

Comparing wiring quotes from several vendors?

Are you comparing apples to oranges? Different vendors provide very different services. NeedWIRE.com provides high quality work, personal service and a rock-solid guarantee. Don't just look at the price -- compare everything. Review the chart below to help compare.

NeedWIRE.com	Other Vendors
<p>With NeedWIRE.com, the price quoted is always the price you pay. There are no extra charges for travel; overtime; difficult installations or anything else. No surprises and no hidden costs. Our quotes are easy to understand and priced per cable, not per hour. The price we quote is the price you pay.</p>	<p>'Discount' vendors quote low at the beginning, but add charges during the project to raise the final price. Many charge "time & materials" (hours) -- so the slower they work, the more you pay. You never know the total price until the end of the job. Make sure you get a firm quote, and not a price "estimate".</p>
<p>We use the highest quality sweep-tested 550Mhz gigabit Cat6 cable (& 350Mhz Gigabit Cat5e). Tested & unconditionally guaranteed for network speeds of 1000Mbps (gigabit) or better.</p>	<p>Cheap vendors use cheap cable -- usually rated for only 250Mhz or worse. This cabling is an important part of your office infrastructure. Will it last as long as your lease, and provide the speed you need?</p>
<p>Every jack and cable is fully tested and guaranteed. There are never any unpleasant surprises when you connect your equipment. A full test report is provided using a Fluke brand gigabit cable qualification tester.</p>	<p>'Discount' vendors don't check their jacks -- or at best only spot-test a few. It's common to have bad jacks without even knowing it, causing problems later when you connect your equipment.</p>
<p>10 year unconditional guarantee. Cables & jacks are repaired or replaced free if they fail. Period.</p> <p>We are fully insured with a \$10 Million policy. We are qualified to work in Union buildings.</p>	<p>'Discount' vendors offer no guarantee, or at best, a limited warranty on their cable only. This is a critical part of your computer and phone systems. You cannot afford to have this fail after 2 or 3 years. Will this vendor even return to fix problems if needed?</p>
<p>We provide 'Extras': Including help with neat cable management; help setting up & assembling racks; extend telco demark to the server room; server room planning & layout; connecting fax machines & other equipment; mounting TV screens and WiFi transmitters, and anything else required to make sure you have a smooth, trouble-free experience during your project. Racks, panels, PDU & cable management provided. Unlimited FREE patch cords are always provided.</p>	<p>Many low cost vendors don't include patch panels, patch cords, or cable management in their price. They don't provide a PDU; server room rack; brackets or other required hardware. They may give you a low price -- by leaving things out. They don't provide everything needed for installation. This leaves the client (you) to buy patch cords & supplies that are required (and should be included). Make sure their 'low price' really includes everything you need.</p>
<p>NeedWIRE.com is local to Midtown Manhattan. We are available quickly for follow-up work; troubleshooting; support and additional cabling. Our jobs always start on time, and finish on schedule.</p>	<p>Many 'budget' vendors are located far outside NY. They offer lower prices, but won't return for follow-up or support. Scheduling & delays can be problems for vendors travelling in from Long Island, NJ or CT.</p>
<p>We provide full documentation with your cabling job. Floorplans showing jack locations; information on equipment connections; incoming phone / Internet lines and other important project details. You know exactly what you have, and how it's connected -- and your I.T. staff can use this to effectively support your office.</p>	<p>No other vendor provides documentation of any kind. You get nothing in writing, and when the job is finished, you don't know what you have, or even if your cables were tested and certified. Can your low-price vendor even provide samples of successful jobs they have completed?</p>

Before choosing a vendor --**ALWAYS** review samples of their work; especially projects similar to yours. If they can't provide samples, *beware*. Always use a trusted vendor for your important office wiring.

At NeedWIRE.com, we don't always give you the lowest price. Instead, we try to provide the greatest value on our jobs. Remember to look at all the facts -- not just price. But, if another vendor offers the same service at a better price, please let us review their quote, and we'll always try to match or beat it -- or at least explain why it's different. Our clients have been trusting us since 1989. *Find out why.*

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