

PRICES FOR GOODS/SERVICES

#05620 IT Cabling EXHIBIT C2 -- Bid Price	Bidder Name:	Graybar Electric Company
---	--------------	--------------------------

Category 2- Fiber Optic, Copper Cabling & Related Equipment

Pricing Categories

Scope:	This category is for the purchase of Cabling and Network Physical Infrastructure Products. Category 2 does NOT include Service and Installation.
---------------	--

Instructions:	<p>1- Bidders must offer pricing on this sheet for Category 2: Fiber Optic and Copper Cabling and Related Equipment for a statewide award. Bid pricing for Fiber Optic and Copper Cabling and Related Equipment will be expressed as a markup percentage over manufacturers invoiced price (% Markup). These are the prices (Cost + % Markup) that bidder will provide for the entire life of the contract. Items purchased from any resulting contract will include all items available from contractor that meet Performance Requirements from Exhibit B and fall into Categories as listed below.</p> <p>2-Bidders must insert catalog link or name of attached catalog(s) that will be considered for this contract (and provide attached catalog). All % markup Percentages will apply to all items in the catalog(s) that fall under the scope and categories of this pricesheet. Bids that do NOT provide catalog link or attached catalog will be considered Non-Responsive.</p> <p>3-Bidders must write a percentage (X.X%, or XX.X%) in the appropriate box for each Required Brand and Desirable Brand you are bidding (markup must include standard shipping, configuration, kitting, processing, warehousing and any other costs of acquisition or standard shipping/delivery of the parts, supplies and materials). Bidders MUST provide pricing for ALL Required brands in each category. Bids that do NOT provide pricing for ALL required bands will be considered Non-Responsive.</p> <p>4- Bidders may add additional desired Brands for each category they have to offer by inserting a row and filling out the Cost + % Markup for each pricing structure.</p>
----------------------	--

Catalog Link or File name of attached Catalog: All items in this/these catalogs inside scope will be eligible for purchase under 05620 IT Cabling.	https://www.graybar.com/state-of-washington
--	---

Brand Type	Category Type		Payment Type	
	#	Category Title	Electronic Funds Transfer (EFT)	Pcard
	1 . Fiber Cables		% Markup	% Markup
	a.	Outdoor (OSP Fiber)		
Required	i.	Superior Essex	19.0%	19.0%
	ii.	OFS	19.0%	19.0%
	iii.	Corning Cable	19.0%	19.0%
	iv.	AFL	19.0%	19.0%
	v.	Commscope	19.0%	19.0%

Desired	vi.	Berk-Tek/Leviton	19.0%	19.0%
	b.	Indoor (ISP Fiber)		
Required	i.	Berk-Tek/Leviton	19.0%	19.0%
	ii.	Corning Cable	19.0%	19.0%
	iii.	Commscope	19.0%	19.0%
Desired	iv.	General Cable	19.0%	19.0%
	v.	Mohawk	19.0%	19.0%
	vi.	Superior Essex	19.0%	19.0%
	2. Copper Cables			
	a.	Indoor		
Required	i.	Berk-Tek/Leviton	19.0%	19.0%
	ii.	Superior Essex	19.0%	19.0%
	iii.	Commscope	19.0%	19.0%
Desired	iv.	General Cable	19.0%	19.0%
	v.	Mohawk	19.0%	19.0%
	b.	Outdoor		
Required	i.	Superior Essex	19.0%	19.0%
	ii.	General Cable	19.0%	19.0%
Desired	iii.	Mohawk	19.0%	19.0%
	3. Patch Cords			
	a.	Fiber Cable Assemblies (Jumpers), standard lengths		
Required	i.	Commscope	19.0%	19.0%
	ii.	Leviton	19.0%	19.0%
	iii.	Corning Cable	19.0%	19.0%
Desired	iv.	AllenTel		
	b.	Fiber Cable Assemblies, Custom Length		
Required	i.	C-Enterprises	19.0%	19.0%
	ii.	Cable exchange	19.0%	19.0%
	iii.	Commscope	19.0%	19.0%
Desired	iv.	Lynn Electronics	19.0%	19.0%
	c.	Copper, Standard lengths		
Required	i.	Commscope	19.0%	19.0%
	ii.	Leviton	19.0%	19.0%
	d.	Copper, Custom Lengths		
Required	i.	C-Enterprises	19.0%	19.0%
	ii.	Cable exchange	19.0%	19.0%
	iii.	Commscope	19.0%	19.0%
Desired	iv.	Lynn Electronics	19.0%	19.0%
	4. Patch Panels			
	a.	Fiber		
Required	i.	Corning Cable	19.0%	19.0%
	ii.	Leviton	19.0%	19.0%

	iii.	Commscope	19.0%	19.0%
	b.	Copper		
Required	i.	Leviton	19.0%	19.0%
	ii.	Commscope	19.0%	19.0%
Desired	iii.	Panduit	19.0%	19.0%
	5. Casette/Adapter Panels			
Required	i.	Leviton	19.0%	19.0%
	ii.	Commscope	19.0%	19.0%
	iii.	Corning Cable	19.0%	19.0%
	6. Cable Management			
Required	i.	Leviton	19.0%	19.0%
	ii.	Chatsworth	19.0%	19.0%
	iii.	Commscope	19.0%	19.0%
	7. Termination Items			
Required	i.	Commscope	19.0%	19.0%
	ii.	Leviton	19.0%	19.0%
	iii.	Corning Cable	19.0%	19.0%
	iv.	3M	19.0%	19.0%
Desired	v.	Panduit	19.0%	19.0%
	vi.	AFL	19.0%	19.0%
	8. Cable Labels			
Required	i.	Brady	19.0%	19.0%
	ii.	Panduit	19.0%	19.0%
	9. Fiber Optic Distribution Units			
Required	i.	Leviton	19.0%	19.0%
	ii.	Commscope	19.0%	19.0%
	iii.	Corning Cable	19.0%	19.0%
Desired	iv.	Panduit	19.0%	19.0%
	v.	Ortronics	19.0%	19.0%
	10. Indoor Pathway Products (Ladder tray, basket tray, cable tray, etc.)			
Required	i.	Hoffman	19.0%	19.0%
	ii.	Chatsworth	19.0%	19.0%
Desired	iii.	Legrand	19.0%	19.0%
	iv.	Newton	19.0%	19.0%
	11. Outdoor Pathway Products (Interduct, etc.)			
Required	i.	Duraline	19.0%	19.0%
	ii.	Carlon	19.0%	19.0%
	iii.	Maxcell	19.0%	19.0%
	iv.	Bekaert	19.0%	19.0%
	v.	GMP	19.0%	19.0%
	12. Jacks			
	a.	Copper Connectors (Jacks)		

Required	i.	Leviton	19.0%	19.0%
	ii.	Commscope	19.0%	19.0%
	iii.	Panduit	19.0%	19.0%
	iv.	Platinum Tools	19.0%	19.0%
Desired	v.	3M	19.0%	19.0%
	b. Fiber Connectors			
Required	i.	AFL	19.0%	19.0%
	ii.	Corning Cable	19.0%	19.0%
Desired	iii.	Panduit	19.0%	19.0%
	iv.	3M	19.0%	19.0%
	13. Cable Racks			
Required	i.	Chatsworth	19.0%	19.0%
	ii.	APC	16.0%	16.0%
	iii.	Rittal	16.0%	16.0%
Desired	iv.	Hoffman	19.0%	19.0%
	14. Cable Organizer			
Required	i.	Leviton	19.0%	19.0%
	ii.	Chatsworth	19.0%	19.0%
Desired	iii.	Panduit	19.0%	19.0%
	15. Ladder Racking			
Required	i.	Chatsworth	19.0%	19.0%
	ii.	Hoffman	19.0%	19.0%
Desired	iii.	Newton	19.0%	19.0%
	16. Enclosures (Cabinets)			
Required	i.	APC	16.0%	16.0%
	ii.	Rittal	16.0%	16.0%
	iii.	Chatsworth	19.0%	19.0%
Desired	iv.	Hoffman	19.0%	19.0%
	v.	<i>Tripp Lite</i>	19.0%	19.0%
	17. Splice Enclosures			
	a. Inside plant (Enclosures)			
Required	i.	Corning Cable	19.0%	19.0%
	ii.	Commscope	19.0%	19.0%
Desired	iii.	Leviton	19.0%	19.0%
	b. Outside Plant (Closures)			
Required	i.	Corning Cable	19.0%	19.0%
	ii.	Commscope	19.0%	19.0%
	iii.	Preformed line products	19.0%	19.0%
	18. Hand Tools			
Required	i.	Fluke Networks	12.0%	12.0%
	ii.	Greenlee	15.0%	15.0%
Desired	iii.	Klein	19.0%	19.0%

19. Fiber and Copper Connectivity				
Required	i.	Leviton	19.0%	19.0%
	ii.	Corning Cable	19.0%	19.0%
	iii.	Commscope	19.0%	19.0%
	iv.	AFL	19.0%	19.0%
Desired	v.	Panduit	19.0%	19.0%
20. Cable Management				
Required	i.	Leviton	19.0%	19.0%
	ii.	Chatsworth	19.0%	19.0%
	iii.	Commscope	19.0%	19.0%
Desired	iv..	Panduit	19.0%	19.0%
	v.	<i>Tripp Lite</i>	19.0%	19.0%
21. Labeling				
Required	i.	Brady	19.0%	19.0%
	ii.	Panduit	19.0%	19.0%
22. Power Distribution Units (PDU)				
Required	i.	APC	14.0%	14.0%
	ii.	Geist	19.0%	19.0%
	iii.	Server Tech	19.0%	19.0%
Desired	iv.	Chatsworth	19.0%	19.0%
	v.	<i>Tripp Lite</i>	19.0%	19.0%
23. Test Kits, Test Equipment, and Supplies				
Required	i.	Fluke Networks	13.0%	13.0%
	ii.	Viavi	14.0%	14.0%
Desired	iii.	Greenlee	14.0%	14.0%
24. Consumables (Splice Sleeves, Fan Out Kits, Ty Straps, Cleaning Materials, etc.)				
Required	i.	AFL	19.0%	19.0%
	ii.	Commscope	19.0%	19.0%
	iii.	Corning Cable	19.0%	19.0%
	iv.	Avery	19.0%	19.0%