



One Team, One Goal: Student Success

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

February 28, 2022

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 with approved price increases highlighted in yellow.

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, 2022, through February 28, 2023**, 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 **Daphne Farley at 770-429-5870** daphne.farley@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 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

df

Attachment

cc: Accounts Payable
Jason Wheeler
Thomas Marshall
Kyle Matthews

BOARD OF EDUCATION

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

SUPERINTENDENT

Chris Ragsdale

Renewal Award Letter, Page 2
 IFB B1919, Fiber Components and Installation Services
 Graybar Electric Co. (Vendor-PO Mailing #100138-1)
 Email: colleen.wade-safford@graybar.com
 Vendor Phone # 678-291-5132

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	\$0.44	\$0.4356
2	FREEDM® One Cable, Plenum, tight buffered, 02 F, 50 µm multimode (OM3)	002T8P-31180-29	FT	\$0.89	\$0.8811
3	FREEDM® One Cable, Plenum, tight buffered, 06 F, 50 µm multimode (OM3)	006T8P-31180-29	FT	\$1.18	\$1.1682
4	FREEDM® One Cable, Plenum, tight buffered, 12 F, 50 µm multimode (OM3)	012T8P-31180-29	FT	\$1.92	\$1.9008
5	FREEDM® One Cable, Plenum, tight buffered, 24 F, 50 µm multimode (OM3)	024T8P-31180-29	FT	\$4.07	\$4.0293
6	96 strand mic fiber (50/125 10G 300m) plenum	096T88-Y3180-29	FT	\$16.61	\$16.4439
7	48 strand mic fiber (50/125 10G 300m) plenum	048T88-61180-29	FT	\$7.60	\$7.5240
8	24 strand mic fiber (50/125 10G 300m) plenum	024T88-33180-29	FT	\$3.00	\$2.9700
9	12 strand mic fiber (50/125 10G 300m) plenum	012T88-33180-29	FT	\$1.35	\$1.3365
10	96 strand outdoor fiber (50/125 10G 300M)	096TU4-T4780D20	FT	\$18.21	\$18.0279
11	48 strand outdoor fiber (50/125 10G 300M)	048TU4-T4780D20	FT	\$9.28	\$9.1872
12	24 strand outdoor fiber (50/125 10G 300M)	024TU4-T4780D20	FT	\$4.66	\$4.6134
13	12 strand outdoor fiber (50/125 10G 300M)	012TU4-T4780D20	FT	\$2.40	\$2.3760
14	12 strand indoor buffer tube fan out kit	fan-bt25-12	Each	\$15.40	\$15.2460
15	12 strand outdoor buffer tube fan out kit	fan-od25-12	Each	\$49.15	\$48.6585
16	LC connectors (50/125 10G 150m)	95-050-99-X	Each	\$12.95	\$12.8205
17	LC connectors (50/125 10G 150m) Organizer Pack/25	95-050-99-X-Z	Each	\$305.31	\$302.2569
18	Closet connector housing	CCH-04U	Each	\$292.61	\$289.6839
19	Closet connector housing	CCH-03U	Each	\$260.71	\$258.1029
20	Closet connector housing	CCH-02U	Each	\$229.65	\$227.3535
21	Closet connector housing	CCH-01U	Each	\$193.13	\$191.1987
22	Wall connector housing	WCH-12P	Each	\$280.94	\$278.1306
23	Wall connector housing	WCH-06P	Each	\$188.95	\$187.0605
24	Wall connector housing	WCH-04P	Each	\$131.43	\$130.1157
25	Wall splice housing	WSH-16-SPT	Each	\$225.77	\$223.5123
26	Splice tray for 12 fusion heat shrink splices	M67-048	Each	\$31.22	\$30.9078
27	Splice tray for 24 fusion heat shrink splices	M67-112	Each	\$33.07	\$32.7393
28	Heat shrink splice protector sleeve (Pack of 50)	2806031-01	Each	\$41.84	\$41.4216
29	3M Fiber Loc II (Pack of 6)	2529	Each	\$9.83	\$9.7317

Renewal Award Letter, Page 3
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 Email: colleen.wade-safford@graybar.com
 Vendor Phone # 678-291-5132

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	\$138.20	\$136.8180
31	LC - LC fiber patch cord (50/125) (2 meters)	050502T5120002M	Each	\$11.25	\$11.1375
32	Cat 6 cable plenum (ComScope/Systimax) Blue	UN874049914/10	FT	\$0.24	\$0.2376
33	Cat 6 cable plenum (ComScope/Systimax) Green	UN874037414/10	FT	\$0.24	\$0.2376
34	Cat 6 cable plenum (ComScope/Systimax) Yellow	UN874034114/10	FT	\$0.24	\$0.2376
35	Cat 6 cable plenum (ComScope/Systimax) Black	UN874047214/10	FT	\$0.24	\$0.2376
36	Cat 6 jacks (ComScope/Systimax) White	700 206 725	FT	\$7.28	\$7.2072
37	Cat 6 jacks (ComScope/Systimax) Blue	700 206 758	FT	\$7.28	\$7.2072
38	Cat 6 jacks (ComScope/Systimax) Green	700 206 709	Each	\$7.28	\$7.2072
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	\$0.21	\$0.2079
41	Wall face plates (ComScope/Systimax) 2 port	108 168 469	Each	\$1.49	\$1.4751
42	Wall face plates (ComScope/Systimax) 4 port	108 168 543	Each	\$1.49	\$1.4751
43	Wall face plate dust covers (blanks)	107 067 928	Each	\$15.78	\$15.6222
44	Ceiling boot	DCF5WH-X	Each	\$1.26	\$1.2474
45	Ladder Rack kit (Chatsworth)	11911-712	Each	\$110.10	\$108.9990
46	J hooks 3/4" hammer on (caddy)	cat 1224sm	Box	\$269.92	\$267.2208
47	J hooks 3/4" wire hanger (caddy)	cat 124z34	Box	\$256.00	\$253.4400
48	J hooks 3/4" no clip (caddy)	cat 12	Box	\$151.99	\$150.4701
49	J hooks 2" hammer on (caddy)	cat 3224sm	Box	\$437.59	\$433.2141
50	J hooks 2" wire hanger (caddy)	cat 324z34	Box	\$417.07	\$412.8993
51	J hooks 2" no clip (caddy)	cat 32	Box	\$322.15	\$318.9285
52	Velcro plenum 6" (Panduit) 10 Pack	HLSP1.5S-XO	Roll	\$7.11	\$7.0389
53	Velcro plenum 12" (Panduit) 10 Pack	HLTP31-XO	Roll	\$10.10	\$9.9990
54	Fire stop (3M putty sticks)	pn 3m industrial mp+ MPS-2	Stick	\$16.33	\$16.1667
55	APC Netshelter SX Enclosure	AR3150	Each	\$1,646.16	\$1,629.6984
56	Panduit wire molding	LD5WH8	FT	\$1.56	\$1.5444
57	Surface box	1-558251-3	FT	\$6.53	\$6.4647
58	Panduit horizontal wire mang.	WMPF1E	Each	\$49.11	\$48.6189

Renewal Award Letter, Page 4
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 Graybar Electric Co. (Vendor-PO Mailing #100138-1)
 Email: colleen.wade-safford@graybar.com
 Vendor Phone # 678-291-5132

Category 3 Pricing - Materials			Unit Price		
#	Description	Model number	UOM	Unit Price	Unit Price w/1% Discount
59	Siemon 66 block	S66M1-50	Each	\$8.44	\$8.3556
60	Siemon 66 block bracket	S89B	Each	\$1.70	\$1.6830
61	Siemon Bridging Clips (100 Pack)	SA1-100	Each	\$7.98	\$7.9002
62	Superior Essex Cross-Connect Wire (1000')	02-011-23	Each	\$51.12	\$50.6088
63	Cable label	SWD-R	Each	\$19.13	\$18.9387
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	\$1.29	\$1.2771



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February 28, 2022

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 with approved price increases.

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, 2022 through February 28, 2023**, with an option to renew. This award letter is not an official order.

If you have any questions about this renewal award, please contact **Daphne Farley at 770-429-5870** daphne.farley@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 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP
Director of Procurement Services

df

Attachment

cc: Accounts Payable
Jason Wheeler
Thomas Marshall
Kyle Matthews

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SUPERINTENDENT

Chris Ragsdale

Renewal Award Letter, Page 2
 IFB B1919, Fiber Components and Installation Services
 NetPlanner Systems, Inc. (Vendor PO Mailing #100220)
 Vendor Contact Phone: (404) 272-1513
 Vendor Contact Email: phillip.cohen@netplanner.com

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.)	\$366.18
	Labor	\$253.00
	Total Cost per Drop	\$619.18
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.)	\$69.74
	Labor	\$94.88
	Total Cost per Drop	\$164.62
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.)	\$114.59
	Labor	\$221.38
	Total Cost per Drop	\$335.97
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.)	\$3,059.37 (based on 12 strand fiber)
	Labor	\$1,012.00 (based on 12 strand fiber)
	Total Cost per Drop	\$4,071.37
5	Hourly rate for additional work outside the SOW as defined in Special Terms & Conditions 3.1	Level 1 \$48.30 per hour, Level 2 \$57.50 per hour, Level 3 \$63.25 per hour, PM \$75 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.)	(\$63.25 (Level 3) x 8) x 2 Technicians
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.).	\$253.00
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	\$63.25 (Level 3) x 4 hours

Renewal Award Letter, Page 3
 IFB B1919, Fiber Components and Installation Services
 NetPlanner Systems, Inc. (Vendor PO Mailing #100220)
 Vendor Contact Phone: (404) 272-1513
 Vendor Contact Email: phillip.cohen@netplanner.com

Category 2 Pricing - Installation:		Unit Price
1	Description of Staff	Level 1 Technician
	Hourly Rate	\$48.30
2	Description of Staff	Level 2 Technician
	Hourly Rate	\$57.50
3	Description of Staff	Level 3 Technician
	Hourly Rate	\$63.25
4	Description of Staff	Project Manager
	Hourly Rate	\$75.00
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.	\$253.00
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	\$63.25 (Level 3) x 4 hours
7	Total estimated cost below for a multiple cooper drops 100' and under, as defined in Special Terms & Conditions 3.2.	\$94.87
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	(\$63.25 (Level 3) x 4 hours) x .75
8	Total estimated cost below for a multiple cooper drops 100' and over, as defined in Special Terms & Conditions 3.2.	\$221.37
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	(\$63.25 (Level 3) x 1.75 hours) x 2 Technicians
9	Total estimated cost below for a multiple strand MIC fiber cable, as defined in Special Terms & Conditions 3.2.	\$1,012.00 (based on 12 strand fiber)
	This amount is based on the hourly pricing provided above (i.e. X technicians at \$Y per hour, etc.)	(\$63.25 (Level 3) x 8 hours) x 2 Technicians
10	Hourly rate for additional work outside the SOW as defined in Special Terms & Conditions 3.2.	Level 1 \$48.30 per hour, Level 2 \$57.50 per hour, Level 3 \$63.25 per hour, PM \$75 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 \$48.30 per hour, Level 2 \$57.50 per hour, Level 3 \$63.25 per hour, PM \$75 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.

Renewal Award Letter, Page 4
 IFB B1919, Fiber Components and Installation Services
 NetPlanner Systems, Inc. (Vendor PO Mailing #100220)
 Vendor Contact Phone: (404) 272-1513
 Vendor Contact Email: phillip.cohen@netplanner.com

Category 3 Pricing - Materials				
#	Description	Model number	UOM	Unit Price
1	2 strand zip fiber (50/125 10G 300m) plenum	002T58-31380-24	FT	\$0.56
2	FREEDM® One Cable, Plenum, tight buffered, 02 F, 50 µm multimode (OM3)	002T8P-31180-29	FT	\$1.13
3	FREEDM® One Cable, Plenum, tight buffered, 06 F, 50 µm multimode (OM3)	pn 006T8P-31180-29	FT	\$1.45
4	FREEDM® One Cable, Plenum, tight buffered, 12 F, 50 µm multimode (OM3)	012T8P-31180-29	FT	\$2.27
5	FREEDM® One Cable, Plenum, tight buffered, 24 F, 50 µm multimode (OM3)	024T8P-31180-29	FT	\$4.99
6	96 strand mic fiber (50/125 10G 300m) plenum	096T88-Y3180-29	FT	\$21.81
7	48 strand mic fiber (50/125 10G 300m) plenum	048T88-61180-29	FT	\$11.12
8	24 strand mic fiber (50/125 10G 300m) plenum	024T88-33180-29	FT	\$4.16
9	12 strand mic fiber (50/125 10G 300m) plenum	012T88-33180-29	FT	\$1.98
10	96 strand outdoor fiber (50/125 10G 300M)	096TU4-T4780D20	FT	\$25.12
11	48 strand outdoor fiber (50/125 10G 300M)	048TU4-T4780D20	FT	\$14.23
12	24 strand outdoor fiber (50/125 10G 300M)	024TU4-T4780D20	FT	\$10.02
13	12 strand outdoor fiber (50/125 10G 300M)	012TU4-T4780D20	FT	\$3.04
14	12 strand indoor buffer tube fan out kit	fan-bt25-12	Each	\$20.41
15	12 strand outdoor buffer tube fan out kit	fan-od25-12	Each	\$64.08
16	LC connectors (50/125 10G 150m)	95-050-99-X	Each	\$14.64
17	LC connectors (50/125 10G 150m) Organizer Pack/25	95-050-99-X-Z	Each	\$345.00
18	Closet connector housing	CCH-04U	Each	\$319.09
19	Closet connector housing	CCH-03U	Each	\$315.35
20	Closet connector housing	CCH-02U	Each	\$250.40
21	Closet connector housing	CCH-01U	Each	\$210.58
22	Wall connector housing	WCH-12P	Each	\$316.04
23	Wall connector housing	WCH-06P	Each	\$268.35
24	Wall connector housing	WCH-04P	Each	\$166.87
25	Wall splice housing	WSH-16-SPT	Each	\$288.94
26	Splice tray for 12 fusion heat shrink splices	M67-048	Each	\$37.69
27	Splice tray for 24 fusion heat shrink splices	M67-112	Each	\$39.92
28	Heat shrink splice protector sleeve	2806031-01	pack of 50	\$55.10
29	3M Fiber Loc II	80-6107-5589-6	pack of 6	\$12.74
30	Connector panel LC LOMM (50/125) 24 strand	CCH-CP24-E4	Each	\$173.43
31	LC - LC fiber patch cord (50/125) (2 meters)	050502T5120002M	Each	\$38.05
32	Cat 6 cable plenum (ComScope/Systemax) Blue	UN874049914/10	FT	\$0.30
33	Cat 6 cable plenum (ComScope/Systemax) Green	UN874037414/10	FT	\$0.30

Renewal Award Letter, Page 5
 IFB B1919, Fiber Components and Installation Services
 NetPlanner Systems, Inc. (Vendor PO Mailing #100220)
 Vendor Contact Phone: (404) 272-1513
 Vendor Contact Email: phillip.cohen@netplanner.com

Category 3 Pricing - Materials				
#	Description	Model number	UOM	Unit Price
34	Cat 6 cable plenum (ComScope/Systimax) Yellow	UN874034114/10	FT	\$0.30
35	Cat 6 cable plenum (ComScope/Systimax) Black	UN874047214/10	FT	\$0.30
36	Cat 6 jacks (ComScope/Systimax) White	700 206 725	FT	\$7.04
37	Cat 6 jacks (ComScope/Systimax) Blue	700 206 758	FT	\$7.04
38	Cat 6 jacks (ComScope/Systimax) Green	700 206 709	Each	\$7.04
39	RJ45 modular plugs (cat 6 / cat 5e)	6-554720-3	Each	\$0.52
40	Cat 5e cable plenum (ComScope/Systimax) Green	874032914/10	FT	\$0.22
41	Wall face plates (ComScope/Systimax) 2 port	108 168 469	Each	\$2.44
42	Wall face plates (ComScope/Systimax) 4 port	108 168 543	Each	\$2.44
43	Wall face plate dust covers (blanks)	107 067 928	Each	\$0.58
44	Ceiling boot	DCF5WH-X	Each	\$2.21
45	Ladder Rack kit (Chatsworth)	11911-712	Each	\$152.15
46	J hooks 3/4" hammer on (caddy)	cat 1224sm	Box	\$235.75
47	J hooks 3/4" wire hanger (caddy)	cat 124z34	Box	\$221.52
48	J hooks 3/4" no clip (caddy)	cat 12	Box	\$135.27
49	J hooks 2" hammer on (caddy)	cat 3224sm	Box	\$372.90
50	J hooks 2" wire hanger (caddy)	cat 324z34	Box	\$362.19
51	J hooks 2" no clip (caddy)	cat 32	Box	\$281.59
52	Velcro plenum 6" (panduit) 10 Pack	HLSP1.5S-XO	Roll	\$11.39
53	Velcro plenum 12" (panduit) 10 Pack	HLTP31-XO	Roll	\$17.22
54	Fire stop (3M putty stix)	3m industrial mp+ MPS-2	stix	\$22.38
55	APC Netshelter SX Enclosure	AR3150	Each	\$1,883.13
56	Panduit wire molding	LD5WH8	FT	\$2.24
57	Surface box	1-558251-3	FT	\$8.40
58	Panduit horizontal wire mang.	WMPF1E	Each	\$49.81
59	Siemon 66 block	S66M1-50	Each	\$10.28
60	Siemon 66 block bracket	S89B	Each	\$2.42
61	Siemon Bridging Clips (100 Pack)	SA1-100	Each	\$8.34
62	Superior Essex Cross-Connect Wire (1000')	02-011-23	Each	\$51.75
63	Cable label	SWD-R	Each	\$37.97
64	Leviton One Gang Wallplate Satin Finish	004-84014-40	Each	\$1.56
65	Leviton One Gang Wallplate Oversized Satin Finish	003-84114	Each	\$1.93
66	Additional discount for related items.		15% off MSRP	
67	Fee structure for additional, related services.		Level 1 Technician rate \$48.30 per hour, Level 2 Technician rate \$57.50 per hour, Level 3 Technician rate \$63.25 per hour, Project Manager rate \$75 per hour, RCDD rate \$85 per hour.	