

**Cobb County School District**  
**IFB B1919, Fiber Componets and Installation Services**

Vendor:		Cana Communication	NetPlanner Systems, Inc.
Term:		Net 30	Net 30
Category 1 Pricing - Turnkey Solutions			
		Unit Price	Unit Price
<b>Option 1 Pricing - Turnkey: Provide total estimated cost for a standard drop estimated length 600', as defined in Special Terms &amp; Conditions 3.1.1.</b>		<b>Cost (List materials cost and labor cost separately.)</b>	<b>Cost (List materials cost and labor cost separately.)</b>
1	Materials (Please note: If the turnkey option is awarded, it is expected that actual materials used per drop will be billed based on pricing provided in Category 3, below.)	\$2,375.67	\$318.42
	Labor	\$441.80	\$210.00
	Total Cost per Drop	\$2,801.72	\$528.42
<b>Option 2 Pricing - Turnkey: Provide total estimated cost for a multiple copper drops 100' and under utilizing CAT 6 cable, as defined in Special Terms &amp; Conditions 3.1.2.</b>		<b>Unit Price</b>	<b>Unit Price</b>
		<b>Cost (List materials cost and labor cost separately.)</b>	<b>Cost (List materials cost and labor cost separately.)</b>
2	Materials (Please note: If the turnkey option is awarded, it is expected that actual materials used per drop will be billed based on pricing provided in Category 3, below.)	\$125.01	\$60.64
	Labor	\$148.99	\$78.75
	Total Cost per Drop	\$274.00	\$139.39
<b>Option 3 Pricing - Turnkey: Provide total estimated cost for a multiple copper drops 100' and over utilizing CAT 6 cable, as defined in Special Terms &amp; Conditions 3.1.3.</b>		<b>Unit Price</b>	<b>Unit Price</b>
		<b>Cost (List materials cost and labor cost separately.)</b>	<b>Cost (List materials cost and labor cost separately.)</b>
3	Materials (Please note: If the turnkey option is awarded, it is expected that actual materials used per drop will be billed based on pricing provided in Category 3, below.)	\$235.85	\$99.64
	Labor	\$235.00	\$183.75
	Total Cost per Drop	\$470.85	\$283.39
<b>Option 4 Pricing - Turnkey: Provide total estimated cost for a multiple strand MIC fiber cable in multiple locations, as defined in Special Terms &amp; Conditions 3.1.4.</b>		<b>Unit Price</b>	<b>Unit Price</b>
		<b>Cost (List materials cost and labor cost separately.)</b>	<b>Cost (List materials cost and labor cost separately.)</b>
4	Materials (Please note: If the turnkey option is awarded, it is expected that actual materials used per drop will be billed based on pricing provided in Category 3, below.)	Materials range from \$2.40/ft. to \$27.04/ft. (see Option 4 breakout tab)	\$2,660.32 (based on 12 strand fiber)
	Labor	Labor ranges from \$1.20/ft. to \$10.95/ft. (see Option 4 breakout tab)	\$840 (based on 12 strand fiber)
	Total Cost per Drop	Total cost ranges from \$3.60/ft. to \$37.99/ft.	\$3,520.32
5	Provide hourly rate for additional work outside the SOW as defined in Special Terms & Conditions 3.1	\$47.00	Level 1 \$42 per hour, Level 2 \$50 per hour, Level 3 \$55 per hour, PM \$65 per hour, RCDD \$85 per hour
	Explain how this amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	Average price for (1) Lead Installer and (1) Installer with a percentage of time for the PM	\$50 (Level 2) x 8 hours + \$55 (Level 3) x 8
<b>Option 1 Pricing - Turnkey: Provide total estimated cost for a standard drop estimated length 600', as defined in Special Terms &amp; Conditions 3.1.1.</b>		<b>Unit Price</b>	<b>Unit Price</b>
		<b>Cost (List materials cost and labor cost separately.)</b>	<b>Cost (List materials cost and labor cost separately.)</b>
6	Provide hourly rate for tasks defined in Special Terms & Conditions 3.1 if performed during standard business hours (i.e. 8:00 a.m. to 5:00 p.m.).	\$47.00	\$210.00

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<b>Category 1 Pricing - Turnkey Solutions</b>			
0	Explain how this amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	Average price for (1) Lead Installer and (1) Installer with a percentage of time for the PM	\$50 (Level 2) x 2 hours + \$55 (Level 3) x 2
<b>Category 2 Pricing - Installation:</b> Enter hourly rates for any levels of staff that may be used to perform installation. (NIGP commodity code: 93618)		<b>Unit Price</b>	<b>Unit Price</b>
1	Description of Staff	Jr. Installer	Level 1 Technician
	Hourly Rate	\$31.00	\$42.00
2	Description of Staff	Installer	Level 2 Technician
	Hourly Rate	\$37.00	\$50.00
3	Description of Staff	Lead Installer	Level 3 Technician
	Hourly Rate	\$44.00	\$55.00
4	Description of Staff	Project Manager	Project Manager
	Hourly Rate	\$55.00	\$65.00
5	Description of Staff	RCDD-Design	RCDD-Design
	Hourly Rate	\$75.00	\$85.00
6	Provide total estimated cost below for a standard drop as defined in Special Terms & Conditions 3.2.	\$463.15	\$210.00
	Explain how this amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	2 Techs @ \$47/hr. each = \$94.00 install 600ft. Of 2 strand fiber, terminate and test. Plus \$21.35 misc. installation materials (wiremold, box and drop ceiling connector)	\$50 (Level 2) x 2 hours + \$55 (Level 3) x 2
7	Provide total estimated cost below for a multiple cooper drops 100' and under, as defined in Special Terms & Conditions 3.2.	\$150.65	\$78.75
	Explain how this amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	2 Techs @ \$47/hr. each = \$94.00 Plus misc. installation materials	\$50 (Level 2) x .75 hour + \$55 (Level 3) x .75
8	Provide total estimated cost below for a multiple cooper drops 100' and over, as defined in Special Terms & Conditions 3.2.	\$236.66	\$183.75
	Explain how this amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	2 Techs @ \$47/hr. each plus materials	\$50 (Level 2) x 1.75 hours + \$55 (Level 3) x 1.75
	Provide total estimated cost below for a multiple strand MIC fiber cable, as defined in Special Terms & Conditions 3.2.	Ranges from \$1.12/ft. to \$14.10/ft. (see Option 4 breakout tab)	\$840 (based on 12 strand fiber)
	Explain how this amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	Labor price from Turnkey Option divided by 500' (see Option 4 breakout tab)	\$50 (Level 2) x 8 hours + \$55 (Level 3) x 8
9	Provide hourly rate for additional work outside the SOW as defined in Special Terms & Conditions 3.2.	\$47.00	Level 1 \$42 per hour, Level 2 \$50 per hour, Level 3 \$55 per hour, PM \$65 per hour, RCDD \$85 per hour
	Explain how this amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	Average price for (1) Lead Installer and (1) Installer with a percentage of time for the PM	Total hours will be multiplied by total number of hours used.
<b>Category 2 Pricing - Installation:</b> Enter hourly rates for any levels of staff that may be used to		<b>Unit Price</b>	<b>Unit Price</b>
10	Provide hourly rate for tasks defined in Special Terms & Conditions 3.2 if performed during standard business hours (i.e. 8:00 a.m. to 5:00 p.m.).	\$47.00	Level 1 \$42 per hour, Level 2 \$50 per hour, Level 3 \$55 per hour, PM \$65 per hour, RCDD \$85 per hour
	Explain how this amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	Average price for (1) Lead Installer and (1) Installer with a percentage of time for the PM	Total hours will be multiplied by total number of hours used.

**Cobb County School District**  
**IFB B1919, Fiber Components and Installation Services**

Vendor:					Cana Communications		Graybar Electric Co.			NetPlanner Susters, Inc.	
Terms:					Net 30		1% discount if paid in 15 days			Net 30	
Category 3 Pricing - Materials: Vendors responding to the turnkey option must also provide materials cost, below. Should a drop require materials in addition to those described in the typical drops, above, pricing on Purchase Orders and invoices must match what is provided below. (NIGP commodity codes: 28796, 83828)					Unit Price		Unit Price			Unit Price	
#	Description	Model number	Est. Qty.	UOM	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price w/1% disc.	Unit Price	Extended Price
1	2 strand zip fiber (50/125 10G 300m) plenum	pn 002T58-31380-24	200,000	ft	\$0.46	\$92,000.00	\$0.36	\$72,000.00	\$0.3564	\$0.49	\$98,000.00
2	FREEDM® One Cable, Plenum, tight-buffered, 02 F, 50 µm multimode (OM3)	pn 002T8P-31180-29	5,000	ft	\$0.94	\$4,700.00	\$0.78	\$3,900.00	\$0.7722	\$0.98	\$4,900.00
3	FREEDM® One Cable, Plenum, tight-buffered, 06 F, 50 µm multimode (OM3)	pn 006T8P-31180-29	5,000	ft	\$1.28	\$6,400.00	\$1.02	\$5,100.00	\$1.0098	\$1.26	\$6,300.00
4	FREEDM® One Cable, Plenum, tight-buffered, 12 F, 50 µm multimode (OM3)	pn 012T8P-31180-29	5,000	ft	\$2.10	\$10,500.00	\$1.67	\$8,350.00	\$1.6533	\$1.97	\$9,850.00
5	FREEDM® One Cable, Plenum, tight-buffered, 24 F, 50 µm multimode (OM3)	pn 024T8P-31180-29	5,000	ft	\$4.43	\$22,150.00	\$3.54	\$17,700.00	\$3.5046	\$4.34	\$21,700.00
6	96 strand mic fiber (50/125 10G 300m) plenum	pn 096T88-Y3180-29	5,000	ft	\$16.99	\$84,950.00	\$13.56	\$67,800.00	\$13.4244	\$18.97	\$94,850.00
7	48 strand mic fiber (50/125 10G 300m) plenum	pn 048T88-61180-29	5,000	ft	\$7.78	\$38,900.00	\$6.20	\$31,000.00	\$6.1380	\$9.67	\$48,350.00
8	24 strand mic fiber (50/125 10G 300m) plenum	pn 024T88-33180-29	5,000	ft	\$3.24	\$16,200.00	\$2.60	\$13,000.00	\$2.5740	\$3.62	\$18,100.00
9	12 strand mic fiber (50/125 10G 300m) plenum	pn 012T88-33180-29	5,000	ft	\$1.46	\$7,300.00	\$1.17	\$5,850.00	\$1.1583	\$1.72	\$8,600.00
10	96 strand outdoor fiber (50/125 10G 300M)	pn 096TU4-T4780D20	5,000	ft	\$16.97	\$84,850.00	\$14.51	\$72,550.00	\$14.3649	\$21.84	\$109,200.00
11	48 strand outdoor fiber (50/125 10G 300M)	pn 048TU4-T4780D20	5,000	ft	\$8.65	\$43,250.00	\$7.40	\$37,000.00	\$7.3260	\$12.37	\$61,850.00
12	24 strand outdoor fiber (50/125 10G 300M)	pn 024TU4-T4780D20	5,000	ft	\$4.34	\$21,700.00	\$3.72	\$18,600.00	\$3.6828	\$8.71	\$43,550.00
13	12 strand outdoor fiber (50/125 10G 300M)	pn 012TU4-T4780D20	5,000	ft	\$2.23	\$11,150.00	\$1.91	\$9,550.00	\$1.8909	\$2.64	\$13,200.00
14	12 strand indoor buffer tube fan out kit	pn fan-bt25-12	100	each	\$16.72	\$1,672.00	\$12.90	\$1,290.00	\$12.7710	\$17.75	\$1,775.00
15	12 strand outdoor buffer tube fan out kit	pn fan-od25-12	100	each	\$53.44	\$5,344.00	\$41.23	\$4,123.00	\$40.8177	\$55.72	\$5,572.00
16	LC connectors (50/125 10G 150m)	pn 95-050-99-X	5,000	each	\$13.68	\$68,400.00	\$11.96	\$59,800.00	\$11.8404	\$12.73	\$63,650.00
17	LC connectors (50/125 10G 150m) Organizer Pack	pn 95-050-99-X-Z	5,000	each	\$324.00 (pk/25)	\$64,800.00	281.75 (pk/25)	\$56,350.00	\$278.9300	\$300.00 (pk/25)	\$60,000.00
18	Closet connector housing	pn CCH-04U	25	each	\$277.37	\$6,934.25	\$252.48	\$6,312.00	\$249.9552	\$277.47	\$6,936.75
19	Closet connector housing	pn CCH-03U	25	each	\$247.13	\$6,178.25	\$224.96	\$5,624.00	\$222.7104	\$274.22	\$6,855.50
20	Closet connector housing	pn CCH-02U	25	each	\$207.78	\$5,194.50	\$198.14	\$4,953.50	\$196.1586	\$217.74	\$5,443.50
21	Closet connector housing	pn CCH-01U	50	each	\$174.74	\$8,737.00	\$166.64	\$8,332.00	\$164.9736	\$183.11	\$9,155.50
22	Wall connector housing	pn WCH-12P	25	each	\$266.29	\$179.11	\$242.40	\$6,060.00	\$239.9760	\$274.82	\$6,870.50
23	Wall connector housing	pn WCH-06P	25	each	\$179.11	\$4,477.75	\$163.04	\$4,076.00	\$161.4096	\$233.35	\$5,833.75
24	Wall connector housing	pn WCH-04P	25	each	\$124.58	\$3,114.50	\$113.41	\$2,835.25	\$112.2759	\$145.10	\$3,627.50
25	Wall splice housing	pn WSH-16-SPT	25	each	\$214.00	\$5,350.00	\$194.80	\$4,870.00	\$192.8520	\$251.25	\$6,281.25
26	Splice tray for 12 fusion heat shrink splices	pn M67-048	100	each	\$34.52	\$3,452.00	\$26.63	\$2,663.00	\$26.3637	\$32.77	\$3,277.00
27	Splice tray for 24 fusion heat shrink splices	pn M67-112	100	each	\$36.56	\$3,656.00	\$28.21	\$2,821.00	\$27.9279	\$34.71	\$3,471.00
28	Heat shrink splice protector sleeve	pn 2806031-01	1000	pack of 50	\$50.03	\$50,030.00	\$39.07	\$39,070.00	\$38.6793	\$47.91	\$47,910.00
29	3M Fiber Loc II	pn 80-6107-5589-6	500	pack of 6	\$62.42	\$31,210.00	\$11.81	\$5,905.00	\$11.6919	\$11.08	\$5,540.00
30	Connector panel LC LOMM (50/125) 24 strand	pn CCH-CP24-E4	100	each	\$152.83	\$15,283.00	\$119.38	\$11,938.00	\$118.1862	\$150.81	\$15,081.00
31	LC - LC fiber patch cord (50/125) (2 meters)	pn 050502T5120002M	500	each	\$26.17	\$13,085.00	\$20.20	\$10,100.00	\$19.9980	\$33.09	\$16,545.00

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					Vendor: Terms:	Cana Communications Net 30	Graybar Electric Co. 1% discount if paid in 15 days	NetPlanner Susters, Inc. Net 30			
Category 3 Pricing - Materials: Vendors responding to the turnkey option must also provide materials cost, below. Should a drop require materials in addition to those described in the typical drops, above, pricing on Purchase Orders and invoices must match what is provided below. (NIGP commodity codes: 28796, 83828)					Unit Price	Unit Price	Unit Price	Unit Price			
#	Description	Model number	Est. Qty.	UOM	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price w/1% disc.	Unit Price	Extended Price
32	Cat 6 cable plenum (ComScope/Systimax) Blue	pn UN874049914/10	30,000	ft	\$246.00 (per 1,000 ft.)	\$7,380.00	\$0.23	\$6,900.00	\$0.2277	\$0.26	\$7,800.00
33	Cat 6 cable plenum (ComScope/Systimax) Green	pn UN874037414/10	30,000	ft	\$246.00 (per 1,000 ft.)	\$7,380.00	\$0.23	\$6,900.00	\$0.2277	\$0.26	\$7,800.00
34	Cat 6 cable plenum (ComScope/Systimax) Yellow	pn UN874034114/10	30,000	ft	\$246.00 (per 1,000 ft.)	\$7,380.00	\$0.23	\$6,900.00	\$0.2277	\$0.26	\$7,800.00
35	Cat 6 cable plenum (ComScope/Systimax) Black	pn UN874047214/10	30,000	ft	\$246.00 (per 1,000 ft.)	\$7,380.00	\$0.23	\$6,900.00	\$0.2277	\$0.26	\$7,800.00
36	Cat 6 jacks (ComScope/Systimax) White	pn 700 206 725	2,000	ft	\$8.04	\$16,080.00	\$6.71	\$13,420.00	\$6.6429	\$6.12	\$12,240.00
37	Cat 6 jacks (ComScope/Systimax) Blue	pn 700 206 758	2,000	ft	\$8.04	\$16,080.00	\$6.71	\$13,420.00	\$6.6429	\$6.12	\$12,240.00
38	Cat 6 jacks (ComScope/Systimax) Green	pn 700 206 709	2,000	each	\$8.04	\$16,080.00	\$6.71	\$13,420.00	\$6.6429	\$6.12	\$12,240.00
39	RJ45 modular plugs (cat 6 / cat 5e)	pn 6-554720-3	4,000	each	\$0.348	\$1,392.00	\$0.29	\$1,160.00	\$0.2871	\$0.45	\$1,800.00
40	Cat 5e cable plenum (ComScope/Systimax) Green	pn 874032914/10	10,000	ft	\$0.198	\$1,980.00	\$0.18	\$1,800.00	\$0.1782	\$0.19	\$1,900.00
41	Wall face plates (ComScope/Systimax) 2 port	pn 108 168 469	2,000	each	\$1.60	\$3,200.00	\$1.34	\$2,680.00	\$1.3266	\$2.12	\$4,240.00
42	Wall face plates (ComScope/Systimax) 4 port	pn 108 168 543	2,000	each	\$1.60	\$3,200.00	\$1.34	\$2,680.00	\$1.3266	\$2.12	\$4,240.00
43	Wall face plate dust covers (blanks)	pn 107 067 928	2,000	each	\$0.16788	\$335.76	\$13.87	\$27,740.00	\$13.7313	\$0.50	\$1,000.00
44	Ceiling boot	pn DCF5WH-X	1,000	each	\$1.73	\$1,730.00	\$1.21	\$1,210.00	\$1.1979	\$1.92	\$1,920.00
45	Ladder Rack kit (Chatsworth)	pn 11911-712	25	each	\$109.13	\$2,728.25	\$92.64	\$2,316.00	\$91.7136	\$132.30	\$3,307.50
46	J hooks 3/4" hammer on (caddy)	pn cat 1224sm	100	boxes	\$111.36	\$11,136.00	\$204.12	\$20,412.00	\$202.0788	\$205.00	\$20,500.00
47	J hooks 3/4" wire hanger (caddy)	pn cat 124z34	100	boxes	\$104.64	\$10,464.00	\$191.81	\$19,181.00	\$189.8919	\$192.63	\$19,263.00
48	J hooks 3/4" no clip (caddy)	pn cat 12	100	boxes	\$79.80	\$7,980.00	\$121.62	\$12,162.00	\$120.4038	\$117.63	\$11,763.00
49	J hooks 2" hammer on (caddy)	pn cat 3224sm	100	boxes	\$225.60	\$22,560.00	\$300.79	\$30,079.00	\$297.7821	\$324.26	\$32,426.00
50	J hooks 2" wire hanger (caddy)	pn cat 324z34	100	boxes	\$219.60	\$21,960.00	\$292.18	\$29,218.00	\$289.2582	\$314.95	\$31,495.00
51	J hooks 2" no clip (caddy)	pn cat 32	100	boxes	\$169.20	\$16,920.00	\$127.01	\$12,701.00	\$125.7399	\$244.86	\$24,486.00
52	Velcro plenum 6" (panduit)	pn HLSP1.5S-XO	400	rolls (10 pack)	\$6.92	\$2,768.00	\$6.03	\$2,412.00	\$5.9697	\$9.90	\$3,960.00
53	Velcro plenum 12" (panduit)	pn HLTP31-XO	250	rolls (10 pack)	\$14.88	\$3,720.00	\$9.61	\$2,402.50	\$9.5139	\$14.97	\$3,742.50
54	Fire stop (3M putty stix)	pn 3m industrial mp+ MPS-2	250	stix	\$23.23	\$5,807.50	\$14.69	\$3,672.50	\$14.5431	\$19.46	\$4,865.00
55	APC Netshelter SX Enclosure	pn AR3150	10	each	\$1,699.96	\$16,999.60	\$1,487.71	\$14,877.10	\$1,472.8329	\$1,637.50	\$16,375.00
56	Panduit wire molding	pn LD5WH8	8,000	ft	\$15.94	\$127,520.00	\$1.40	\$11,200.00	\$1.3860	\$1.95	\$15,600.00
57	Surface box	pn 1-558251-3	1,000	ft	\$6.34	\$6,340.00	\$5.83	\$5,830.00	\$5.7717	\$7.30	\$7,300.00
58	Panduit horizontal wire mang.	pn WMPF1E	50	each	\$40.87	\$2,043.50	\$43.42	\$2,171.00	\$42.9858	\$43.31	\$2,165.50
59	Siemon 66 block	pn S66M1-50	1,000	each	\$9.07	\$9,070.00	\$7.89	\$7,890.00	\$7.8111	\$8.94	\$8,940.00
60	Siemon 66 block bracket	pn S89B	1,000	each	\$1.96	\$1,960.00	\$1.70	\$1,700.00	\$1.6830	\$2.10	\$2,100.00
61	Siemon Bridging Clips (100 Pack)	pn SA1-100	100	each	\$7.73	\$773.00	\$6.72	\$672.00	\$6.6528	\$7.25	\$725.00
62	Superior Essex Cross-Connect Wire (1000')	pn 02-011-23	50	each	\$36.00	\$1,800.00	\$32.86	\$1,643.00	\$32.5314	\$45.00	\$2,250.00
63	Cable label	pn SWD-R	100	each	\$24.23	\$2,423.00	\$17.57	\$1,757.00	\$17.3943	\$33.02	\$3,302.00
64	Leviton One Gang Wallplate Satin Finish	pn 004-84014-40	10,000	each	\$2.99	\$29,900.00	\$0.98	\$9,800.00	\$0.9702	\$1.36	\$13,600.00
65	Leviton One Gang Wallplate Oversized Satin Finish	pn 003-84114	10,000	each	\$5.71	\$57,100.00	\$1.15	\$11,500.00	\$1.1385	\$1.68	\$16,800.00

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#	Description	Model number	Est. Qty.	UOM	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price w/1% disc.	Unit Price	Extended Price
66	Per Section 8.9 of the Special Terms & Conditions, in the event CCSD has failed to include an item(s), responding vendors are asked to provide a fee structure for additional, related items that may be purchased during the award period. Vendors are to identify the pricing source and the associated fee structure in the space to the right. <b>Provide examples of fee structures.</b>				15% off MSRP					Netplanner will provide 15% off MSRP	
67	Per Section Per Section 8.10 of the Special Terms & Conditions, in the event CCSD has failed to anticipate all service needs, responding vendors are asked to provide a fee structure for additional, related services that may be needed during the award period. Vendors are to provide an hourly rate in the space to the right for service needs that may be identified at a later date. If there are different rates, please provide any/all rate information.				\$47/hour					Level 1 Technican rate \$42 per hour, Level 2 Technician rate \$50 per hour, Level 3 Technician rate \$55 per hour, Project Manager rate \$65 per hour, RCDD rate \$85 per hour.	