



# PROPOSAL KIT SAMPLE

## Network Cabling Sample Proposal

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Daniel Singh  
CEO  
HarborLite Technologies  
9703 Castle Drive  
Newport, OR 97365

Mr. Singh,

We would be most pleased to design and install your new computer network at your new corporate facility in Newport, OR.

Northwest Computer Cabling, Inc. is located in Portland, but we travel throughout the state of Oregon and into southwest Washington to install computer networks. We have designed and installed networks for more than 300 companies of all sizes.

Please find enclosed our proposal and cost estimates for your new computer network. The prices listed herein are good for thirty days. We hope to be working with you soon.

Sincerely,

Greg Neelson  
Lead Designer  
Northwest Computer Cabling, Inc.  
555-545-5012  
[gn@nwcabling.com](mailto:gn@nwcabling.com)  
[www.nwcabling.com](http://www.nwcabling.com)

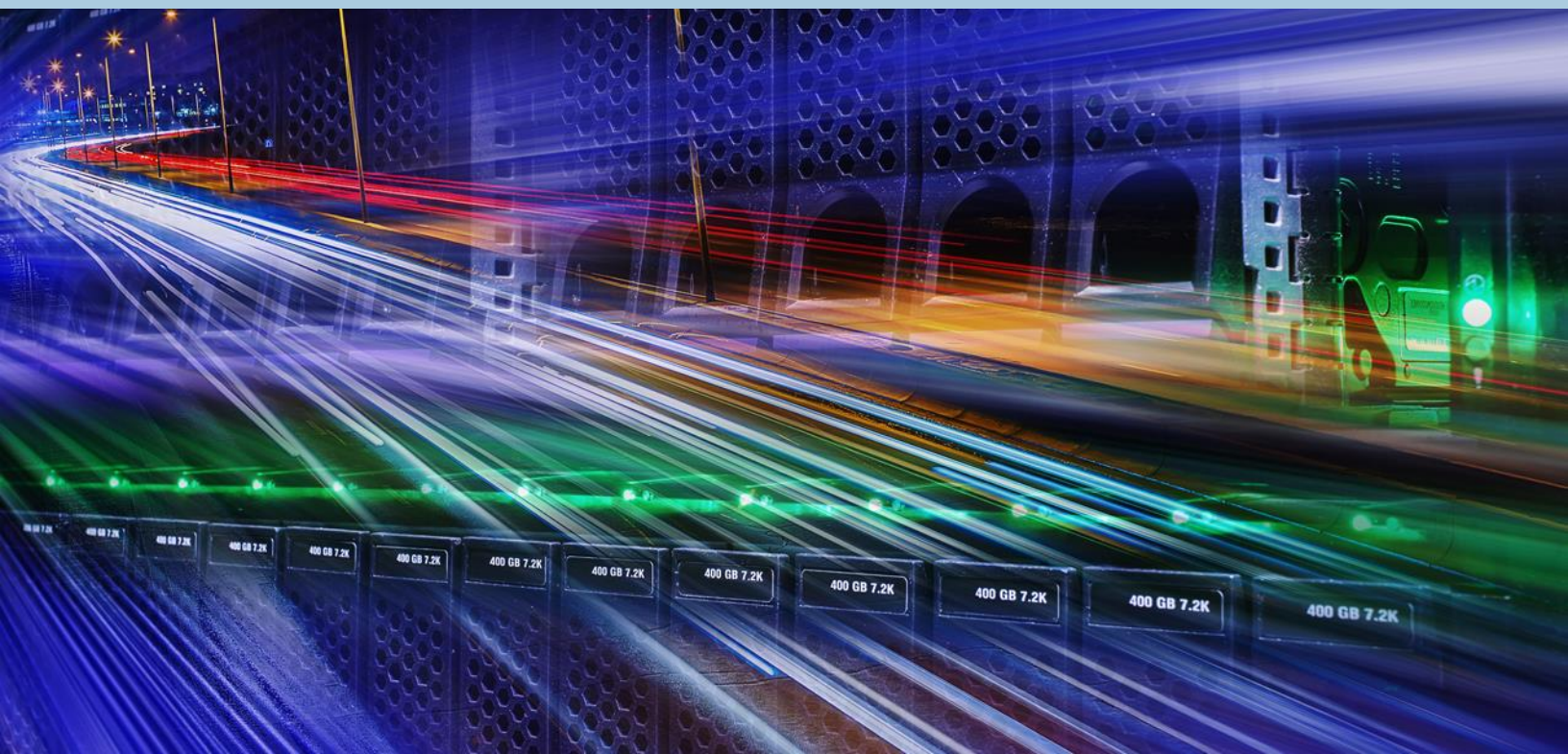


# QUOTE

## Network Cabling Design and Installation

Prepared for: Daniel Singh  
CEO

Prepared by: Greg Nealson  
Lead Designer





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# CLIENT SUMMARY

## The Objective...

HarborLite Technologies is a rapidly growing company that plans to move into their new corporate headquarters within the next six months. HarborLite Technologies is upgrading their computer system and requires a new network to complete the system.

*“Specializing in network design and installation since 1998.”*

- Need #1: Analysis of current and future needs for a new computer network.
- Need #2: A design for a new computer network.
- Need #3: An implementation plan for a new computer network.

## The Opportunity...

After meeting with Daniel Singh, Northwest Computer Cabling, Inc. believes that HarborLite Technologies' goals are as follows:

- Goal #1: Design a computer network that serves the company's current needs and can grow with the company.
- Goal #2: Formulate an installation plan that will cause as little disruption to current business as possible.
- Goal #3: Install the new network and get it up and running as soon as possible.

## The Solution...

Northwest Computer Cabling, Inc. specializes in designing and installing computer networks. We propose to install LANwork 5000 products, which offer maximum flexibility and security.

- Recommendation #1: Install LANwork 5000 F22 Layer Hi-Speed switches for cost-effective Layer 2 10/100 and 10/100/1000 Ethernet switching.
- Recommendation #2: Install LANwork 5000 Unmanaged 16-port 10/100/1000 switch; Layer 2 with compact design and auto MDI/MDIX and IEEE 802.1p features.
- Recommendation #3: Run heavy-duty hi-load capacity cable throughout building to accommodate current network needs and allow for future attachments.





## Services

Description	Qty	Unit Price	Total Price
Permits and Licenses	1	\$200.00	\$200.00
Network Design	1	\$3,000.00	\$3,000.00
24x7 Priority Support	12	\$665.00	\$7,980.00
Network Installation	1	\$16,000.00	\$16,000.00
Services Subtotal			\$27,180.00

## Hardware

Description	Qty	Unit Price	Total Price
LANWork 5000 F22 Switch	2	\$900.00	\$1,800.00
LANWork 6000 F16 Hub	1	\$2,500.00	\$2,500.00
Fiberoptic Cable	1	\$1,000.00	\$1,000.00
Firewall	1	\$900.00	\$900.00
Telecommunications Closet	1	\$8,000.00	\$8,000.00
Wall Plates and Connections	80	\$6.00	\$480.00
CAT-6 Cable	1	\$1,000.00	\$1,000.00
LANWork 8000 Modems	3	\$600.00	\$1,800.00
Hardware Subtotal			\$17,480.00

Subtotal	\$44,660.00
Sales Tax	\$4,466.00
Grand Total	\$49,126.00

**Standard Disclaimer:** The numbers represented above are to be used as an estimate for the proposal discussed. The above costs do in no way constitute a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before being locked in by a binding contract.





# INSTALLATION SCHEDULE

Northwest Computer Cabling, Inc. will follow the installation schedule below.

Before any work can begin, all computer devices currently used by HarborLite Technologies employees need to be accounted for and have a space reserved for them on the architectural blueprints for the new building.

All current servers, shared printers, fax machines, etc. must also be accounted for and their positions mapped in the new building.

Installation Job Description	Date	Duration
Establish position for all devices (personal computers, servers, routers, etc.) in all rooms of new building	January 2	Approximately one week
Run new cable throughout building as needed	January 19	Approximately one week
Move all devices to new building	January 26	2 days
Connect all devices	January 28	3 days
Verify network functionality and test all devices	February 3	2-3 days

## Notes

This network installation schedule is dependent on finalization of building construction and will require that HarborLite Technologies shut down operations for a few days during the transition to the new building. We will endeavor to make business interruptions as short as possible.





# PERMITS AND LICENSES

This project is legally required to obtain the following permits and to be performed by individuals licensed to complete the project.

## Permits Required:

- Permit #1 – County Electrical Permit

Authority: County Office of Electrical Inspection

This permit must be applied for approximately 30 days in advance of doing the work and must include a diagram of the project. The fee for a commercial electrical permit is \$200. All work must be inspected and approved before contract can be completed. Inspection approval is required before the building can be occupied.







# QUALIFICATIONS

Northwest Computer Cabling, Inc. has continually proven to be a leader in the computer network installation industry. This is demonstrated in the following ways:

- We have been selected by Techno Globe Magazine as the Network Designer of the Year for our work on securing node-based cable networks.

Northwest Computer Cabling, Inc. has specialized in network design and installation since 1998. We have been cited by The United States Network and Cabling Association as a leader in the Computer Networks industry. Our staff is comprised of over 165 members who specialize in secure networks for small and medium-sized businesses and devote ourselves to continual improvement to maintain our leadership.

- **HarborLite Technologies needs a new secure computer network.**

Northwest Computer Cabling, Inc. has designed and installed networks for over 300 companies that range in size from 8 to 230 employees.

- **HarborLite Technologies needs a network that can expand as the company grows.**

Expandable networks are our specialty. We work with suppliers of modular technologies that can be connected in many different ways to meet your changing needs.

We at Northwest Computer Cabling, Inc. know that you need a system that is easily modified and easily learned by your employees. You can't afford to waste time, and we understand that.

Northwest Computer Cabling, Inc. stands ready to assign 15 of its expert staff to your specific project.





# REFERENCES

The following are some of our clients who have agreed to be references. Feel free to contact any of our references about their experience with Northwest Computer Cabling, Inc. For more details see our web site references page at:

[www.nwcablinginc.com/references.htm](http://www.nwcablinginc.com/references.htm)

- **James McAfee**  
CEO  
McAfee Printing

Phone: 555-525-9525  
E-mail: [jm@mcafeeprint.com](mailto:jm@mcafeeprint.com)

[www.mcafeeprint.com](http://www.mcafeeprint.com)

“Printing has become a hi-tech business, and Northwest Computer Cabling presented us with the best plan for setting up our network.”

- **Suzanna Kazaki**  
Business Manager  
Kazaki Vehicle Works

Phone: 555-500-9232  
E-mail: [suz@kazvehworks.com](mailto:suz@kazvehworks.com)

[www.kazvehworks.com](http://www.kazvehworks.com)

“We needed to connect multiple buildings to the same computer. Northwest Computer Cabling made it seem easy.”

- **Nyall O'Donnell**  
Senior Partner  
Shamrock Law Firm

Phone: 555-540-0165  
E-mail: [nod@shamrocklaw.com](mailto:nod@shamrocklaw.com)

[www.shamrocklaw.com](http://www.shamrocklaw.com)

“We needed a secure wireless network for our law firm. Northwest Computer Cabling designed and installed our LAN without disrupting our work.”





# CONTRACT AND TERMS

## COMPUTER SERVICES AND INSTALLATION AGREEMENT

THIS AGREEMENT is made this 27th day of October, 20XX by and between Northwest Computer Cabling, Inc., (“Company”) and HarborLite Technologies (“Customer”).

### Recitals

- A. Company has experience and expertise in the development of Networks.
- B. Customer desires to have Company develop a Network for them.
- C. Company desires to develop Customer’s Network on the terms and conditions set forth herein (the “Network”).

### Agreements

In consideration of the mutual covenants set forth in this Agreement, Customer and Company hereby agree as follows:

#### 1. Development of Network.

Company agrees to installation, management and development of the Network(s) and Network-based operations according to the terms listed on Exhibit A attached hereto.

#### 2. Specifications.

Company agrees to develop the Network pursuant to the Specifications set forth in Exhibit B attached hereto (the “Specifications”).

#### 3. Delivery Dates and Milestones.

**FOR SAMPLE ILLUSTRATION PURPOSES THE FULL TEXT OF THE CONTRACT IS NOT DISPLAYED. SEE THE “COMPUTER HARDWARE AND NETWORKING” CONTRACT FOUND IN PROPOSAL KIT PROFESSIONAL FOR THE COMPLETE TEXT.**





## Northwest Computer Cabling, Inc.

92 Blackmoor Road  
Portland, OR 97204

(PH) 555-545-5001  
[www.nwcabling.com](http://www.nwcabling.com)



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