

**Appendix C - Pricing Index
Triumph Cabling Systems, LLC
DIR-TSO-3725**

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		\$97.00	\$97.00	\$97.00	\$97.00	\$97.00
151-300 Feet		\$110.00	\$110.00	\$110.00	\$110.00	\$110.00
11-50 Pulls						
0-150 Feet		\$86.00	\$86.00	\$86.00	\$86.00	\$86.00
151-300 Feet		\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
51-100 Pulls						
0-150 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
151-300 Feet		\$85.00	\$85.00	\$85.00	\$85.00	\$85.00
101-200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Over 200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.						
0-10 Pulls						
0-150 Feet		\$97.00	\$97.00	\$97.00	\$97.00	\$97.00
151-300 Feet		\$110.00	\$110.00	\$110.00	\$110.00	\$110.00
11-50 Pulls						
0-150 Feet		\$86.00	\$86.00	\$86.00	\$86.00	\$86.00
151-300 Feet		\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
51-100 Pulls						
0-150 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
151-300 Feet		\$85.00	\$85.00	\$85.00	\$85.00	\$85.00
101-200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Over 200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.						
0-10 Pulls						
0-150 Feet		\$97.00	\$97.00	\$97.00	\$97.00	\$97.00
151-300 Feet		\$110.00	\$110.00	\$110.00	\$110.00	\$110.00
11-50 Pulls						
0-150 Feet		\$86.00	\$86.00	\$86.00	\$86.00	\$86.00
151-300 Feet		\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
51-100 Pulls						
0-150 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
151-300 Feet		\$85.00	\$85.00	\$85.00	\$85.00	\$85.00
101-200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Over 200 Pulls						
0-150 Feet		\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
151-300 Feet		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report.						
0-10 Pulls						
0-150 Feet		\$230.00	\$230.00	\$230.00	\$230.00	\$230.00
151-300 Feet		\$260.00	\$260.00	\$260.00	\$260.00	\$260.00
11-50 Pulls						
0-150 Feet		\$220.00	\$220.00	\$220.00	\$220.00	\$220.00
151-300 Feet		\$255.00	\$255.00	\$255.00	\$255.00	\$255.00
51-100 Pulls						
0-150 Feet		\$210.00	\$210.00	\$210.00	\$210.00	\$210.00
151-300 Feet	1 of 5	\$245.00	\$245.00	\$245.00	\$245.00	\$245.00

Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report (cont'd)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
101-200 Pulls					
0-150 Feet	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
151-300 Feet	\$240.00	\$240.00	\$240.00	\$240.00	\$240.00
Over 200 Pulls					
0-150 Feet	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
151-300 Feet	\$240.00	\$240.00	\$240.00	\$240.00	\$240.00
Coax Cable for Video Distribution (CATV, CCTV (surveillance), satellite (DSS, VSAT)) - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$97.00	\$97.00	\$97.00	\$97.00	\$97.00
151-300 Feet	\$110.00	\$110.00	\$110.00	\$110.00	\$110.00
11-50 Pulls					
0-150 Feet	\$86.00	\$86.00	\$86.00	\$86.00	\$86.00
151-300 Feet	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00
51-100 Pulls					
0-150 Feet	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
151-300 Feet	\$85.00	\$85.00	\$85.00	\$85.00	\$85.00
101-200 Pulls					
0-150 Feet	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
151-300 Feet	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Over 200 Pulls					
0-150 Feet	\$65.00	\$65.00	\$65.00	\$65.00	\$65.00
151-300 Feet	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00

Cabling Services (price per pull) Labor and 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	\$180.00	\$180.00	\$180.00	\$180.00	\$180.00
151-300 Feet	\$235.00	\$235.00	\$235.00	\$235.00	\$235.00
11-50 Pulls					
0-150 Feet	\$152.00	\$152.00	\$152.00	\$152.00	\$152.00
151-300 Feet	\$232.00	\$232.00	\$232.00	\$232.00	\$232.00
51-100 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
151-300 Feet	\$230.00	\$230.00	\$230.00	\$230.00	\$230.00
101-200 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
151-300 Feet	\$230.00	\$230.00	\$230.00	\$230.00	\$230.00
Over 200 Pulls					
0-150 Feet	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00
151-300 Feet	\$230.00	\$230.00	\$230.00	\$230.00	\$230.00
Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$220.00	\$220.00	\$220.00	\$220.00	\$220.00
151-300 Feet	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00
11-50 Pulls					
0-150 Feet	\$210.00	\$210.00	\$210.00	\$210.00	\$210.00
151-300 Feet	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00
51-100 Pulls					
0-150 Feet	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00
151-300 Feet	\$265.00	\$265.00	\$265.00	\$265.00	\$265.00
101-200 Pulls					
0-150 Feet	\$195.00	\$195.00	\$195.00	\$195.00	\$195.00
151-300 Feet	\$260.00	\$260.00	\$260.00	\$260.00	\$260.00
Over 200 Pulls					
0-150 Feet	\$195.00	\$195.00	\$195.00	\$195.00	\$195.00
151-300 Feet	\$260.00	\$260.00	\$260.00	\$260.00	\$260.00
Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	2 of 5 \$320.00	\$320.00	\$320.00	\$320.00	\$320.00

151-300 Feet	\$435.00	\$435.00	\$435.00	\$435.00	\$435.00
Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report (cont'd)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
11-50 Pulls					
0-150 Feet	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00
151-300 Feet	\$432.00	\$432.00	\$432.00	\$432.00	\$432.00
51-100 Pulls					
0-150 Feet	\$268.00	\$268.00	\$268.00	\$268.00	\$268.00
151-300 Feet	\$430.00	\$430.00	\$430.00	\$430.00	\$430.00
101-200 Pulls					
0-150 Feet	\$268.00	\$268.00	\$268.00	\$268.00	\$268.00
151-300 Feet	\$430.00	\$430.00	\$430.00	\$430.00	\$430.00
Over 200 Pulls					
0-150 Feet	\$268.00	\$268.00	\$268.00	\$268.00	\$268.00
151-300 Feet	\$430.00	\$430.00	\$430.00	\$430.00	\$430.00
Fiber Optic - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Single Mode					
0-10 Pulls					
0-150 Feet	\$466.00	\$466.00	\$466.00	\$466.00	\$466.00
151-300 Feet	\$578.00	\$578.00	\$578.00	\$578.00	\$578.00
300+ Feet	\$633.00	\$633.00	\$633.00	\$633.00	\$633.00
11-50 Pulls					
0-150 Feet	\$466.00	\$466.00	\$466.00	\$466.00	\$466.00
151-300 Feet	\$578.00	\$578.00	\$578.00	\$578.00	\$578.00
300+ Feet	\$633.00	\$633.00	\$633.00	\$633.00	\$633.00
51-100 Pulls					
0-150 Feet	\$466.00	\$466.00	\$466.00	\$466.00	\$466.00
151-300 Feet	\$578.00	\$578.00	\$578.00	\$578.00	\$578.00
300+ Feet	\$633.00	\$633.00	\$633.00	\$633.00	\$633.00
101-200 Pulls					
0-150 Feet	\$466.00	\$466.00	\$466.00	\$466.00	\$466.00
151-300 Feet	\$578.00	\$578.00	\$578.00	\$578.00	\$578.00
300+ Feet	\$633.00	\$633.00	\$633.00	\$633.00	\$633.00
Over 200 Pulls					
0-150 Feet	\$466.00	\$466.00	\$466.00	\$466.00	\$466.00
151-300 Feet	\$578.00	\$578.00	\$578.00	\$578.00	\$578.00
300+ Feet	\$633.00	\$633.00	\$633.00	\$633.00	\$633.00
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Multimode					
0-10 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
11-50 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
51-100 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
101-200 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
Over 200 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
11-50 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00

300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report (con'td)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
51-100 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
101-200 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
Over 200 Pulls					
0-150 Feet	\$532.00	\$532.00	\$532.00	\$532.00	\$532.00
151-300 Feet	\$687.00	\$687.00	\$687.00	\$687.00	\$687.00
300+ Feet	\$765.00	\$765.00	\$765.00	\$765.00	\$765.00
Coax Cable for Video Distribution (CATV, CCTV (surveillance), satellite (DSS, VSAT)) - installed, terminated, tested and labeled including wall plate, jack and certification report.					
0-10 Pulls					
0-150 Feet	\$218.00	\$218.00	\$218.00	\$218.00	\$218.00
151-300 Feet	\$312.00	\$312.00	\$312.00	\$312.00	\$312.00
11-50 Pulls					
0-150 Feet	\$185.00	\$185.00	\$185.00	\$185.00	\$185.00
151-300 Feet	\$310.00	\$310.00	\$310.00	\$310.00	\$310.00
51-100 Pulls					
0-150 Feet	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00
151-300 Feet	\$308.00	\$308.00	\$308.00	\$308.00	\$308.00
101-200 Pulls					
0-150 Feet	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00
151-300 Feet	\$308.00	\$308.00	\$308.00	\$308.00	\$308.00
Over 200 Pulls					
0-150 Feet	\$182.00	\$182.00	\$182.00	\$182.00	\$182.00
151-300 Feet	\$308.00	\$308.00	\$308.00	\$308.00	\$308.00

Cabling Services		Service Rate Type	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
Cabling Technician		Standard	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Cabling Technical Support		Standard	\$45.00	\$45.00	\$45.00	\$45.00	\$45.00
Cabling Project Manager		Standard	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00
Cabling Systems Design		Standard	\$55.00	\$55.00	\$55.00	\$55.00	\$55.00
Cable Removal		Standard	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00
Fiber Technician		Standard	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
OSP Services		Standard	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Cabling Technician		Non-Standard	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Cabling Technical Support		Non-Standard	\$67.50	\$67.50	\$67.50	\$67.50	\$67.50
Cabling Project Manager		Non-Standard	\$82.50	\$82.50	\$82.50	\$82.50	\$82.50
Cabling Systems Design		Non-Standard	\$82.50	\$82.50	\$82.50	\$82.50	\$82.50
Cable Removal		Non-Standard	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00
Fiber Technician		Non-Standard	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00
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OSP Services	Non-Standard	\$90.00	\$90.00	\$90.00	\$90.00	\$90.00
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*Standard Hours: Monday through Friday, 7:00 am to 4:30

**Non-standard for nights, weekends, and holidays

PRODUCT		
CATEGORY / DESCRIPTION	Manufacturer / Brand	DIR Customer Price *
Cabling Product Description		
	Panduit	28.00%
	Corning	28.00%

Additional Discount Based On Aggregate Sales		
Contract Sales Threshold	Product or Category Description	Total Discount
\$200,000 per Purchase Order	Cabling Discount (original discount from MSRP or List price)	26.00%

*Original discount from MSRP or List price