

PIPER
COMMUNICATION
SERVICES, INC.

13 January 2003

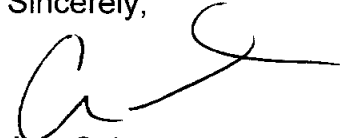
City of Fort Collins
James B. O'Neill II
Director of Purchasing and Risk Management
215 North Mason St., 2nd Floor
Fort Collins, Colorado 80524

RE: City of Fort Collins Cabling – Fiber Optic and Copper Bid #5757

Mr. O'Neill,

Following is our response to your Bid#5757 for Fiber Optic and Copper Cabling. Thank you for providing us the opportunity to serve the City of Fort Collins again. As the original contractor responsible for the cabling at your 215 North Mason St. building, we look forward to future work with the city.

Sincerely,



Ann Saiz
President
Piper Communication Services, Inc.

Fiber Optic and Copper Cabling Bid Sheet				
	PARTS	% Material Mark-up		
DESCRIPTION	PRICE PER UNIT			
ST to ST MMF patch cord 1 meter	\$12.20	15%		
ST to ST MMF patch cord 2 meter	\$13.89	15%		
ST to ST SMF patch cord 1 meter	\$20.38	15%		
ST to ST SMF patch cord 2 meter	\$20.90	15%		
Duplex ST-SC SMF 3m patch cords	\$82.00	15%		
Connectors MMF	\$5.57	15%		
Connectors SMF	\$9.01	15%		
Siemons 24 port MMF patch panel	\$230.53	15%		
Siemons 12 port MMF patch panel	\$230.53	15%		
Siemons 24 port SMF patch panel	\$230.53	15%		
Siemons 12 port SMF patch panel	\$230.53	15%		
12 Strand MMF outside plant grade	\$1.48/ft	15%		
24 Strand MMF outside plant grade	\$2.73/ft	15%		
12 Strand SMF outside plant grade	\$0.59/ft	15%		
24 Strand SMF outside plant grade	\$0.87/ft	15%		
24 port MMF splice case	\$227.19	15%		
48 port MMF splice case	\$227.19	15%		
24 port SMF splice case	\$227.19	15%		
48 port SMF splice case	\$227.19	15%		
2 inch PVC conduit (per foot)	\$0.41	15%		
3 inch PVC conduit (per foot)	\$0.84	15%		
4 inch PVC conduit (per foot)	\$1.16	15%		
Innerduct (per foot)	\$0.22	15%		
Pull Tape (per foot)	\$0.02	15%		
Tracer Wire (per foot)	\$0.07	15%		
CAT 5e or better plenum rated cable	\$0.18/ft	15%		

Siemons CAT 5e or better EIA -T568B Jacks	\$2.00	15%		
Siemons CAT 5e or better 24 port patch panel	\$109.65	15%		
Siemons CAT 5e or better 48 port patch panel	\$219.93	15%		
Siemons 110 block field termination kits- wall mount	\$24.44	15%		
Siemons 110 block field terminations kits- rack mount	\$44.08	15%		
84" by 19" rack	\$287.00	15%		
Siemons Wall Mount bracket - dual port	\$2.36	15%		
Siemons Surface Mount box - dual port	\$2.39	15%		
Siemons Face Plate - dual port	\$4.85	15%		
Siemons Wall Mount bracket - quad port	\$2.00	15%		
Siemons Surface Mount box - quad port	\$5.43	15%		
Siemons Face Plate - quad port	\$4.89	15%		
CAT 5e or better patch cord - 3 feet	\$1.35	15%		
CAT 5e or better patch cord - 4 feet	\$1.63	15%		
CAT 5e or better patch cord - 5 feet	\$1.83	15%		
CAT 5e or better patch cord - 7 feet	\$1.00	15%		
CAT 5e or better patch cord - 10 feet	\$2.38	15%		
CAT 5e or better patch cord - 15 feet	\$3.13	15%		
CAT 5e or better patch cord - 25 feet	\$4.89	15%		
CAT 5e or better patch cord - 50 feet	\$11.70	15%		

50 pair 24 AWG IWC plenum cable (per foot)	1.67	15%		
100 pair 24 AWG IWC plenum cable (per foot)	\$1.70	15%		
200 pair 24 AWG IWC plenum cable (per foot)	\$4.38	15%		
50 pair 24 AWG Gel Filled Outside Plant (for exterior conduit) (per foot)	0.00	15%		
100 pair 24 AWG Gel Filled Outside Plant (for exterior conduit) (per foot)	0.10	15%		
200 pair 24 AWG Gel Filled Outside Plant (for exterior conduit) (per foot)	0.07	15%		
	LABOR			
Installing exterior conduit - labor (per hour)	07.00			
Pulling innerduct, trace wire and fiber cable - labor (per hour)	07.00			
Splicing fiber - labor (per hour)	\$45.00			
Terminating fiber - labor (per hour)	10.00			
Installing interior conduit - labor (per hour)	07.00			
Pulling interior CAT 5e or better copper cable - labor (per hour)	27.00			
Terminating CAT 5e or better copper cable - labor (per hour)	07.00			
<p>City of Fort Collins will award Service Agreements to a Primary and a Secondary Vendor for both the Fiber Optic and the Copper Cabling categories, based on OVERALL ranking of Line Item results on this Bid Sheet. BIDDERS: PLEASE INDICATED THE PERCENTAGE OF MATERIAL MARK-UP YOU ARE PROPOSING TO CHARGE THE CITY, FOR EACH PARTS PRICE BID.</p>				
FIRM NAME : Piper Communication Services Inc.		PHONE/FAX: 303-456-1060 303-456-1673 fax		
ADDRESS: 5930 Ingalls St. Unit A. Arvada, CO 80003				
BIDDER'S NAME: Ann Saiz (President)			DATE: 13 January 2003	
SIGNATURE: 