

Category 22 (Twenty-Two): Cabling Infrastructure Services:

As noted earlier in our Executive Summary, Benchmark has since 1996 been a leading provider of **Category 5/6 copper cabling (now Category 6/6A)** and fiber optic cabling services in the state of North Carolina and sometimes South Carolina, where we provide **aerial and underground implementation and fiber services**, LAN/WAN integration, wireless networking, network security, and technical staff augmentation. Benchmark maintains a flat management structures that results in close interaction between clients and Benchmark's executive management.

From our very founding in 1996, we began as a structured cabling provider where we quickly identified the need to add our network systems integration business services.

Benchmark has over twenty (23) years of experience in the North Carolina IT industry working with local and state government, health care and commercial enterprises. Benchmark is a well-respected value-added reseller in the local community and shares a wealth of pertinent technical knowledge.

Benchmark offers the following technology services:

- **Fiber Optic Infrastructure Design and Implementation
Copper/Ethernet Cabling Design and Implementation:
BICSI Certified RCDD**
- Network Security Design, Architecture, Implementation and Training
- Collaboration Design for Voice Video and Data- Cisco Premier Partner
Cisco Certified- Express Collaboration Specialist
- **Physical Security, Video Surveillance, Access Controls Systems**
- Information Systems Integration
- **Project Management**
- Wireless LAN/WAN Integration to include Wireless Security
- Placement of Intellectual Resources (Technical Staffing)
- Information Technology Products Procurement and Sourcing

Benchmark continues to expand its expertise in the areas of physical infrastructure, network platforms and hosted platforms (managed and cloud-based services). With our **BICSI/RCDD** certification, our clients can trust that all of our cabling systems, from Category 5/6 to 6A, to multi-mode and single-mode Fiber Optics are tested and certified to meet all industry standards including EIA/TIA, BICSI, and NEC. **Benchmark is a proud member of the North Carolina Alarm Systems Licensing Board under The North Carolina Department of Public Safety and each employee is background checked and**



carries security identification as Alarm Registrants issued by The North Carolina Private Protective Services. See Background Checks Tab.

To provide best practice and service for our clients, Benchmark has partnership agreements with numerous cable and fiber manufacturers such as Commscope, Berk-Tek, Leviton, Siemon, Hubbell, AMP, Panduit, Corning and the list goes on. Manufacturer brands for each scope of work are carefully selected according to the project at hand, and with the client's best interests and desires.

In general, copper and fiber materials components receive minimally a 15% to 20% discount; however, according to each project scope and volume, Benchmark is always eager to extend significant discounts.

We have conducted copper and fiber project implementations for every listed account in our **References Tab**. Recently, for example, we were awarded to major bids, one for the Wayne County Redundant Fiber Loop project around the city of Goldsboro, NC and the new Maxwell Center in Goldsboro, NC where we also implemented equipment for a Cisco back to county core configuration as well as a public network for the convention center. Both projects involved copper and fiber cabling/terminations. In addition, while conducting these two projects, simultaneously, Benchmark was also performing a major project implementation of copper and fiber cabling down the road at UNC Health Care-Wayne for the OR Project.

Since no one manufacturer is equal in discount percentages, and the price lists are lengthy and extensive, Benchmark will provide upon each request of the client a retail price list for the given product brand. Please note that projects often incorporate a various product mix of components based on project requirements.

Benchmark has provided cabling hourly rates on the following page. In addition to our hourly rates, please also review our standard Fiber Repair Agreement in this tab and wherever there is damaged aerial or underground fiber, we are happy to respond.



Benchmark Labor (Hourly Labor/Time Rates)	
Regular Hours @	\$65.00
Regular 1/2 Hours @	\$45.00
Overtime Hours @	\$95.00
Overtime 1/2 Hours @	\$75.00
Holiday Hours @	\$120.00
Holiday 1/2 Hours @	\$95.00
Emergency Repair Rate - Low Priority (Resolution within 3 business days)	\$95.00
Emergency Repair Rate - Medium Priority (Resolution within 24 hours)	\$110
Emergency Repair Rate - High Priority (Resolution within 8 hours)	\$120
Emergency Repair Rate - Critical Priority (Resolution within 4 hours)	\$225