

SCHEDULE X –HOURLY LABOR RATES

11-X-21415 Telecommunication Equipment & Services

Bidder: Siemens Enterprise Communications, Inc.

Brand Line: Siemens / ROLM

Bidder shall provide Schedule X reflecting its Brand Line 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.

RESPONSE: Siemens Hourly Labor Rates are listed below.

Bidder: Siemens Enterprise Communications, Inc.

Brand Line: Siemens / ROLM

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

Type of Labor Installation Services Technician – Field Service Technician (FST)

Hourly Rate (\$xx.xx)

Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	A: \$125.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	B: \$187.50
Saturday – All Day	C: \$187.50
Sunday --All Day	D: \$250.00
Vendor Holiday – All Day	E: \$250.00

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

Type of Labor Installation Services Switch Programming – System Designer

Hourly Rate (\$xx.xx)

Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	A: \$125.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	B: \$187.50
Saturday – All Day	C: \$187.50
Sunday --All Day	D: \$250.00
Vendor Holiday – All Day	E: \$250.00

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

Type of Labor Installation Services Project Management – Regional Project Manager (PM)
/ Senior Project Manager (PM)

Hourly Rate (\$xx.xx)

Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	A: \$175.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	B: \$Not Available
Saturday – All Day	C: \$Not Available
Sunday --All Day	D: \$Not Available
Vendor Holiday – All Day	E: \$Not Available

Note: Project Management Labor is not preformed outside normal hours.

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

Type of Labor Labor Rates apply for systems that are under an *existing* Siemens Maintenance Contract (SmartServe, Lifecycle, or OpenScale) for maintenance services performed outside the terms of the maintenance agreement.

Hourly Rate (\$xx.xx)

Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	A: \$125.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	B: \$187.50
Saturday – All Day	C: \$187.50
Sunday --All Day	D: \$250.00
Vendor Holiday – All Day	E: \$250.00

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

Type of Labor Custom Development / Professional Services – Professional Services Applications

Hourly Rate (\$xx.xx)

Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	A: <u>\$170.00</u>
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	B: <u>\$Not Available</u>
Saturday – All Day	C: <u>\$Not Available</u>
Sunday --All Day	D: <u>\$Not Available</u>
Vendor Holiday – All Day	E: <u>\$Not Available</u>

Note: Professional Services Labor is not preformed outside normal hours.

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

Type of Labor Custom Development / Professional Services – OS Systems Integrator

Hourly Rate (\$xx.xx)

Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	A: \$170.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	B: \$Not Available
Saturday – All Day	C: \$Not Available
Sunday --All Day	D: \$Not Available
Vendor Holiday – All Day	E: \$Not Available

Note: Professional Services Labor is not preformed outside normal hours.

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Type of Labor Custom Development / Professional Services – Security Architect
Hourly Rate (\$xx.xx)

Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	A: \$165.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	B: \$Not Available
Saturday – All Day	C: \$Not Available
Sunday --All Day	D: \$Not Available
Vendor Holiday – All Day	E: \$Not Available

Note: Professional Services Labor is not preformed outside normal hours.