

**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> 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> 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> Jacks, cable, panels & labor. All covered.	<b>Do they have a guarantee?</b> 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? Can they handle your project? <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> 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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