

SCHEDULE A - APPRENTICE

RFP 15-X-23512, Communications Wiring Services

ALL-INCLUSIVE HOURLY RATE PER PERSON*

Bidder: EXTEL COMMUNICATIONS, INC.

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).

\$ 55.00

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

\$ 82.00

Friday, 5:01 PM to 11:59 PM

\$ 82.00

Saturday – All day

\$ 82.00

Sunday – All Day

\$ 110.00

Vendor Holiday – All day

\$ 110.00

*Refer to Section 2.1 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
(MANDATORY)

RFP 15-X-23512, Communications Wiring Services

ALL-INCLUSIVE HOURLY RATE PER PERSON*

Bidder: EXTEL COMMUNICATIONS, INC

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

<u>Business Day</u> (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).	\$ <u>88.00</u>
<u>Over-time</u> (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET,	\$ <u>132.00</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>132.00</u>
Saturday – All day	\$ <u>132.00</u>
Sunday – All Day	\$ <u>176.00</u>
Vendor Holiday – All day	\$ <u>176.00</u>

*Refer to Section 2.1 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: EXTEL COMMUNICATIONS, INC.

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

<u>Business Day</u> (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).	\$ <u>95.00</u>
<u>Over-time</u> (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET,	\$ <u>142.00</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>142.00</u>
Saturday – All day	\$ <u>142.00</u>
Sunday – All Day	\$ <u>190.00</u>
Vendor Holiday – All day	\$ <u>190.00</u>

*Refer to Section 2.1 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: EXTEL COMMUNICATIONS, INC.

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.

<u>Business Day</u> (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).	\$ <u>114.00</u>
<u>Over-time</u> (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET,	\$ <u>171.00</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>171.00</u>
Saturday – All day	\$ <u>171.00</u>
Sunday – All Day	\$ <u>225.00</u>
Vendor Holiday – All day	\$ <u>225.00</u>

*Refer to Section 2.1 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/ FOREMAN 16 OR MORE DROPS/ASSISTANT
GENERAL FOREMAN
(MANDATORY)**

RFP 15-X-23512, Communications Wiring Services

ALL-INCLUSIVE HOURLY RATE PER PERSON*

Bidder: EXTEL COMMUNICATIONS, INC.

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.

<u>Business Day</u> (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).	\$ <u>126.00</u>
<u>Over-time</u> (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET,	\$ <u>189.00</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>189.00</u>
Saturday – All day	\$ <u>189.00</u>
Sunday – All Day	\$ <u>250.00</u>
Vendor Holiday – All day	\$ <u>250.00</u>

*Refer to Section 2.1 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: EXTEL COMMUNICATIONS INC.

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.

<u>Business Day</u> (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).	\$ <u>130.00</u>
<u>Over-time</u> (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET,	\$ <u>195.00</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>195.00</u>
Saturday – All day	\$ <u>195.00</u>
Sunday – All Day	\$ <u>260.00</u>
Vendor Holiday – All day	\$ <u>260.00</u>

*Refer to Section 2.1 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: EXTEL COMMUNICATIONS, INC

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).	\$ <u>88.00</u>
Over-time (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET,	\$ <u>88.00</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>132.00</u>
Saturday – All day	\$ <u>132.00</u>
Sunday – All Day	\$ <u>132.00</u>
Vendor Holiday – All day	\$ <u>132.00</u>

*Refer to Section 2.1 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 H - LARGE PURCHASE ORDER SPEND DISCOUNT

RFP 15-X-23512, Communications Wiring Services

Large Purchase Order Spend Discount

Section 3.6.1.1

Bidder to provide discount percentages (%) in the following table reflecting its Section 3.6.1.1 response.

Bidder: <i>EXTEL COMMUNICATIONS INC.</i>	
Purchase Order Value	Discount %*
1. Less than or equal to \$5,000	Standard Discount (X.X)%
2. Greater than \$5,000 and less than or equal to \$10,000	% <i>.5</i>
3. Greater than \$10,000 and less than or equal to \$15,000	% <i>1.0</i>
4. Greater than \$15,000 and less than or equal to \$20,000	% <i>1.5</i>
5. Greater than \$20,000 and less than or equal to \$30,000	% <i>2.0</i>
6. Greater than \$30,000	% <i>2.5</i>

***Discounts shall be expressed as a percentage (%) and fractional percentages shall be expressed to no more than tenths (x.x %) of a percent.**

SCHEDULE I - ANNUAL SALES SPEND DISCOUNT

RFP 15-X-23512, Communications Wiring Services

Annual Sales Spend Discount

Section 3.6.1.2

Bidder to provide discount percentages (%) in the following table reflecting its Section 3.6.1.2 response.

Bidder Name: <i>EXTEL COMMUNICATIONS, INC.</i>	
Contract Sales Revenue Level	Discount
Greater than: \$3,000,000 and less than or equal to \$5,000,000	% <i>2.0</i>
Greater than: \$5,000,000 and less than or equal to \$10,000,000	% <i>3.0</i>
Greater than: \$10,000,000	% <i>5.0</i>

***Discounts shall be expressed as a percentage (%) and fractional percentages shall be expressed to no more than tenths (x.x %) of a percent.**