

Bid Package 2  
 Department of Information Resources  
 Augmenting Data Communications Telecommunications Networking Equipment and Related Services  
 Request for Offer DIR-SDD-TMP-123

<i>Service(Labor)</i>	<b>Total Discount</b>	<b>DIR Admin. Fee</b>	<b>DIR Customer Discount</b>	<b>MSRP</b>
<b>Installation of Copper (Voice/Data) Cabling &amp; Connectivity</b>				Per Hour(/Hr.)
Project Supervisor	10 - 20%	2.00%	8 - 18%	\$44.85
Crew Foreman	10 - 20%	2.00%	8 - 18%	\$37.38
Lead Technician	10 - 18%	2.00%	8 - 16%	\$29.64
Entry Level Technician	10 - 15%	2.00%	8 - 13%	\$20.81
<b>Installation of Copper (CATV/Broadband) Cabling &amp; Connectivity</b>				Per Hour(/Hr.)
Project Supervisor	10 - 20%	2.00%	8 - 18%	\$48.30
Crew Foreman	10 - 20%	2.00%	8 - 18%	\$39.10
Lead Technician	10 - 18%	2.00%	8 - 16%	\$28.50
Entry Level Technician	10 - 15%	2.00%	8 - 13%	\$20.81
<b>Installation of Fiber Optic Cabling &amp; Connectivity</b>				Per Hour(/Hr.)
Project Supervisor	10 - 20%	2.00%	8 - 18%	\$52.90
Crew Foreman	10 - 20%	2.00%	8 - 18%	\$43.70
Lead Technician	10 - 18%	2.00%	8 - 16%	\$33.06
Entry Level Technician	10 - 15%	2.00%	8 - 13%	\$22.50
<b>Installation of Aerial/Outside Plant</b>				Per Hour(/Hr.)
Project Supervisor	10 - 20%	2.00%	8 - 18%	\$48.30
Crew Foreman	10 - 20%	2.00%	8 - 18%	\$39.10
Line Man	10 - 18%	2.00%	8 - 16%	\$25.08
Laborer	10 - 15%	2.00%	8 - 13%	\$19.13
<b>Management Services</b>				Per Hour(/Hr.)
Sr. Project Manager	10 - 22%	2.00%	8 - 20%	\$60.32
Project Manager	10 - 20%	2.00%	8 - 18%	\$51.75
Assistant Project Manager	10 - 20%	2.00%	8 - 18%	\$44.85

Bid Package 2  
 Department of Information Resources  
 Augmenting Data Communications Telecommunications Networking Equipment and Related Services  
 Request for Offer DIR-SDD-TMP-123

<b>Design/Consulting Services</b>				<b>Per Hour(/Hr.)</b>
Design Level 3	10 - 25%	2.00%	8 - 23%	\$54.05
Design Level 2	10 - 20%	2.00%	8 - 18%	\$44.85
Design Level 1	10 - 15%	2.00%	8 - 13%	\$33.75
Sr. Consultant (RCDD)	10 - 30%	2.00%	8 - 28%	\$66.00
Intermediate Consultant	10 - 20%	2.00%	8 - 18%	\$46.00
*Deeper Discounting available when multiple order quantities are requested at one time.				