

PCS Telecom, Inc.
DIR-CPO-4812 Appendix C Pricing Index

Cabling Services (price per pull) Labor Only		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	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
11-50 Pulls						
	0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
51-100 Pulls						
	0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
101-200 Pulls						
	0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
Over 200 Pulls						
	0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
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	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
11-50 Pulls						
	0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
51-100 Pulls						
	0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
101-200 Pulls						
	0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
Over 200 Pulls						
	0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
	151-300 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
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	\$225.00
	151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
11-50 Pulls						
	0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
	151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
51-100 Pulls						
	0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
	151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
101-200 Pulls						
	0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
	151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
Over 200 Pulls						
	0-150 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
	151-300 Feet	\$225.00	\$225.00	\$225.00	\$225.00	\$225.00
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report.						
0-10 Pulls						
	0-150 Feet	\$275.00	\$275.00	\$275.00	\$275.00	\$275.00
	151-300 Feet	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00
11-50 Pulls						
	0-150 Feet	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00
	151-300 Feet	\$315.00	\$315.00	\$315.00	\$315.00	\$315.00
51-100 Pulls						
	0-150 Feet	\$265.00	\$265.00	\$265.00	\$265.00	\$265.00
	151-300 Feet	\$310.00	\$310.00	\$310.00	\$310.00	\$310.00

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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	\$260.00
151-300 Feet	\$305.00	\$305.00	\$305.00	\$305.00	\$305.00
Over 200 Pulls					
0-150 Feet	\$255.00	\$255.00	\$255.00	\$255.00	\$255.00
151-300 Feet	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00
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	\$157.00	\$157.00	\$157.00	\$157.00	\$157.00
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.00
11-50 Pulls					
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.00
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.00
51-100 Pulls					
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.00
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.00
101-200 Pulls					
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.00
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.00
Over 200 Pulls					
0-150 Feet	\$157.00	\$157.00	\$157.00	\$157.00	\$157.00
151-300 Feet	\$175.00	\$175.00	\$175.00	\$175.00	\$175.00

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	\$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 7 cable - 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

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151-300 Feet	\$315.00	\$310.00	\$310.00	\$310.00	\$310.00
Cat 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	\$625.00
151-300 Feet	\$732.00	\$732.00	\$732.00	\$732.00	\$732.00
51-100 Pulls					
0-150 Feet	\$620.00	\$620.00	\$620.00	\$620.00	\$620.00
151-300 Feet	\$729.00	\$729.00	\$729.00	\$729.00	\$729.00
101-200 Pulls					
0-150 Feet	\$615.00	\$615.00	\$615.00	\$615.00	\$615.00
151-300 Feet	\$720.00	\$720.00	\$720.00	\$720.00	\$720.00
Over 200 Pulls					
0-150 Feet	\$610.00	\$610.00	\$610.00	\$610.00	\$610.00
151-300 Feet	\$710.00	\$710.00	\$710.00	\$710.00	\$710.00
Fiber Optic - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Single Mode					
0-10 Pulls					
0-150 Feet	\$669.00	\$669.00	\$669.00	\$669.00	\$669.00
151-300 Feet	\$778.00	\$778.00	\$778.00	\$778.00	\$778.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,580.00 + \$3.25/ft (beyond 300 ft.)		
11-50 Pulls					
0-150 Feet	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00
151-300 Feet	\$770.00	\$770.00	\$770.00	\$770.00	\$770.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,560.00 + \$3.25/ft (beyond 300 ft.)		
51-100 Pulls					
0-150 Feet	\$655.00	\$655.00	\$655.00	\$655.00	\$655.00
151-300 Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,540.00 + \$3.25/ft (beyond 300 ft.)		
101-200 Pulls					
0-150 Feet	\$650.00	\$650.00	\$650.00	\$650.00	\$650.00
151-300 Feet	\$760.00	\$760.00	\$760.00	\$760.00	\$760.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,530.00 + \$3.25/ft (beyond 300 ft.)		
Over 200 Pulls					
0-150 Feet	\$645.00	\$645.00	\$645.00	\$645.00	\$645.00
151-300 Feet	\$755.00	\$755.00	\$755.00	\$755.00	\$755.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,520.00 + \$3.25/ft (beyond 300 ft.)		
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Multimode					
0-10 Pulls					
0-150 Feet	\$669.00	\$669.00	\$669.00	\$669.00	\$669.00
151-300 Feet	\$778.00	\$778.00	\$778.00	\$778.00	\$778.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,580.00 + \$3.25/ft (beyond 300 ft.)		
11-50 Pulls					
0-150 Feet	\$660.00	\$660.00	\$660.00	\$660.00	\$660.00
151-300 Feet	\$770.00	\$770.00	\$770.00	\$770.00	\$770.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,560.00 + \$3.25/ft (beyond 300 ft.)		
51-100 Pulls					
0-150 Feet	\$655.00	\$655.00	\$655.00	\$655.00	\$655.00
151-300 Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,540.00 + \$3.25/ft (beyond 300 ft.)		
101-200 Pulls					
0-150 Feet	\$650.00	\$650.00	\$650.00	\$650.00	\$650.00
151-300 Feet	\$760.00	\$760.00	\$760.00	\$760.00	\$760.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,530.00 + \$3.25/ft (beyond 300 ft.)		
Over 200 Pulls					
0-150 Feet	\$645.00	\$645.00	\$645.00	\$645.00	\$645.00
151-300 Feet	\$755.00	\$755.00	\$755.00	\$755.00	\$755.00
300+ Feet	300+ Feet	per foot price incld labor & material	\$2,520.00 + \$3.25/ft (beyond 300 ft.)		

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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 151-300 Feet						
	\$218.00	\$218.00	\$218.00	\$218.00	\$218.00	
	\$312.00	\$312.00	\$312.00	\$312.00	\$312.00	
11-50 Pulls 0-150 Feet 151-300 Feet						
	\$185.00	\$185.00	\$185.00	\$185.00	\$185.00	
	\$310.00	\$310.00	\$310.00	\$310.00	\$310.00	
51-100 Pulls 0-150 Feet 151-300 Feet						
	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00	
	\$308.00	\$308.00	\$308.00	\$308.00	\$308.00	
101-200 Pulls 0-150 Feet 151-300 Feet						
	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00	
	\$308.00	\$308.00	\$308.00	\$308.00	\$308.00	
Over 200 Pulls 0-150 Feet 151-300 Feet						
	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00	
	\$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
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
Cabling Systems Design	Standard Work Hrs.	\$115.00	\$55.00	\$55.00	\$55.00	\$55.00
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
Fiber Technician	Non-Standard Hrs.	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00

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OSP Services	Non-Standard	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00
Standard Hours: Monday through Friday, 7:00 am to 5:00						
Non-standard for nights, weekends, and holidays						

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 from MSRP or List price)	26.00%

*Original discount from MSRP or List price