



Cabling Contractor Best Practice:

The Impact of Termination Speed on Your Bottom Line

As a network cabling contractor, you need to keep an eye on product costs. When it comes to the cabling products you choose, you're balancing your customer's needs against what works for your bottom line.

But, it is important to remember that not every bottom line benefit can be measured in the product cost you see on your invoice. Sometimes, a product's ability to make you more efficient can outweigh the purchase price. Termination speed is a great example. As a contractor, you know that labor costs are a major piece of a cabling project – an area where your customers may be looking to cut their own costs. So, it makes sense that if you can bid lower labor costs than your competition, you stand to win more business.