



STATE OF RHODE ISLAND AND PROVIDENCE PLANTATIONS

Department of Administration  
DIVISION OF PURCHASES  
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Website: [www.purchasing.ri.gov](http://www.purchasing.ri.gov)

**CONTRACT USER GUIDE**  
**TELECOMMUNICATIONS SERVICES**  
**MASTER PRICE AGREEMENT (“MPA”) #404**  
**BID SOLICITATION #7550009**  
**CONTRACT TERM 2/1/2016 – 8/31/2018**  
**THERE ARE NO RENEWAL OPTIONS AVAILABLE FOR THIS MPA**

**Agencies and Vendors should review the following information.**

**Work specifications:**

Vendors to provide services/materials to state agencies, municipalities and higher education to support, maintain, and expand various types of telecommunication and infrastructure systems already installed.

**Who can use this contract:**

STATEWIDE APPLICABILITY - Political Subdivisions (cities, towns, schools, quasi-public agencies), as authorized by law, may participate in this Agreement. All ordering and billing shall be between the vendor and the political subdivision (only).

**Agency requirements:**

1. Project cap is \$30,000. Any project over \$30,000 will require prior written approval by the Purchasing Agent; agency should provide written request to buyer.
2. Agencies are required to obtain 3 written quotes; a Certified Minority Business Enterprise should be solicited whenever possible.
3. Agency should obtain Certificates of Insurance in accordance with the MPA Bid Solicitation. When commercial general liability is required, ensure that the Agency is the Certificate Holder and Both the Agency and the State of Rhode Island are Additional Insured.
4. The prices/rates provided in this MPA represent the maximum price/rate that may be charged by Vendors. The unit pricing includes regular time and overtime rates per hour.
5. All labor billed as person hours, or as part of equipment operation hours, shall be compensated at Rhode Island prevailing wage rates.
6. No engagements for multiple sites shall be negotiated; each site requires a separate quotation and engagement.
7. No Vendor shall provide services or begin work unless and until a purchase order has been issued for the respective project and received by Vendor. A Vendor will not be entitled to any payment for services rendered or work completed outside of this policy.
8. Agencies should be familiar with the requirements including maintaining vendor “time-in/time-out” logs and verifying billable hours against the logs.
9. State agencies are required to comply with the following procedures and spending limits of purchase as described below:

## **Vendor requirements:**

- Contractors must have an understanding of the operation and maintenance of tools and equipment of the trade.
- Contractors must establish and maintain effective working relationships with those contacted in the course of the Project such as customers, project managers, inspectors, and other crafts, including assisting others and working cooperatively.
- Contractors shall maintain records related to work performed including use of computers.
- Contractors must be able to read and interpret plans, diagrams, drawings, instructions, and related technical materials.
- Contractors must be able to plan and direct the work of semi-skilled and apprentice workers.
- Contractors shall be responsible for properly disposing of any materials removed or replaced. In addition, any areas disturbed or damaged must be restored to their original condition.
- Contractor must respond to agency requests for service. Repeated non-responses by a contractor may be cause for removal from the MPA.
- Contractors must receive prior approval from the User Agency to perform any and all projects including additional repairs and services that are not part of the initial service call. Failure to receive prior approval may constitute unauthorized repair or service, and contractors shall not be compensated for such services. In addition Contractors shall be held accountable for any unauthorized services and responsible for compensating the User Agency if any damage occurs. User Agencies the contracting authority shall be responsible for requesting Contractor service and compensating Contractors.
- Contractors shall be responsible for cleaning the work area after the Project is completed, this includes removal of all package material, sweeping the area of debris, removing all debris (if applicable) and leaving the work area in a safe condition.
- Contractors shall be responsible for informing designated User Agency personnel to status of all work in progress on a daily basis including but not limited to estimated completion date, parts delivery dates and accrued and project costs.
- The User Agency must be advised and must approve if more than (1) person is necessary on the project.
- Contractors shall be required to complete User Agency “time-in/time-out logs. All Projects related work is to be coordinated through designated User Agency personnel. In addition, a suitable Contractor work order form shall be maintained by the User Agency documenting Contractor personnel on the Project site, together with start and completion times. The Contractor representatives must sign the work order form and retain a copy for his/her files. Work order forms shall be used for verifying billable hours.
- All Contractors personnel shall dress appropriately with clear identification of the employee’s name.
- Travel time shall not be an allowable expense. All billable time is for on-site services unless approved in writing by the User Agency.
- Contractors shall be responsible for supplying all equipment needed to complete Projects. All tools and equipment are to be included in the Contractors hourly rate. Charges for additional equipment beyond the scope of a standard service call must be authorized in

writing by the User Agency.

- In addition to license requirements, Contractors must certify that all work/services performed for User Agencies shall be performed by an individual(s) holding valid Rhode Island licenses.

**Vendor contact information is below and also on each purchase order.**

**Vendor pricing is attached to each purchase order.**

PO 3454851

AMERICAN TELE-CONNECT SERVICES:

KEVIN SILVEIRA, MAIN POINT OF CONTACT

PHONE: 401-941-9000

EMAIL: [KSILV@ATSEAGLE.COM](mailto:KSILV@ATSEAGLE.COM)

DEB LOTOCKI, BILLING POINT OF CONTACT

PHONE: 401-941-9000

EMAIL: [DEBBI@ATSEAGLE.COM](mailto:DEBBI@ATSEAGLE.COM)

ANNE POWERS, ESCALATION POINT OF CONTACT

PHONE: 401-941-9000

EMAIL: [APOWERS@ATSEAGLE.COM](mailto:APOWERS@ATSEAGLE.COM)

ORDERS POINT OF CONTACT

PHONE: 401-941-9000

EMAIL: [SERVICE@ATSEAGLE.COM](mailto:SERVICE@ATSEAGLE.COM)

PO 3454872

EPLUS TECHNOLOGY

JENNIFER BRICKHILL

PHONE: 401-473-2814

EMAIL: [JBRICKHILL@EPLUS.COM](mailto:JBRICKHILL@EPLUS.COM)

PO 3454850

AZ CORP

ROBERT NAULT

PHONE: 800-400-2420 X 5308

CELL PHONE: 781-223-1069

EMAIL: [RNAULT@A-ZCORP.COM](mailto:RNAULT@A-ZCORP.COM)

PO 3454860

SYNET INC

DANA A. CAGGIANO

PHONE: 401-736-6450 X 15

CELL: 401-374-2795

EMAIL: [DCAGGIANO@SYNETINC.COM](mailto:DCAGGIANO@SYNETINC.COM)

**Continued on next page**

PO 3454869

THIRD MILLENIUM

ALAN GRANT

PHONE: 401-658-0145

CELL: 401-439-8705

EMAIL: TMC10@COX.NET

PETER GRANT

PHONE: 401-658-0145

CELL: 401-529-6085

EMAIL: PCGRANTPCG@YAHOO.COM

LAURIE GRANT

PHONE: 401-658-0145

EMAIL: [LGRANT.TMC10@YAHOO.COM](mailto:LGRANT.TMC10@YAHOO.COM)

PO 3454870

SIGNET

JAMES COHEN

PHONE: 781-871-5888 X 1190

CELL: 781-962-5662

EMAIL: [JAMES.COHEN@SIGNETGROUP.NET](mailto:JAMES.COHEN@SIGNETGROUP.NET)

PO 3454871

SERTEX

MICHAEL A. SOLITRO, CEO

PHONE: 860-317-1006

CELL: 401-230-2420

EMAIL: MSOLITRO@SERTEXLLC.COM

SHAWN HARMON, VP OPERATIONS

PHONE: 860-317-1006 X 151

CELL: 860-771-1992

EMAIL: SHARMON@SERTEXLLC.COM

LAUREL PEPIN, OFFICE MANAGER/ACCOUNTING

PHONE: 860-317-1006 X 114

EMAIL: [LPEPIN@SERTEXLLC.COM](mailto:LPEPIN@SERTEXLLC.COM)

**DIVISION OF PURCHASES CONTACT:**

Name: David A. Cadoret

Title: Chief Buyer

Tel: 401-574-8131

Email: david.cadoret@purchasing.ri.gov

OPENING DATE & TIME: 12/18/2015 AT 2PM BLANKET REQUIREMENTS: 02/01/2016 to 08/31/18 ATTACHMENT "A"																ePLUS TECHNOLOGY, INC.			
		SERTEX				SYNET				THIRD MILLENNIUM		AMERICAN TELECONNECT		AZ CORP		SIGNET		ePLUS TECHNOLOGY, INC.	
Line	DESCRIPTION	QTY	Unit	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price	Unit Price	Extended Price
Labor Rates:		SERTEX				SYNET				THIRD MILLENNIUM		AMERICAN TELECONNECT		AZ CORP		SIGNET		ePLUS TECHNOLOGY, INC.	
1	TSA Telecom Installation Apprentice rate 1-01-16 to 12-31-16	240	Hour	69	\$16,560.00	\$56.00	\$13,440.00	\$56.00	\$13,440.00	\$65.00	\$15,600.00	\$65.49	\$15,717.60	\$140.00	\$33,600.00	\$85.00	\$20,400.00		
2	TSA Telecom Installation Apprentice rate 1-01-17 to 12-31-17	240	Hour	\$71.00	\$17,040.00	\$58.00	\$13,920.00	\$58.00	\$13,920.00	\$65.00	\$15,600.00	\$68.77	\$16,504.80	\$140.00	\$33,600.00	\$90.00	\$21,600.00		
3	TSA Telecom Installation Apprentice rate 1-01-18 to 8-31-18	240	Hour	\$72.00	\$17,280.00	\$60.00	\$14,400.00	\$60.00	\$14,400.00	\$70.00	\$16,800.00	\$72.21	\$17,330.40	\$140.00	\$33,600.00	\$95.00	\$22,800.00		
4	TST Telecom Installation Technician rate 1-01-16 to 12-31-16	800	Hour	\$88.00	\$70,400.00	\$68.00	\$54,400.00	\$68.00	\$54,400.00	\$70.00	\$56,000.00	\$65.49	\$52,392.00	\$140.00	\$112,000.00	\$90.00	\$72,000.00		
5	TST Telecom Installation Technician rate 1-01-17 to 12-31-17	800	Hour	\$90.00	\$72,000.00	\$70.00	\$56,000.00	\$70.00	\$56,000.00	\$70.00	\$56,000.00	\$68.77	\$55,016.00	\$140.00	\$112,000.00	\$95.00	\$76,000.00		
6	TST Telecom Installation Technician rate 1-01-18 to 8-31-18	800	Hour	\$92.00	\$73,600.00	\$72.00	\$57,600.00	\$72.00	\$57,600.00	\$70.00	\$56,000.00	\$72.21	\$57,768.00	\$140.00	\$112,000.00	\$100.00	\$80,000.00		
7	TST Telecom Service Technician rate 1-01-16 to 12-31-16	800	Hour	\$94.00	\$75,200.00	\$72.00	\$57,600.00	\$72.00	\$57,600.00	\$70.00	\$56,000.00	\$65.49	\$52,392.00	\$140.00	\$112,000.00	\$90.00	\$72,000.00		
8	TST Telecom Service Technician rate 1-01-17 to 12-31-17	800	Hour	\$96.00	\$76,800.00	\$73.00	\$58,400.00	\$73.00	\$58,400.00	\$70.00	\$56,000.00	\$68.77	\$55,016.00	\$140.00	\$112,000.00	\$95.00	\$76,000.00		
9	TSA Telecom Service Technician rate 1-01-18 to 8-31-18	800	Hour	\$98.00	\$78,400.00	\$75.00	\$60,000.00	\$75.00	\$60,000.00	\$95.00	\$76,000.00	\$72.21	\$57,768.00	\$140.00	\$112,000.00	\$100.00	\$80,000.00		
10	Telecommunications Engineering rate 1-01-16 to 12-31-16	400	Hour	\$82.00	\$32,800.00	\$95.00	\$38,000.00	\$95.00	\$38,000.00	\$95.00	\$38,000.00	\$125.00	\$50,000.00	\$140.00	\$56,000.00	\$90.00	\$36,000.00		
11	Telecommunications Engineering rate 1-01-17 to 12-31-17	400	Hour	\$84.00	\$33,600.00	\$98.00	\$39,200.00	\$98.00	\$39,200.00	\$95.00	\$38,000.00	\$130.00	\$52,000.00	\$140.00	\$56,000.00	\$95.00	\$38,000.00		
12	Telecommunications Engineering rate 1-01-18 to 8-31-18	400	Hour	\$87.00	\$34,800.00	\$105.00	\$42,000.00	\$105.00	\$42,000.00	\$95.00	\$38,000.00	\$135.00	\$54,000.00	\$140.00	\$56,000.00	\$100.00	\$40,000.00		
13	Telecommunications Project Manager rate 1-01-16 to 12-31-16	240	Hour	\$100.00	\$24,000.00	\$75.00	\$18,000.00	\$75.00	\$18,000.00	\$95.00	\$22,800.00	\$125.00	\$30,000.00	\$125.00	\$30,000.00	\$90.00	\$21,600.00		
14	Telecommunications Project Manager rate 1-01-17 to 12-31-17	240	Hour	\$103.00	\$24,720.00	\$79.00	\$18,960.00	\$79.00	\$18,960.00	\$95.00	\$22,800.00	\$130.00	\$31,200.00	\$125.00	\$30,000.00	\$95.00	\$22,800.00		
15	Telecommunications Project Manager rate 1-01-18 to 8-31-18	240	Hour	\$106.00	\$25,440.00	\$82.00	\$19,680.00	\$82.00	\$19,680.00	\$95.00	\$22,800.00	\$135.00	\$32,400.00	\$125.00	\$30,000.00	\$100.00	\$24,000.00		
16	AutoCAD Documentation Tech rate 1-01-16 to 12-31-17	160	Hour	\$57.00	\$9,120.00	\$85.00	\$13,600.00	\$85.00	\$13,600.00	\$95.00	\$15,200.00	\$125.00	\$20,000.00	\$140.00	\$22,400.00	\$80.00	\$12,800.00		
17	AutoCAD Documentation Tech rate 1-01-17 to 12-31-17	160	Hour	\$60.00	\$9,600.00	\$88.00	\$14,080.00	\$88.00	\$14,080.00	\$95.00	\$15,200.00	\$130.00	\$20,800.00	\$140.00	\$22,400.00	\$85.00	\$13,600.00		
18	AutoCAD Documentation Tech rate 1-01-18 to 8-31-18	160	Hour	\$62.00	\$9,920.00	\$92.00	\$14,720.00	\$92.00	\$14,720.00	\$95.00	\$15,200.00	\$135.00	\$21,600.00	\$140.00	\$22,400.00	\$90.00	\$14,400.00		
19	Fusion Splicer Per Hour 1-01-16 to 12-31-16	160	Hour	\$105.00	\$16,800.00	\$95.00	\$15,200.00	\$95.00	\$15,200.00	\$50.00	\$8,000.00	\$65.49	\$10,478.40	\$110.00	\$17,600.00	\$90.00	\$14,400.00		



OPENING DATE & TIME: 12/18/2015 AT 2PM			BLANKET REQUIREMENTS: 02/01/2016 to 08/31/18													
ATTACHMENT "A"			SERTEX		SYNET		THIRD MILLENNIUM		AMERICAN TELECONNECT		AZ CORP		SIGNET		ePLUS TECHNOLOGY, INC.	
		160 Hour	\$80.00	\$12,800.00	\$108.00	\$17,280.00	\$108.00	\$17,280.00	\$142.50	\$22,800.00	\$130.00	\$20,800.00	\$210.00	\$33,600.00	\$110.00	\$17,600.00
39	OVERTIME RATE Per Hour AutoCAD Documentation Tech 1-01-18 to 8-31-18															
		160 Hour	\$84.00	\$13,440.00	\$110.00	\$17,600.00	\$110.00	\$17,600.00	\$142.50	\$22,800.00	\$135.00	\$21,600.00	\$210.00	\$33,600.00	\$115.00	\$18,400.00
40	OVERTIME RATE Per Hour Fusion Splicer 1-01-16 to 12-31-16															
		160 Hour	\$126.00	\$20,160.00	\$125.00	\$20,000.00	\$125.00	\$20,000.00	\$75.00	\$12,000.00	\$91.69	\$14,670.40	\$165.00	\$26,400.00	\$115.00	\$18,400.00
41	OVERTIME RATE Per Hour Fusion Splicer 1-01-17 to 12-31-17															
		160 Hour	\$129.00	\$20,640.00	\$129.00	\$20,640.00	\$129.00	\$20,640.00	\$75.00	\$12,000.00	\$96.28	\$15,404.80	\$165.00	\$26,400.00	\$120.00	\$19,200.00
42	OVERTIME RATE Per Hour Fusion Splicer 1-01-18 to 8-31-18															
		160 Hour	\$132.00	\$21,120.00	\$132.00	\$21,120.00	\$132.00	\$21,120.00	\$75.00	\$12,000.00	\$101.09	\$16,174.40	\$165.00	\$26,400.00	\$125.00	\$20,000.00
<b>Material &amp; Equipments Rates:</b>			SERTEX		SYNET		THIRD MILLENNIUM		AMERICAN TELECONNECT		AZ CORP		SIGNET		ePLUS TECHNOLOGY, INC.	
43	Telescopic or Stinger Boom Bucket Truck 29' to 32' per hour 1-01-16 to 12-31-16	240 Hour	\$32.00	\$7,680.00	\$125.00	\$30,000.00	\$125.00	\$30,000.00	\$80.00	\$19,200.00	\$26.00	\$6,240.00	\$125.00	\$30,000.00	NA	no bid
44	Telescopic or Stinger Boom Bucket Truck 29' to 32' per hour 1-01-17 to 12-31-17	240 Hour	\$33.00	\$7,920.00	\$150.00	\$36,000.00	\$150.00	\$36,000.00	\$80.00	\$19,200.00	\$28.00	\$6,720.00	\$125.00	\$30,000.00	NA	no bid
45	Telescopic or Stinger Boom Bucket Truck 29' to 32' per hour 1-01-18 to 8-31-18	240 Hour	\$34.00	\$8,160.00	\$175.00	\$42,000.00	\$175.00	\$42,000.00	\$80.00	\$19,200.00	\$30.00	\$7,200.00	\$125.00	\$30,000.00	NA	no bid
46	Line Truck with a Telescopic or Stinger Boom Bucket per hour 1-01-16 to 12-31-16	80 Hour	\$45.00	\$3,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00	\$8,000.00	NA	no bid	\$125.00	\$10,000.00	NA	no bid
47	Line Truck with a Telescopic or Stinger Boom Bucket per hour 1-01-17 to 12-31-17	80 Hour	\$47.00	\$3,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00	\$8,000.00	NA	no bid	\$125.00	\$10,000.00	NA	no bid
48	Line Truck with a Telescopic or Stinger Boom Bucket per hour 1-01-18 to 8-31-18	80 Hour	\$48.00	\$3,840.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00	\$8,000.00	NA	no bid	\$125.00	\$10,000.00	NA	no bid
49	4000W-5000W Portable Generator Per Hour 1-01-16 to 12-31-16	160 Hour	\$10.00	\$1,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00	\$4,000.00	\$5.00	\$800.00	N/A	N/A	NA	no bid
50	4000W-5000W Portable Generator Per Hour 1-01-17 to 12-31-17	160 Hour	\$11.00	\$1,760.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00	\$4,000.00	\$6.00	\$960.00	N/A	N/A	NA	no bid
51	4000W-5000W Portable Generator Per Hour 1-01-18 to 8-31-18	160 Hour	\$12.00	\$1,920.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00	\$4,000.00	\$7.00	\$1,120.00	N/A	N/A	NA	no bid

OPENING DATE & TIME: 12/18/2015 AT 2PM BLANKET REQUIREMENTS: 02/01/2016 to 08/31/18 ATTACHMENT "A"		SERTEX		SYNET		THIRD MILLENNIUM		AMERICAN TELECONNECT		AZ CORP		SIGNET		ePLUS TECHNOLOGY, INC.	
		SERTEX		SYNET		THIRD MILLENNIUM		AMERICAN TELECONNECT		AZ CORP		SIGNET		ePLUS TECHNOLOGY, INC.	
	Provide % Mark-Up on Materials over cost:	PERCENT		PERCENT		PERCENT		PERCENT		PERCENT		PERCENT		PERCENT	
52	Provide % Mark-Up on Materials over cost 1-01-16 to 12-31-16	15		10	10	10	10	20%		15%		15%		5%	
53	Provide % Mark-Up on Materials over cost 1-01-17 to 12-31-17	15		12	12	12	12	20%		15%		15%		5%	
54	Provide % Mark-Up on Materials over cost 1-01-18 to 8-31-18	15		14	14	14	14	20%		15%		15%		5%	
Provide % Mark-Up on Manufactures Equipment over cost:		SERTEX		SYNET		THIRD MILLENNIUM		AMERICAN TELECONNECT		AZ CORP		SIGNET		ePLUS TECHNOLOGY, INC.	
		PERCENT		PERCENT		PERCENT		PERCENT		PERCENT		PERCENT		PERCENT	
55	ADC	15.00%		\$15.00		\$15.00		20.00%		15%		15%		5%	
56	3M	15.00%		15		15		20.00%		15%		15%		5%	
57	American Power Conversion	15.00%		15		15		20.00%		15%		15%		5%	
58	AMP	15.00%		15		15		20.00%		15%		15%		5%	
59	Belden	15.00%		15		15		20.00%		15%		15%		5%	
60	NEXAN	15.00%		15		15		20.00%		15%		15%		5%	
61	B-Line	15.00%		15		15		20.00%		15%		15%		5%	
62	Carlson	15.00%		15		15		20.00%		15%		15%		5%	
63	Chatsworth	15.00%		15		15		20.00%		15%		15%		5%	
64	Commscope	15.00%		15		15		20.00%		15%		15%		5%	
65	Corning	15.00%		15		15		20.00%		15%		15%		5%	
66	Eaton	15.00%		15		15		20.00%		15%		15%		5%	
67	Fluke	15.00%		15		15		20.00%		15%		15%		5%	
68	Geist	15.00%		15		15		20.00%		15%		15%		5%	
69	General Cable	15.00%		15		15		20.00%		15%		15%		5%	
70	Guardian Telecom	15.00%		15		15		20.00%		15%		15%		5%	
71	Hubbell	15.00%		15		15		20.00%		15%		15%		5%	
72	Leviton	15.00%		15		15		20.00%		15%		15%		5%	
73	Maxcell	15.00%		15		15		20.00%		15%		15%		5%	
74	Middle Atlantic	15.00%		15		15		20.00%		15%		15%		5%	
75	Mohawk	15.00%		15		15		20.00%		15%		15%		5%	
76	Molex	15.00%		15		15		20.00%		15%		15%		5%	
77	Orrtronics	15.00%		15		15		20.00%		15%		15%		5%	
78	Panduit	15.00%		15		15		20.00%		15%		15%		5%	
79	Rittal	15.00%		15		15		20.00%		15%		15%		5%	
80	Superior Essex	15.00%		15		15		20.00%		15%		15%		5%	
81	Systimax	15.00%		15		15		20.00%		15%		15%		5%	
82	Tripp Lite	15.00%		15		15		20.00%		15%		15%		5%	
83	Wiremold	15.00%		15		15		20.00%		15%		15%		5%	
84	Mitel	15.00%		15		15		20.00%		15%		15%		5%	
85	Minimum % Mark-Up for Manufactures Equipment Cost not listed.	15.00%		15.00%		15.00%		20.00%		15%		15%		5%	