

## Free Offer

Get a professional cabling infrastructure design and have a complete scope of work written for you.

When you delve into the closed world of low-voltage cabling, many questions arise:

- ✓ How do you assure that you will get a fair deal?
- ✓ How can you make sure you are getting everything necessary for a complete, working system?
- ✓ How can you provide solid technical guidance to potential vendors, when you barely understand the stuff yourself?
- ✓ What can you do to improve the quality of cabling vendors considered?
- ✓ Once the project starts, how can you avoid change orders and other disappointments?

### ***Has this ever happened to you?***

*You create a Telecom drawing and send it to some cabling vendors and ask for a bid. Then the phone rings off the hook with vendors calling to ask you technical questions about the cabling project. You don't know the answers. You tell them to go ahead and "bid that as an option". When the bids come back, they're all over the map. They are all based on different interpretations of your project. Some vendors took the high road, and others left stuff out. This isn't the apples-to-apples comparison you needed to make a good decision!*

We'll be your technical consultant for free.

Now, you can bring in a credentialed cabling consultant (RCDD\*) to work for you at no cost to you. You can hire an expert in the cabling industry and **pay nothing**.

Here's what Orion will do for you:

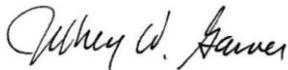
- **Meet with you to discuss all possible options and to develop your specific technology needs.**
- **Translate these needs into a written cabling infrastructure design that is guaranteed to be compliant with all applicable standards and building codes.**
- **Write a tight scope of work that reflects the desired cabling system in detail and addresses all technical issues up-front.**
- **Protect you from leaving out critical components.**
- **Be available to assist you with any last-minute technical questions that crop up.**

Why are we making this offer? Because we want to make you look good. And, we want to be invited to bid on cabling projects that are fair, tightly designed and well presented. If the playing field is level, we'll win our share. All we ask is to be invited to the competition. If we can help you develop a standards-compliant cabling design and write a tight scope of work, you benefit too. Here's how:

- ✓ **Send a professional RFP to potential cabling vendors**
- ✓ **Get more accurate bids from cabling vendors**
- ✓ **Run a fair competition**
- ✓ **Make better decisions; and get what you want**
- ✓ **Speed up the process of awarding cabling projects**
- ✓ **Save time and energy you'll need for other things**
- ✓ **Have fewer change orders during the project**

To get started, simply call or email and we'll set up an exploratory meeting with you. We are ready to begin when you call.

Sincerely,



Jeff Garver RCDD\*  
*Executive Vice President*  
**Orion Communications, Inc.**  
7650 Standish Place, Suite 102  
Rockville, MD 20855  
**(301) 921-9056 x223**  
(301) 921-7892 (fax)  
[jwgarver@oricomm.com](mailto:jwgarver@oricomm.com)



Orion Communications, Inc. has been in business since 1991, providing cabling installation services, cabling infrastructure design, system testing and certification, 25-year manufacturer warranties, and data center design and implementation services.

\*The RCDD (Registered Communication Distribution Designer) credential is sanctioned by BICSI, the educational association for the information transport systems industry. It indicates a high level of technical design expertise and thorough knowledge of changing standards, strengthened by mandatory continuing education requirements. Mr. Garver has 18 years of design experience.