

**EXHIBIT**  
**"A"**

**CITY OF ROUND ROCK AGREEMENT FOR  
INSTALLATION OF NETWORK AND FIBER OPTIC  
CABLING WITH  
AUSTIN STRUCTURED CABLING, LLC**

<b>THE STATE OF TEXAS</b>	§	
	§	
<b>CITY OF ROUND ROCK</b>	§	<b>KNOW ALL BY THESE PRESENTS:</b>
	§	
<b>COUNTY OF WILLIAMSON</b>	§	
<b>COUNTY OF TRAVIS</b>	§	

**THAT THIS AGREEMENT** for installation of network and fiber optic cabling at Fire Station No. 1, and for related goods and services (referred to herein as the “Agreement”), is made and entered into on this the \_\_\_\_ day of the month of \_\_\_\_\_, 2023 by and between the **CITY OF ROUND ROCK**, a Texas home-rule municipality, whose offices are located at 221 East Main Street, Round Rock, Texas 78664-5299 (referred to herein as the “City”), and **AUSTIN STRUCTURED CABLING, LLC**, whose offices are located at 3709 Promontory Point Drive, Suite A127, Austin, Texas 78744 (referred to herein as “Vendor”).

**RECITALS:**

**WHEREAS**, City desires to purchase certain goods and services, specifically installation of network and fiber optic cabling at Fire Station No. 1; and

**WHEREAS**, City desires to purchases said services from Vendor through DIR Contract #DIR-CPO-4787; and

**WHEREAS**, the parties desire to enter into this Agreement to set forth in writing their respective rights, duties, and obligations;

**NOW, THEREFORE, WITNESSETH:**

That for and in consideration of the mutual promises contained herein and other good and valuable consideration, the sufficiency and receipt of which are hereby acknowledged, it is mutually agreed between the parties as follow:

**1.01 DEFINITIONS**

A. **Agreement** means the binding legal contract between City and Vendor whereby City agrees to buy specified goods and services and Vendor is obligated to provide said goods and services.

B. **City** means the City of Round Rock, Williamson and Travis Counties, Texas.

C. **Effective Date** means the date upon which the binding signatures of both parties to this Agreement are affixed.

D. **Force Majeure** means acts of God, strikes, lockouts, or other industrial disturbances, acts of the public enemy, orders of any kind from the government of the United States or the State of Texas or any civil or military authority, insurrections, riots, epidemics, landslides, lightning, earthquakes, fires, hurricanes, storms, floods, restraint of the government and the people, civil disturbances, explosions, or other causes not reasonably within the control of the party claiming such inability.

E. **Goods and Services** mean the specified services, supplies, materials, commodities, or equipment.

F. **Vendor** means Austin Structured Cabling, LLC, its successors or assigns.

## **2.01 EFFECTIVE DATE, TERM**

A. This Agreement shall be effective on the date this Agreement has been signed by each party hereto, and shall remain in full force and effect unless and until it expires by operation of the term indicated herein, or is terminated or extended as provided herein.

B. This Agreement shall terminate upon successful installation of goods and completion of services.

C. City reserves the right to review the relationship with Vendor at any time, and may elect to terminate this Agreement with or without cause or may elect to continue.

## **3.01 CONTRACT DOCUMENTS AND EXHIBITS**

The goods and services which are the subject matter of this Agreement are described in Exhibit "A" and, together with this Agreement, comprise the Contract Documents. Any inconsistencies or conflicts in the contract documents shall be resolved by giving preference to the terms and conditions set forth in pages one (1) through nine (9) of this Agreement

## **4.01 ITEMS**

A. The goods and services which are the subject matter of this Agreement are described generally in the attached Exhibit "A."

B. This Agreement shall evidence the entire understanding and agreement between the parties and shall supersede any prior proposals, correspondence or discussions.

C. Vendor shall satisfactorily provide all items described in Exhibit "A" within the contract term specified. A change in any term of this Agreement, must be negotiated and agreed to in all relevant details, and must be embodied in a valid Supplemental Agreement as described herein.

## **5.01 COSTS**

A. City agrees to pay for supplies and services during the term of this Agreement at the pricing set forth at in Exhibit "A." Vendor specifically acknowledged and agrees that City is not obligated to use or purchase any estimated annual quantity of goods or services. Only if, and when needed by City, the costs listed on Exhibit "A" shall be the basis of any charges collected by Vendor.

B. The City shall be authorized to pay the Vendor an amount not-to-exceed **One Hundred Fifty-One Thousand Eight Hundred Eighty and 35/100 Dollars (\$151,880.35)** for the term of this Agreement.

## **6.01 INVOICES**

All invoices shall include, at a minimum, the following information:

- A. Name and address of Vendor;
- B. Purchase Order Number;
- C. Description and quantity of items received; and
- D. Delivery or performance dates.

## **7.01 NON-APPROPRIATION AND FISCAL FUNDING**

This Agreement is a commitment of City's current revenues only. It is understood and agreed that City shall have the right to terminate this Agreement at the end of any City fiscal year if the governing body of City does not appropriate funds sufficient to purchase the goods and services as determined by City's budget for the fiscal year in question. City may effect such termination by giving Vendor a written notice of termination at the end of its then current fiscal year.

## **8.01 PROMPT PAYMENT POLICY**

In accordance with Chapter 2251, V.T.C.A., Texas Government Code, payment to Vendor will be made within thirty (30) days of the day on which City receives the performance, supplies, materials, equipment, and/or deliverables, or within thirty (30) days of the day on which the performance of services was complete, or within thirty (30) days of the day on which City receives a correct invoice for the performance and/or deliverables or services, whichever is later. Vendor may charge interest on an overdue payment at the "rate in effect" on September 1 of the fiscal year in which the payment becomes overdue, in accordance with V.T.C.A., Texas Government Code, Section 2251.025(b); however, this Policy does not apply to payments made by City in the event:

- A. There is a bona fide dispute between City and Vendor, a contractor, subcontractor or supplier about the goods delivered or the service performed that cause the payment to be late; or
- B. The terms of a federal contract, grant, regulation, or statute prevent City from making a timely payment with federal funds; or
- C. There is a bona fide dispute between Vendor and a subcontractor or between a subcontractor and its supplier about the goods delivered or the service performed that causes the payment to be late; or
- D. Invoices are not mailed to City in strict accordance with instructions, if any, on the purchase order or the Agreement or other such contractual agreement.

#### **9.01 GRATUITIES AND BRIBES**

City may, by written notice to Vendor, cancel this Agreement without liability to Vendor if it is determined by City that gratuities or bribes in the form of entertainment, gifts, or otherwise were offered or given by Vendor or its agents or representatives to any City officer, employee or elected representative with respect to the performance of this Agreement. In addition, Vendor may be subject to penalties stated in Title 8 of the Texas Penal Code.

#### **10.01 TAXES**

City is exempt from Federal Excise and State Sales Tax; therefore, tax shall not be included in Vendor's charges.

#### **11.01 ORDERS PLACED WITH ALTERNATE VENDORS**

If Vendor cannot provide the goods and/or as specified, City reserves the right and option to obtain the products from another supplier or suppliers.

#### **12.01 CITY'S REPRESENTATIVE**

City hereby designates the following representative authorized to act in its behalf with regard to this Agreement:

Chad McDowell  
Director of General Services Department  
212 Commerce Boulevard  
Round Rock, Texas 78664  
(512) 341-3191  
[cmcdowell@roundrocktexas.gov](mailto:cmcdowell@roundrocktexas.gov)

**13.01 INSURANCE**

Vendor shall meet all City of Round Rock Insurance Requirements as set forth at: [http://www.roundrocktexas.gov/wp-content/uploads/2014/12/corr\\_insurance\\_07.20112.pdf](http://www.roundrocktexas.gov/wp-content/uploads/2014/12/corr_insurance_07.20112.pdf).

**14.01 RIGHT TO ASSURANCE**

Whenever either party to this Agreement, in good faith, has reason to question the other party's intent to perform hereunder, then demand may be made to the other party for written assurance of the intent to perform. In the event that no written assurance is given within the reasonable time specified when demand is made, then and in that event the demanding party may treat such failure as an anticipatory repudiation of this Agreement.

**15.01 DEFAULT**

If Vendor abandons or defaults under this Agreement and is a cause of City purchasing the specified goods and/or services elsewhere, Vendor agrees that it may be charged the difference in cost, if any, and that it will not be considered in the re-advertisement of the service and that it may not be considered in future bids for the same type of work unless the scope of work is significantly changed.

Vendor shall be declared in default of this Agreement if it does any of the following:

- A. Fails to fully, timely and faithfully perform any of its material obligations under this Agreement;
- B. Fails to provide adequate assurance of performance under the "Right to Assurance" section herein; or
- C. Becomes insolvent or seeks relief under the bankruptcy laws of the United States.

**16.01 TERMINATION AND SUSPENSION**

A. City has the right to terminate this Agreement, in whole or in part, for convenience and without cause, at any time upon thirty (30) days' written notice to Vendor.

B. In the event of any default by Vendor, City has the right to terminate this Agreement for cause, upon ten (10) days' written notice to Vendor.

C. Vendor has the right to terminate this Agreement only for cause, that being in the event of a material and substantial breach by City, or by mutual agreement to terminate evidenced in writing by and between the parties.

D. In the event City terminates under subsections (A) or (B) of this section, the following shall apply: Upon City's delivery of the referenced notice to Vendor, Vendor shall

discontinue all services in connection with the performance of this Agreement and shall proceed to cancel promptly all existing orders and contracts insofar as such orders and contracts are chargeable to this Agreement. Within thirty (30) days after such notice of termination, Vendor shall submit a statement showing in detail the goods and/or services satisfactorily performed under this Agreement to the date of termination. City shall then pay Vendor that portion of the charges, if undisputed. The parties agree that Vendor is not entitled to compensation for services it would have performed under the remaining term of the Agreement except as provided herein.

#### **17.01 INDEMNIFICATION**

Vendor shall defend (at the option of City), indemnify, and hold City, its successors, assigns, officers, employees and elected officials harmless from and against all suits, actions, legal proceedings, claims, demands, damages, costs, expenses, attorney's fees, and any and all other costs or fees arising out of, or incident to, concerning or resulting from the fault of Vendor, or Vendor's agents, employees or subcontractors, in the performance of Vendor's obligations under this Agreement, no matter how, or to whom, such loss may occur. Nothing herein shall be deemed to limit the rights of City or Vendor (including, but not limited to the right to seek contribution) against any third party who may be liable for an indemnified claim.

#### **18.01 COMPLIANCE WITH LAWS, CHARTER AND ORDINANCES**

A. Vendor, its agents, employees and subcontractors shall use best efforts to comply with all applicable federal and state laws, the Charter and Ordinances of the City of Round Rock, as amended, and with all applicable rules and regulations promulgated by local, state and national boards, bureaus and agencies.

B. In accordance with Chapter 2271, Texas Government Code, a governmental entity may not enter into a contract with a company for goods and services unless the contract contains written verification from the company that it: (1) does not boycott Israel; and (2) will not boycott Israel during the term of the contract. The signatory executing this Agreement on behalf of Vendor verifies Vendor does not boycott Israel and will not boycott Israel at any time during the term of this Agreement.

C. In accordance with 2274, Texas Government Code, a governmental entity may not enter into a contract with a company with at least ten (10) full-time employees for a value of at least One Hundred Thousand and No/100 Dollars (\$100,000.00) unless the contract has provision in the contract verifying that it: (1) does not have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association; and (2) will not discriminate during the term of the contract against a firearm entity or firearm trade association. The signatory executing this Agreement on behalf of Vendor verifies Vendor does not have a practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association, and it will not discriminate during the term of this Agreement against a firearm entity or firearm trade association.

D. In accordance with 2274, Texas Government Code, a governmental entity may not enter into a contract with a company with at least ten (10) full-time employees for a value of

at least One Hundred Thousand and No/100 Dollars (\$100,000.00) unless the contract has provision in the contract verifying that it: (1) does not boycott energy companies; and (2) will not boycott energy companies during the term of this Agreement. The signatory executing this Agreement on behalf of Vendor verifies Vendor does not boycott energy companies, and it will not boycott energy companies during the term of this Agreement.

### **19.01 ASSIGNMENT AND DELEGATION**

The parties each hereby bind themselves, their successors, assigns and legal representatives to each other with respect to the terms of this Agreement. Neither party shall assign, sublet or transfer any interest in this Agreement without prior written authorization of the other party.

### **20.01 NOTICES**

All notices and other communications in connection with this Agreement shall be in writing and shall be considered given as follows:

1. When delivered personally to the recipient's address as stated in this Agreement;  
or
2. Three (3) days after being deposited in the United States mail, with postage prepaid to the recipient's address as stated in this Agreement.

#### **Notice to Vendor:**

Austin Structured Cabling  
3709 Promontory Point Drive  
Suite A127  
Austin, Texas 78744

#### **Notice to City:**

City Manager  
221 East Main Street  
Round Rock, TX 78664

AND TO: Stephanie L. Sandre, City Attorney  
309 East Main Street  
Round Rock, TX 78664

Nothing contained herein shall be construed to restrict the transmission of routine communications between representatives of City and Vendor.

### **21.01 APPLICABLE LAW; ENFORCEMENT AND VENUE**

This Agreement shall be enforceable in Round Rock, Texas, and if legal action is necessary by either party with respect to the enforcement of any or all of the terms or conditions herein, exclusive venue for same shall lie in Williamson County, Texas. This Agreement shall be governed by and construed in accordance with the laws and court decisions of the State of Texas.

## **22.01 EXCLUSIVE AGREEMENT**

This document, and all appended documents, constitutes the entire Agreement between Vendor and City. This Agreement may only be amended or supplemented by mutual agreement of the parties hereto in writing, duly authorized by action of the City Manager or City Council.

## **23.01 DISPUTE RESOLUTION**

City and Vendor hereby expressly agree that no claims or disputes between the parties arising out of or relating to this Agreement or a breach thereof shall be decided by any arbitration proceeding, including without limitation, any proceeding under the Federal Arbitration Act (9 USC Section 1-14) or any applicable state arbitration statute.

## **24.01 SEVERABILITY**

The invalidity, illegality, or unenforceability of any provision of this Agreement or the occurrence of any event rendering any portion or provision of this Agreement void shall in no way affect the validity or enforceability of any other portion or provision of this Agreement. Any void provision shall be deemed severed from this Agreement, and the balance of this Agreement shall be construed and enforced as if this Agreement did not contain the particular portion or provision held to be void. The parties further agree to amend this Agreement to replace any stricken provision with a valid provision that comes as close as possible to the intent of the stricken provision. The provisions of this section shall not prevent this entire Agreement from being void should a provision which is of the essence of this Agreement be determined void.

## **25.01 MISCELLANEOUS PROVISIONS**

**Standard of Care.** Vendor represents that it employs trained, experienced and competent persons to perform all of the services, responsibilities and duties specified herein and that such services, responsibilities and duties shall be performed in a manner according to generally accepted industry practices.

**Time is of the Essence.** Vendor understands and agrees that time is of the essence and that any failure of Vendor to fulfill obligations for each portion of this Agreement within the agreed timeframes will constitute a material breach of this Agreement. Vendor shall be fully responsible for its delays or for failures to use best efforts in accordance with the terms of this Agreement. Where damage is caused to City due to Vendor's failure to perform in these circumstances, City may pursue any remedy available without waiver of any of City's additional legal rights or remedies.

**Force Majeure.** Neither City nor Vendor shall be deemed in violation of this Agreement if it is prevented from performing any of its obligations hereunder by reasons for which it is not responsible as defined herein. However, notice of such impediment or delay in performance must be timely given and all reasonable efforts undertaken to mitigate its effects.



**Multiple Counterparts.** This Agreement may be executed in multiple counterparts, any one of which shall be considered an original of this document; and all of which, when taken together, shall constitute one and the same instrument.

IN WITNESS WHEREOF, City and Vendor have executed this Agreement on the dates indicated.

**City of Round Rock, Texas**

By: \_\_\_\_\_  
Printed Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date Signed: \_\_\_\_\_

**Austin Structured Cabling, LLC**

By: Jayson LeBlanc  
Printed Name: Jayson LeBlanc  
Title: Owner  
Date Signed: 2-31-23

**Attest:**

By: \_\_\_\_\_  
Meagan Spinks, City Clerk

**For City, Approved as to Form:**

By: \_\_\_\_\_  
Stephanie L. Sandre, City Attorney

## Exhibit "A"



**AUSTIN  
STRUCTURED  
CABLING**

3709 Promontory Point Drive - Suite A127  
Austin, TX 78744-1139  
[www.AustinStructuredCabling.com](http://www.AustinStructuredCabling.com)  
512.448.9555

## STRUCTURED CABLING PROPOSAL



## DIR-CPO-4787

**Date:** 02/21/2023

**Customer:** City of Round Rock General Services Division  
212 Commerce Blvd.  
Round Rock, Texas 78664

**Project:** Fire Station #1

**Contact:** Matthew Smith [msmith@roundrocktexas.gov](mailto:msmith@roundrocktexas.gov)

**Submitted By:** Jayson LeBlanc; [jleblanc@austinstructuredcabling.com](mailto:jleblanc@austinstructuredcabling.com)

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Austin Structured Cabling is pleased to propose the following scope of work for the provision and installation of a complete and functioning plenum rated, CAT 6e network horizontal cable plant and fiber optic backbone for the new City of Round Rock Fire Station #1 Project.

We appreciate the opportunity to submit this proposal and price quote to you. Please feel free to contact me if you have any questions or should any aspect of the following needs to be amended or changed.

VOICE · DATA · FIBER · COAXIAL

## Exhibit "A"



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## SCOPE OF WORK

### Fire Station ISP Scope of Work

- Provide and install 56 CAT6e UTP plenum rated cables to all Data outlet locations specified on customer provided drawings. Each cable will be terminated, tested, and labelled.
- Provide and install 6 CAT6e UTP plenum rated cables to wireless access point locations specified on customer provided drawings. Each cable will be terminated, tested, and labelled.
- Provide and install 6 CAT6e UTP plenum rated cables to Card reader locations specified on customer provided drawings. Each cable will be terminated, tested, and labelled.
- Provide and install j-hook cable support system with fasteners, as needed to comply with EIA/TIA and BICSI standards and recommendations for low voltage communication cables.
- Provide and install nine (9) RG6 coaxial cables as indicated on architectural drawings for CATV provider connections. Terminate, test and label each cable.
- Provide and install one 84"x 19" 2-Post network rack with one 12" cable runway ladder tray extended to wall for cable management. Provide and install all fittings and hardware needed for rack and cable runway.
- Provide and install two double-sided 6 "vertical wire managers and two horizontal wire managers.
- Ground and bound rack and ladder tray to grounding bus bar provided by others.
- All new cables will be labeled per customers labeling scheme and tested with a Fluke Networks Versiv cable certifier. Test results will be provided to customer upon completion of cable installation.

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## Exhibit "A"



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- As-built drawings will be provided after the completion of the project indicating outlet location and label designation.
- Installation will be in accordance with all BICSI and EIA/TIA recommendations and standards and will comply with all Federal, State and Local laws and ordinances.
- Install Wireless Access Points.
- Coordinate with City of Round Rock IT department for network equipment deployment and connections as needed.
- Coordinate with City of Round Rock and Round Rock Independent School District to establish fiber optic distribution link. Provide, install and terminate one 24 strand single-mode fiber optic cable between Fire Station MDF and exterior pull box.
- Install one 75" Flatscreen 1080p Television with tilt wall mount bracket.
- Install one 42" Flatscreen 1080p Television with corner wall mount bracket.
- Install four 40" Flatscreen 1080p Televisions with corner wall mount bracket.

### OSP City Network Fiber Optic Scope of Work

- Provide and install 24 strand single mode outside plant fiber optic cable via aerial pathway between the Bob Bennett building and the New Fire Station #1. All Fiber will be terminated, tested, and labelled per City of Round Rock standards.
- Provide and install aerial messenger wire, pole attachment hardware, down guys, anchors and markers as needed per Oncor standards and direction.
- Provide traffic control, barriers, cones, and signage as needed.
- Provide and install one rack mounted fiber optic enclosure with adapter panels within the Telecommunications Room at the New Fire Station #1. Provide and install one fiber optic adapter panel within the existing fiber enclosure at the Utilities and Transportation building.

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## Exhibit "A"



# AUSTIN STRUCTURED CABLING

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- Provide engineering and project management services for filing permits and permissions for ROW attachments and road crossings.
- Cables will be labeled per City of Round Rock labeling scheme and tested with a Fluke Networks Versiv cable certifier. Test results will be provided in electronic format to customer upon completion of cable installation.
- Installation will comply with City of Round Rock cable specifications and be in accordance with all BICSI and EIA/TIA recommendations and standards and will comply with all Federal, State and Local laws and ordinances.

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## WARRANTY

- Austin Structured Cabling extends a ***Five-Year Warranty*** on all materials and workmanship for this project.

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## EXCLUSIONS OMISSIONS AND ASSUMPTIONS

- Exclude coring, concrete cutting, floor and exterior wall penetrations, asphalt and road work.
- All work to be performed during normal business hours of 7:00am – 5:00pm Monday – Friday.
- Excludes any make ready work on existing Oncor poles.
- Excludes utility poles.
- Assumes City of Round Rock will give support as needed with Oncor and other City Departments.
- Engineering and Project management cost will be charged if project is cancelled for reasons outside of Austin Structured Cabling's control.
- Outlet boxes and conduit pathways provided by others.
- Conduit pathway across truck bay provided by others.
- Pricing assumes timely access will be given to work site as needed to perform work in a continuous uninterrupted manner with enough time allocated to meet jobsite completion schedules.

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# Exhibit "A"



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## PROJECT PRICING



Product	Part Number	Description	Qty	MSRP	DIR Discount	Customer Price + DIR Cost	
Belden	6339Q8	RG6 Coax Quad Shield	2,000	\$0.79	20.00%	\$1,280.41	
CPI	10250-712	12" x 10' Cable Runway (black)	1	\$175.03	20.00%	\$141.07	
CPI	10595-712	Top Plate Rack to Runway 12"	1	\$55.29	20.00%	\$44.56	
CPI	11421-712	Wall Angle Bracket Runway to Wall 12"	1	\$40.21	20.00%	\$32.41	
Panduit	PUP6004BU-UY	CAT 6E Cable Plenum	13000	\$0.94	30.00%	\$8,663.81	
Panduit	JP75WP2B-L20	J-Hook 3/4"	150	\$2.03	20.00%	\$245.43	
Panduit	CJ688TGBU	MiniComm Cat 6 Jacks	140	\$12.97	20.00%	\$1,463.53	
Panduit	JP2WP2B-L20	J-Hook 2"	100	\$4.23	20.00%	\$340.94	
Panduit	UTPSP3Y	3 ft RJ45 6	68	\$12.88	20.00%	\$705.93	
Panduit	UTPSP10Y	10 ft RJ45 6	68	\$16.72	20.00%	\$916.39	
Panduit	CFPL2IWY	2 Port Mini Com Faceplate	30	\$2.67	20.00%	\$64.56	
Panduit	NKFWH	F-Type Compression	20	\$2.32	30.00%	\$32.72	
Panduit	CBX1WH-A	1-Port Surface Mount Box MiniCom	12	\$4.36	20.00%	\$42.17	
Panduit	CFPL4IWY	4 Port Mini Com Faceplate	10	\$2.67	20.00%	\$21.52	
Panduit	CMFWH-C	Mini-Com F-Type coupler faceplate Module	9	\$8.28	20.00%	\$60.06	
Panduit	HLS-75RO	Tak-Ty Velcro 75'L X 0.75"W	5	\$91.52	20.00%	\$368.83	
Panduit	NKFP91BN1NNM001	Fiber Optic SM Pigtail w/ Connector OS2 LC 01-Strand	4	\$8.33	30.00%	\$23.50	
Panduit	CPP48WBLY	Patch Panel Flat 48 Port Mini Comm	2	\$70.42	20.00%	\$113.52	
Panduit	FAP6WBUDLCZ	Fiber Adapter Panel Single-Mode LC 12 Strand	1	\$143.52	20.00%	\$115.68	
Panduit	FO6CB	Fan-Out Kit 6 strand	1	\$44.68	20.00%	\$36.01	
Panduit	F92ELLNLSNM001	OS2 Duplex Jumper 1 meter LC/LC	1	\$47.51	20.00%	\$38.29	
Panduit	FRME1	Fiber Optic Termination Enclosure 1RU	1	\$297.76	30.00%	\$210.00	
Panduit	R2P	19" 2 Post Data Rack	1	\$218.76	30.00%	\$154.28	
Panduit	PR2VD06	Verticle Wire Manager Dual-Sided w/ Doors 6"	2	\$1,368.36	30.00%	\$1,930.07	
Panduit	FSWN924	24 Strand SM Fiber Optic Cable	10000	\$1.39	20.00%	\$11,203.40	
Panduit	F92ERLNLNSNM-003	SM Fiber Jumper LC/LC	4	\$62.80	20.00%	\$202.47	
Panduit	FRME1	Rack Mount Fiber Enclosure	1	\$297.76	30.00%	\$210.00	
Panduit	FAP12WBUDLCZ	Fiber Adapter Panel SM LC 24 strand	2	\$280.24	30.00%	\$395.28	
Panduit	NKP91BN1NKM001	SM Fiber Optic Pigtail w/ LC Connectors	4	\$117.90	20.00%	\$380.11	
<b>Subtotal</b>						<b>\$29,436.95</b>	
			<b>Labor</b>		<b>Quantity</b>	<b>Rate</b>	<b>Customer Cost</b>
	Standard Rate	Cabling Supervisor		260	\$55.00	\$14,300.00	
	Standard Rate	Copper Tech.		130	\$45.00	\$5,850.00	
	Standard Rate	Fiber Tech.		150	\$51.00	\$7,650.00	
	Standard Rate	Project Management		90	\$75.00	\$6,750.00	
	Standard Rate	Design/consulting		16	\$65.00	\$1,040.00	
	Standard Rate	OSP Technician		140	\$48.00	\$6,720.00	
	Standard Rate	Installation & Removal Equipment		160	\$45.00	\$7,200.00	
	HUB-SUB	Engineering Services		1	\$22,383.40	\$22,383.40	
	HUB-SUB	HUB Subcontractor		1	\$50,550.00	\$50,550.00	
<b>Subtotal</b>						<b>\$122,443.40</b>	
<b>Grand Total</b>						<b>\$151,880.35</b>	

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