



AT&T Response, Volume Two  
State of New Jersey  
RFP #15-X-23512  
Communications Wiring Services

Network of  
*Possibilities*





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## SECTION 4 – PRICE SCHEDULES

### 4.4.5 PRICE SCHEDULES

The Bidder *shall* submit its pricing using the format set forth in the State-supplied price schedules accompanying this RFP. Failure to submit all information required will result in the proposal being considered non-responsive. Each Bidder is required to hold its prices firm through issuance of contract.

#### 4.4.5.1 DELIVERY COSTS

Unless otherwise noted elsewhere in the RFP, all prices for items in proposals shall be submitted F.O.B. Destination. Proposals submitted other than F.O.B. Destination may not be considered.

Regardless of the method of quoting shipments, the contractor shall assume all costs, liability and responsibility for the delivery of merchandise in good condition to the State's using agency or designated purchaser.

F.O.B. Destination does not cover "spotting" but does include delivery on the receiving platform of the ordering agency at any destination in the State of New Jersey unless otherwise specified. No additional charges will be allowed for any additional transportation costs resulting from partial shipments made at contractor's convenience when a single shipment is ordered. The weights and measures of the State's using agency receiving the shipment shall govern.

#### **AT&T Response:**

Please reference Volume I for clarifications and exceptions.

#### 4.4.5.2 C.O.D. TERMS

C.O.D. terms are not acceptable as part of a proposal and will be cause for rejection of a proposal.

#### **AT&T Response:**

AT&T has read and understands.



### **4.4.5.3 CASH DISCOUNTS**

Bidders are encouraged to offer cash discounts based on expedited payment by the State. The State will make efforts to take advantage of discounts, but discounts will not be considered in determining the lowest proposal.

- a. Discount periods shall be calculated starting from the next business day after the using agency has accepted the goods or services, received a properly signed and executed invoice and, when required, a properly executed performance security, whichever is latest.

#### **AT&T Response:**

AT&T is not offering cash discounts.

- b. The date on the check issued by the State in payment of that invoice shall be deemed the date of the State's response to that invoice.

#### **AT&T Response:**

Please reference Volume I for clarifications and exceptions.

### **4.4.6 COOPERATIVE PURCHASING**

The Bidder should complete the Cooperative Purchasing Form indicating willingness or unwillingness to extend State contract pricing and terms to Cooperative Purchasing partners.

#### **AT&T Response:**

AT&T has uploaded the Cooperative Purchasing Form along with this proposal to the State of New Jersey's eBid system.



**SCHEDULE A - APPRENTICE**

**RFP 15-X-23512, Communications Wiring Services**

**ALL-INCLUSIVE HOURLY RATE PER PERSON\***

Bidder: AT&T

Title: Apprentice – Entry level individual who is learning the CWS trade from the Contractor.

**Business Day** (i.e., The fixed hourly labor rate for on-site T&M support during normal business hours of Monday to Friday, 8:00AM to 5:00PM ET). \$ 132.45/hour

**Over-time** (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET, \$ 156.95/hour

Friday, 5:01 PM to 11:59 PM \$ 156.95/hour

Saturday – All day \$ 156.95/hour

Sunday – All Day \$ 207.90/hour

Vendor Holiday – All day \$ 207.90/hour

\*Refer to Section 2.1 of RFP for complete definition of “All-Inclusive Hourly Rate”. These rates shall remain in effect throughout the term of the contract and all extensions unless reduced with the approval of the Director of the Division of Purchase and Property.



**SCHEDULE B – TECHNICIAN C/CABLE INSTALLER/JOURNEYMAN**

(15 OR LESS DROPS)

**RFP 15-X-23512, Communications Wiring Services**

**ALL-INCLUSIVE HOURLY RATE PER PERSON\***

Bidder: AT&T

Title: **Technician C/Cable Installer/Journeyman 15 or less drops** – Entry level CWS technician with less than 2 year experience as a journeyman

**Business Day** (i.e., The fixed hourly labor rate for on-site T&M support during normal business hours of Monday to Friday, 8:00AM to 5:00PM ET). \$ 153.35/hour

**Over-time** (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET, \$ 181.80/hour

Friday, 5:01 PM to 11:59 PM \$ 181.80/hour

Saturday – All day \$ 181.80/hour

Sunday – All Day \$ 241.05/hour

Vendor Holiday – All day \$ 241.05/hour

\*Refer to Section 2.1 of RFP for complete definition of “All-Inclusive Hourly Rate”. These rates shall remain in effect throughout the term of the contract and all extensions unless reduced with the approval of the Director of the Division of Purchase and Property.





**SCHEDULE C – TECHNICIAN B/WORKING FOREMAN**

**RFP 15-X-23512, Communications Wiring Services**

**ALL-INCLUSIVE HOURLY RATE PER PERSON\***

Bidder: AT&T

Title: Technician B/Working Foreman – Experienced CWS technician capable of performing basic work with little or no supervision.

**Business Day** (i.e., The fixed hourly labor rate for on-site T&M support during normal business hours of Monday to Friday, 8:00AM to 5:00PM ET). \$ 166.80/hour

**Over-time** (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET, \$ 197.80/hour

Friday, 5:01 PM to 11:59 PM \$ 197.80/hour

Saturday – All day \$ 197.80/hour

Sunday – All Day \$ 262.40/hour

Vendor Holiday – All day \$ 262.40/hour

\*Refer to Section 2.1 of RFP for complete definition of “All-Inclusive Hourly Rate”. These rates shall remain in effect throughout the term of the contract and all extensions unless reduced with the approval of the Director of the Division of Purchase and Property.





**SCHEDULE D – TECHNICIAN A/FOREMAN/FIBER TECHNICIAN**

**RFP 15-X-23512, Communications Wiring Services**

ALL-INCLUSIVE HOURLY RATE PER PERSON\*

Bidder: AT&T

Title: Technician A/Foreman/Fiber Technician – Highly experienced CWS technician with expertise in most areas including fiber. Capable of supervising a small to mid-level project.

**Business Day** (i.e., The fixed hourly labor rate for on-site T&M support during normal business hours of Monday to Friday, 8:00AM to 5:00PM ET). \$ 174.30/hour

**Over-time** (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET, \$ 206.70/hour

Friday, 5:01 PM to 11:59 PM \$ 206.70/hour

Saturday – All day \$ 206.70/hour

Sunday – All Day \$ 274.30/hour

Vendor Holiday – All day \$ 274.30/hour

\*Refer to Section 2.1 of RFP for complete definition of “All-Inclusive Hourly Rate”. These rates shall remain in effect throughout the term of the contract and all extensions unless reduced with the approval of the Director of the Division of Purchase and Property.





**SCHEDULE E – SENIOR TECHNICIAN A/FOREMAN/ASSISTANT  
GENERAL FOREMAN**

(16 OR MORE DROPS)

**RFP 15-X-23512, Communications Wiring Services**

**ALL-INCLUSIVE HOURLY RATE PER PERSON\***

Bidder: AT&T

Title: Senior Technician/Foreman 16 or more drops/Assistant General Foreman – A CWS technician with a vast amount of experience in all aspects of the industry and having the capability and experience supervising mid to large CWS projects. Has the capability to read plans and implement plans and understand projects.

**Business Day** (i.e., The fixed hourly labor rate for on-site T&M support during normal business hours of Monday to Friday, 8:00AM to 5:00PM ET). \$ 181.75/hour

**Over-time** (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET, \$ 215.60/hour

Friday, 5:01 PM to 11:59 PM \$ 215.60/hour

Saturday – All day \$ 215.60/hour

Sunday – All Day \$ 286.15/hour

Vendor Holiday – All day \$ 286.15/hour

\*Refer to Section 2.1 of RFP for complete definition of “All-Inclusive Hourly Rate”. These rates shall remain in effect throughout the term of the contract and all extensions unless reduced with the approval of the Director of the Division of Purchase and Property.





**SCHEDULE F – MASTER TECHNICIAN/GENERAL FOREMAN/INSTALLATION MANAGER**

**RFP 15-X-23512, Communications Wiring Services**

ALL-INCLUSIVE HOURLY RATE PER PERSON\*

Bidder: AT&T

Title: Master Technician/General Foreman/Installation Manager – Highest level of CWS technician with experience in all aspects of the industry and having experience managing major CWS projects. Interfaces with Engineering and Architects in the planning phase of large CWS jobs and attends meeting with clients and project management.

**Business Day** (i.e., The fixed hourly labor rate for on-site T&M support during normal business hours of Monday to Friday, 8:00AM to 5:00PM ET). \$ 198.20/hour

**Over-time** (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET, \$ 235.15/hour

Friday, 5:01 PM to 11:59 PM \$ 235.15/hour

Saturday – All day \$ 235.15/hour

Sunday – All Day \$ 312.20/hour

Vendor Holiday – All day \$ 312.20/hour

\*Refer to Section 2.1 of RFP for complete definition of “All-Inclusive Hourly Rate”. These rates shall remain in effect throughout the term of the contract and all extensions unless reduced with the approval of the Director of the Division of Purchase and Property.



**SCHEDULE G – PROJECT MANAGER**

**RFP 15-X-23512, Communications Wiring Services**

**ALL-INCLUSIVE HOURLY RATE PER PERSON\***

Bidder: AT&T

Title: Project Manager – Individual contracted to be responsible for the planning, execution and closing of a CWS project.

**Business Day** (i.e., The fixed hourly labor rate for on-site T&M support during normal business hours of Monday to Friday, 8:00AM to 5:00PM ET). \$ 211.80/hour

**Over-time** (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET, \$ 251.40/hour

Friday, 5:01 PM to 11:59 PM \$ 251.40/hour

Saturday – All day \$ 251.40/hour

Sunday – All Day \$ 333.85/hour

Vendor Holiday – All day \$ 333.85/hour

\*Refer to Section 2.1 of RFP for complete definition of “All-Inclusive Hourly Rate”. These rates shall remain in effect throughout the term of the contract and all extensions unless reduced with the approval of the Director of the Division of Purchase and Property.