

SCHEDULE X – HOURLY LABOR RATES

11-X-21415 Telecommunication Equipment & Services

Bidder: AV Business Communication Systems

Brand Line: Line Item 9, Iwatsu Voice Networks

Bidder shall provide Schedule X reflecting its Hourly Labor Rates.

(Schedule X must include Hourly Labor Rates for installation of new equipment or services not under warranty as described in Section 3.2.8, Warranty or not under Post-warranty maintenance as described in Section 3.2.9 Post-warranty maintenance.)

Labor rates may be provided for each type of labor (i.e., technician, custom development, project management, switch programming, professional services, etc.) If needed, additional pages may be provided by bidder for Schedule X. Additional Schedule X pages should include: type of labor, Bidder's Name and Brand Line as above.

Labor Rates for each type of labor must be provided for the following categories.

Type of Labor: Installation/Service Technician/System Programming

Straight Time: Fixed hourly rate for labor during normal business hours of Monday-Friday, 8:00 AM to 5:00 PM ET A: \$110.00

Over Time: The fixed hourly rate for labor Monday-Thursday 5:01 PM to 7:59AM ET, Friday-5:01PM to 11:59 PM B: \$140.00

Saturday – All Day C: \$140.00

Sunday – All Day D: \$140.00

Vendor Holiday – All Day E: \$165.00

Type of Labor: System Engineer/Designer/Custom Development

Straight Time: Fixed hourly rate for labor during normal business hours of Monday-Friday, 8:00 AM to 5:00 PM ET A: \$180.00

Over Time: The fixed hourly rate for labor Monday-Thursday 5:01 PM to 7:59AM ET, Friday-5:01PM to 11:59 PM B: \$220.00

Saturday – All Day C: \$240.00

Sunday – All Day D: \$240.00

Vendor Holiday – All Day E: \$240.00