

HOW TO USE ADIRONDACK CABLING, INC.'S SUBCONTRACTORS:

Adirondack Cabling, Inc. is often requested to provide services within the scope of an installation which is outside of Adirondack's expertise but is integral to the overall solution. In these instances Adirondack will utilize the specialized expertise of one of their partner Subcontractors.

Examples of these services include but are not limited to the following:

- Locksmiths to install door hardware
- Electricians to provide high voltage connections and lighting
- Contractors for excavation and Outside Plant Construction
- Elevator Companies to provide travel cables
- IT Companies to provide specialized network support

Adirondack Cabling, Inc. will provide these services as part of the total solution at cost plus 25% of the subcontractors invoice.

Adirondack Cabling will work in conjunction with the authorized user to ensure the utilization of qualified subcontractors is of best value, and to ensure the highest quality and best services when providing a turn-key solution.

In doing so, Adirondack Cabling will act as the single point of contact for the authorized user. Adirondack Cabling will take full ownership of the installation including the warranty provisions as set forth in the contract.

Adirondack Cabling will oversee all aspects of the project as it relates to our scope of work including that of the subcontractor.

Subcontractors will provide services on a fixed price/lump sum basis, and will be required to meet current prevailing wage mandates for their respective trade.

Adirondack Cabling will demonstrate the cost of these services by submitting the original subcontractors' quote to the authorized user for review prior to the commencement of work. In addition, Adirondack Cabling will attach a copy of the subcontractors' invoice, with our fee clearly noted, when applying for payment.

This fee includes direct expenses to manage the subcontractor including, but not limited to:

- Developing a scope of work.
- Procuring subcontracting services including walkthrough's as necessary.
- Managing project documents - (time sheets, certified payroll, as-built documentation, etc.)
- Coordinating project activity between trades.
- Ensuring project plans & specifications are met.
- Overseeing all aspects of the installation to ensure projects are completed in a timely manner.

ADIRONDACK CABLING, INC. LIST OF SUBCONTRACTORS:

| SUBCONTRACTOR | DESCRIPTION OF WORK | REGION |
|--|---------------------------|--------|
| Schupp's Line Construction (WBE) 25 Walker Way Albany, NY 12205 | Outside Plan Construction | 3-6 |
| Stilsing Electric Inc. (WBE) 500 South St. Rensselaer, NY 12144 | Electrical Construction | 3-6 |
| Gomez Electrical Contractors, Inc. (MBE) 251 North Pearl St. Albany, NY 12207 | Electrical Construction | 3-6 |
| IPLogic 17 British American Blvd. Latham, NY 12110 | Network Integration | 3-6 |
| Loudon Locksmith Service, Inc. (SBE) 595 Route 9 Suite 125 Latham, NY 12110 | Locksmith | 3-6 |
| Schindler Elevator Group 12 Walker Way Albany, NY 12205 | Electrical Construction | 3-6 |
| Dow Electric 3874 State Route 11 Malone, NY 12953 | Electrical Construction | 3-6 |
| Rotolo Electric 390 East Main St. Middletown, NY 10940 | Electrical Construction | 3-6 |
| Core BTS Inc. 3 Tallow Wood Dr. Clifton Park, NY 12065 | IT Networking - Cisco | 3-6 |
| Tech Valley Electrical Construction and Maintenance LLC 2 Progress Dr. Clifton Park, NY 12065 | Electrical Construction | 3-6 |
| P & J Computers Inc. 426 New Karner Rd. Albany, NY 12205 | IT Networking - HP | 3-6 |