



# Network/Communications Cabling Request for Proposals (RFP-319) Town of Salem, NH

July 2011

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**SALEM PURCHASING DEPARTMENT**

Stephen Artemis, Purchasing Agent  
603-890-2090 fax 603-890-2091  
sartemis@ci.salem.nh.us

Keith R. Hickey, Town Manager

Prepared for and in coordination with the  
**Information Technology Department**  
Cynthia Crescenzi, Information Technology Director  
603-890-2060 fax 603-890-2091  
ccrescenzi@ci.salem.nh.us

**Request for Proposals  
Network/Communications Cabling  
July 2011**

The Town of Salem, NH by and through its Purchasing Office is issuing this request for proposals (RFP) for installation of voice and data communication structured wiring services and materials necessary to install the appropriate wiring to support its communication, data and video transmission needs in the Town Hall, Fire Headquarters and Police Department facilities. Proposal and all correspondence relating to this RFP shall be submitted to:

Stephen Artemis  
Purchasing Agent  
33 Geremonty Drive  
Salem NH 03079  
603-890-2090  
[sartemis@ci.salem.nh.us](mailto:sartemis@ci.salem.nh.us)

Contractors requiring additional information or clarification relative to the technical aspects of the RFP may direct inquiries to the Information Technology Director.

Cynthia Crescenzi  
Information Technology Director  
33 Geremonty Drive  
Salem NH 03079  
603-890-2060  
[ccrescenzi@ci.salem.nh.us](mailto:ccrescenzi@ci.salem.nh.us)

Copies of the RFP may be picked up at the above address during regular business hours: Monday to Friday 8:30 AM to 5:00 PM, by email request to the above, or on the Town's website at <http://www.townofsalemnh.org/recent-bid-results.asp>. To receive a copy of the Request for Proposal by mail, please send a request to the above address. Please allow 10 days for delivery. Copies will not be faxed.

A pre-bid conference will be held at Town Hall, 33 Geremonty Drive, Salem, New Hampshire, at 9:30AM on August 3, 2011, followed by visits to the Fire Department and Police Department facilities. One original and two copies of the complete proposal must be received at the above address no later than 2:00 PM Wednesday, August 17, 2011. Late proposals will not be considered.

The Town reserves the right to reject any or all proposals and/or to limit the award to a portion based on the availability of funds and/or as deemed in the best interest of the Town.

## **Section 1: Scope of Services**

The selected Contractor will be required to provide voice grade Category 6 or better data cabling distribution to support voice and data communications in the Town Hall, Fire Headquarters, and Police Department buildings. The Contractor shall design and install a complete "end-to-end" certified system for transmission of voice, data and video signals. The system shall be designed, installed, and tested to the proposed Category 6 specifications, certified to a 1000 MB speed to the desktop.

A typical station location consists of universal cable runs and termination jacks for at least one (1) voice capable of supporting either digital or VOIP communications devices and three (3) data outlets, terminating to RJ45 jacks. The building schematics for proposed cable installations are included in Appendix A of this RFP. The entirety of the services is to include data/voice cabling, racks, patch panels, jacks, patch cords, and all wire mold or conduit as needed. All cabling installations will be considered new installations unless the Contractor install in the same drop location without disturbing the existing technological functionality of the Town of Salem's staff. Installation plans shall be specified in the bid response. All cabling will be self supported and conform to building codes, racks conduit and wire mold. The town looks to the Contractor to propose the most efficient and cost effective options.

Each Contractor responding to this RFP represents that (i) this document has been read and fully understood, (ii) it has reviewed the drawings, (iii) it has visited the proposed sites and has included in its bid all appropriate labor, material, and cost provisions to account for site conditions, and (iv) that the proposal submitted is based upon a full understanding of the requirements and specifications described in this RFP.

### **• Technical Requirements:**

- The server room in each facility will be the central point for all data/voice terminations to rack-mounted patch panels.
- All cabling is to be plenum.
- All jacks to be Cat 6.
- All racks to be 6' with wire management.
- Racks will include space and available termination points for at least 20% future cable drops.
- All terminating backboards, patch panels, connecting cable, patch cords, wire management rings and trays, ladder racks labeling, racks, and any and all other hardware necessary will be provided by the Contractor.
- Patch panels are populated and include patch cables.
- The Contractor shall be responsible for printed labels for all cables, cords, distribution frames, outlet locations, and patch panels according to the Town of Salem, NH at the time of delivery. No labels will be written by hand. Machine labeling shall be used on all equipment and products.
- The Contractor shall not place any distribution cabling alongside power lines, or share the same conduit, channel or sleeve with electrical apparatus. No cabling will be permitted to be lain on ceiling or black iron. All cabling is to have an independent support system.
- The Contractor shall ensure that the maximum pulling tensions of the specified distribution cables are not exceeded and cable bends maintain the proper radius during the placement of the facilities.
- The Contractor must supply the Town of Salem, NH with specification sheets for all cable and equipment to be installed prior to commencement of work.

### **• General Requirements:**

- The Contractor acknowledges that the Town of Salem, NH will rely on the Contractor's ability, expertise and knowledge.
- The Contractor shall be obligated to exercise the highest standard of care in performing its obligation.
- The Contractor will direct its personnel to respect and abide by the authority of the Town of Salem, NH and/or its consultants on all matters related to the Contractors operation at the site, including but not limited to use of site resources or utilities, safety issues, cleanliness and trash removal, and site security.
- The Contractor must be appropriately licensed or registered with governmental entities. All materials and installation will be in compliance with local codes, including the National Electrical Code 2011 (2011 NEC).
- The Contractor will be required to obtain necessary permits for the work, fees will be waived.
- Installation of all equipment, devices, spliced, terminations, cables, outlets, etc. shall comply with manufacturer's recommendations.

- The Contractor shall make no penetration of floors, walls, ceilings, or any part of the building structure such as beams, girders, concrete, or partitions without the prior consent of the Town of Salem, NH and/or its consultants. Where penetrations through acoustical walls, fire rated walls or other walls for cableways are required, the Contractor shall properly seal penetration in compliance with applicable codes.
  - Installation of hangers, etc. drilled or shot into cement slab or block will be scheduled with the Town of Salem, NH and be completed as building rules allow. This type of work is to be handled in such a way as to minimize interference with daily operations and with minimal impact to the work environment.
  - The Contractor shall provide any necessary screws, anchors, clamps, tie wraps, distribution rings, wire, miscellaneous grounding and support hardware, etc. necessary to facilitate the installation of this project.
  - It shall be the responsibility of the Contractor to furnish any special installation equipment or tools necessary to properly complete this project.
  - All cable must be concealed in ceilings or walls wherever possible. When such concealment is not possible, cable must be within raceway/molding.
  - Installation equipment, materials, and product will ONLY be allowed to be kept in specified areas. Hallways, office areas lobbies etc. are not suitable for storage and the Town of Salem, NH will NOT be held liable for missing or stolen equipment.
  - In areas where ceiling tiles are removed for cable pulling, or ceiling tiles are damaged as a result of cable pulling, the Contractor shall replace tiles with like tiles.
  - All boxes, equipment and cable shall be firmly secured in place. Boxes, jacks and blocks shall be plumb and square. Consideration will be given for overall aesthetic factors.
  - The Contractor is responsible for repair of damage to the building due to carelessness of their workmen, and exercise reasonable care to avoid any damage to property. The Contractor must report to the Town of Salem, NH any damage to the building that may exist or may occur during the occupancy of the quarters.
- **Testing Requirements:**
    - Inspection of the installed systems shall be made by the staff of Salem's Information Technology Department.
    - The Contractor will provide the Information Technology Director with written report of testing results which will include all performance and quality data along with a wiring schematic and map.

## **Section 2: Pre-bid Conference**

A pre-bid conference will be held at Town Hall, 33 Geremonty Drive, Salem, New Hampshire, at 9:30AM on August 3, 2011. Representatives of the town will be present to discuss the project. After meeting at the Town Hall, the Contractors will follow the town representatives in caravan fashion to the identified sites to review the existing configuration and hardware. The town will transmit to all prospective Bidders on record such Addenda, as town considers necessary, in response to questions arising at the conference. Oral statements made at the pre-bid conference may not be relied upon and will not be binding or legally effective.

## **Section 3: Content of Proposal**

The proposal shall follow the sections identified below and contain the information required in the sections where the information is requested. The lack of information in the required section cannot be addressed by providing additional information in other sections. If the information is not found in the appropriate section it will be considered as missing and therefore non-responsive. This format is designed to provide all Contractors with a format to provide both basic and enhanced information. Reviewing the entire RFP prior to completing this section is strongly advised. For the purpose of this RFP, Contractor is defined as: persons, firm, corporation, business or any other entity filing a proposal as the principal contractor who shall be solely responsible for all deliverables, coordination, and assurances.

All material submitted by Contractors becomes the irrevocable and sole property of the Town of Salem, NH unless otherwise specified in this RFP. The Town shall be under no obligation to return any proposals or material submitted by a Contractor in response to this RFP unless specified in this RFP. The proposals shall remain confidential until completion of the evaluation of all proposals. However, the Town of Salem cannot assure the confidentiality of any materials or information, which may be submitted by a Contractor in response to this RFP. Thus, Contractors who choose to submit confidential information do so at their own risk. No costs or expenses incurred by the Contractors in responding to this RFP or in particular in this competitive procurement will be borne by the Town.

The proposals must be clearly labeled and formatted according to the instructions of this RFP. The marked original and TWO (2) duplicates must be submitted in a sealed package. All Bids Must Be Itemized.

- **PROJECT PROPOSAL FOR CABLING**

The content shall include any and all equipment and labor required for the installation of network cabling as outlined in this RFP. The proposal shall include sections with specific details, equipment specifications, labor and associates cost outlined for each building:

- a. Town Hall
- b. Fire Department
- c. Police Department
- d. Optional old cable removal after equipment connection to new cabling has been completed, itemized per building.

The Town reserves the right to reject any or all proposals and/or to limit the award to a portion based on the availability of funds and/or as deemed in the best interest of the Town. Each Contractor must furnish all requested information in the formats specified by this RFP. Promotional materials and other documents are not wanted and will not be considered as meeting any of the requirements of this RFP, unless they answer questions related to the below sections and or are otherwise allowed in this RFP. To enable the Town to perform a fair comparative analysis and evaluation of proposals, it is desired that a uniform format be employed in structuring each proposal. The Contractor's degree of compliance with the requirement of this RFP and their clarity in proposal will be a significant factor in the subsequent evaluation of the proposal.

#### **Section 4: Proposal Format**

1. **Letter of Transmittal:** Each proposal must include a letter of transmittal containing the signature of a representative authorized to enter into contracts for the prime contractor. Beyond this, the Contractor can provide any information desired in the letter. The transmittal letter should not exceed two pages in length.
2. **Knowledge and Experience:** Provide a description of the firm's knowledge and experience in the computer equipment industry. Highlight your company's experience to provide the highest quality and effective product and reliable service and support. The Contractor has been successful in the business of providing products as described herein for a period of not less than five years. The Contractor must include specific brand certifications.
3. **Contractor Specifications Information:** Contractors must additionally attach specification sheets for each type of equipment in the bid outlining the details of what is included at each location.
4. **Reference List:** List all projects from separate municipalities and businesses where equipment similar to this proposal was provided. Cite municipality/business, contact, address, project costs, project status, role of firm if not principal Contractor, and a brief description of the project. A minimum of three references for projects of similar type and scope within the last year that the Town may contact is required.
5. **Marketing Materials:** The Contractor may attach in an Appendix, any supplemental marketing or other materials. However such materials shall not be used to answer the above questions nor shall they contain price quotations. They shall be for the purpose of providing further product information and business clarity.
6. **Cost Proposal Submittal Forms:** Include the completed Cost Proposal Submittal Forms as provided on page 10-15 herein. This should accompany the full cost proposal detail and the total shall include all associated costs of installation.

## **Section 5: Proposal Delivery**

The proposals must be clearly labeled and formatted according to the instructions of this RFP. The marked original and TWO (2) duplicates must be submitted in a sealed package.

Proposals must be delivered, during regular business hours, no later than 2:00 PM Wednesday, August 17, 2011 to the following address:

Stephen Artemis  
Purchasing Agent  
33 Geremonty Drive  
Salem NH 03079  
603-890-2090  
sartemis@ci.salem.nh.us

Delivery will be at the Contractor's expense. Any and all damages that may occur due to packing or shipping will be the sole responsibility of the Contractor. Late submissions including those mailed or delivered to the wrong address will be rejected. Postmark does not count for being delivered within the due date and time.

## **Section 5: CONTRACTOR Limitations**

The Contractor should include any latitudes, prohibitions or limitations placed on the services presented in the Contractor's proposal. If some services or personnel cannot be provided as specified in the proposal, this should be stated. The objective is to clarify all service options and personnel.

1. **Assignment Rights:** To meet the requirements of the Scope of Work the Town reserves the right to use the Technical and other services of other Contractors, unless specifically limited by the Contractor in the response.
2. **Negotiation Rights:** The Town reserves the right to negotiate with Contractors regarding variation to the original RFP and Contractor, to include cost, which may be in the best interest of the Town.
3. **Town Rights:** The Town reserves the right to waive any item, which is in the opinion of the Town, an informality. The Town has the right to accept or reject any or all proposals in whole or in part if it is deemed to be in the public interest to do so.

## **Section 6: Proposal Evaluations**

Procurement shall follow a rating of qualifications and a final proposal process with the following format:

1. August 3<sup>rd</sup> Meeting: Pre-bid meeting at Town Hall.
2. August 17<sup>th</sup> Filing: Contractors file proposals.
3. On or before August 19<sup>th</sup> Proposal Review: The Town opens the proposals and reviews the Contractors' proposals.
4. On or before August 24<sup>th</sup> Award: A letter of intent to award will be sent to the successful VENDOR. The Town will notify all registered bidders that the bid has been awarded.
5. On or before September 1<sup>st</sup> Work Commences: Contract and services to begin.

The selection of a Contractor shall be based on a combination of the results of the cost proposal, suitability of materials and services proposed, Contractor experience and references for what is in the best interest of the Town. Final payment is contingent on signed acceptance of services from the Town of Salem, NH.

### **❖ Rejection of Proposals**

The Town reserves the right to reject any and all proposals received in response to the RFP. A Contractor's proposal may be rejected if the Contractor:

1. Fails to adhere to one or more of the provisions established in the RFP.
2. Fails to submit its proposal at the time or in the format specified herein or to supply the minimum information

requested herein.

3. Fails to meet the minimum specifications specified in this RFP.
4. Fails to submit its proposal to the required address on or before the deadline date established by the Town.
5. Misrepresents its services, experience and personnel by providing demonstrably false information in its proposal or fails to provide material information.
6. Fails to submit its cost in the format specified in this RFP.
7. Refuses a reasonable request for an interview.
8. Refuses to provide clarification requested by the Town.

#### ❖ **Clarification of Proposals**

The Contractor of any proposal that the Town determines susceptible to being selected may be required to discuss or clarify its proposal or demonstrate its applications with the Town any time during the process.

#### ❖ **Open Procurement**

1. The Town reserves the right to accept any item or group of items proposed in any response, unless the Contractor qualifies the offer by specific limitation. If some items cannot be purchased in greater quantity or independently of others than specifically provided for in the proposal this should be stated.
2. The Town reserves the right to purchase more or less of each item or service at the unit price offered in the Contractor's response unless otherwise stated.
3. The Town reserves the right to attach hardware of other Contractors to the system, unless specifically limited by the Contractor in the proposal.
1. The Town reserves the right to negotiate with Contractors regarding variations to the original proposal(s), to include cost, which may be in the best interest of the Town.
2. The Town reserves the right to accept or reject any or all proposals in whole or in part.

### **Section 7: Responsibilities of the CONTRACTOR**

1. **Prime Contractor:** The successful Contractor will be considered as the prime contractor for those services indicated in their proposal and will be required to assume total responsibility for the services offered in this proposal whether or not the firm is the firm delivering all of the services. The Town of Salem, NH will consider the successful Contractor to be the sole point of contact with regard to all contractual matters, including performance or service unless otherwise stated. Prior to final selection, Contractors may be required to submit any additional information, which the Town may deem necessary to determine the Contractor's qualifications to respond to the RFP. Should any of the information requested by the Town be considered by the Contractor to be confidential it should be so stated. The Town will attempt to treat any information submitted by the Contractor as confidential if requested to do so; however, the Town cannot ensure such confidentiality.
2. **Firm Price:** Prices offered by the Contractor will be firm and not subject to increase during the term of any contractual agreement arising between the Town of Salem, NH and the successful Contractor as a result of this RFP. Changes in product specifications to increase the technological ability and capacity may occur with the approval of the Town.
3. **No Assignment:** Assignment by the successful Contractor to any third party of any contract based on the RFP or any monies due shall be absolutely prohibited and will not be recognized by the Town of Salem, NH unless approved in advance by the Town in writing.
4. **Statement of Time:** Time when stated, as a number of days, shall include Sundays through Saturdays.
5. **Guarantees and Warranty:** All parts and labor related to agreements must be guaranteed and include a warranty. If any work is unable to be guaranteed, the contractor must inform the Town, in writing, prior to the delivery of an item or any work being performed.
6. **Defaulting on the Bid:** If during the contract period, the successful Contractor fails to supply the Town of Salem,

NH with the products/service (s). The Town of Salem, NH, will purchase this product/service(s) on the open market and the Contractor will compensate the Town of Salem, NH with the difference between the bid price and the price incurred on the open market.

7. The Contractor shall take all necessary precautions to protect existing structures, and equipment from damage due to the associated installation and labor. The Contractor shall repair all items damaged during the project at no additional cost to the Town.
8. The Contractor shall comply with all local, state, and federal regulations as they pertain to the associated project.
9. The successful Contractor must provide a certificate of insurance prior to award showing general liability insurance and a standard workmen's compensation policy. A current Insurance certificate must be provided prior to commencing any work on this project, in the following amounts:
  10. Commercial General Liability \$ 1,000,000.00
  - Workmen's Compensation & Employers Liability \$ 500,000.00 per accident
11. The Contractor shall maintain for the duration of this project Workmen's Compensation Insurance as required by State Law for all of his employees that are engaging in any work at the site of the project. Contractor shall require any subcontractor providing on-site work to carry insurance coverage's in a form and amount consistent with the insurance requirements specified. If an authorized subcontractor is used, the primary Contractor must show the subcontractor as additionally insured.
12. The contractor shall purchase and maintain insurance in the amounts and types shown below for the protection from claims caused by the Contractor's personnel or work, or by any subcontractor performing work for the Contractor.
13. Insurance shall not be for amounts less than those required by law.

## **Section 8: General Information**

### **❖ Non-Discrimination in Employment and Affirmative Action**

1. The Contractor shall not discriminate against any qualified employee or applicant for employment because of race, color, national origin, ancestry, age, sex, religion, or physical/mental handicap. The Contractor agrees to comply with all applicable Federal and State statutes, rules and regulations prohibiting discrimination in employment.
2. If a complaint or claim alleging violation by the Contractor of such statutes, rules, or regulations is presented, the Contractor agrees to cooperate in the investigation and disposition of complaint or claim.
3. In the event of the Contractor's non-compliance with the provisions in this section, the Town of Salem, NH shall impose such sanctions as it deems appropriate, including but not limited to the following:
  - a. Withholding of payments due the Contractor until the Contractor complies, and,
  - b. Termination or suspension of any contract or agreement pursuant to this RFP.
4. Force Majeure: Neither party will be liable to the other for any failure or delay in rendering performance arising out of causes beyond its control and without its fault or negligence. Such causes may include, but not be limited to, acts of God or the public enemy, freight embargoes, and unusually severe weather, but the failure or delay must be beyond its control and without its fault or negligence. Dates or times of performance may be extended to the extent of delays excused by this section, provided that the party whose performance is affected notifies the other promptly of the existence and nature of such delay.

### **❖ Availability of Funds**

If the Town should not, for any reason at any time, appropriate or otherwise make available funds sufficient to purchase, lease, operate or maintain the computer system/services procured pursuant to this RFP, the Town may unilaterally

terminate upon seven (7) days written notice to the successful Contractor, any and all contractual or other obligations without penalty.

The Town will make every effort to give timely notice of any termination due to unavailability of funds. However, the failure to give notice will not legally preclude the Town from claiming termination.

❖ ***System Responsibility***

Notwithstanding the details presented in this RFP, it is the responsibility of the Contractor to verify the completeness of the materials lists and suitability of devices to meet the intent of the specification. Any additional equipment or software required after installation, even if not specifically mentioned herein, shall be provided by the Contractor without claim for additional payment, it being understood that a complete and functional system is required. The successful Contractor shall be obligated to provide a system which meets all guarantees in the proposal for the price contained herein.\

❖ ***Confidentiality***

The New Hampshire State statutes regarding the public right to know applies to the proposals, except for financial information regarding the Contractor, which shall be returned to the Contractor upon award.

❖ ***Rights to Submitted Material***

All proposal, response inquiries, or correspondence relating to or in reference to this RFP, and all reports, charts, displays, schedules, exhibits and other documentation submitted by Contractor shall become the property of the Town when received.

***Section 9: Cost Proposal***

**Cost Proposal Form:** The Contractor shall use the Cost Proposal Form. All instructions for the Cost Proposal are on the form. Contractors should quote all costs associated with the services outlined in the Scope of Services herein and the proposal submitted by the Contractor. All costs shall provide line item detail and be grouped per building location as identified in the project. All costs associated with the project must be identified in the cost proposal. Each Contractor shall provide a full list of product specifications for each type of equipment being proposed.

**Cost Proposal Form**



**Town of Salem, NH**  
33 Geremonty Drive  
Salem NH 03079  
(603) 890-2090; Fax (603) 890-2091

**THIS SHEET MUST BE RETURNED WITH BID**

It is the intent of the Town of Salem, NH to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the Town's actual requirements.

The below signature shall certify that the CONTRACTOR understands the requirements of this request for proposal RFP-319 and agrees to provide the required equipment and services in accordance with this proposal and all attachments, exhibits, etc. The proposed fee shall include all labor, material and equipment to provide the services as outlined including any travel or per diem expenses and any other miscellaneous expense involved.

The fee for providing the required equipment and services is:  
(Attach Titled and Signed additional detail sheets as necessary.)

Installation Location: **Town Hall**

Labor	\$	_____
Materials	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
TOTAL	\$	_____

Options/Comments: \_\_\_\_\_

Estimated Date of Delivery: \_\_\_\_\_

Price Firm Until: \_\_\_\_\_

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

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax \_\_\_\_\_

Business Type: \_\_\_\_\_ (Individual, Partnership, Corporation etc.)

\_\_\_\_\_  
Name/Title of Person Authorized to sign proposals

\_\_\_\_\_  
Signature of Above Person

**Cost Proposal Form**



**Town of Salem, NH**  
33 Geremonty Drive  
Salem NH 03079  
(603) 890-2090; Fax (603) 890-2091

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The fee for providing the required equipment and services is:  
(Attach Titled and Signed additional detail sheets as necessary.)

Installation Location: **Fire Headquarters**

Labor	\$	_____
Materials	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
TOTAL	\$	_____

Options/Comments: \_\_\_\_\_

Estimated Date of Delivery: \_\_\_\_\_

Price Firm Until: \_\_\_\_\_

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

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax \_\_\_\_\_

Business Type: \_\_\_\_\_ (Individual, Partnership, Corporation etc.)

\_\_\_\_\_  
Name/Title of Person Authorized to sign proposals

\_\_\_\_\_  
Signature of Above Person

**Cost Proposal Form**



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The fee for providing the required equipment and services is:  
 (Attach Titled and Signed additional detail sheets as necessary.)

Installation Location: **Police**

Labor	\$ _____
Materials	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
TOTAL	\$ _____

Options/Comments: \_\_\_\_\_

Estimated Date of Delivery: \_\_\_\_\_

Price Firm Until: \_\_\_\_\_

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

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax \_\_\_\_\_

Business Type: \_\_\_\_\_ (Individual, Partnership, Corporation etc.)

\_\_\_\_\_  
 Name/Title of Person Authorized to sign proposals

\_\_\_\_\_  
 Signature of Above Person

**Cost Proposal Form**



**Town of Salem, NH**  
 33 Geremonty Drive  
 Salem NH 03079  
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The fee for providing the required equipment and services is:  
 (Attach Titled and Signed additional detail sheets as necessary.)

Installation Location: <b><u>Town Hall Cable Removal (optional)</u></b>	
Labor	\$ _____
Materials	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
<b>TOTAL</b>	<b>\$ _____</b>

Options/Comments: \_\_\_\_\_

Estimated Date of Delivery: \_\_\_\_\_

Price Firm Until: \_\_\_\_\_

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

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax \_\_\_\_\_

Business Type: \_\_\_\_\_ (Individual, Partnership, Corporation etc.)

\_\_\_\_\_  
 Name/Title of Person Authorized to sign proposals

\_\_\_\_\_  
 Signature of Above Person

**Cost Proposal Form**



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The fee for providing the required equipment and services is:  
(Attach Titled and Signed additional detail sheets as necessary.)

Installation Location: **Fire Cable Removal (optional)**

Labor	\$ _____
Materials	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
<b>TOTAL</b>	<b>\$ _____</b>

Options/Comments: \_\_\_\_\_

Estimated Date of Delivery: \_\_\_\_\_

Price Firm Until: \_\_\_\_\_

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

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax \_\_\_\_\_

Business Type: \_\_\_\_\_ (Individual, Partnership, Corporation etc.)

\_\_\_\_\_  
Name/Title of Person Authorized to sign proposals

\_\_\_\_\_  
Signature of Above Person

**Cost Proposal Form**



**Town of Salem, NH**  
33 Geremonty Drive  
Salem NH 03079  
(603) 890-2090; Fax (603) 890-2091

**THIS SHEET MUST BE RETURNED WITH BID**

It is the intent of the Town of Salem, NH to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the Town's actual requirements.

The below signature shall certify that the CONTRACTOR understands the requirements of this request for proposal RFP-319 and agrees to provide the required equipment and services in accordance with this proposal and all attachments, exhibits, etc. The proposed fee shall include all labor, material and equipment to provide the services as outlined including any travel or per diem expenses and any other miscellaneous expense involved.

The fee for providing the required equipment and services is:  
(Attach Titled and Signed additional detail sheets as necessary.)

Installation Location: **Police Cable Removal (optional)**

Labor	\$	_____
Materials	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
_____	\$	_____
<b>TOTAL</b>	\$	_____

Options/Comments: \_\_\_\_\_

Estimated Date of Delivery: \_\_\_\_\_

Price Firm Until: \_\_\_\_\_

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

Business Name: \_\_\_\_\_

Business Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax \_\_\_\_\_

Business Type: \_\_\_\_\_ (Individual, Partnership, Corporation etc.)

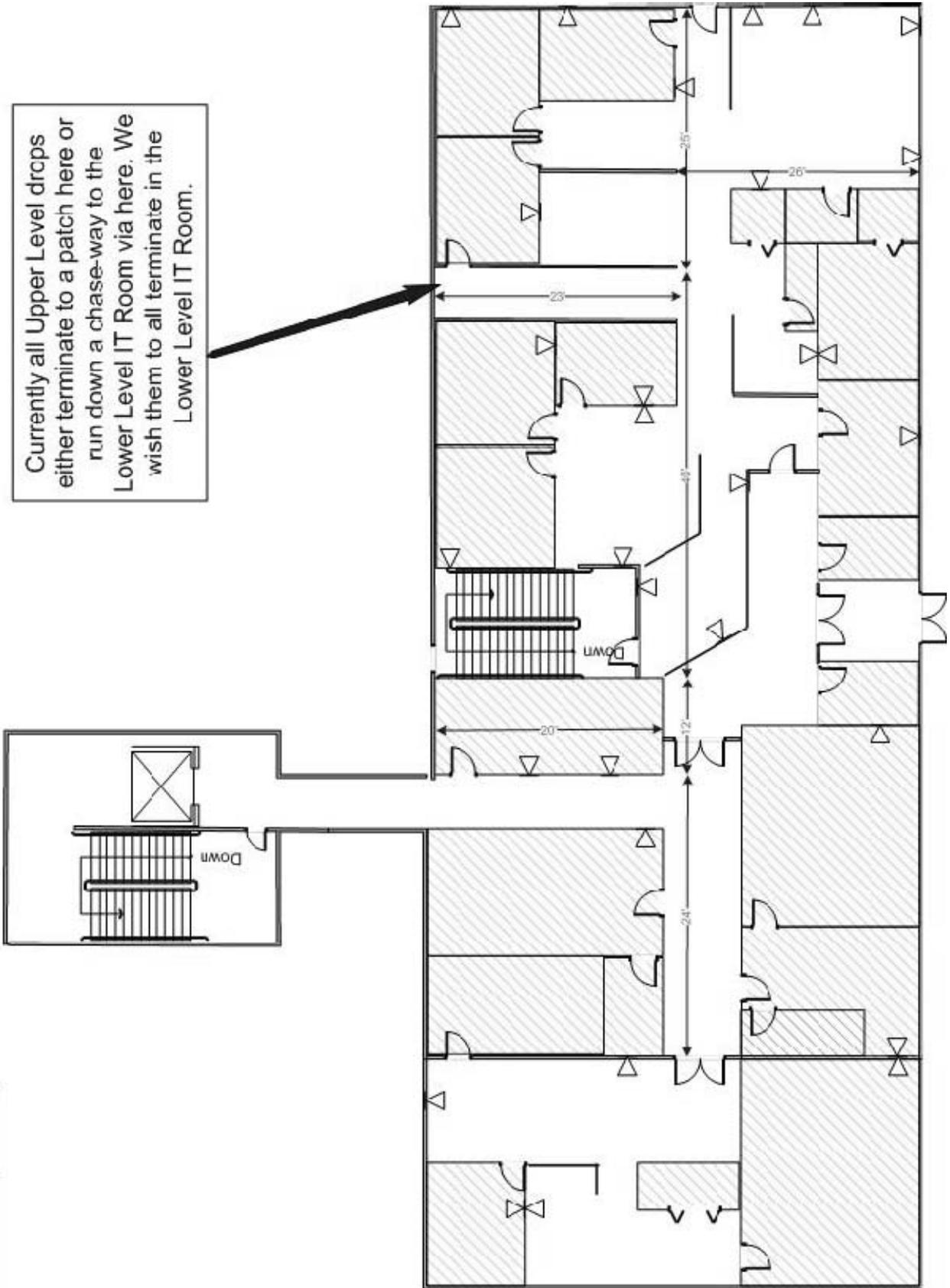
\_\_\_\_\_  
Name/Title of Person Authorized to sign proposals

\_\_\_\_\_  
Signature of Above Person

# Appendix A

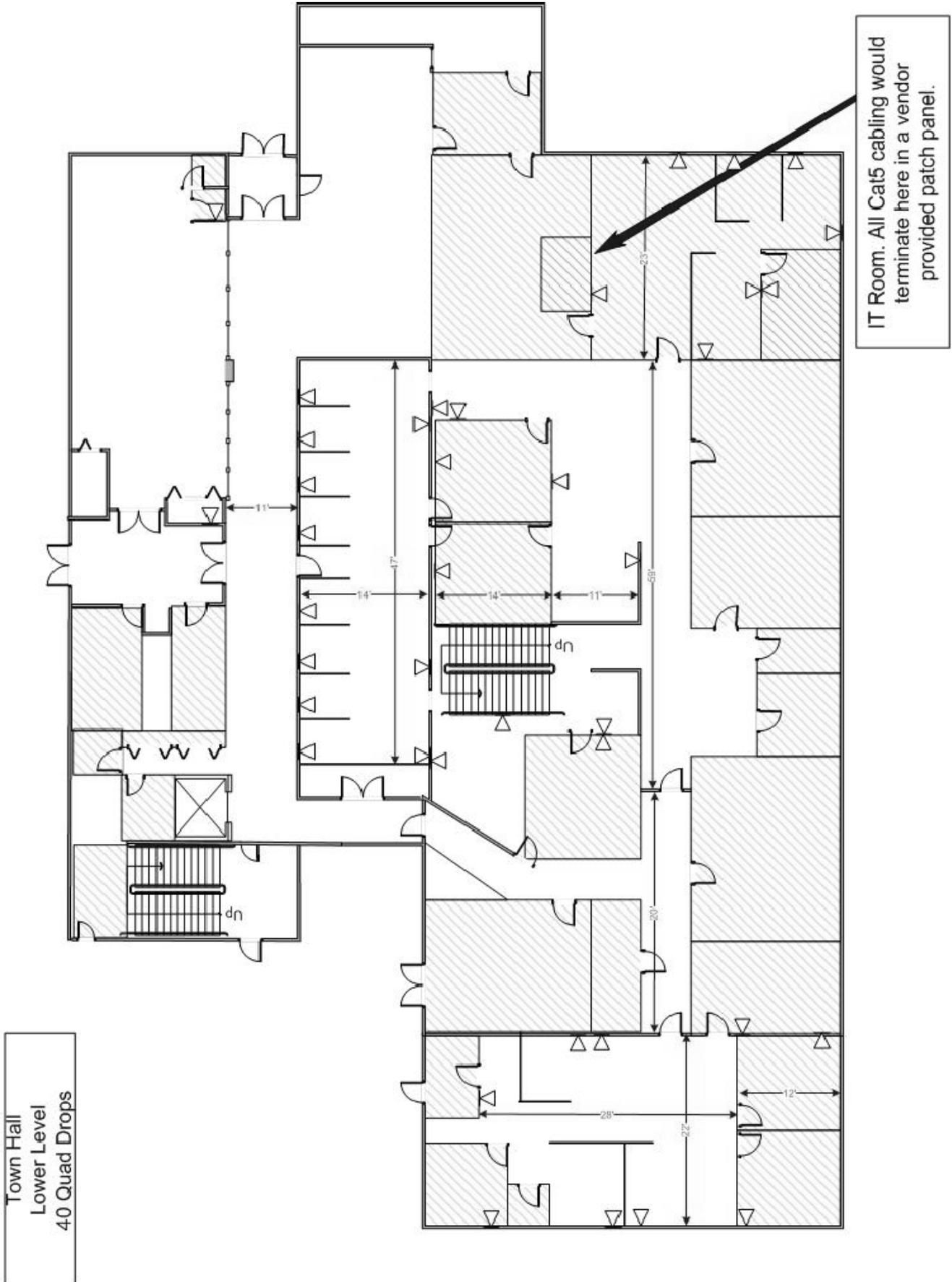
All measurements are approximate.

Town Hall  
Upper Level  
30 Quad Drops



**Appendix A**

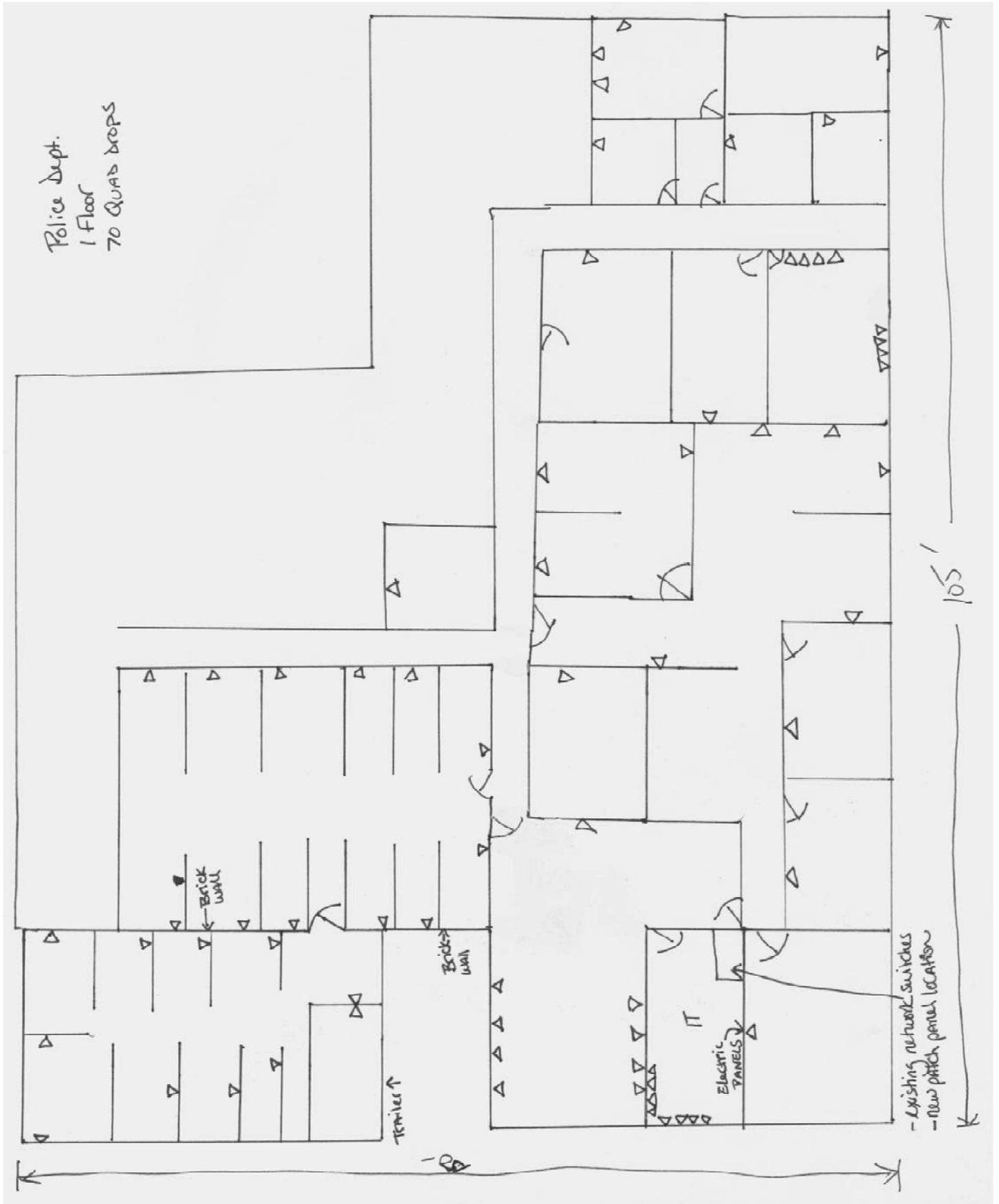
All measurements are approximate.



Town Hall  
Lower Level  
40 Quad Drops

Appendix A

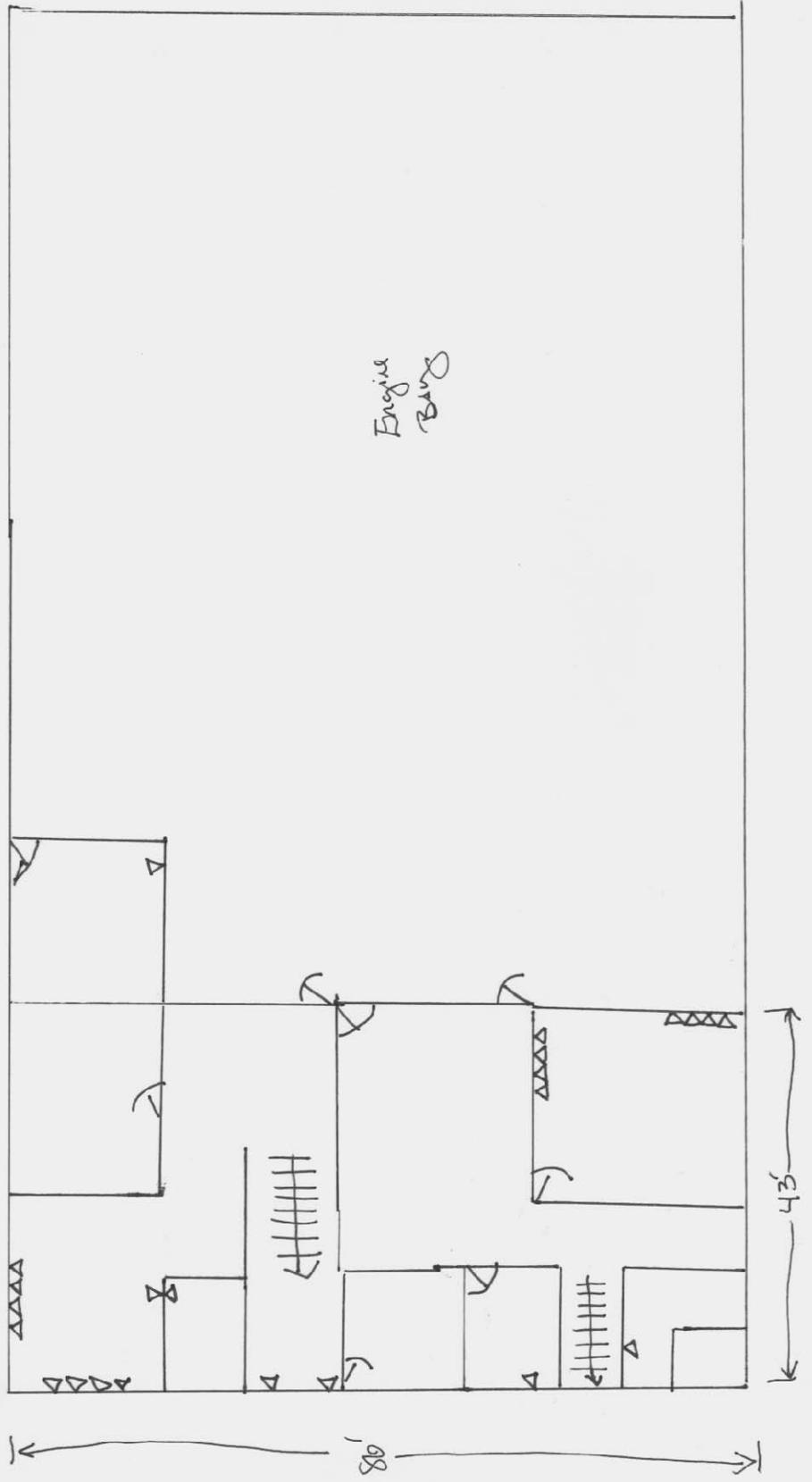
All measurements are approximate.



Appendix A

All measurements are approximate.

Fire Dept.  
1st Floor  
23 Quad Drops  
— Terminated in 2nd Floor IT Area  
— Will require cutting 1-2 holes in cement floor  
for conduit.



Appendix A

All measurements are approximate.

Fire Dept  
2nd Floor  
13 Quad Drops  
- Terminated in IT Area.

