-100 Pulls					
0-150 Feet	\$85.67	\$85.67	\$85.67	\$85.67	\$85.67
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
101-200 Pulls					
0-150 Feet	\$85.67	\$85.67	\$85.67	\$85.67	\$85.67
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
Over 200 Pulls					
0-150 Feet	\$85.67	\$85.67	\$85.67	\$85.67	\$85.67
151-300 Feet	\$99.58	\$99.58	\$99.58	\$99.58	\$99.58
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$190.21	\$190.21	\$190.21	\$190.21	\$190.21
151-300 Feet	\$222.31	\$222.31	\$222.31	\$222.31	\$222.31
11-50 Pulls					
0-150 Feet	\$190.21	\$190.21	\$190.21	\$190.21	\$190.21
151-300 Feet	\$222.31	\$222.31	\$222.31	\$222.31	\$222.31
51-100 Pulls					
0-150 Feet	\$190.21	\$190.21	\$190.21	\$190.21	\$190.21
151-300 Feet	\$222.31	\$222.31	\$222.31	\$222.31	\$222.31
101-200 Pulls					
0-150 Feet	\$190.21	\$190.21	\$190.21	\$190.21	\$190.21
151-300 Feet	\$222.31	\$222.31	\$222.31	\$222.31	\$222.31
Over 200 Pulls					
0-150 Feet	\$190.21	\$190.21	\$190.21	\$190.21	\$190.21
151-300 Feet	\$222.31	\$222.31	\$222.31	\$222.31	\$222.31
Coax Cable for Video Distribution (CATV, CCTV (surveillance), satellite (DSS, VSAT)) - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$75.72	\$75.72	\$75.72	\$75.72	\$75.72
151-300 Feet	\$91.02	\$91.02	\$91.02	\$91.02	\$91.02
11-50 Pulls					
0-150 Feet	\$75.72	\$75.72	\$75.72	\$75.72	\$75.72
151-300 Feet	\$91.02	\$91.02	\$91.02	\$91.02	\$91.02
51-100 Pulls					
0-150 Feet	\$75.72	\$75.72	\$75.72	\$75.72	\$75.72
151-300 Feet	\$91.02	\$91.02	\$91.02	\$91.02	\$91.02
101-200 Pulls					
0-150 Feet	\$75.72	\$75.72	\$75.72	\$75.72	\$75.72
151-300 Feet	\$91.02	\$91.02	\$91.02	\$91.02	\$91.02
Over 200 Pulls					
0-150 Feet	\$75.72	\$75.72	\$75.72	\$75.72	\$75.72
151-300 Feet	\$91.02	\$91.02	\$91.02	\$91.02	\$91.02

DIR-CPO-4804
New IPS, Inc. Cabling Services and Related Products
PRICING SHEET

INSTRUCTIONS: Vendors are to respond with prices (per pull) for only those zones where they can provide the requested services. The cost per cable pull should represent all materials including cable, electrical boxes, color coded inserts, jacks, patch panels, 66M150 blocks equipped with 89B brackets and/or 110 blocks, wall plates, patch cords, all devices as needed for proper hanging and molding as required. In addition the cost per cable pull should represent all labor including fishing walls, running cable through modular furniture, terminating, testing, labeling, and providing certification reports, as-built floor plans, and warranty information. Pricing to include all costs, including conveyances, necessary to complete the project. All Prices must include the .75% DIR Administrative fee.

Cabling Services (price per pull)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cat 5e cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	132.81	132.81	132.81	132.81	132.81
151-300 Feet	132.81	132.81	132.81	132.81	132.81
11-50 Pulls					
0-150 Feet	132.81	132.81	132.81	132.81	132.81
151-300 Feet	132.81	132.81	132.81	132.81	132.81
51-100 Pulls					
0-150 Feet	132.81	132.81	132.81	132.81	132.81
151-300 Feet	132.81	132.81	132.81	132.81	132.81
101-200 Pulls					
0-150 Feet	132.81	132.81	132.81	132.81	132.81
151-300 Feet	132.81	132.81	132.81	132.81	132.81
Over 200 Pulls					
0-150 Feet	132.81	132.81	132.81	132.81	132.81
151-300 Feet	132.81	132.81	132.81	132.81	132.81
Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	138.33	138.33	138.33	138.33	138.33
151-300 Feet	138.33	138.33	138.33	138.33	138.33
11-50 Pulls					
0-150 Feet	138.33	138.33	138.33	138.33	138.33
151-300 Feet	138.33	138.33	138.33	138.33	138.33
51-100 Pulls					
0-150 Feet	138.33	138.33	138.33	138.33	138.33
151-300 Feet	138.33	138.33	138.33	138.33	138.33
101-200 Pulls					
0-150 Feet	138.33	138.33	138.33	138.33	138.33
151-300 Feet	138.33	138.33	138.33	138.33	138.33
Over 200 Pulls					
0-150 Feet	138.33	138.33	138.33	138.33	138.33
151-300 Feet	138.33	138.33	138.33	138.33	138.33

Cabling Services (price per pull)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	251.45	251.45	251.45	251.45	251.45
151-300 Feet	449.40	449.40	449.40	449.40	449.40
11-50 Pulls					
0-150 Feet	251.45	251.45	251.45	251.45	251.45

Cabling - Labor and Materials

151-300 Feet	449.40	449.40	449.40	449.40	449.40
51-100 Pulls					
0-150 Feet	251.45	251.45	251.45	251.45	251.45
151-300 Feet	449.40	449.40	449.40	449.40	449.40
101-200 Pulls					
0-150 Feet	251.45	251.45	251.45	251.45	251.45
151-300 Feet	449.40	449.40	449.40	449.40	449.40
Over 200 Pulls					
0-150 Feet	251.45	251.45	251.45	251.45	251.45
151-300 Feet	449.40	449.40	449.40	449.40	449.40
Fiber Optic - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Single Mode					
0-10 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
11-50 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
51-100 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
101-200 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
Over 200 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25

Cabling Services (price per pull)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Multimode					
0-10 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
11-50 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
51-100 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
101-200 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
Over 200 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25

Cabling - Labor and Materials

Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
11-50 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
51-100 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
101-200 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25
Over 200 Pulls					
0-150 Feet	168.53	168.53	168.53	168.53	168.53
151-300 Feet	224.70	224.70	224.70	224.70	224.70
300+ Feet	508.25	508.25	508.25	508.25	508.25

Cabling Services (price per pull)					
	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Coax Cable for Video Distribution (CATV, CCTV (surveillance), satellite (DSS, VSAT)) - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	140.44	140.44	140.44	140.44	140.44
151-300 Feet	140.44	140.44	140.44	140.44	140.44
11-50 Pulls					
0-150 Feet	140.44	140.44	140.44	140.44	140.44
151-300 Feet	140.44	140.44	140.44	140.44	140.44
51-100 Pulls					
0-150 Feet	140.44	140.44	140.44	140.44	140.44
151-300 Feet	140.44	140.44	140.44	140.44	140.44
101-200 Pulls					
0-150 Feet	140.44	140.44	140.44	140.44	140.44
151-300 Feet	140.44	140.44	140.44	140.44	140.44
Over 200 Pulls					
0-150 Feet	140.44	140.44	140.44	140.44	140.44
151-300 Feet	140.44	140.44	140.44	140.44	140.44

DIR-CPO-4804
New IPS, Inc. Cabling Services and Related Products
PRICING SHEET

INSTRUCTIONS: Vendors must list any other cabling services being offered to DIR Customers that are not previously described and/or priced on either Bid Package 2 - Tab 3 or Bid Package 2 - Tab 4 price sheets. Any service listed must be within the scope of this RFO. For each service listed, Vendors must provide the individual pricing (hourly rate) charged for the service within each zone where the service will be offered. Vendor must enter the Service Rate used for the pricing shown on this price sheet: either 'Standard' for Monday through Friday, 8:00 am to 5:00 pm or 'Non-Standard' for nights, weekends, and holidays. Vendors must list a Cabling Service for each type of Service Rate.

Cabling Services	Service Rate Type	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
<i>Example: Cabling Technical Support (Standard hourly rate)</i>	<i>Standard</i>	45.75	45.75	45.75	45.75	45.75
<i>Example: Cabling Technical Support (Nights, weekend, holiday rate)</i>	<i>Non-standard</i>	69.50	69.50	69.50	69.50	69.50
<i>Example: Cabling Project Manager (Standard hourly rate)</i>	<i>Standard</i>	55.25	55.25	55.25	55.25	55.25
<i>Example: Cabling Systems Design (Standard hourly rate)</i>	<i>Standard</i>	40.50	40.50	40.50	40.50	40.50
<i>Example: Cable Removal (Standard hourly rate)</i>	<i>Standard</i>	35.75	35.75	35.75	35.75	35.75

Cabling Product Description (list additional products)								
Fiber Panel each	Panduit	Fiber Panel Blank each	IP-FP	Reseller	\$69.13	30.00%	\$48.39	
Blank Insert each	Panduit	Blank Insert each	IP-BINK	Reseller	\$0.89	30.00%	\$0.62	
Corrugated Loom p/ft	Panduit	Corrugated Loom p/ft	IP-CL	Reseller	\$4.94	30.00%	\$3.46	
Surface Raceway 8ft Section	Panduit	Surface Raceway 8ft Section	IP-LD	Reseller	\$44.33	30.00%	\$31.03	
Surface Raceway Fittings each	Panduit	Surface Raceway Fittings each	IP-FTNG	Reseller	\$9.19	30.00%	\$6.43	
Surface Mount Box each	Panduit	Surface Mount Box each	IP-SMB	Reseller	\$15.86	30.00%	\$11.10	
SM fiber 6 Strand Plenum Indoor p/ft	General Cable	SM fiber 6 Strand Plenum Indoor p/ft	IP-SM6IN	Reseller	\$5.95	30.00%	\$4.16	
MM Fiber 6 Strand Plenum Indoor p/ft	General Cable	MM Fiber 6 Strand Plenum Indoor p/ft	IP-MM6IN	Reseller	\$4.79	30.00%	\$3.35	
MM Fiber 12 Strand Plenum Indoor p/ft	General Cable	MM Fiber 12 Strand Plenum Indoor p/ft	IP-MM12IN	Reseller	\$7.95	30.00%	\$5.56	
MM Fiber 24 Strand Plenum Indoor p/ft	General Cable	MM Fiber 24 Strand Plenum indoor p/ft	IPMM24IN	Reseller	\$18.06	30.00%	\$11.25	
SM Fiber 6 Strand Outdoor p/ft	General Cable	SM Fiber 6 Strand Outdoor p/ft	IP-SM6OU	Reseller	\$15.86	30.00%	\$11.10	
MM Fiber 6 Strand Outdoor p/ft	General Cable	MM Fiber 6 Strand Outdoor p/ft	IP-MM6OU	Reseller	\$13.11	30.00%	\$9.18	
MM Fiber 12 Strand Outdoor p/ft	General Cable	MM Fiber 12 Strand Outdoor p/ft	IP-MM12OU	Reseller	\$23.35	30.00%	\$16.35	
MM Fiber 24 Strand Outdoor p/ft	General Cable	MM Fiber 24 Strand Outdoor p/ft	IP-MM24OU	Reseller	\$34.56	30.00%	\$24.19	
24 Port Voice Patch Panel each	Panduit	24 Port Voice Patch Panel each	IP-PP24V	Reseller	\$395.88	30.00%	\$277.11	
Grounding Bussbar each kit	Panduit	Grounding Bussbar each kit	IP-GND	Reseller	\$685.70	30.00%	\$479.99	
Outdoor Splice Protector each	Circa	Outdoor Splice Protector each	IP-OSP	Reseller	\$555.25	30.00%	\$388.68	
Analog Gas Fuses each - Splice Protector each	Circa	each	IP-GAS	Reseller	\$8.05	30.00%	\$5.64	
Orange Corrugated Innerduct Plenum p/ft	Erndot	Orange Corrugated Innerduct Plenum p/ft	IP-INN	Reseller	\$9.25	30.00%	\$6.47	
Fiber Fan Out Kit 6 Strand each	Leviton	Fiber Fan Out Kit 6 Strand each	IP-FOK6	Reseller	\$90.81	30.00%	\$63.56	
66M Block with Bracket & Bridging Clips each kit	Allenet	each kit	IP-66M	Reseller	\$77.25	30.00%	\$54.07	
110 Block with Legs & Connectors C-4 each kit	Allenet	kit	IP-110	Reseller	\$89.13	30.00%	\$62.39	
25 Pair Cable Cat3 p/ft	General Cable	25 Pair Cable Cat3 p/ft	IP-25IN	Reseller	\$9.91	30.00%	\$6.93	
50 Pair Cable Cat3 p/ft	General Cable	50 Pair Cable Cat3 p/ft	IP-50IN	Reseller	\$15.72	30.00%	\$11.00	
100 Pair Cable Cat3 p/ft	General Cable	100 Pair Cable Cat3 p/ft	IP-100IN	Reseller	\$29.41	30.00%	\$20.58	
200 Pair Cable Cat3 p/ft	General Cable	200 Pair Cable Cat3 p/ft	IP-200IN	Reseller	\$60.58	30.00%	\$22.32	
600 Pair Cable Cat3 p/ft	General Cable	600 Pair Cable Cat3 p/ft	IP-600IN	Reseller	\$87.38	30.00%	\$61.17	
25 Pair Cable Cat3 Outdoor p/ft	General Cable	25 Pair Cable Cat3 Outdoor p/ft	IP-25OU	Reseller	\$12.43	30.00%	\$8.70	
50 Pair Cable Cat3 Outdoorp/ft	General Cable	50 Pair Cable Cat3 Outdoorp/ft	IP-50OU	Reseller	\$19.94	30.00%	\$15.93	
100 Pair Cable Cat3 Outdoor p/ft	General Cable	100 Pair Cable Cat3 Outdoor p/ft	IP-100OU	Reseller	\$35.60	30.00%	\$24.92	
200 Pair Cable Cat3 Outdoorp/ft	General Cable	200 Pair Cable Cat3 Outdoorp/ft	IP-200OU	Reseller	\$69.45	30.00%	\$48.61	
Cable Tray Center Hangers each	Cablofil	Cable Tray Center Hangers each	IP-CTH	Reseller	\$32.35	30.00%	\$22.65	
Cable Tray Splice Washers each	Cablofil	Cable Tray Splice Washers each	IP-CTSW	Reseller	\$5.00	30.00%	\$3.50	
Cable Tray T Bars each	Cablofil	Cable Tray T Bars each	IP-TB	Reseller	\$49.63	30.00%	\$34.74	
Cable Tray Fast Splice each	Cablofil	Cable Tray Fast Splice each	IP-FS	Reseller	\$4.89	30.00%	\$3.42	
Cable Tray Exit each	Cablofil	Cable Tray Exit each	IP-XT	Reseller	\$31.46	30.00%	\$22.02	
Cable Tray Fastrut Connector each	Cablofil	Cable Tray Fastrut Connector each	IP-FSC	Reseller	\$25.06	30.00%	\$17.54	
Cable Tray L Bracket each	Cablofil	Cable Tray L Bracket each	IP-L	Reseller	\$44.03	30.00%	\$30.82	
J Hooks each	Caddy	J Hooks each	IP-JH	Reseller	\$9.70	30.00%	\$6.79	
In Wall Brackets each	Caddy	In Wall Brackets each	IP-MP	Reseller	\$13.95	30.00%	\$9.76	
Fire Stop Bar each	Nelson	Fire Stop Bar each	IP-FS	Reseller	\$84.19	30.00%	\$58.93	
Jet line p/ft	Greenlee	Jet line p/ft	IP-JL	Reseller	\$0.20	30.00%	\$0.14	
Mule Tape p/ft	Greenlee	Mule Tape p/ft	IP-MT	Reseller	\$1.63	30.00%	\$1.14	
Any other product not listed	Panduit	Any other product not listed		Reseller		30.00%		

Additional Discount Based On Aggregate Sales					
Contract Sales Threshold	Product or Category Description	Part Number if Applicable	Original Discount	Additional Discount	Total Discount