



LAN-TEL Communications, Inc.  
1400 Providence Highway  
Norwood, MA 02062  
Building #3, Suite 3100  
Phone: 781.551.8599  
Fax: 781.551.8667  
[www.lan-tel.com](http://www.lan-tel.com)

May 9, 2017

To: Linda Calnan – City of Boston - DOIT

From: Vincent P Stancato  
LAN-TEL Communications, Inc  
1400 Providence Highway – Suite 300, - Norwood, MA. 02062  
(Ph) 781-414-2663 – (Fax) 781-551-8667  
[vstancato@lan-tel.com](mailto:vstancato@lan-tel.com)

RE: Sail Boston -2017 Structured Copper Structured Cabling @ 22 Drydock for proposed Command.

LAN-TEL Communications is pleased to offer the following price for your review. Information is based upon your required specifications and our site survey performed on Wednesday March 8, 2017 with Brett Haynes (City of Boston doit) along with Mike Kane's updated *Quote Development packet for SB JOC*. (May 5, 2017)

I am confident you will find our quote to be complete in terms of scope, and compliance, of the FAC64 and ITC54 state contracts, and as consistent with information we received. If you have any questions, please call me at (617-414-2663) or email me at [vstancato@lan-tel.com](mailto:vstancato@lan-tel.com)

We look forward to reviewing our proposal with you and thank you again for your continued consideration of LAN-TEL Communications, Inc.

**Quote Summary:**

LAN-TELS' lump sum quote includes the supply of all labor, cable, coring, required equipment, project management, insurance, permits for a successful installation of the equipment reviewed and stated herein.

**Station cabling scope of work:**

All cabling to be white category 6, plenum rated.

All cables to be self-supported and neatly in a non-permanent manner (able to be easily removed later).

Each cable to be terminated on to a RJ45 category 6 jack and housed into a faceplate.

Install a total of (159) station data cables, (2) printer cables and (6) AP cables (Total 167 cables)

All locations to be installed per the supplied drawings.

All cables will run back and terminate in the new IDF.



**IDF scope of work:**

- A new cabinet or rack to be supplied and installed in the new IDF by others (doit)  
Supply and install (4) Category 6 48-port patch panels with (4) 2U horizontal wire managers.  
All of the (167) cables to terminate onto the above panels.

Supply (95) category 6 3' Blue generic patch cords.  
Supply (64) category 6 5' Blue generic patch cords.  
Supply (150) category 6 7' Blue generic patch cords.  
Supply (7) category 6 12' Blue generic patch cords.  
Supply (2) category 6 24' Blue generic patch cords.  
All cables to be installed, terminated, and labeled per industry standards.  
All work to be completed between 7:00 am – 4:30 pm Monday- Friday.

**Total Price: \$45,570.87**

**Material \$18,490.68, Labor \$26,601.60 Permit \$478.59.**

QTY:	Manufacturer:	PART#	Description:
38,000	Superior	77-240-4B	Cat 6 CMP - MINI-white
167	Ortronics	OR-TJ600-88	Cat 6 Jack - White
51	Ortronics	OR-40300548-88	4 Port Faceplate WHITE
6	Ortronics	OR-42100002-88	Blank inserts white
100	Ortronics	OR-404TJ2	2 Port SMB
6	Ortronics	OR-40300545-88	6 Port Faceplate WHITE
39	Wiremold	OR-40300185	Single gang work box
4	Ortronics	OR-PHD66048	Cat 6 48p Patch Panel - Flat
4	Ortronics	OR-60400057	2U Horizontal manager
95	Generic	Cat6-3-BL	Cat 6 3ft blue patch cord
64	Generic	Cat6-5-BL	Cat 6 5ft blue patch cord
150	Generic	Cat6-7-BL	Cat 6 7ft blue patch cord
7	Generic	Cat6-12-BL	Cat 6 12ft blue patch cord
2	Generic	Cat6-24-BL	Cat 6 24ft blue patch cord
1	LAN-TEL	Misc suport materials Materials wire mold down walls	
		includes 1-hole buttons - tie wraps j-hooks	
30	Caddy	MPLS	Box eliminator
25	TAPPAN		#6 THHN
4	Burndy	KA6U	Ground Lug
2	Velcro		Velcro rolls
3	STI	FS100	Firestop Putty
167	LAN-TEL		Testing/labeling



**Qualifications:**

1. Price includes category 6 patch cords.
2. Price includes a low voltage permit.
3. All work shall be performed during normal working hours Monday – Friday
4. We assume all conduits, coring, sleeves, workboxes, floor boxes, poke thrus, grounding backbone & bus bars, power, and rubbish removal from central sweep point shall be by others.
5. All voice/data cables shall be tested with a level III Micro Test Omni Scanner to comply with the EIA/TIA category 5e/6 test standards.
6. Pricing is valid for 60 days.
7. Price does include extending circuits (Verizon, sprint...etc)

LAN-TEL Communications, Inc.

By: Vincent P Stancato

Date: May 9, 2017

City of Boston

By: \_\_\_\_\_

Date: \_\_\_\_\_