

Appendix C - Pricing Index
Shelby Communications, LLC
DIR-TSO-3718

Cabling Services (price per pull) Labor Only		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cat 5e cable - installed, terminated, tested and labeled including wall plate, jack and certification report.						
0-10 Pulls						
0-150 Feet		\$105.00	\$105.00	\$105.00	\$95.00	\$105.00
151-300 Feet		\$115.00	\$115.00	\$115.00	\$105.00	\$115.00
11-50 Pulls						
0-150 Feet		\$95.00	\$95.00	\$95.00	\$85.00	\$95.00
151-300 Feet		\$105.00	\$105.00	\$105.00	\$95.00	\$105.00
51-100 Pulls						
0-150 Feet		\$85.00	\$85.00	\$85.00	\$75.00	\$85.00
151-300 Feet		\$95.00	\$95.00	\$95.00	\$85.00	\$95.00
101-200 Pulls						
0-150 Feet		\$75.00	\$75.00	\$75.00	\$65.00	\$75.00
151-300 Feet		\$85.00	\$85.00	\$85.00	\$75.00	\$85.00
Over 200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$55.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$65.00	\$75.00
Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.						
0-10 Pulls						
0-150 Feet		\$105.00	\$105.00	\$105.00	\$95.00	\$105.00
151-300 Feet		\$115.00	\$115.00	\$115.00	\$105.00	\$115.00
11-50 Pulls						
0-150 Feet		\$95.00	\$95.00	\$95.00	\$85.00	\$95.00
151-300 Feet		\$105.00	\$105.00	\$105.00	\$95.00	\$105.00
51-100 Pulls						
0-150 Feet		\$85.00	\$85.00	\$85.00	\$75.00	\$85.00
151-300 Feet		\$95.00	\$95.00	\$95.00	\$85.00	\$95.00
101-200 Pulls						
0-150 Feet		\$75.00	\$75.00	\$75.00	\$65.00	\$75.00
151-300 Feet		\$85.00	\$85.00	\$85.00	\$75.00	\$85.00
Over 200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$55.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$65.00	\$75.00
Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.						
0-10 Pulls						
0-150 Feet		\$105.00	\$105.00	\$105.00	\$95.00	\$105.00
151-300 Feet		\$115.00	\$115.00	\$115.00	\$105.00	\$115.00
11-50 Pulls						
0-150 Feet		\$95.00	\$95.00	\$95.00	\$85.00	\$95.00
151-300 Feet		\$105.00	\$105.00	\$105.00	\$95.00	\$105.00
51-100 Pulls						
0-150 Feet		\$85.00	\$85.00	\$85.00	\$75.00	\$85.00
151-300 Feet		\$95.00	\$95.00	\$95.00	\$85.00	\$95.00
101-200 Pulls						
0-150 Feet		\$75.00	\$75.00	\$75.00	\$65.00	\$75.00
151-300 Feet		\$85.00	\$85.00	\$85.00	\$75.00	\$85.00
Over 200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$55.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$65.00	\$75.00

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Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report.	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
0-10 Pulls					
0-150 Feet	\$200.00	\$200.00	\$200.00	\$170.00	\$200.00
151-300 Feet	\$220.00	\$220.00	\$220.00	\$180.00	\$220.00
11-50 Pulls					
0-150 Feet	\$190.00	\$190.00	\$190.00	\$160.00	\$190.00
151-300 Feet	\$210.00	\$210.00	\$210.00	\$170.00	\$210.00
51-100 Pulls					
0-150 Feet	\$180.00	\$180.00	\$180.00	\$150.00	\$180.00
151-300 Feet	\$200.00	\$200.00	\$200.00	\$160.00	\$200.00
0-150 Feet	\$170.00	\$170.00	\$170.00	\$140.00	\$170.00
151-300 Feet	\$190.00	\$190.00	\$190.00	\$150.00	\$190.00
Over 200 Pulls					
0-150 Feet	\$160.00	\$160.00	\$160.00	\$130.00	\$160.00
151-300 Feet	\$180.00	\$180.00	\$180.00	\$140.00	\$180.00

Cabling Services (price per pull) Labor & Materials	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cat 5e cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$205.00	\$205.00	\$205.00	\$195.00	\$205.00
151-300 Feet	\$275.00	\$275.00	\$275.00	\$265.00	\$275.00
11-50 Pulls					
0-150 Feet	\$195.00	\$195.00	\$195.00	\$185.00	\$195.00
151-300 Feet	\$265.00	\$265.00	\$265.00	\$255.00	\$265.00
51-100 Pulls					
0-150 Feet	\$185.00	\$185.00	\$185.00	\$175.00	\$185.00
151-300 Feet	\$255.00	\$255.00	\$255.00	\$245.00	\$255.00
101-200 Pulls					
0-150 Feet	\$175.00	\$175.00	\$175.00	\$165.00	\$175.00
151-300 Feet	\$245.00	\$245.00	\$245.00	\$235.00	\$245.00
Over 200 Pulls					
0-150 Feet	\$165.00	\$165.00	\$165.00	\$155.00	\$165.00
151-300 Feet	\$235.00	\$235.00	\$235.00	\$225.00	\$235.00
Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$270.00	\$270.00	\$270.00	\$250.00	\$270.00
151-300 Feet	\$350.00	\$350.00	\$350.00	\$325.00	\$350.00
11-50 Pulls					
0-150 Feet	\$250.00	\$250.00	\$250.00	\$235.00	\$250.00
151-300 Feet	\$330.00	\$330.00	\$330.00	\$310.00	\$330.00
51-100 Pulls					
0-150 Feet	\$240.00	\$240.00	\$240.00	\$225.00	\$240.00
151-300 Feet	\$320.00	\$320.00	\$320.00	\$300.00	\$320.00
101-200 Pulls					
0-150 Feet	\$230.00	\$230.00	\$230.00	\$215.00	\$230.00
151-300 Feet	\$310.00	\$310.00	\$310.00	\$290.00	\$310.00
Over 200 Pulls					
0-150 Feet	\$250.00	\$250.00	\$250.00	\$215.00	\$250.00

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151-300 Feet	\$320.00	\$320.00	\$320.00	\$290.00	\$320.00
Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
0-150 Feet	\$335.00	\$335.00	\$335.00	\$315.00	\$335.00
151-300 Feet	\$460.00	\$460.00	\$460.00	\$440.00	\$460.00
11-50 Pulls					
0-150 Feet	\$315.00	\$315.00	\$315.00	\$295.00	\$315.00
151-300 Feet	\$445.00	\$445.00	\$445.00	\$425.00	\$445.00
51-100 Pulls					
0-150 Feet	\$300.00	\$300.00	\$300.00	\$285.00	\$300.00
151-300 Feet	\$430.00	\$430.00	\$430.00	\$415.00	\$430.00
101-200 Pulls					
0-150 Feet	\$285.00	\$285.00	\$285.00	\$275.00	\$285.00
151-300 Feet	\$420.00	\$420.00	\$420.00	\$405.00	\$420.00
Over 200 Pulls					
0-150 Feet	\$275.00	\$275.00	\$275.00	\$265.00	\$275.00
151-300 Feet	\$410.00	\$410.00	\$410.00	\$395.00	\$410.00

Cabling Services	Service Rate Type	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cabling Technician - Junior	Standard	\$56.55	\$56.55	\$56.55	\$56.55	\$56.55
Cabling Technician - Junior (Nights, weekend, holiday rate)	Non-standard	\$84.83	\$84.83	\$84.83	\$84.83	\$84.83
Cabling Technician - Senior	Standard	\$77.24	\$77.24	\$77.24	\$77.24	\$77.24
Cabling Technician - Senior (Nights, weekend, holiday rate)	Non-standard	\$115.86	\$115.86	\$115.86	\$115.86	\$115.86
Network Engineer - Junior	Standard	\$94.17	\$94.17	\$94.17	\$94.17	\$94.17
Network Engineer - Junior (Nights, weekend, holiday rate)	Non-standard	\$141.26	\$141.26	\$141.26	\$141.26	\$141.26
Network Engineer - Senior	Standard	\$122.35	\$122.35	\$122.35	\$122.35	\$122.35
Network Engineer - Senior (Nights, weekend, holiday rate)	Non-standard	\$183.53	\$183.53	\$183.53	\$183.53	\$183.53
Subject Matter Expert- Junior	Standard	\$92.33	\$92.33	\$92.33	\$92.33	\$92.33
Subject Matter Expert- Junior (Nights, weekend, holiday rate)	Non-standard	\$138.50	\$138.50	\$138.50	\$138.50	\$138.50
Subject Matter Expert- Senior	Standard	\$125.16	\$125.16	\$125.16	\$125.16	\$125.16
Subject Matter Expert- Senior (Nights, weekend, holiday rate)	Non-standard	\$194.00	\$194.00	\$194.00	\$194.00	\$194.00
Analyst - Junior	Standard	\$67.14	\$67.14	\$67.14	\$67.14	\$67.14
Analyst - Junior (Nights, weekend, holiday rate)	Non-standard	\$100.71	\$100.71	\$100.71	\$100.71	\$100.71
Analyst- Senior	Standard	\$87.66	\$87.66	\$87.66	\$87.66	\$87.66
Analyst - Senior (Nights, weekend, holiday rate)	Non-standard	\$131.49	\$131.49	\$131.49	\$131.49	\$131.49
Principle/Program Manager	Standard	\$112.62	\$112.62	\$112.62	\$112.62	\$112.62
Project Manager	Standard	\$89.42	\$89.42	\$89.42	\$89.42	\$89.42
Administrative Assistant	Standard	\$45.95	\$45.95	\$45.95	\$45.95	\$45.95

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PRODUCT		
CATEGORY / DESCRIPTION	Manufacturer / Brand	DIR Customer Discount % off MSRP
Cabling Product Description LEVITON		
Wire management		
	Leviton	25.00%
Patch Panels		
	Leviton	25.00%
Fiber Boxes		
	Leviton	25.00%
Patch Cords		
	AllenTel	25.00%
Wall/Face Plates and Surface Mounts		
	Leviton	25.00%
Connectors		
	Leviton	25.00%