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

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

Bidder Name: Zones LLC

Bid Number: RFP 2112024-A

Professional Services Offering			
Consultant	Function	MSRP	Minimum
			Discount %
	Advance Security Consultant, vCISO,	\$280.00	5.0%
1. Principal Engineer or Technical Lead	1. Networking, General Security, Unified		
	2. ACI, NSX, Automation		
3. Storage Specialty	3. EMC, NetApp, Nutanix, Pure, 3Par, Nimble,	\$270.00	5.0%
	4. UCCE, UCCX	φ270.00	5.0 %

5. Cloud Specialty	5. AWS, Azure, Google	1 1	1
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	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/Holidavs 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 Galand Technical 1 - (Sam Day Response - After hours 1.3x - Weekends/Holidays excluded	Cross-Technology	\$152.63	5.0%
Onsite "Smart Hands" Technician II - {Came Day Response - After hours 1.3x - Weekends/Holidays excluded}	Cross-Technology	\$198.42	5.0%
Onsite "Onsite Englineer" Engl 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 "Crabling Technician - (Same Day Response - After hours 1.3x - Weekends/Holidays excluded/ Onsite "Crabling Technician - (Same Day Response - After hours 1.3x - Weekends/Holidays excluded/	Cross-Technology	\$220.93	5.0%
Onsite Statistic Feature Participation (Statistic Statistics) (Statistics) (Statist	Cross-Technology	137.37	5.0%
		157.57	0.070

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

Bidder Name: Zones LLC

Bid Number: RFP 2112024-A

State applicable geographic locations per form. Include as many forms as needed.	
Location(s) List: Please see Appendix G for applicable States	Effective
USETPA RFP #: 2112024-A, Category 22: Cabling Infrastructure Services	
Unit Items	Customer
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
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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	
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot	Varies
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot 6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot	Varies Varies
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot 6 6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 12 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12	Varies Varies Varies
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot 6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot	Varies Varies Varies
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot 6 6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 12 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12	Varies Varies Varies
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot 6 6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 12 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 25 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 26 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 27 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 28 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 29 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 29 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 29 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 12 30 Fiber Optic Connectors 12	Varies Varies Varies Varies
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot 6 6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 7 12 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 7 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 7 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 7 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 7 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 7 25 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 7 62.5 Micron MM ST Connector - Install, Terminate & Test 7	Varies Varies Varies Varies Varies
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot 6 6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 12 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 25 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 52 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 52 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 52 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 52 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 52 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 62 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 62 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 6 62 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot	Varies Varies Varies Varies Varies Varies Varies
24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Plenum - Installed per Foot 6 6 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 1 12 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 1 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 1 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 1 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 1 24 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 1 25 Strand SM Indoor/Outdoor Fiber, Loose-Tube Non-Plenum - Installed per Foot 1 62.5 Micron MM ST Connector - Install, Terminate & Test 1 62.5 Micron MM SC Connector - Install, Terminate & Test 1 62.5 Micron MM LC Connector - Install, Terminate & Test 1 62.5 Micron MM LC Connector - Install, Terminate & Test 1	Varies Varies Varies Varies Varies Varies Varies
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Fiber Optic Connector Panels	
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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*
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62.5 Micron MM 24 Fiber Connector Panel LC	Varies*
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SM 24 Fiber Connector Panel MT-RJ	Varies*
Fiber Optic Fan-Out Kits	Maria
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*
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Fiber Optic Patch Cords	
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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*
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SN 3 Mein Puper Patiel Ceru C - UT. CU Voriet SN 3 Mein Puper Patiel Ceru I I - LI - UT. AU Voriet SN 3 Mein Puper Patiel Ceru I I - LI - UT. AU Voriet SN 3 Mein Puper Patiel Ceru I I - LI - UT. AU Voriet SN 3 Mein Puper Patiel Ceru I I - LI - UT. AU Voriet SN 3 Mein Puper Patiel Ceru I I - LI - UT. AU Voriet SN 3 Mein Puper Patiel Ceru I I - LI - UT. AU Voriet SN 3 Mein Puper Patiel Ceru I I - LI - UT. AU Voriet SN 3 Mein Puper Patiel Ceru I I - LI - UT. AU Voriet SN 4 Stage Patiel Ceru I I - LI - UT. AU Voriet SN 4 Stage Patiel Ceru I I - LI - UT. AU Voriet SN 4 Stage Patiel Ceru I I - LI - UT. AU Voriet SN 4 Stage Patiel Ceru I I - LI - UT. AU Voriet SN 4 Stage Patiel Ceru I I - LI	SM 3 Meter Duplex Patch Cord SC - LC	Varies
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SM 5 Meter Duplex Patch Cord MT-RL -MT-RJ Varies Rak & Equipment Installation Varies Rak & Equipment Installation Varies Rak & Equipment Installation Varies Did Did Uby 127-2064 Floor Maunda Rack Varies Bak Through Samport Back to Ladoer Rack Varies Ward Angle Samport Back to Ladoer Rack Varies Ward Wird Manager - Adue Jadoe, Ladoer Rack Varies Ward Wird Manager - Adue Jadoe, Ladoer Rack Varies Ward Wird Manager - Adue Jadoe, Ladoer Rack Varies Ward Wird Manager - Adue Jadoe, Ladoer Rack Varies Ward Wird Manager - Adue Jadoe Sadoed Angle Rack Varies Ward Wird Manager - Adue Jadoe Sadoed Wird Comma Varies Habitari Ubrie Manager - Radoe Jadoe Sadoed Wird Comma Varies Varies Varies Varies Habitari Ubrie Manager - Radoe Jadoe Sadoer Radoer	SM 3 Meter Duplex Patch Cord LC - LC	Varies
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25 pair 24 AWG Non-Plenum Feeder Cable Installed per FootVaries25 pair 24 AWG Plenum Feeder Cable Installed per FootVaries25 pair 24 AWG OSP Feeder Cable, PE jacket, Installed per FootVaries	Remote Equipment Cabinet (Hubbell model # Rebox RE4XB or Equivalent) Lockable Server Cabinet (Hoffman model # NS2169 or Equivalent) Vertical Power Strip for Rack/Cabinet mount (Geist model # VRTDN200-10310TL or Equivalent)	Varies 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	Remote Equipment Cabinet (Hubbell model # Rebox RE4XB or Equivalent) Lockable Server Cabinet (Hoffman model # NS2169 or Equivalent) Vertical Power Strip for Rack/Cabinet mount (Geist model # VRTDN200-10310TL or Equivalent) Wall Mount 2-RU Swing Arm Bracket	Varies Varies
25 pair 24 AWG OSP Feeder Cable, PE jacket, Installed per Foot	Remote Equipment Cabinet (Hubbell model # Rebox RE4XB or Equivalent) Lockable Server Cabinet (Hoffman model # NS2169 or Equivalent) Vertical Power Strip for Rack/Cabinet mount (Geist model # VRTDN200-10310TL or Equivalent) Wall Mount 2-RU Swing Arm Bracket	Varies Varies
	Remote Equipment Cabinet (Hubbell model # Rebox RE4XB or Equivalent) Lockable Server Cabinet (Hoffman model # NS2169 or Equivalent) Vertical Power Strip for Rack/Cabinet mount (Geist model # VRTDN200-10310TL or Equivalent) Wall Mount 2-RU Swing Arm Bracket Backbone Copper Cable Components	Varies Varies Varies
25 pair Building Entrance Protector, 110 termination, wall mount	Remote Equipment Cabinet (Hubbell model # Rebox RE4XB or Equivalent) Lockable Server Cabinet (Hoffman model # NS2169 or Equivalent) Vertical Power Strip for Rack/Cabinet mount (Geist model # VRTDN200-10310TL or Equivalent) Wall Mount 2-RU Swing Arm Bracket Backbone Copper Cable Components 25 pair 24 AWG Non-Plenum Feeder Cable Installed per Foot 25 pair 24 AWG Plenum Feeder Cable Installed per Foot	Varies Varies Varies Varies
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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*
	1
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.

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