

**Comparing quotes?** Remember, a good price is meaningless if the project isn't done correctly.

|  | <b>NEEDWIRE.com</b>   | <b>Other Vendors</b>  |
|--|---|---|
| <b>Cable and supplies</b>                                      | <b>Yes, cable &amp; supplies always included.</b><br>The price quoted is the price you pay. Everything included. No hidden fees.  | <b>Most vendors charge extra</b> for cable runs over 50 feet, supplies, labor, travel & overtime. The final bill might be higher than the original quote.   |
| <b>Labor included</b>  | <b>Our quotes are priced per-cable, and include all labor.</b> Costs are easy to understand, and you always know the exact price before the job starts. No surprises.                                   | <b>Many vendors charge hourly.</b> The slower they work, the more you pay. Expect to pay extra for callbacks & punch-list items. Are you getting a firm quote, or just an 'estimate'?   |
| <b>High quality cable</b>                                      | <b>We use only the highest quality (and fastest) cable available.</b> 350Mhz Enhanced Cat5e and 550Mhz Cat6 for full gigabit and beyond, minimum. It's why we offer the best guarantee in the business. | <b>Low-bid vendors use low quality (cheap) cable.</b> Usually 100Mhz for Cat5e and 250Mhz Cat6. Cheap cables can fail, and 'budget' vendors won't guarantee their work. Will their cheap cables support gigabit and 10-gigabit? |
| <b>Local Support</b>   | <b>We are local to NYC</b> - servicing NY clients. Fast, local service means jobs start on time and finish on schedule.   | Budget vendors from outside NY won't return for follow-up or support. Scheduling, delays, travel and overtime often become problems.  |
| <b>Patch panels, Wall jacks &amp; faceplates.</b>              | <b>Patch panels always included.</b><br>Faceplates & wall jacks always included. All neatly labeled and installed.  | Some vendors charge extra for panels. Mislabeled and unidentified jacks / faceplates cause troubleshooting problems later on.   |
| <b>Includes patch cords</b>                                    | <b>Unlimited FREE patch cords,</b> properly managed & installed. We make sure your server room is neat & easy to maintain.  | Other vendors don't include cords. These are required, and can add significant unplanned costs to your project if you buy them yourself.  |
| <b>Help with move-in and connections. WAP and TV mounting.</b> | <b>We support our cables 100%,</b> including help with move-in and connection of cables to your equipment. Need those WAPs, camera or a TV mounted? <i>No problem.</i>                                  | Most vendors won't help with connections or be available during your critical move into a newly wired office. Who will mount your WAPs on the ceiling, or your TV on the conference wall?                                       |
| <b>All jacks tested</b>  | <b>Every jack is tested</b> & verified. Always. Avoid unpleasant surprises on move day.   | <b>Other vendors spot-check</b> a few jacks (at best), causing serious problems later on.   |
| <b>100% guarantee</b>  | <b>10 year unconditional guarantee.</b><br>Jacks, cable, panels & labor. All covered.   | <b>Do they have a guarantee?</b><br>Does it include labor & materials costs?  |
| <b>Full documentation</b>                                      | <b>Our work comes with full documentation,</b> floor plans, jack locations, test results & more (ask for samples).  | What does your vendor provide?<br>Can they handle your project?<br><i>Always ask for samples to find out.</i>   |
| <b>Licensed &amp; Insured</b>                                  | <b>We are fully insured with a \$10 Million C.O.I.,</b> and qualified to work in Union and non-Union buildings.   | ?   |
| <b>Cable specialists</b>                                       | <b>NeedWire.com is highly experienced at cable installations -- It's all we do.</b><br>Our clients trust us with their important projects, and you should too. See our samples to find out more.        | Does your cable vendor also do I.T. support and web sites? Be careful about working with firms that do cabling "on the side" (it's not their specialty). A "jack of all trades" might not have the wiring experience you need.  |

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.

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