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**Fiona Monkman**  
Principal Architect  
Architects Group 3  
Islington Council, Northway House,  
257-258 Upper Street  
London, N1 1RU

Our Ref: 877192  
Date: 18/05/2017

Dear Fiona

**Reference: 49-59 Old Street**

Thank you for the opportunity to prepare a quotation for the provision and installation of additional structured cabling. Following our recent survey, we now have pleasure in submitting this proposal; based upon the Excel™ structured cabling system, for your consideration.

**1. General Comments**

It is our understanding that the Client requires the provision and installation of:-

- New 42u floor standing cabinet in basement.
- New 12u wall mounted cabinets in each of the 12 offices.
- Links from basement to each of the 12 offices.
- Cabling within individual offices

**Grand Total: £34,126.00**

**All cabling will be supplied with test results and a 25 year manufacturer's warranty.**

We understand that the works shall be continuous and let as a whole.

We have based our proposal upon the works being undertaken during normal working hours, these being Monday to Friday, and 08:00 to 17:30.

## 2. Cost Summary

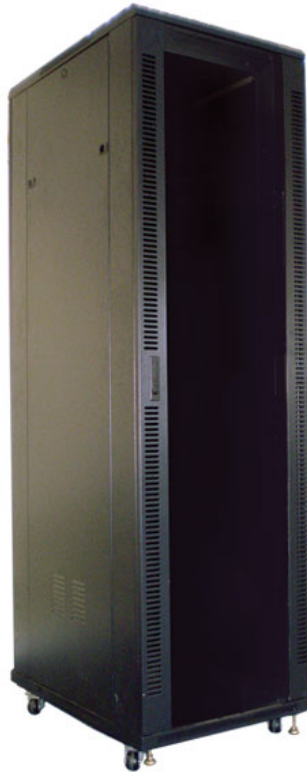
The following cost summary only includes for the installation of cabling as stated above. We have not included for any changeover attendance, patch cord or fly lead installation, or commissioning of any terminal/PC devices. We are however able to offer these services at additional cost if requested to do so.

### 2.1. Main Installation Works

#### 2.1.1. Basement Cabinet

- Icom have made allowance for the supply and installation of a new 42u floor standing cabinet in the basement.

Item	Reference	Basement Cabinet	Unit Price	Qty.	Value
1	<b>Basement Cabinet Supply</b>	Supply of 42u 800mm x 800mm floor standing cabinet to basement to house all existing and new network equipment including incoming data circuit. Cabinet to be supplied with 8 way PDU, 4x cable management bars and 2x 400mm deep shelves.	£ 591.00	1	£ 591.00
2	<b>Basement Cabinet Installation</b>	Attendance of engineers to locate cabinet in basement.	£ 241.00	1	£ 241.00
					<b>£ 832.00</b>



### 2.1.2. Office Cabinets

- Icom have made allowance for the supply and installation of wall mounted cabinets in all of the individual offices.

Item	Reference	Office Cabinets	Unit Price	Qty.	Value
1	<b>Supply</b>	Supply of 12u 600mm deep wall mounted cabinet for each of the 12 offices. Cabinet will be supplied with 1x 4 way PDU, 2x cable management bars and 1x 400mm deep fixed shelf.	£ 142.00	12	£ 1,704.00
2	<b>Installation</b>	Attendance of engineers to install cabinets in locations within each office	£ 120.00	12	£ 1,440.00
					<b>£ 3,144.00</b>



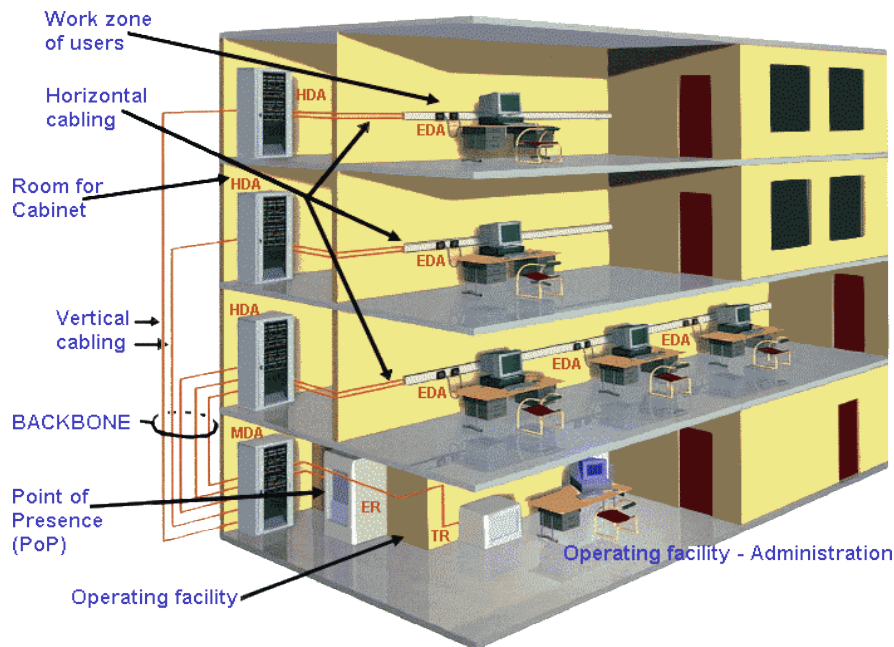
### 2.1.3. Office Links From Basement – Vertical Cabling

- Icom have made allowance for the supply and installation of fibre, data and voice links from basement to all of the individual offices.

Item	Reference	Fibre Optic Links	Unit Price	Qty.	Value
1	<b>Fibre Optic Links</b>	Supply and installation of 8 core OM3 fibre optic cable from basement cabinet to 12x individual cabinets in each office. Cables to be terminated to LC patch panels at each end.	£ 972.50	12	£ 11,670.00
					<b>£ 11,670.00</b>

Item	Reference	Cat6 Links	Unit Price	Qty.	Value
1	<b>Cat6 Links</b>	Supply and installation of 2x Cat6 cable links from basement cabinet to 12x individual cabinets in each office. Cables to be terminated to patch panels at each end.	£ 170.00	12	£ 2,040.00
					<b>£ 2,040.00</b>

Item	Reference	Voice Multicore Links	Unit Price		
1	<b>Multicore Links</b>	Supply and installation of 10 core multicore cabling from basement cabinet to 12x individual cabinets in each office. Cables to be terminated to DP Boxes adjacent to cabinets at each end.	£ 320.00	12	£ 3,840.00
					<b>£ 3,840.00</b>



**Above illustration is generic and indicative – not specific to this project.  
It has been included to provide a general idea of structured cabling.**

#### 2.1.4. Offices Network - Horizontal Cabling

- Icom have made allowance for the supply and installation of Cat6 cabling within all of the 12 offices.

Item	Reference	Office Cabling	Unit Price	Qty.	Value
1	<b>Cat6 Outlets</b>	Supply and installation of 6x dual Cat6 data outlets to desk locations and 1x dual Cat6 data outlet at high level. Cabling to be fed from office cabinet and into containment supplied and installed by others.	£ 1,050.00	12	£ 12,600.00
					<b>£ 12,600.00</b>

We hope you find the above quotation acceptable, however if you would like to discuss any of the above points in finer detail or you have any other queries, please do not hesitate to contact the undersigned.

Yours sincerely,  
For and on behalf of Icom Group

*Matt Hartwell*

Matt Hartwell  
Project Manager

This quotation is valid for a period of 30 days from the date of this letter and is subject to Icom Network Cabling Ltd standard "Terms and Conditions"; a copy of which follows at the end of this letter.

The above pricing is based upon the works being undertaken during the agreed contract period only. If additional works are required outside this period Icom Network Cabling Ltd would review the costing rates for these works and submit new pricing where applicable.

The following exclusions and assumptions are to be considered as part of the stated scope of works.

### **3. Exclusions**

- a) Value Added Tax (VAT).
- b) Installation or replacement of fire and smoke barriers.
- c) The removal/replacement of specialist ceiling/floor tiles.
- d) The creation/construction of building risers.
- e) Public/Bank Holiday working.
- f) Delay charges caused by others.
- g) Any Main Contractors Discount.
- h) Wayleaves for off-site equipment, i.e. access to buildings outside the curtilage of the Clients' site.
- i) Construction of cable access holes beneath new cabinet positions.
- j) Rubbish clearance from site.
- k) The moving of furniture which requires more than two persons, or any furniture that requires dismantling/special-lifting equipment or is contained within storerooms or storage areas.
- l) The provisions of extensions to island desk sites that may require some form of special service duct or column.
- m) The provision of tower/access equipment above a 3m working height.

### **4. Assumptions**

In order to prepare this quotation it has been necessary to make the following assumptions. These assumptions form the basis for this quotation, and therefore represent part of the Scope of Works above.

- a) Installation of cabling is to be in one uninterrupted cabling run.
- b) All electrical works including drilling will be acceptable during normal office hours.
- c) Duct manhole access covers shall be removed and replaced without the assistance of any specialist machinery or lifting aids.
- d) Cable routes within existing cabinets shall have sufficient space and be suitable for the installation of the new structured cabling.
- e) An area or existing room shall be set aside for storage/office space throughout the installation works.
- f) A representative shall be available at the commencement of the installation works to meet with Icom Network Cabling Ltd Engineer, confirm the scope of works and ensure that all associated areas are accessible.

### **5. After Sales Service**

Icom Ltd can offer a complete after sales service tailored to your company's individual requirements that can cover every aspect of cable service management; full details are available from your Business Manager.

## 6. Terms of Business

All invoices issued are strictly 30 days net payment terms.

**Please Note:** that the prices quoted are fixed for the duration of the project/contract. However, the prices on copper cables are subject to change, due to the volatile and uncertain fluctuation in the copper pricing at this time. Copper price increase will be calculated on the increase percentage charged to Icom by the relevant manufactures, Icom will inform the client of this increase within a 7 day notice period and the increase in cost will be reflected by the application / invoice on a monthly basis.

Where applicable, VAT will be charged at the appropriate rate.

## 7. Icom Network Cabling Ltd's Terms and Conditions

All prices exclude VAT. Quotation is valid for a period of 30 days from date of issue. All goods remain the property of Icom Network Cabling Ltd until payment is made in full. Prices are subject to availability - any fluctuation or change will be corresponded and agreed with the client. All works are to be carried out during normal office hours. All installation time that is quoted is based on a free passage of work for representatives of Icom Network Cabling Ltd with no delays caused by the customer or its employees or subcontractors. Any such delays causing additional work or rework will be charged to the customer at the appropriate hourly rates, which are available on request. Payments will be made no later than 30 days from invoice on completion of work

Please access the attached hyperlink for important electronic terms of sale

<http://www.icomtel.com/tos>