

**Appendix C - Pricing Index  
Tero Technologies, Inc.  
DIR-TSO-3723**

<b>Cabling Services (price per pull)</b>		Zone 1	Zone 2	Zone 3	Zone 4	Zone 5
<b>Cat 5e cable - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>						
0-10 Pulls						
0-150 Feet		\$80.00	\$72.00	\$75.00	\$70.00	\$67.00
151-300 Feet		\$100.00	\$106.00	\$111.00	\$102.00	\$97.00
11-50 Pulls						
0-150 Feet		\$48.00	\$65.00	\$67.00	\$62.00	\$60.00
151-300 Feet		\$69.00	\$95.00	\$99.00	\$91.00	\$87.00
51-100 Pulls						
0-150 Feet		\$48.00	\$62.00	\$64.00	\$58.00	\$56.00
151-300 Feet		\$69.00	\$90.00	\$94.00	\$86.00	\$82.00
101-200 Pulls						
0-150 Feet		\$45.00	\$57.00	\$60.00	\$55.00	\$52.00
151-300 Feet		\$67.50	\$85.00	\$98.00	\$81.00	\$78.00
Over 200 Pulls						
0-150 Feet		\$45.00	\$55.00	\$56.00	\$52.00	\$50.00
151-300 Feet		\$67.50	\$79.00	\$83.00	\$76.00	\$73.00
<b>Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>						
0-10 Pulls						
0-150 Feet		\$80.00	\$72.00	\$75.00	\$70.00	\$67.00
151-300 Feet		\$100.00	\$106.00	\$111.00	\$102.00	\$97.00
11-50 Pulls						
0-150 Feet		\$48.00	\$65.00	\$67.00	\$62.00	\$60.00
151-300 Feet		\$69.00	\$95.00	\$99.00	\$91.00	\$87.00
51-100 Pulls						
0-150 Feet		\$48.00	\$62.00	\$64.00	\$58.00	\$56.00
151-300 Feet		\$69.00	\$90.00	\$94.00	\$86.00	\$82.00
101-200 Pulls						
0-150 Feet		\$45.00	\$57.00	\$60.00	\$55.00	\$52.00
151-300 Feet		\$67.50	\$85.00	\$98.00	\$81.00	\$78.00
Over 200 Pulls						
0-150 Feet		\$45.00	\$55.00	\$56.00	\$52.00	\$50.00
151-300 Feet		\$67.50	\$79.00	\$83.00	\$76.00	\$73.00
<b>Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>						
0-10 Pulls						
0-150 Feet		\$80.00	\$72.00	\$75.00	\$70.00	\$67.00
151-300 Feet		\$100.00	\$106.00	\$111.00	\$102.00	\$97.00
11-50 Pulls						
0-150 Feet		\$48.00	\$65.00	\$67.00	\$62.00	\$60.00
151-300 Feet		\$69.00	\$95.00	\$99.00	\$91.00	\$87.00
51-100 Pulls						
0-150 Feet		\$48.00	\$62.00	\$64.00	\$58.00	\$56.00
151-300 Feet		\$69.00	\$90.00	\$94.00	\$86.00	\$82.00
101-200 Pulls						
0-150 Feet		\$45.00	\$57.00	\$60.00	\$55.00	\$52.00
151-300 Feet		\$67.50	\$85.00	\$98.00	\$81.00	\$78.00
Over 200 Pulls						
0-150 Feet		\$45.00	\$55.00	\$56.00	\$52.00	\$50.00
151-300 Feet		\$67.50	\$79.00	\$83.00	\$76.00	\$73.00

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<b>Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>					
	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
<b>0-10 Pulls</b>					
0-150 Feet	\$200.00	\$240.00	\$250.00	\$230.00	\$220.00
151-300 Feet	\$260.00	\$320.00	\$325.00	\$305.00	\$285.00
<b>11-50 Pulls</b>					
0-150 Feet	\$180.00	\$205.00	\$225.00	\$205.00	\$200.00
151-300 Feet	\$235.00	\$280.00	\$300.00	\$276.00	\$265.00
<b>51-100 Pulls</b>					
0-150 Feet	\$170.00	\$200.00	\$210.00	\$195.00	\$188.00
151-300 Feet	\$225.00	\$270.00	\$285.00	\$261.00	\$250.00
<b>101-200 Pulls</b>					
0-150 Feet	\$160.00	\$190.00	\$200.00	\$185.00	\$170.00
151-300 Feet	\$210.00	\$255.00	\$265.00	\$245.00	\$235.00
<b>Over 200 Pulls</b>					
0-150 Feet	\$150.00	\$180.00	\$190.00	\$175.00	\$165.00
151-300 Feet	\$200.00	\$250.00	\$255.00	\$235.00	\$225.00
<b>Coax Cable for Video Distribution (CATV, CCTV (surveillance), satellite (DSS, VSAT)) - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>					
	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
<b>0-10 Pulls</b>					
0-150 Feet	\$80.00	\$72.00	\$75.00	\$70.00	\$67.00
151-300 Feet	\$100.00	\$106.00	\$111.00	\$102.00	\$97.00
<b>11-50 Pulls</b>					
0-150 Feet	\$48.00	\$65.00	\$67.00	\$62.00	\$60.00
151-300 Feet	\$69.00	\$95.00	\$99.00	\$91.00	\$87.00
<b>51-100 Pulls</b>					
0-150 Feet	\$48.00	\$62.00	\$64.00	\$58.00	\$56.00
151-300 Feet	\$69.00	\$90.00	\$94.00	\$86.00	\$82.00
<b>101-200 Pulls</b>					
0-150 Feet	\$45.00	\$57.00	\$60.00	\$55.00	\$52.00
151-300 Feet	\$67.50	\$85.00	\$98.00	\$81.00	\$78.00
<b>Over 200 Pulls</b>					
0-150 Feet	\$45.00	\$55.00	\$56.00	\$52.00	\$50.00
151-300 Feet	\$67.50	\$79.00	\$83.00	\$76.00	\$73.00
<b>Cabling Services (price per pull) Labor and Materials</b>					
	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
<b>Cat 5e cable - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>					
<b>0-10 Pulls</b>					
0-150 Feet	\$110.00	\$133.00	\$140.00	\$127.00	\$123.00
151-300 Feet	\$160.00	\$195.00	\$201.00	\$186.00	\$175.00
<b>11-50 Pulls</b>					
0-150 Feet	\$105.00	\$125.00	\$130.00	\$120.00	\$115.00
151-300 Feet	\$150.00	\$185.00	\$190.00	\$175.00	\$165.00
<b>51-100 Pulls</b>					
0-150 Feet	\$100.00	\$122.00	\$127.00	\$117.00	\$112.00
151-300 Feet	\$150.00	\$179.00	\$187.00	\$170.00	\$162.00
<b>101-200 Pulls</b>					
0-150 Feet	\$100.00	\$118.00	\$124.00	\$113.00	\$110.00
151-300 Feet	\$145.00	\$172.00	\$180.00	\$165.00	\$160.00
<b>Over 200 Pulls</b>					
0-150 Feet	\$95.00	\$115.00	\$121.00	\$110.00	\$105.00
151-300 Feet	\$140.00	\$165.00	\$175.00	\$160.00	\$155.00

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<b>Cat 6 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>					
	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-10 Pulls					
0-150 Feet	\$130.00	\$155.00	\$160.00	\$150.00	\$143.00
151-300 Feet	\$177.00	\$212.00	\$220.00	\$205.00	\$195.00
11-50 Pulls					
0-150 Feet	\$122.00	\$147.00	\$150.00	\$140.00	\$130.00
151-300 Feet	\$167.00	\$202.00	\$210.00	\$195.00	\$185.00
51-100 Pulls					
0-150 Feet	\$120.00	\$142.00	\$150.00	\$140.00	\$130.00
151-300 Feet	\$162.00	\$192.00	\$200.00	\$185.00	\$175.00
101-200 Pulls					
0-150 Feet	\$115.00	\$137.00	\$145.00	\$135.00	\$125.00
151-300 Feet	\$155.00	\$185.00	\$195.00	\$180.00	\$170.00
Over 200 Pulls					
0-150 Feet	\$110.00	\$135.00	\$140.00	\$130.00	\$120.00
151-300 Feet	\$150.00	\$180.00	\$190.00	\$175.00	\$165.00
<b>Cat 7 cable - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>					
	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-10 Pulls					
0-150 Feet	\$210.00	\$255.00	\$265.00	\$245.00	\$235.00
151-300 Feet	\$310.00	\$375.00	\$390.00	\$355.00	\$340.00
11-50 Pulls					
0-150 Feet	\$205.00	\$245.00	\$255.00	\$235.00	\$225.00
151-300 Feet	\$300.00	\$360.00	\$370.00	\$345.00	\$330.00
51-100 Pulls					
0-150 Feet	\$200.00	\$240.00	\$250.00	\$230.00	\$220.00
151-300 Feet	\$295.00	\$355.00	\$370.00	\$340.00	\$325.00
101-200 Pulls					
0-150 Feet	\$195.00	\$235.00	\$247.00	\$227.00	\$215.00
151-300 Feet	\$290.00	\$350.00	\$360.00	\$330.00	\$320.00
Over 200 Pulls					
0-150 Feet	\$190.00	\$235.00	\$245.00	\$225.00	\$215.00
151-300 Feet	\$285.00	\$350.00	\$355.00	\$330.00	\$320.00
<b>Fiber Optic - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Single Mode</b>					
	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-10 Pulls					
0-150 Feet	\$440.00	\$540.00	\$540.00	\$540.00	\$540.00
151-300 Feet	\$529.00	\$629.00	\$629.00	\$629.00	\$629.00
300+ Feet	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'
11-50 Pulls					
0-150 Feet	\$435.00	\$535.00	\$535.00	\$535.00	\$535.00
151-300 Feet	\$524.00	\$624.00	\$624.00	\$624.00	\$624.00
300+ Feet	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'
51-100 Pulls					
0-150 Feet	\$435.00	\$535.00	\$535.00	\$535.00	\$535.00
151-300 Feet	\$524.00	\$624.00	\$624.00	\$624.00	\$624.00
300+ Feet	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'
101-200 Pulls					
0-150 Feet	435.00	535.00	535.00	535.00	535.00
151-300 Feet	524.00	624.00	624.00	624.00	624.00

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300+ Feet	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'
<b>Fiber Optic - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Single Mode (cont'd)</b>					
Over 200 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$435.00	\$435.00	\$435.00	\$435.00	\$435.00
151-300 Feet	\$524.00	\$524.00	\$524.00	\$524.00	\$524.00
300+ Feet	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'	\$2.00 per foot over 300'
<b>Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Multimode OM2</b>					
0-10 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$460.00	\$560.00	\$560.00	\$560.00	\$560.00
151-300 Feet	\$589.00	\$689.00	\$689.00	\$689.00	\$689.00
300+ Feet	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'
11-50 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$455.00	\$555.00	\$555.00	\$555.00	\$555.00
151-300 Feet	\$584.00	\$684.00	\$684.00	\$684.00	\$684.00
300+ Feet	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'
51-100 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$455.00	\$555.00	\$555.00	\$555.00	\$555.00
151-300 Feet	\$584.00	\$684.00	\$684.00	\$684.00	\$684.00
300+ Feet	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'
101-200 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$455.00	\$555.00	\$555.00	\$555.00	\$555.00
151-300 Feet	\$584.00	\$684.00	\$684.00	\$684.00	\$684.00
300+ Feet	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'
Over 200 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$455.00	\$555.00	\$555.00	\$555.00	\$555.00
151-300 Feet	\$584.00	\$684.00	\$684.00	\$684.00	\$684.00
300+ Feet	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'	\$2.35 per foot over 300'
<b>Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Multimode OM3</b>					
0-10 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$480.00	\$580.00	\$580.00	\$580.00	\$580.00
151-300 Feet	\$609.00	\$709.00	\$709.00	\$709.00	\$709.00
300+ Feet	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'
11-50 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$475.00	\$575.00	\$575.00	\$575.00	\$575.00
151-300 Feet	\$604.00	\$704.00	\$704.00	\$704.00	\$704.00
300+ Feet	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'
51-100 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$475.00	\$575.00	\$575.00	\$575.00	\$575.00
151-300 Feet	\$604.00	\$704.00	\$704.00	\$704.00	\$704.00
300+ Feet	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'
101-200 Pulls	<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
0-150 Feet	\$475.00	\$575.00	\$575.00	\$575.00	\$575.00

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DIR-TSO-3723**

151-300 Feet	\$604.00	\$704.00	\$704.00	\$704.00	\$704.00
<b>Fiber Optic Cable - installed, terminated, tested and labeled including wall plate, jack and certification report. CATEGORY: Multimode OM3 (cont'd)</b>					
300+ Feet	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'
Over 200 Pulls					
0-150 Feet	\$475.00	\$575.00	\$575.00	\$575.00	\$575.00
151-300 Feet	\$604.00	\$704.00	\$704.00	\$704.00	\$704.00
300+ Feet	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'	\$2.70 per foot over 300'
<b>Cabling Services (price per pull)</b>		<b>Zone 1</b>	<b>Zone 2</b>	<b>Zone 3</b>	<b>Zone 4</b>
<b>Coax Cable for Video Distribution (CATV, CCTV (surveillance), satellite (DSS, VSAT)) - installed, terminated, tested and labeled including wall plate, jack and certification report.</b>					
0-10 Pulls					
0-150 Feet	\$140.00	\$175.00	\$175.00	\$165.00	\$175.00
151-300 Feet	\$200.00	\$240.00	\$240.00	\$230.00	\$240.00
11-50 Pulls					
0-150 Feet	\$135.00	\$165.00	\$165.00	\$155.00	\$165.00
151-300 Feet	\$190.00	\$230.00	\$230.00	\$220.00	\$230.00
51-100 Pulls					
0-150 Feet	\$130.00	\$155.00	\$155.00	\$150.00	\$155.00
151-300 Feet	\$185.00	\$220.00	\$220.00	\$210.00	\$220.00
101-200 Pulls					
0-150 Feet	\$125.00	\$145.00	\$145.00	\$145.00	\$145.00
151-300 Feet	\$180.00	\$210.00	\$210.00	\$200.00	\$210.00
Over 200 Pulls					
0-150 Feet	\$120.00	\$140.00	\$140.00	\$140.00	\$140.00
151-300 Feet	\$175.00	\$205.00	\$205.00	\$190.00	\$205.00

<b>PRODUCT</b>	
Manufacturer / Brand	DIR Customer Discount % off MSRP
Tero	35.00%
CPI	35.00%
Harger	35.00%
Panduit	35.00%