Bidder Name: Zones LLC
Bid Number: RFP 2112024-A

USETPA Category #	Description	Price List	Zones•G Category	,.	E-Rate Eligibility /Y/N/Par	Minimum E-Rate Discount % from Price List*
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Components & Accessories	5.00%	Varies	5.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Power, Cooling & Racks	3.50%	Varies	3.50%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Desktop Computers	2.25%	Varies	2.25%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Antivirus Software / Firewall	6.00%	Varies	6.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Storage	6.00%	Varies	6.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Audio & Video	3.00%	Varies	3.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Servers & Server Management	5.00%	Varies	5.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Cloud***	3.00%	Varies	3.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Notebook Computers	50.00%	Varies	50.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Networking	10.00%	Varies	10.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Carts and Furniture	8.00%	Varies	8.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Printing & Document Scanning	4.00%	Varies	4.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Services (Partner Delivered)**	5.00%	Varies	5.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Configure-to-Order (TSC)	2.00%	Varies	2.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Software	2.00%	Varies	2.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Collaboration Hardware	8.00%	Varies	8.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Disaster Recovery	2.00%	Varies	2.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Cables	10.00%	Varies	10.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Services (Zones Delivered)	0.00%	Varies	0.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Hosted Internet Services	0.00%	Varies	0.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	Mobile Equipment	3.00%	Varies	3.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	GPS Mobility	2.00%	Varies	2.00%
Varies	Zones Catalog Offering (Except Cisco-Meraki, Dell, Extreme, Fortinet, Hewlett Packard Enterprise: HPE, Aruba, Juniper Networks, Palo Alto, Ruckus,	Zones Advertised Price	All Other	3.00%	Varies	3.00%

Zones conforms to the pricing structure and aligns with the category taxonomy. However, Zones will manage the resultant contract according to Zones' Product Category taxonomy indicated above, which shall govern all purchases and provide more breadth and a more complete representation of the Zones Catalog. All discounts will be applied to the product category listed above to Zones' Nationally Advertised Pricing, publicly verifiable at www.Zones.com.

*E-rate eligible items depend on OEM approval of E-rate eligible items by USAC and inclusion into USAC's Eligible services list (ESL). E-rate pricing varies by OEM and is updated annually after USAC releases the Eligible Services List. Due to the pricing variables, Zones is offering a minimum percentage off. Additional discounts may be applied.

**For custom service engagements the pricing will be based on Zones quoted price in a mutually executed Statement of Work (SOW) as these are based on the scope and customer's needs. The SOW can be firm fixed or Time & Materials basis, as required.

***Cloud offerings are constantly evolving and increasingly complex, with a range of subscription and consumption-based offerings, SaaS, IaaS, and PaaS, among others. Zones' pricing is based on publisher list price (MSRP), where available to Zones. In cases, where MSRP pricing is not available and/or the offering is unique, pricing will be based on Zones quoted price. This structure provides the necessary flexibility to enable USETPA members to make purchase offerings, as cloud offerings evolve through the life of our contract. USETPA and its Members acknowledge that Zones is not the provider of the Cloud Services, and in purchasing the Cloud Services, USETPA, and its members rely only on the Cloud Service Provider's service descriptions and the terms and conditions set forth in the Cloud Provider's Services Terms and Conditions. Accordingly, USETPA shall consider the Cloud Service Provider to be the party responsible for providing the Cloud Services and USETPA and/or its members, may be required to execute additional agreements, prior to provisioning/purchase of certain cloud offering.

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Professional Services Offering			
Consultant	Function	MSRP	Minimum Discount %
Zones Consulting Services	Advance Security Consultant, vCISO,	$280.00	5.0%
1. Principal Engineer or Technical Lead 2. Datacenter Specialty 3. Storage Specialty 4. Contact Center Specialty	1. Networking, General Security, Unified 2. ACI, NSX, Automation 3. EMC, NetApp, Nutanix, Pure, 3Par, Nimble, 4. UCCE, UCCX	$270.00	5.0%

5. Cloud Specialty	5. AWS, Azure, Google		
6. Microsoft Specialty	6. ADFS, Hyper-V, FIM/MIM, SQL, PKI, RDS,		
Senior Engineer	Networking, General Security, Datacenter,	$255.00	5.0%
Engineer, SNS Engagement Manager, SNS Technical Consultant	Networking, General Security, Datacenter,	$240.00	5.0%
Associate Engineer, SNS Developer	Networking, General Security, Datacenter,	$200.00	5.0%
Senior Project Manager	Cross-Technology	$245.00	5.0%
Project Coordinator	Cross-Technology	$83.42	5.0%
Project Manager II	Cross-Technology	$157.89	5.0%
Project Manager II	Cross-Technology	$184.21	5.0%
Project Manager III	Cross-Technology	$236.84	5.0%
Project Executive	Cross-Technology	$263.16	5.0%
Network Engineer I	Cross-Technology	$157.89	5.0%
Network Engineer II	Cross-Technology	$184.21	5.0%
Network Engineer III	Cross-Technology	$236.84	5.0%
Network Architect	Cross-Technology	$263.16	5.0%
Systems Engineer I	Cross-Technology	$184.21	5.0%
Systems Engineer II	Cross-Technology	$205.26	5.0%
Systems Engineer III	Cross-Technology	$236.84	5.0%
Systems Architect	Cross-Technology	$263.16	5.0%
Security Engineer I	Cross-Technology	$184.21	5.0%
Security Engineer II	Cross-Technology	$205.26	5.0%
Security Engineer II	Cross-Technology	$236.84	5.0%
Security Architect	Cross-Technology	$263.16	5.0%
Storage Engineer I	Cross-Technology	$105.26	5.0%
Storage Engineer II	Cross-Technology	$131.58	5.0%
Storage Engineer III	Cross-Technology	$157.89	5.0%
Storage Architect	Cross-Technology	$184.21	5.0%
Unified Communications Engineer 1	Cross-Technology	$115.79	5.0%
Unified Communications Engineer II	Cross-Technology	$142.11	5.0%
Unified Communications Engineer III	Cross-Technology	$157.89	5.0%
Unified Communications Engineer - Architect	Cross-Technology	$184.21	5.0%
Cloud Engineer	Cross-Technology	$184.21	5.0%
Senior Cloud Engineer	Cross-Technology	$236.84	5.0%
Cloud Architect	Cross-Technology	$263.16	5.0%
Database Admin I	Cross-Technology	$117.37	5.0%
Database Admin II	Cross-Technology	$142.11	5.0%
Database Admin III	Cross-Technology	$157.11	5.0%
Database Architect	Cross-Technology	$176.58	5.0%
Onsite "Smart Hands Technician I - {2BD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$126.32	5.0%
Onsite "Smart Hands Technician II - {2BD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$137.37	5.0%
Onsite "Onsite Engineer" Eng 1 Technician - {2BD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$145.00	5.0%
Onsite "Onsite Engineer" Eng II Technician - {2BD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$160.26	5.0%
Onsite "Cabling Tech" Cable I Technician - {2BD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$183.16	5.0%
Onsite "Smart Hands" Technician 1 - {NBD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$122.11	5.0%
Onsite "Smart Hands" Technician 2 - {NBD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$152.63	5.0%
Onsite "Onsite Engineer" Eng 1 Technician - {NBD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$160.26	5.0%
Onsite "Onsite Engineer" Eng II Technician - {NBD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$183.16	5.0%
Onsite "Cabling Tech" Cable 1 Technician - {NBD Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$213.68	5.0%
Onsite "Smart Hands" Technician 1 - {Same Day Response - After hours 1.3x - Weekends/Holidays excluded	Cross-Technology	$152.63	5.0%
Onsite "Smart Hands" Technician II - {Same Day Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$198.42	5.0%
Onsite "Onsite Engineer" Eng 1 Technician - {Same Day Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	206.05	5.0%
Onsite "Onsite Engineer" Eng II Technician - {Same Day Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$228.95	5.0%
Onsite "Cabling Tech" Cable I Technician - {Same Day Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	$244.21	5.0%
Onsite A/V Collaboration Engineer	Cross-Technology	137.37	5.0%

Note: Rates subject to yearly adjustment based on several factors that impact our cost to deliver. Rates assume normal business hours unless otherwise specified. Normal business hours are defined as Monday through Friday 8:00 AM to 5:00 PM local time, non-holiday or weekends. Rates do not include Travel and Living expenses.
Offshore rates are also available if required.

Google Services		
Service Name	Description	Minimum Discount
All Google for Education Services, Jumpstarts, Checkups, Workshops, Support, Training, and Specialized Google Services Offerings		3.0%

Managed Services	
Gold Level Support for Customer Devices	Monthly Unit Price
APPLICATIONS	Varies
BACKUP	Varies
CITRIX	Varies
CONVERGED INFRASTRUCTURE	Varies
DATABASES	Varies
BACKUP	Varies
CITRIX	Varies
CONVERGED INFRASTRUCTURE	Varies
DATABASES	Varies
BACKUP	Varies
CITRIX	Varies
CONVERGED INFRASTRUCTURE	Varies

DATABASES	Varies
UC VIDEO	Varies
Managed Service	**Monthly Price**
Basic / Essential / Premium Support for Google, AWS, and AZURE	Fees are based on a percentage of customer's actual consumption of Google / AWS / Azure services.
Time and Materials Support Out of Scope Services	**Hourly Price**
Managed Services Engineering and Consulting	$200.00

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State applicable geographic locations per form. Include as many forms as needed.	
Location(s) List: Please see Appendix G for applicable States	**Effective 2024**
USETPA RFP #: 2112024-A, Category 22: Cabling Infrastructure Services	
Unit Items	Customer Price
Unit Runs - Plenum	
Single Category 41 UTP 4 Pair Unit Run - Plenum	Varies*
Dual Category 41 Unit (2 to same faceplate) - Plenum	Varies*
Triple Category 41 Unit (3 to same faceplate) - Plenum	Varies*
Quad Category 41 Unit (4 to same faceplate) - Plenum	Varies*
6 Outlet Category 41 Unit (6 to same faceplate) - Plenum	Varies*
Unit Runs - Non-Plenum	
Single Category 41 UTP 4 Pair Unit Run	Varies*
Dual Category 41 Unit (2 to same faceplate)	Varies*
Triple Category 41 Unit (3 to same faceplate)	Varies*
Quad Category 41 Unit (4 to same faceplate)	Varies*
6 Outlet Category 41 Unit (6 to same faceplate)	Varies*
Patch Panels	
24 Port RJ45 Category 41 Patch Panel Rack Mounted	Varies*
48 Port RJ45 Category 41 Patch Panel Rack Mounted	Varies*
Patch Cords	
3 Foot RJ45 to RJ45 Category 41	Varies*
5 Foot RJ45 to RJ45 Category 41	Varies*
7 Foot RJ45 to RJ45 Category 41	Varies*
10 Foot RJ45 to RJ45 Category 41	Varies*
14 Foot RJ45 to RJ45 Category 41	Varies*
14 Foot RJ45 to RJ45 Category 41 Crossover Cable	Varies*
Components	
Category 41 Cable Plenum - installed per foot	Varies*
Category 41 Cable Non-Plenum - installed per foot	Varies*
Category 41 Keystone Jack - installed	Varies*
Category 41 RJ-45 Modular Pug - installed	Varies*
Innerduct	
1 Inch Plenum Corrugated Innerduct with Pull String Installed per Foot	Varies*
1 Inch Non-Plenum Corrugated Innerduct with Pull String Installed per Foot	Varies*
2 Inch Plenum Corrugated Innerduct with Pull String Installed per Foot	Varies*
2 Inch Non-Plenum Corrugated Innerduct with Pull String Installed per Foot	Varies*
Fiber Optic Cable Installation - Plenum	
6 Strand MM Inside 62.5 Micron OFNP - Installed per Foot - Plenum	Varies*
12 Strand MM Inside 62.5 Micron OFNP - Installed per Foot - Plenum	Varies*
24 Strand MM Inside 62.5 Micron OFNP - Installed per Foot - Plenum	Varies*
6 Strand MM Inside 50 Micron LOF OM3 OFNP - Installed per Foot - Plenum	Varies*
12 Strand MM Inside 50 Micron LOF OM3 OFNP - Installed per Foot - Plenum	Varies*
24 Strand MM Inside 50 Micron LOF OM3 OFNP - Installed per Foot - Plenum	Varies*

6 Strand SM Inside Fiber OFNP - Installed per Foot - Plenum	Varies*
12 Strand SM Inside Fiber - OFNP Installed per Foot - Plenum	Varies*
24 Strand SM Inside Fiber - OFNP Installed per Foot - Plenum	Varies*
6 Strand MM Inside 62.5 Micron Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
12 Strand MM Inside 62.5 Micron Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
24 Strand MM Inside 62.5 Micron Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
6 Strand MM Inside 50 Micron LOF OM3 Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
12 Strand MM Inside 50 Micron LOF OM3 Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
24 Strand MM Inside 50 Micron LOF OM3 Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
6 Strand SM Inside Fiber Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
12 Strand SM Inside Fiber Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
24 Strand SM Inside Fiber Interlocking Armored OFCP - Installed per Foot - Plenum	Varies*
Fiber Optic Cable Installation - Non-Plenum	
6 Strand MM Inside 62.5 Micron OFNR - Installed per foot	Varies*
12 Strand MM Inside 62.5 Micron OFNR - Installed per Foot	Varies*
24 Strand MM Inside 62.5 Micron OFNR - Installed per Foot	Varies*
6 Strand MM Inside 50 Micron LOF OM3 OFNR - Installed per Foot	Varies*
12 Strand MM Inside 50 Micron LOF OM3 OFNR - Installed per Foot	Varies*
24 Strand MM Inside 50 Micron LOF OM3 OFNR - Installed per Foot	Varies*
6 Strand SM Inside Fiber OFNR - Installed per Foot	Varies*
12 Strand SM Inside Fiber OFNR - Installed per Foot	Varies*
24 Strand SM Inside Fiber OFNR - Installed per Foot	Varies*
6 Strand MM Inside 62.5 Micron Interlocking Armored OFCR - Installed per foot	Varies*
12 Strand MM Inside 62.5 Micron Interlocking Armored OFCR - Installed per Foot	Varies*
24 Strand MM Inside 62.5 Micron Interlocking Armored OFCR - Installed per Foot	Varies*
6 Strand MM Inside 50 Micron LOF OM3 Interlocking Armored OFCR - Installed per Foot	Varies*
12 Strand MM Inside 50 Micron LOF OM3 Interlocking Armored OFCR - Installed per Foot	Varies*
24 Strand MM Inside 50 Micron LOF OM3 Interlocking Armored OFCR - Installed per Foot	Varies*
6 Strand SM Inside Fiber Interlocking Armored OFCR - Installed per Foot	Varies*
12 Strand SM Inside Fiber Interlocking Armored OFCR - Installed per Foot	Varies*
24 Strand SM Inside Fiber Interlocking Armored OFCR - Installed per Foot	Varies*
Fiber Optic Cable Installation - Indoor/Outdoor	
6 Strand MM Indoor/Outdoor 62.5 Micron, Loose-Tube Plenum - Installed per foot	Varies*
12 Strand MM Indoor/Outdoor 62.5 Micron, Loose-Tube Plenum - Installed per Foot	Varies*
24 Strand MM Indoor/Outdoor 62.5 Micron, Loose-Tube Plenum - Installed per Foot	Varies*
6 Strand MM Indoor/Outdoor 62.5 Micron, Loose-Tube Non-Plenum - Installed per foot	Varies*
12 Strand MM Indoor/Outdoor 62.5 Micron, Loose-Tube Non-Plenum - Installed per Foot	Varies*
24 Strand MM Indoor/Outdoor 62.5 Micron, Loose-Tube Non-Plenum - Installed per Foot	Varies*
6 Strand MM Indoor/Outdoor 50 Micron LOF OM3, Loose-Tube Plenum - Installed per Foot	Varies*
12 Strand MM Indoor/Outdoor 50 Micron LOF OM3, Loose-Tube Plenum - Installed per Foot	Varies*
24 Strand MM Indoor/Outdoor 50 Micron LOF OM3, Loose-Tube Plenum - Installed per Foot	Varies*
6 Strand MM Indoor/Outdoor 50 Micron LOF OM3, Loose-Tube Non-Plenum - Installed per Foot	Varies*
12 Strand MM Indoor/Outdoor 50 Micron LOF OM3, Loose-Tube Non-Plenum - Installed per Foot	Varies*
24 Strand MM Indoor/Outdoor 50 Micron LOF OM3, Loose-Tube Non-Plenum - Installed per Foot	Varies*
6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot	Varies*
12 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot	Varies*
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot	Varies*
6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot	Varies*
12 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot	Varies*
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot	Varies*
Fiber Optic Connectors	
62.5 Micron MM ST Connector - Install, Terminate & Test	Varies*
62.5 Micron MM SC Connector - Install, Terminate & Test	Varies*
62.5 Micron MM LC Connector - Install, Terminate & Test	Varies*
62.5 Micron MM MT-RJ Connector - Install, Terminate & Test	Varies*
50 Micron MM LOF OM3 ST Connector - Install, Terminate & Test	Varies*
50 Micron MM LOF OM3 SC Connector - Install, Terminate & Test	Varies*

50 Micron MM LOF OM3 LC Connector - Install, Terminate & Test	Varies*
50 Micron MM LOF OM3 MT-RJ Connector - Install, Terminate & Test	Varies*
SM ST Connector - Install, Terminate & Test	Varies*
SM SC Connector - Install, Terminate & Test	Varies*
SM LC Connector - Install, Terminate & Test	Varies*
SM MT-RJ Connector - Install, Terminate & Test	Varies*
Fiber Optic Connector Panels	
62.5 Micron MM 6 Fiber Connector Panel ST	Varies*
62.5 Micron MM 6 Fiber Connector Panel SC	Varies*
62.5 Micron MM 6 Fiber Connector Panel LC	Varies*
62.5 Micron MM 6 Fiber Connector Panel MT-RJ	Varies*
62.5 Micron MM 12 Fiber Connector Panel SC	Varies*
62.5 Micron MM 12 Fiber Connector Panel LC	Varies*
62.5 Micron MM 12 Fiber Connector Panel MT-RJ	Varies*
62.5 Micron MM 24 Fiber Connector Panel LC	Varies*
62.5 Micron MM 24 Fiber Connector Panel MT-RJ	Varies*
50 Micron MM LOF OM3 6 Fiber Connector Panel ST	Varies*
50 Micron MM LOF OM3 6 Fiber Connector Panel SC	Varies*
50 Micron MM LOF OM3 6 Fiber Connector Panel LC	Varies*
50 Micron MM LOF OM3 6 Fiber Connector Panel MT-RJ	Varies*
50 Micron MM LOF OM3 12 Fiber Connector Panel SC	Varies*
50 Micron MM LOF OM3 12 Fiber Connector Panel LC	Varies*
50 Micron MM LOF OM3 12 Fiber Connector Panel MT-RJ	Varies*
50 Micron MM LOF OM3 24 Fiber Connector Panel LC	Varies*
50 Micron MM LOF OM3 24 Fiber Connector Panel MT-RJ	Varies*
SM 6 Fiber Connector Panel ST	Varies*
SM 6 Fiber Connector Panel SC	Varies*
SM 6 Fiber Connector Panel LC	Varies*
SM 6 Fiber Connector Panel MT-RJ	Varies*
SM 12 Fiber Connector Panel SC	Varies*
SM 12 Fiber Connector Panel LC	Varies*
SM 12 Fiber Connector Panel MT-RJ	Varies*
SM 24 Fiber Connector Panel LC	Varies*
SM 24 Fiber Connector Panel MT-RJ	Varies*
Fiber Optic Fan-Out Kits	
6 Strand Fan-Out Kit	Varies*
12 Strand Fan-out Kit	Varies*
Fiber Optic Housings	
Up to 12 Strand Fiber Optic Housing - Wall Mount	Varies*
Up to 12 Strand Fiber Optic Housing - Rack Mount	Varies*
Up to 24 Strand Fiber Optic Housing - Wall Mount	Varies*
Up to 24 Strand Fiber Optic Housing - Rack Mount	Varies*
Up to 48 Strand Fiber Optic Housing - Wall Mount	Varies*
Up to 48 Strand Fiber Optic Housing - Rack Mount	Varies*
Up to 96 Strand Fiber Optic Housing - Wall Mount	Varies*
Up to 96 Strand Fiber Optic Housing - Rack Mount	Varies*
Up to 144 Strand Fiber Optic Housing - Wall Mount	Varies*
Up to 144 Strand Fiber Optic Housing - Rack Mount	Varies*
Fiber Optic Patch Cords	
62.5 Micron MM 1 Meter Duplex Patch Cord ST - ST	Varies*
62.5 Micron MM 1 Meter Duplex Patch Cord ST - SC	Varies*
62.5 Micron MM 1 Meter Duplex Patch Cord ST - LC	Varies*
62.5 Micron MM 1 Meter Duplex Patch Cord ST - MT-RJ	Varies*
62.5 Micron MM 1 Meter Duplex Patch Cord SC - SC	Varies*
62.5 Micron MM 1 Meter Duplex Patch Cord SC - LC	Varies*
62.5 Micron MM 1 Meter Duplex Patch Cord SC - MT-RJ	Varies*

62.5 Micron MM 1 Meter Duplex Patch Cord LC - LC	Varies*
62.5 Micron MM 1 Meter Duplex Patch Cord LC - MT-RJ	Varies*
62.5 Micron MM 1 Meter Duplex Patch Cord MT-RJ - MT-RJ	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord ST - ST	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord ST - SC	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord ST - LC	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord ST - MT-RJ	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord SC - SC	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord SC - LC	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord SC - MT-RJ	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord LC - LC	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord LC - MT-RJ	Varies*
62.5 Micron MM 2 Meter Duplex Patch Cord MT-RJ - MT-RJ	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord ST - ST	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord ST - SC	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord ST - LC	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord ST - MT-RJ	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord SC - SC	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord SC - LC	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord SC - MT-RJ	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord LC - LC	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord LC - MT-RJ	Varies*
62.5 Micron MM 3 Meter Duplex Patch Cord MT-RJ - MT-RJ	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord ST - ST	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord ST - SC	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord ST - LC	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord ST - MT-RJ	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord SC - SC	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord SC - LC	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord SC - MT-RJ	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord LC - LC	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord LC - MT-RJ	Varies*
50 Micron LOF OM3 MM 1 Meter Duplex Patch Cord MT-RJ - MT-RJ	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord ST - ST	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord ST - SC	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord ST - LC	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord ST - MT-RJ	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord SC - SC	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord SC - LC	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord SC - MT-RJ	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord LC - LC	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord LC - MT-RJ	Varies*
50 Micron LOF OM3 MM 2 Meter Duplex Patch Cord MT-RJ - MT-RJ	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord ST - ST	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord ST - SC	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord ST - LC	Varies*
50 Micron LOF OM3MM 3 Meter Duplex Patch Cord ST - MT-RJ	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord SC - SC	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord SC - LC	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord SC - MT-RJ	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord LC - LC	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord LC - MT-RJ	Varies*
50 Micron LOF OM3 MM 3 Meter Duplex Patch Cord MT-RJ - MT-RJ	Varies*
SM 1 Meter Duplex Patch Cord ST - ST	Varies*

SM 1 Meter Duplex Patch Cord ST - SC	Varies*
SM 1 Meter Duplex Patch Cord ST - LC	Varies*
SM 1 Meter Duplex Patch Cord ST - MT-RJ	Varies*
SM 1 Meter Duplex Patch Cord SC - SC	Varies*
SM 1 Meter Duplex Patch Cord SC - LC	Varies*
SM 1 Meter Duplex Patch Cord SC - MT-RJ	Varies*
SM 1 Meter Duplex Patch Cord LC - LC	Varies*
SM 1 Meter Duplex Patch Cord LC - MT-RJ	Varies*
SM 1 Meter Duplex Patch Cord MT-RJ - MT-RJ	
SM 2 Meter Duplex Patch Cord ST - ST	Varies*
SM 2 Meter Duplex Patch Cord ST - SC	Varies*
SM 2 Meter Duplex Patch Cord ST - LC	Varies*
SM 2 Meter Duplex Patch Cord ST - MT-RJ	Varies*
SM 2 Meter Duplex Patch Cord SC - SC	Varies*
SM 2 Meter Duplex Patch Cord SC - LC	Varies*
SM 2 Meter Duplex Patch Cord SC - MT-RJ	Varies*
SM 2 Meter Duplex Patch Cord LC - LC	Varies*
SM 2 Meter Duplex Patch Cord LC - MT-RJ	Varies*
SM 2 Meter Duplex Patch Cord MT-RJ - MT-RJ	Varies*
SM 3 Meter Duplex Patch Cord ST - ST	Varies*
SM 3 Meter Duplex Patch Cord ST - SC	Varies*
SM 3 Meter Duplex Patch Cord ST - LC	Varies*
SM 3 Meter Duplex Patch Cord ST - MT-RJ	Varies*
SM 3 Meter Duplex Patch Cord SC - SC	Varies*
SM 3 Meter Duplex Patch Cord SC - LC	Varies*
SM 3 Meter Duplex Patch Cord SC - MT-RJ	Varies*
SM 3 Meter Duplex Patch Cord LC - LC	Varies*
SM 3 Meter Duplex Patch Cord LC - MT-RJ	Varies*
SM 3 Meter Duplex Patch Cord MT-RJ - MT-RJ	Varies*
Rack & Equipment Installation	
19-inch by 84-inch 2-Post Floor Mounted Rack	Varies*
10 foot long by 12-inch wide Ladder Rack for Rack and Cable Support	Varies*
Rack Top Mounting Plate - to Ladder Rack	Varies*
Wall Angle Bracket for 12-inch Ladder Rack	Varies*
Wall Triangle Support Bracket for 12-inch Ladder Rack	Varies*
Vertical Wire Manager - double sided, 4-inch width, 84-inch height, with covers	Varies*
Vertical Wire Manager - double sided, 6-inch width, 84-inch height, with covers	Varies*
Horizontal Wire Manager 1-RU double sided with covers	Varies*
Horizontal Wire Manager 2-RU double sided with covers	Varies*
19-inch Rack Shelf - 2-RU mounting, 14-inch minimum depth, solid base	Varies*
AWG #6 Stranded Ground Wire with Green jacket - installed per foot	Varies*
Pre-Drilled Copper Grounding Bus Bar 2-inch by 10-inch with Stand Off Bracket	Varies*
Copper Ground Lug - 2-hole mounting for AWG #6 Stranded Ground Wire	Varies*
19-inch by 24-inch Wall Mounted Swing Gate Rack, 20-inch minimum mounting depth	Varies*
19-inch by 48-inch Wall Mounted Swing Gate Rack, 20-inch minimum mounting depth	Varies*
19-inch by 24-inch Wall Mounted Lockable Cabinet, 20-inch minimum mounting depth	Varies*
19-inch by 48-inch Wall Mounted Lockable Cabinet, 20-inch minimum mounting depth	Varies*
Remote Equipment Cabinet (Hubbell model # Rebox RE4XB or Equivalent)	Varies*
Lockable Server Cabinet (Hoffman model # NS2169 or Equivalent)	Varies*
Vertical Power Strip for Rack/Cabinet mount (Geist model # VRTDN200-10310TL or Equivalent)	Varies*
Wall Mount 2-RU Swing Arm Bracket	Varies*
Backbone Copper Cable Components	
25 pair 24 AWG Non-Plenum Feeder Cable Installed per Foot	Varies*
25 pair 24 AWG Plenum Feeder Cable Installed per Foot	Varies*
25 pair 24 AWG OSP Feeder Cable, PE jacket, Installed per Foot	Varies*
25 pair Building Entrance Protector, 110 termination, wall mount	Varies*

50 pair 24 AWG Non-Plenum Feeder Cable Installed per Foot	Varies*
50 pair 24 AWG Plenum Feeder Cable Installed per Foot	Varies*
50 pair 24 AWG OSP Feeder Cable, PE jacket, Installed per Foot	Varies*
50 pair Building Entrance Protector, 110 termination, wall mount	Varies*
Building Entrance Protector Fuse (4C1S)	Varies*
100 pair 110 type IDC block and wall mount bracket	Varies*
300 pair 110 type IDC block and wall mount bracket	Varies*
110 type C-4 4 pair clip	Varies*
110 type C-5 5 pair clip	Varies*
50 pair 66 block with 89D bracket	Varies*
RJ-31X termination block	Varies*
Mechanically Fastened Surface Raceway	
Plastic Single Gang Outlet Box Including Installation	Varies*
Plastic Raceway 1-inch - Including Installation per Foot (includes elbows, unions, tees)	Varies*
Metallic Single Gang Outlet Box Including Installation	Varies*
Metallic Raceway 1-inch - Including Installation per Foot (includes elbows, unions, tees)	Varies*
1-inch EMT Conduit Installed per Foot	Varies*
Metallic Double gang surface mounted outlet box with reducer ring (double gang to single gang)	Varies*
Other Per Unit Items	
6-Port Single Gang Keystone Faceplate	Varies*
Keystone Blank Insert for Faceplate	Varies*
4-Port Surface Mount Box	Varies*
Single Gang Blank Cover Plate	Varies*
J-Hook / Cable Support - Installed	Varies*
J-Hook / Cable Support GRID WIRE HANGER - installed	Varies*
J-Hook / Cable Support BEAM CLAMP AND THREADED ROD - installed	Varies*
4-Foot by 8 Foot by 3/4-inch thick Fire Rated Plywood - installed	Varies*
4-Foot by 4 Foot by 3/4-inch thick Fire Rated Plywood - installed	Varies*
Wall Penetration and Sleeve - Up to 2-inch diameter - non-Masonry - installed	Varies*
Wall Penetration and Sleeve - 2-inch to 4-inch diameter - non-Masonry - installed	Varies*
Core Drill and Sleeve per 2" Hole Up to 4" thick Masonry - installed	Varies*
Core Drill and Sleeve per 4" Hole Up to 6" thick Masonry - installed	Varies*
Intumescent, non hardening Fire Stop Putty - Installed Up to 2-inch Sleeve/Conduit	Varies*
Intumescent, non hardening Fire Stop Putty - Installed 2-inch to 4-inch Sleeve/Conduit	Varies*
2" EMT Conduit Installed per Foot	Varies*
3" EMT Conduit Installed per Foot	Varies*
4" EMT Conduit Installed per Foot	Varies*
Time (Hourly Labor Rates)	
Regular Hours @	Varies*
Regular 1/2 Hours @	Varies*
Overtime Hours @	Varies*
Overtime 1/2 Hours @	Varies*
Holiday Hours @	Varies*
Holiday 1/2 Hours @	Varies*
Emergency Repair Rate - Low Priority (Resolution within 3 business days)	Varies*
Emergency Repair Rate - Medium Priority (Resolution within 24 hours)	Varies*
Emergency Repair Rate - High Priority (Resolution within 8 hours)	Varies*
Emergency Repair Rate - Critical Priority (Resolution within 4 hours)	Varies*

**As stated in Category 22 (Twenty-two), cabling projects are custom service engagements. The pricing will be based on Zones' quoted price in a mutually executed Statement of Work (SOW) as these are based on the scope and customer's needs. The SOW can be firm fixed or on a Time & Materials basis, as required, and will be in compliance with state and local laws, codes, and prevailing wage rates.