

SCHEDULE A - APPRENTICE

RFP 15-X-23512, Communications Wiring Services

ALL-INCLUSIVE HOURLY RATE PER PERSON*

Bidder: New Jersey Business Systems, 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). \$ 75.00 per hour

Over-time (i.e., The fixed hourly rate for on-site T&M support Monday to Thursday, 5:01PM to 7:59AM ET, \$ 112.50 per hour

Friday, 5:01 PM to 11:59 PM \$ 89.00 per hour

Saturday – All day \$ 112.50 per hour

Sunday – All Day \$ 150.00 per hour

Vendor Holiday – All day \$ 150.00 per hour

*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: New Jersey Business Systems, 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>82.00 per hour</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>123.00 per hour</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>97.00 per hour</u>
Saturday – All day	\$ <u>123.00 per hour</u>
Sunday – All Day	\$ <u>164.00 per hour</u>
Vendor Holiday – All day	\$ <u>164.00 per hour</u>

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SCHEDULE C - TECHNICIAN B/ WORKING FOREMAN

RFP 15-X-23512, Communications Wiring Services

ALL-INCLUSIVE HOURLY RATE PER PERSON*

Bidder: New Jersey Business Systems, 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>115.00 per hour</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>172.50 per hour</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>136.00 per hour</u>
Saturday – All day	\$ <u>172.50 per hour</u>
Sunday – All Day	\$ <u>230.00 per hour</u>
Vendor Holiday – All day	\$ <u>230.00 per hour</u>

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SCHEDULE D - TECHNICIAN A/ FOREMAN / FIBER TECHNICIAN

RFP 15-X-23512, Communications Wiring Services

ALL-INCLUSIVE HOURLY RATE PER PERSON*

Bidder: New Jersey Business Systems, 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>115.00 per hour</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>172.50 per hour</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>136.00 per hour</u>
Saturday – All day	\$ <u>172.50 per hour</u>
Sunday – All Day	\$ <u>230.00 per hour</u>
Vendor Holiday – All day	\$ <u>230.00 per hour</u>

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**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: New Jersey Business Systems, 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>132.00 per hour</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>198.00 per hour</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>156.00 per hour</u>
Saturday – All day	\$ <u>198.00 per hour</u>
Sunday – All Day	\$ <u>264.00 per hour</u>
Vendor Holiday – All day	\$ <u>264.00 per hour</u>

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SCHEDULE F - MASTER TECHNICIAN/GENERAL FOREMAN/ INSTALLATION MANAGER

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ALL-INCLUSIVE HOURLY RATE PER PERSON*

Bidder: New Jersey Business Systems, 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>132.00 per hour</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>198.00 per hour</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>156.00 per hour</u>
Saturday – All day	\$ <u>198.00 per hour</u>
Sunday – All Day	\$ <u>264.00 per hour</u>
Vendor Holiday – All day	\$ <u>264.00 per hour</u>

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SCHEDULE G - PROJECT MANAGER

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ALL-INCLUSIVE HOURLY RATE PER PERSON*

Bidder: New Jersey Business Systems, Inc.

Title: **Project Manager** – Individual contracted to be responsible for the planning, execution and closing of a CWS 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>120.00 per hour</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>180.00 per hour</u>
Friday, 5:01 PM to 11:59 PM	\$ <u>141.00 per hour</u>
Saturday – All day	\$ <u>180.00 per hour</u>
Sunday – All Day	\$ <u>240.00 per hour</u>
Vendor Holiday – All day	\$ <u>240.00 per hour</u>

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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: New Jersey Business Systems, Inc.	
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	0.0%
3. Greater than \$10,000 and less than or equal to \$15,000	0.0%
4. Greater than \$15,000 and less than or equal to \$20,000	0.0%
5. Greater than \$20,000 and less than or equal to \$30,000	0.5%
6. Greater than \$30,000	1.0%

***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: New Jersey Business Systems, Inc.	
Contract Sales Revenue Level	Discount
Greater than: \$3,000,000 and less than or equal to \$5,000,000	0.0%
Greater than: \$5,000,000 and less than or equal to \$10,000,000	0.0%
Greater than: \$10,000,000	0.5%

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