Cabling Services (price per pull) Labor Only		7	7		
,	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	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
11-50 Pulls	, , , ,	*	, <u></u>	,	,
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
51-100 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
101-200 Pulls	C450.00I	C450 00l	£450.00l	#4F0 00I	<u> </u>
0-150 Feet	\$150.00 \$150.00	\$150.00 \$150.00	\$150.00 \$150.00	\$150.00 \$150.00	\$150.0 \$150.0
151-300 Feet Over 200 Pulls	\$150.00	\$130.00	\$150.00	\$150.00	φ150.0
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.		,	,	,	,
0-10 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
11-50 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
51-100 Pulls	¢450.00l	¢450.00l	£450.00l	\$450.00l	0450.0
0-150 Feet	\$150.00 \$150.00	\$150.00 \$150.00	\$150.00 \$150.00	\$150.00 \$150.00	\$150.0
151-300 Feet 101-200 Pulls	\$150.00	\$150.00	\$150.00	\$100.00	\$150.0
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
Over 200 Pulls	\$100.00	ψ100.00	ψ100.00	ψ100.00	ψ.σσ.σ
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.0
Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
11-50 Pulls			<u> </u>		
0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
51-100 Pulls					
0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
101-200 Pulls					
0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
Over 200 Pulls			*		
0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.0
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls	\$275.00	\$275.00	\$275.00	\$275.00	\$275.0
0-150 Feet		·			
151-300 Feet	\$320.00	\$320.00	\$320.00	\$320.00	\$320.0
11-50 Pulls	\$270.00	\$270.00	\$270.00	\$270.00	\$270.0
0-150 Feet		\$270.00 \$315.00	\$270.00 \$315.00	\$270.00	
151-300 Feet	\$315.00	φა 15.00	ФЭ 15.00		\$315.0
51-100 Pulls		400= 00	A 007.00	4007.00	4222
0-150 Feet	\$265.00	\$265.00	\$265.00	\$265.00	\$265.0
151-300 Feet	\$310.00	\$310.00	\$310.00	\$310.00	\$310.0

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Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report (cont'd)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
101-200 Pulls					
0-150 Feet	\$260.00	\$260.00	\$260.00	\$260.00	\$260.0
151-300 Feet	\$305.00	\$305.00	\$305.00	\$305.00	\$305.0
Over 200 Pulls					
0-150 Feet	\$255.00	\$255.00	\$255.00	\$255.00	\$255.0
151-300 Feet	\$300.00	\$300.00	\$300.00	\$300.00	\$300.0
Coax Cable for Video Distribution (CATV, CCTV (surveillance), satellite (DSS, VSAT)) - installed, terminated, tested and labele 0-10 Pulls	d including wall plate, jack a	and certification report.			
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.0
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.0
11-50 Pulls					
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.0
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.0
51-100 Pulls					
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.0
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.0
101-200 Pulls					
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.0
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.0
Over 200 Pulls					
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.0
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.0

Cabling Services (price per pull) Labor and Materials	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	\$180.00	\$180.00	\$180.00		\$180.00
151-300 Feet	\$235.00	\$235.00	\$235.00	\$235.00	\$235.00
11-50 Pulls					
0-150 Feet	\$152.00	\$152.00	\$152.00	\$152.00	\$152.00
151-300 Feet	\$232.00	\$232.00	\$232.00	\$232.00	\$232.00
51-100 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
151-300 Feet	\$230.00	\$230.00	\$230.00	\$230.00	\$230.00
101-200 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
151-300 Feet	\$230.00	\$230.00	\$230.00	\$230.00	\$230.00
Over 200 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
151-300 Feet	\$230.00	\$230.00	\$230.00	\$230.00	\$230.00
Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$220.00	\$220.00	\$220.00	\$220.00	\$220.00
151-300 Feet	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00
11-50 Pulls					
0-150 Feet	\$210.00	\$210.00	\$210.00	\$210.00	\$210.00
151-300 Feet	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00
51-100 Pulls					
0-150 Feet	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
151-300 Feet	\$265.00	\$265.00	\$265.00	\$265.00	\$265.00
101-200 Pulls					
0-150 Feet	\$195.00	\$195.00	\$195.00	\$195.00	\$195.00
151-300 Feet	\$260.00	\$260.00	\$260.00	\$260.00	\$260.00
Over 200 Pulls					
0-150 Feet	\$195.00	\$195.00	\$195.00	\$195.00	\$195.00
151-300 Feet	\$260.00	\$260.00	\$260.00	\$260.00	\$260.00
Cat 7cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$300.00	\$287.00	\$287.00	\$287.00	\$287.00

151-300 Feet	\$315.00	\$310.00	\$310.00	\$310.00	\$310.0
at 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report (cont'd)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
11-50 Pulls					
0-150 Feet	\$625.00	\$625.00	\$625.00	\$625.00	\$625.0
151-300 Feet	\$732.00	\$732.00	\$732.00	\$732.00	\$732.0
51-100 Pulls					
0-150 Feet	\$620.00	\$620.00	\$620.00	\$620.00	\$620.0
151-300 Feet	\$729.00	\$729.00	\$729.00	\$729.00	\$729.0
101-200 Pulls					
0-150 Feet	\$615.00	\$615.00	\$615.00	\$615.00	\$615.
151-300 Feet	\$720.00	\$720.00	\$720.00	\$720.00	\$720.
Over 200 Pulls	·				
0-150 Feet	\$610.00	\$610.00	\$610.00	\$610.00	\$610.
151-300 Feet	\$710.00	\$710.00	\$710.00	\$710.00	\$710.
iber Optic - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Single	e Mode				
0-10 Pulls	\$660,00I	<u> </u>	\$660 00l	\$660.00l	P660
0-150 Feet	\$669.00 \$778.00	\$669.00 \$778.00	\$669.00 \$778.00	\$669.00 \$779.00	\$669.0 \$778.0
151-300 Feet	\$778.00	\$778.00	•	\$778.00	·
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,580.00 + \$3.25/ft (l	peyond 300
11-50 Pulls					
0-150 Feet	\$660.00	\$660.00	\$660.00	\$660.00	\$660.
151-300 Feet	\$770.00	\$770.00	\$770.00	\$770.00	\$770.
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,560.00 + \$3.25/ft (b	peyond 300
51-100 Pulls	****		*	**************************************	
0-150 Feet	\$655.00	\$655.00	\$655.00	\$655.00	\$655.
151-300 Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765 .
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,540.00 + \$3.25/ft (k	beyond 300
101-200 Pulls	(COEO, OO)	COEO 001	COEO 001	COEO 001	COE 0
0-150 Feet	\$650.00	\$650.00	\$650.00	\$650.00	\$650.
151-300 Feet	\$760.00	\$760.00	\$760.00	\$760.00	\$760.
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,530.00 + \$3.25/ft (b	beyond 300
Over 200 Pulls	\$645.00	\$645.00	\$645.00	\$645.00	\$645.
0-150 Feet 151-300 Feet	\$755.00	\$755.00	\$755.00	\$755.00 \$755.00	\$755.
300+ Feet	300+ Feet			\$2,520.00 + \$3.25/ft (k	
	RY: Multimode	per root price in	Ciù labor & material	φ2,320.00 + ψ3.23/11 (k	Deyona 300
0-10 Pulls					
0-150 Feet	\$669.00	\$669.00	\$669.00	\$669.00	\$669.
151-300 Feet	\$778.00	\$778.00	\$778.00	\$778.00	\$778.
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,580.00 + \$3.25/ft (k	peyond 300
11-50 Pulls					•
0-150 Feet	\$660.00	\$660.00	\$660.00	\$660.00	\$660.
151-300 Feet	\$770.00	\$770.00	\$770.00	\$770.00	\$770.
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,560.00 + \$3.25/ft (l	peyond 300
51-100 Pulls					
0-150 Feet	\$655.00	\$655.00	\$655.00	\$655.00	\$655.
151-300 Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,540.00 + \$3.25/ft (l	peyond 300
101-200 Pulls					
0-150 Feet	\$650.00	\$650.00	\$650.00	\$650.00	\$650.
151-300 Feet	\$760.00	\$760.00	\$760.00	\$760.00	\$760.
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,530.00 + \$3.25/ft (k	peyond 300
Over 200 Pulls					
0-150 Feet	\$645.00	\$645.00	\$645.00	\$645.00	\$645.
151-300 Feet	\$755.00	\$755.00	\$755.00	\$755.00	\$755.
300+ Feet	300+ Feet	per foot price in	cld labor & material	\$2,520.00 + \$3.25/ft (h	peyond 300 f

Coax Cable for Video Distribution (CATV, CCTV (surveillance), satellite (DSS, VSAT)) - installed, terminated, tested and labeled	including wall plate, jack	and certification report	t.		
0-10 Pulls					
0-150 Feet	\$218.00	\$218.00	\$218.00	\$218.00	\$218.00
151-300 Feet	\$312.00	\$312.00	\$312.00	\$312.00	\$312.00
11-50 Pulls					
0-150 Feet	\$185.00	\$185.00	\$185.00	\$185.00	\$185.00
151-300 Feet	\$310.00	\$310.00	\$310.00	\$310.00	\$310.00
51-100 Pulls					
0-150 Feet	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00
151-300 Feet	\$308.00	\$308.00	\$308.00	\$308.00	\$308.00
101-200 Pulls					
0-150 Feet	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00
151-300 Feet	\$308.00	\$308.00	\$308.00	\$308.00	\$308.00
Over 200 Pulls					
0-150 Feet	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00
151-300 Feet	\$308.00	\$308.00	\$308.00	\$308.00	\$308.00

Cabling Services	Service Rate Type	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cabling Technician	Standard Work Hrs.	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Comming recrimical	Standard Work Firs.	ψ10.00	φ10.00	φ 10.00	Ψ10.00	ψ10.00
Cabling Technical Support	Standard Work Hrs.	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00
Cabling Project Manager	Standard Work Hrs	\$95.00	\$55.00	\$55.00	\$55.00	\$55.00
Cabing Project Manager	Standard Work Hrs	φ93.00	φ33.00	ψ33.00	ψ55.00	φυσ.υυ
Cabling Systems Design	Standard Work Hrs.	\$115.00	\$55.00	\$55.00	\$55.00	\$55.00
		ФЕО. ОО	(() () ()	0.40.00	¢40.00	\$40.00
Cable Removal	Standard Work Hrs.	\$50.00	\$40.00	\$40.00	\$40.00	\$40.00
Fiber Technician	Standard Work Hrs.	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
OSP Services	Standard Work Hrs.	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Cabling Technician	Non-Standard Hrs.	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Cabling Technical Support	Non-Standard Hrs.	\$67.50	\$67.50	\$67.50	\$67.50	\$67.50
Cabling Project Manager	Non-Standard Hrs.	\$110.50	\$82.50	\$82.50	\$82.50	\$82.50
Cabling Systems Design	Non-Standard Hrs.	\$82.50	\$82.50	\$82.50	\$82.50	\$82.50
Cable Removal	Non-Standard Hrs.	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Cable Nellioval	Non-Standard Hrs.	ψου.υυ	φου.σο	φου.σο	φ00.00	φου.ου
Fiber Technician	Non-Standard Hrs.	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00

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OSP Services

Standard Hours: Monday through Friday, 7:00 am to 5:00

Non-standard for nights, weekends, and holidays \$90.00 \$90.00 \$90.00 \$90.00 \$90.00 Non-Standard

PRODUCT		
CATEGORY / DESCRIPTION	Manufacturer / Brand	DIR Customer Price *
Cabling Product Description		
	Panduit	25.00%
	Corning	25.00%

Additional Discount Based On Aggregate Sales		
Contract Sales Threshold	Product or Category Description	Total Discount
\$200,000 per Purchase Order	Cabling Discount (original discout fromMSRP or List price)	26.00%

^{*}Original discount from MSRP or List price