



One Team, One Goal: Student Success

514 Glover Street
Marietta, GA 30060
Telephone: (770) 426-3300
www.cobbk12.org

February 4, 2021

Ms. Colleen Wade
Graybar Electric Co.
1230-A Kennestone Circle
Marietta, GA 30066

Dear Ms. Wade:

This is to advise you that the award to your company for **IFB B1919, Fiber Components and Installation Services** as shown on the attached pages has been renewed.

The renewed award is in accordance with the terms and conditions of the Invitation for Bid and with your pricing remaining firm from **March 1, 2021 through February 28, 2022**, with an option to renew. Your prompt payment discount of 1%, net 15 days will be considered for accounting purposes. This award letter is not an official order.

If you have any questions about this renewal award, please contact **Gary Blount at 770-590-4546** gary.blount@cobbk12.org. The **Technology Services** contact is **Jason Wheeler, 770-426-3598**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

A handwritten signature in blue ink that reads 'David Odom'.

David Odom, CPPO
Director of Procurement Services

gb

Attachment

cc: Accounts Payable
Jason Wheeler
Thomas Marshall
Debbie Stinchcomb

BOARD OF EDUCATION

Randy Scamihorn, *Chair* • David Banks, *Vice Chair*
Jaha Howard • Leroy Tre' Hutchins • David Chastain • Charisse Davis • Brad Wheeler

SUPERINTENDENT

Chris Ragsdale

Category 3 Pricing - Materials			Unit Price		
#	Description	Model number	UOM	Unit Price	Unit Price w/1% disc.
1	2 strand zip fiber (50/125 10G 300m) plenum	002T58-31380-24	ft	\$0.36	\$0.3564
2	FREEDM® One Cable, Plenum, tight buffered, 02 F, 50 µm multimode (OM3)	002T8P-31180-29	ft	\$0.78	\$0.7722
3	FREEDM® One Cable, Plenum, tight buffered, 06 F, 50 µm multimode (OM3)	006T8P-31180-29	ft	\$1.02	\$1.0098
4	FREEDM® One Cable, Plenum, tight buffered, 12 F, 50 µm multimode (OM3)	012T8P-31180-29	ft	\$1.67	\$1.6533
5	FREEDM® One Cable, Plenum, tight buffered, 24 F, 50 µm multimode (OM3)	024T8P-31180-29	ft	\$3.54	\$3.5046
6	96 strand mic fiber (50/125 10G 300m) plenum	096T88-Y3180-29	ft	\$13.56	\$13.4244
7	48 strand mic fiber (50/125 10G 300m) plenum	048T88-61180-29	ft	\$6.20	\$6.1380
8	24 strand mic fiber (50/125 10G 300m) plenum	024T88-33180-29	ft	\$2.60	\$2.5740
9	12 strand mic fiber (50/125 10G 300m) plenum	012T88-33180-29	ft	\$1.17	\$1.1583
10	96 strand outdoor fiber (50/125 10G 300M)	096TU4-T4780D20	ft	\$14.51	\$14.3649
11	48 strand outdoor fiber (50/125 10G 300M)	048TU4-T4780D20	ft	\$7.40	\$7.3260
12	24 strand outdoor fiber (50/125 10G 300M)	024TU4-T4780D20	ft	\$3.72	\$3.6828
13	12 strand outdoor fiber (50/125 10G 300M)	012TU4-T4780D20	ft	\$1.91	\$1.8909
14	12 strand indoor buffer tube fan out kit	fan-bt25-12	each	\$12.90	\$12.7710
15	12 strand outdoor buffer tube fan out kit	fan-od25-12	each	\$41.23	\$40.8177
16	LC connectors (50/125 10G 150m)	95-050-99-X	each	\$11.96	\$11.8404
17	LC connectors (50/125 10G 150m) Organizer Pack	95-050-99-X-Z	each	281.75 (pk/25)	\$278.9300
18	Closet connector housing	CCH-04U	each	\$252.48	\$249.9552
19	Closet connector housing	CCH-03U	each	\$224.96	\$222.7104
20	Closet connector housing	CCH-02U	each	\$198.14	\$196.1586
21	Closet connector housing	CCH-01U	each	\$166.64	\$164.9736
22	Wall connector housing	WCH-12P	each	\$242.40	\$239.9760
23	Wall connector housing	WCH-06P	each	\$163.04	\$161.4096
24	Wall connector housing	WCH-04P	each	\$113.41	\$112.2759
25	Wall splice housing	WSH-16-SPT	each	\$194.80	\$192.8520
26	Splice tray for 12 fusion heat shrink splices	M67-048	each	\$26.63	\$26.3637
27	Splice tray for 24 fusion heat shrink splices	M67-112	each	\$28.21	\$27.9279
28	Heat shrink splice protector sleeve	2806031-01	pack of 50	\$39.07	\$38.6793
29	3M Fiber Loc II	2529	pack of 6	\$9.83	\$9.8290

Category 3 Pricing - Materials			Unit Price		
#	Description	Model number	UOM	Unit Price	Unit Price w/1% disc.
30	Connector panel LC LOMM (50/125) 24 strand	CCH-CP24-E4	each	\$119.38	\$118.1862
31	LC - LC fiber patch cord (50/125) (2 meters)	050502T5120002M	each	\$20.20	\$19.9980
32	Cat 6 cable plenum (ComScope/Systimax) Blue	UN874049914/10	ft	\$0.23	\$0.2277
33	Cat 6 cable plenum (ComScope/Systimax) Green	UN874037414/10	ft	\$0.23	\$0.2277
34	Cat 6 cable plenum (ComScope/Systimax) Yellow	UN874034114/10	ft	\$0.23	\$0.2277
35	Cat 6 cable plenum (ComScope/Systimax) Black	UN874047214/10	ft	\$0.23	\$0.2277
36	Cat 6 jacks (ComScope/Systimax) White	700 206 725	ft	\$6.71	\$6.6429
37	Cat 6 jacks (ComScope/Systimax) Blue	700 206 758	ft	\$6.71	\$6.6429
38	Cat 6 jacks (ComScope/Systimax) Green	700 206 709	each	\$6.71	\$6.6429
39	RJ45 modular plugs (cat 6 / cat 5e)	6-554720-3	each	\$0.29	\$0.2871
40	Cat 5e cable plenum (ComScope/Systimax) Green	874032914/10	ft	\$0.18	\$0.1782
41	Wall face plates (ComScope/Systimax) 2 port	108 168 469	each	\$1.34	\$1.3266
42	Wall face plates (ComScope/Systimax) 4 port	108 168 543	each	\$1.34	\$1.3266
43	Wall face plate dust covers (blanks)	107 067 928	each	\$13.87	\$13.7313
44	Ceiling boot	DCF5WH-X	each	\$1.21	\$1.1979
45	Ladder Rack kit (Chatsworth)	11911-712	each	\$92.64	\$91.7136
46	J hooks 3/4" hammer on (caddy)	cat 1224sm	boxes	\$204.12	\$202.0788
47	J hooks 3/4" wire hanger (caddy)	cat 124z34	boxes	\$191.81	\$189.8919
48	J hooks 3/4" no clip (caddy)	cat 12	boxes	\$121.62	\$120.4038
49	J hooks 2" hammer on (caddy)	cat 3224sm	boxes	\$300.79	\$297.7821
50	J hooks 2" wire hanger (caddy)	cat 324z34	boxes	\$292.18	\$289.2582
51	J hooks 2" no clip (caddy)	cat 32	boxes	\$127.01	\$125.7399
52	Velcro plenum 6" (Panduit)	HLSP1.5S-XO	rolls (10 pack)	\$6.03	\$5.9697
53	Velcro plenum 12" (Panduit)	HLTP31-XO	rolls (10 pack)	\$9.61	\$9.5139
54	Fire stop (3M putty sticks)	pn 3m industrial mp+ MPS-2	stick	\$14.69	\$14.5431
55	APC Netshelter SX Enclosure	AR3150	each	\$1,487.71	\$1,472.8329
56	Panduit wire molding	LD5WH8	ft	\$1.40	\$1.3860
57	Surface box	1-558251-3	ft	\$5.83	\$5.7717
58	Panduit horizontal wire mang.	WMPF1E	each	\$43.42	\$42.9858

Category 3 Pricing - Materials			Unit Price		
#	Description	Model number	UOM	Unit Price	Unit Price w/1% Discount
59	Siemon 66 block	S66M1-50	each	\$7.89	\$7.8111
60	Siemon 66 block bracket	S89B	each	\$1.70	\$1.6830
61	Siemon Bridging Clips (100 Pack)	SA1-100	each	\$6.72	\$6.6528
62	Superior Essex Cross-Connect Wire (1000')	02-011-23	each	\$32.86	\$32.5314
63	Cable label	SWD-R	each	\$17.57	\$17.3943
64	Leviton One Gang Wall plate Satin Finish	004-84014-40	each	\$0.98	\$0.9702
65	Leviton One Gang Wall plate Oversized Satin Finish	003-84114	each	\$1.15	\$1.1385



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February 4, 2021

Mr. Phillip Cohen
NetPlanner Systems, Inc.
3145 Northwoods Parkway, Suite 800
Peachtree Corners, GA 30071

Dear Mr. Cohen:

This is to advise you that the award to your company for **IFB B1919, Fiber Components and Installation Services** as shown on the attached pages has been renewed.

The renewed award is in accordance with the terms and conditions of the Invitation for Bid and with your pricing remaining firm from **March 1, 2021 through February 28, 2022**, with an option to renew. This award letter is not an official order.

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Sincerely,

A handwritten signature in blue ink that reads 'David Odom'.

David Odom, CPPO
Director of Procurement Services

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SUPERINTENDENT

Chris Ragsdale

Category 1 Pricing - Turnkey Solutions		
Option 1 Pricing - Turnkey: Total estimated cost for a standard drop estimated length 600', as defined in Special Terms & Conditions 3.1.1.		Materials cost and labor cost is listed separately.
1	Materials (It is expected that actual materials used per drop will be billed based on pricing provided in Category 3, below.)	\$318.42
	Labor	\$210.00
	Total Cost per Drop	\$528.42
Option 2 Pricing - Turnkey: Total estimated cost for a multiple copper drops 100' and underutilizing CAT 6 cable, as defined in Special Terms & Conditions 3.1.2.		Materials cost and labor cost is listed separately.
2	Materials (It is expected that actual materials used per drop will be billed based on pricing provided in Category 3, below.)	\$60.64
	Labor	\$78.75
	Total Cost per Drop	\$139.39
Option 3 Pricing - Turnkey: Total estimated cost for a multiple copper drops 100' and over utilizing CAT 6 cable, as defined in Special Terms & Conditions 3.1.3.		Materials cost and labor cost is listed separately.
3	Materials (It is expected that actual materials used per drop will be billed based on pricing provided in Category 3, below.)	\$99.64
	Labor	\$183.75
	Total Cost per Drop	\$283.39
Option 4 Pricing - Turnkey: Total estimated cost for a multiple strand MIC fiber cable in multiple locations, as defined in Special Terms & Conditions 3.1.4.		Materials cost and labor cost is listed separately.
4	Materials (It is expected that actual materials used per drop will be billed based on pricing provided in Category 3, below.)	\$2,660.32 (based on 12 strand fiber)
	Labor	\$840 (based on 12 strand fiber)
	Total Cost per Drop	\$3,520.32
5	Hourly rate for additional work outside the SOW as defined in Special Terms & Conditions 3.1	Level 1 \$42 per hour, Level 2 \$50 per hour, Level 3 \$55 per hour, PM \$65 per hour, RCDD \$85 per hour
	This amount is arrived at based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	\$50 (Level 2) x 8 hours + \$55 (Level 3) x 8
Option 1 Pricing - Turnkey: Total estimated cost for a standard drop estimated length 600', as defined in Special Terms & Conditions 3.1.1.		Materials cost and labor cost is listed separately.
6	Hourly rate for tasks defined in Special Terms & Conditions 3.1 if performed during standard business hours (i.e. 8:00 a.m. to 5:00 p.m.).	\$210.00
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	\$50 (Level 2) x 2 hours + \$55 (Level 3) x 2

Category 2 Pricing - Installation:		Unit Price
1	Description of Staff	Level 1 Technician
	Hourly Rate	\$42.00
2	Description of Staff	Level 2 Technician
	Hourly Rate	\$50.00
3	Description of Staff	Level 3 Technician
	Hourly Rate	\$55.00
4	Description of Staff	Project Manager
	Hourly Rate	\$65.00
5	Description of Staff	RCDD-Design
	Hourly Rate	\$85.00
6	Total estimated cost below for a standard drop as defined in Special Terms & Conditions 3.2.	\$210.00
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	\$50 (Level 2) x 2 hours + \$55 (Level 3) x 2
7	Total estimated cost below for a multiple cooper drops 100' and under, as defined in Special Terms & Conditions 3.2.	\$78.75
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	\$50 (Level 2) x .75 hour + \$55 (Level 3) x .75
8	Total estimated cost below for a multiple cooper drops 100' and over, as defined in Special Terms & Conditions 3.2.	\$183.75
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	\$50 (Level 2) x 1.75 hours + \$55 (Level 3) x 1.75
9	Total estimated cost below for a multiple strand MIC fiber cable, as defined in Special Terms & Conditions 3.2.	\$840 (based on 12 strand fiber)
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	\$50 (Level 2) x 8 hours + \$55 (Level 3) x 8
10	Hourly rate for additional work outside the SOW as defined in Special Terms & Conditions 3.2.	Level 1 \$42 per hour, Level 2 \$50 per hour, Level 3 \$55 per hour, PM \$65 per hour, RCDD \$85 per hour
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	Total hours will be multiplied by total number of hours used.
11	Hourly rate for tasks defined in Special Terms & Conditions 3.2 if performed during standard business hours (i.e. 8:00 a.m. to 5:00 p.m.).	Level 1 \$42 per hour, Level 2 \$50 per hour, Level 3 \$55 per hour, PM \$65 per hour, RCDD \$85 per hour
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	Total hours will be multiplied by total number of hours used.

Category 3 Pricing - Materials				
#	Description	Model number	UOM	Unit Price
1	2 strand zip fiber (50/125 10G 300m) plenum	002T58-31380-24	ft	\$0.49
2	FREEDM® One Cable, Plenum, tight buffered, 02 F, 50 µm multimode (OM3)	002T8P-31180-29	ft	\$0.98
3	FREEDM® One Cable, Plenum, tight buffered, 06 F, 50 µm multimode (OM3)	pn 006T8P-31180-29	ft	\$1.26
4	FREEDM® One Cable, Plenum, tight buffered, 12 F, 50 µm multimode (OM3)	012T8P-31180-29	ft	\$1.97
5	FREEDM® One Cable, Plenum, tight buffered, 24 F, 50 µm multimode (OM3)	024T8P-31180-29	ft	\$4.34
6	96 strand mic fiber (50/125 10G 300m) plenum	096T88-Y3180-29	ft	\$18.97
7	48 strand mic fiber (50/125 10G 300m) plenum	048T88-61180-29	ft	\$9.67
8	24 strand mic fiber (50/125 10G 300m) plenum	024T88-33180-29	ft	\$3.62
9	12 strand mic fiber (50/125 10G 300m) plenum	012T88-33180-29	ft	\$1.72
10	96 strand outdoor fiber (50/125 10G 300M)	096TU4-T4780D20	ft	\$21.84
11	48 strand outdoor fiber (50/125 10G 300M)	048TU4-T4780D20	ft	\$12.37
12	24 strand outdoor fiber (50/125 10G 300M)	024TU4-T4780D20	ft	\$8.71
13	12 strand outdoor fiber (50/125 10G 300M)	012TU4-T4780D20	ft	\$2.64
14	12 strand indoor buffer tube fan out kit	fan-bt25-12	each	\$17.75
15	12 strand outdoor buffer tube fan out kit	fan-od25-12	each	\$55.72
16	LC connectors (50/125 10G 150m)	95-050-99-X	each	\$12.73
17	LC connectors (50/125 10G 150m) Organizer Pack	95-050-99-X-Z	each	\$300.00 (pk/25)
18	Closet connector housing	CCH-04U	each	\$277.47
19	Closet connector housing	CCH-03U	each	\$274.22
20	Closet connector housing	CCH-02U	each	\$217.74
21	Closet connector housing	CCH-01U	each	\$183.11
22	Wall connector housing	WCH-12P	each	\$274.82
23	Wall connector housing	WCH-06P	each	\$233.35
24	Wall connector housing	WCH-04P	each	\$145.10
25	Wall splice housing	WSH-16-SPT	each	\$251.25
26	Splice tray for 12 fusion heat shrink splices	M67-048	each	\$32.77
27	Splice tray for 24 fusion heat shrink splices	M67-112	each	\$34.71
28	Heat shrink splice protector sleeve	2806031-01	pack of 50	\$47.91
29	3M Fiber Loc II	80-6107-5589-6	pack of 6	\$11.08
30	Connector panel LC LOMM (50/125) 24 strand	CCH-CP24-E4	each	\$150.81
31	LC - LC fiber patch cord (50/125) (2 meters)	050502T5120002M	each	\$33.09
32	Cat 6 cable plenum (ComScope/Systimax) Blue	UN874049914/10	ft	\$0.26
33	Cat 6 cable plenum (ComScope/Systimax) Green	UN874037414/10	ft	\$0.26

Category 3 Pricing - Materials				
#	Description	Model number	UOM	Unit Price
34	Cat 6 cable plenum (ComScope/Systimax) Yellow	UN874034114/10	ft	\$0.26
35	Cat 6 cable plenum (ComScope/Systimax) Black	UN874047214/10	ft	\$0.26
36	Cat 6 jacks (ComScope/Systimax) White	700 206 725	ft	\$6.12
37	Cat 6 jacks (ComScope/Systimax) Blue	700 206 758	ft	\$6.12
38	Cat 6 jacks (ComScope/Systimax) Green	700 206 709	each	\$6.12
39	RJ45 modular plugs (cat 6 / cat 5e)	6-554720-3	each	\$0.45
40	Cat 5e cable plenum (ComScope/Systimax) Green	874032914/10	ft	\$0.19
41	Wall face plates (ComScope/Systimax) 2 port	108 168 469	each	\$2.12
42	Wall face plates (ComScope/Systimax) 4 port	108 168 543	each	\$2.12
43	Wall face plate dust covers (blanks)	107 067 928	each	\$0.50
44	Ceiling boot	DCF5WH-X	each	\$1.92
45	Ladder Rack kit (Chatsworth)	11911-712	each	\$132.30
46	J hooks 3/4" hammer on (caddy)	cat 1224sm	boxes	\$205.00
47	J hooks 3/4" wire hanger (caddy)	cat 124z34	boxes	\$192.63
48	J hooks 3/4" no clip (caddy)	cat 12	boxes	\$117.63
49	J hooks 2" hammer on (caddy)	cat 3224sm	boxes	\$324.26
50	J hooks 2" wire hanger (caddy)	cat 324z34	boxes	\$314.95
51	J hooks 2" no clip (caddy)	cat 32	boxes	\$244.86
52	Velcro plenum 6" (panduit)	HLSP1.5S-XO	rolls (10 pack)	\$9.90
53	Velcro plenum 12" (panduit)	HLTP31-XO	rolls (10 pack)	\$14.97
54	Fire stop (3M putty stix)	3m industrial mp+ MPS-2	stix	\$19.46
55	APC Netshelter SX Enclosure	AR3150	each	\$1,637.50
56	Panduit wire molding	LD5WH8	ft	\$1.95
57	Surface box	1-558251-3	ft	\$7.30
58	Panduit horizontal wire mang.	WMPF1E	each	\$43.31
59	Siemon 66 block	S66M1-50	each	\$8.94
60	Siemon 66 block bracket	S89B	each	\$2.10
61	Siemon Bridging Clips (100 Pack)	SA1-100	each	\$7.25
62	Superior Essex Cross-Connect Wire (1000')	02-011-23	each	\$45.00
63	Cable label	SWD-R	each	\$33.02
64	Leviton One Gang Wallplate Satin Finish	004-84014-40	each	\$1.36
65	Leviton One Gang Wallplate Oversized Satin Finish	003-84114	each	\$1.68
66	Per Section 8.9 of the Special Terms & Conditions, additional discount for related items.		15% off MSRP	
67	Per Section Per Section 8.10 of the Special Terms & Conditions, fee structure for additional, related services.		Level 1 Technician rate \$42 per hour, Level 2 Technician rate \$50 per hour, Level 3 Technician rate \$55 per hour, Project Manager rate \$65 per hour, RCDD rate \$85 per hour.	