

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. Q-20060498**

**1. ACTION REQUESTED/PURPOSE:** Approve the award of Formal Quotation No. Q-060164, The Annual Purchase of Data and Voice Cable and Installation for Countywide use to the following pool of qualified vendors: Kent Technologies, Inc., Compulink, Fiber Solutions, Jan-Tech Communications Inc., Black Box Network Services and Telecommunication Conexxions of Florida Inc. This quotation shall be in effect for one year, or until new quotations are taken and awarded. Also, request authority to renew this quotation for four additional one-year periods, under the same terms and conditions, if in the best interest of the County, at the expiration of the original term. It is anticipated that we will spend approximately \$300,000 for the purchase and installation of data and voice cable over the next twelve months. Each installation will be competitively quoted among the qualified vendors; the award will be to the low quoter and processed per the County's established procedures – for example, if the total cost is over \$100,000, Board approval will be required. Also would request permission to negotiate with the vendor for additional work on an as-needed basis. Please grant the Director of Purchasing the authority to dismiss someone from the pool per the terms and conditions of the quote.

**2. WHAT ACTION ACCOMPLISHES:** Allows the County to install voice and data cable at competitive prices from a pre-approved pool of vendors.

**3. MANAGEMENT RECOMMENDATION:** Approve as stated.

**4. Departmental Category:** C6B **5. Meeting Date:** 05-09-2006

<b>6. Agenda:</b> <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	<b>7. Requirement/Purpose: (specify)</b>		<b>8. Request Initiated:</b>
	<input type="checkbox"/> Statute		Commissioner _____
	<input type="checkbox"/> Ordinance		Department _____
	<input checked="" type="checkbox"/> Admin. Code	<u>AC-4-1</u>	Division <u>ITG</u>
	<input type="checkbox"/> Other		By: <u>James P. Desjarlais</u>

**9. Background:** The Division of Purchasing has been reviewing the purchase of voice and data cable finding it to be very competitive. Sealed quotations were received on February 21, 2006; an evaluation committee met on April 3, 2006 and recommended that Kent Technologies, Inc., Compulink, Fiber Solutions, Jan-Tech Communications Inc., Black Box Network Services and Telecommunication Conexxions of Florida Inc. receive an award and eligibility to quote on upcoming projects.

Funds will be made available on a project specific basis.

Please See Attachments:

- (1) Tabulation Sheet
- (2) Specifications
- (3) Responses from Kent Technologies, Inc., Compulink, Fiber Solutions, Jan-Tech Communications Inc., Black Box Network Services and Telecommunication Conexxions of Florida Inc.
- (4) Evaluation Committee Recommendation

**10. Review for Scheduling:**

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mgr.	
<i>[Signature]</i>	<i>[Signature]</i>	N/A	N/A	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>

**11. Commission Action:**

- Approved
- Deferred
- Denied
- Other

RECEIVED BY	<i>[Signature]</i>
COUNTY ADMIN:	<i>[Signature]</i>
FORWARDED TO:	<i>[Signature]</i>
	<i>[Signature]</i>

Rec. by CoAtty	<i>[Signature]</i>
Date:	<u>4/25/06</u>
Time:	<u>9:29am</u>
Forwarded To:	<u>Admin 4/25/06</u>



# ATTACHMENT 2



**LEE COUNTY**  
SOUTH WEST FLORIDA

PROJECT NO.: Q-060164

OPEN DATE: FEBRUARY 21, 2006

AND TIME: 2:30 P.M.

PRE-BID DATE: FEBRUARY 7, 2006

AND TIME: 10:00 A.M.

LOCATION: 1825 HENDRY ST. 3<sup>rd</sup> FLOOR  
FORT MYERS, FL 33901

# REQUEST FOR QUOTATIONS

## TITLE:

## THE ANNUAL PURCHASE OF DATA AND VOICE CABLE AND INSTALLATION

REQUESTER: LEE COUNTY BOARD OF COUNTY COMMISSIONERS  
DIVISION OF PURCHASING

**MAILING ADDRESS**

P.O. BOX 398  
FORT MYERS, FL 33902-0398

**PHYSICAL ADDRESS**

1825 Hendry St 3<sup>rd</sup> Floor  
FORT MYERS, FL 33901

BUYER: KATHY CICCARELLI, CPPB  
PURCHASING AGENT  
PHONE NO.: (239) 344-5450

**GENERAL CONDITIONS**

Sealed Quotations will be received by the DIVISION OF PURCHASING, until 2:30pm on the date specified on the cover sheet of this "Request for Quotations", and opened immediately thereafter by the Purchasing Director or designee.

Any question regarding this solicitation should be directed to the Buyer listed on the cover page of this solicitation, or by calling the Division of Purchasing at (239) 344-5450.

1. **SUBMISSION OF QUOTE:**

a. Quotations shall be sealed in an envelope, and the outside of the envelope should be marked with the following information:

1. Marked with the words "Sealed Quote"
2. Name of the firm submitting the quotation
3. Title of the quotation
4. Quotation number

b. The Quotation shall be submitted in triplicate as follows:

1. The original consisting of the Lee County quotes forms completed and signed.
2. A copy of the original quote forms for the Purchasing Director.
3. A second copy of the original quote forms for use by the requesting department.

c. The following should be submitted along with the quotation in a separate envelope. This envelope should be marked as described above, but instead of marking the envelope as "Sealed Quote", please indicate the contents; i.e., literature, drawings, submittals, etc. This information should be submitted in duplicate.

1. Any information (either required or in addition to that asked for by the specifications) necessary to analyze your quotation; i.e., required submittals, literature, technical data, financial statements.
2. Warranties and guarantees against defective materials and workmanship.

d. **ALTERNATE QUOTE:** If the vendor elects to submit more than one quote, then the quotes should be submitted in separate envelopes and marked as indicated above. The second, or alternate quote should be marked as "Alternate".

- e. **QUOTES RECEIVED LATE:** It is the quoter's responsibility to ensure that his quote is received by the Division of Purchasing prior to the opening date and time specified. Any quote received after the opening date and time will be promptly returned to the quoter unopened. Lee County will not be responsible for quotes received late because of delays by a third party delivery service; i.e., U.S. Mail, UPS, Federal Express, etc.
- f. **QUOTE CALCULATION ERRORS:** In the event there is a discrepancy between the total quoted amount or the extended amounts and the unit prices quoted, the unit prices will prevail and the corrected sum will be considered the quoted price.
- g. **PAST PERFORMANCE:** All vendors will be evaluated on their past performance and prior dealings with Lee County (i.e., failure to meet specifications, poor workmanship, late delivery, etc.).
- h. **WITHDRAWAL OF QUOTE:** No quote may be withdrawn for a period of 90 days after the scheduled time for receiving quotes. A quote may be withdrawn prior to the quote-opening date and time. Such a request to withdraw should be made in writing to the Purchasing Director, who will approve or disapprove of the request.
- i. **COUNTY RESERVES THE RIGHT:** The County reserves the right to waive minor informalities in any quote; to reject any or all quotes with or without cause; and/or to accept the quote that in its judgment will be in the best interest of the County of Lee.
- j. **EXECUTION OF QUOTE:** All quotes shall contain the signature of an authorized representative of the quoter in the space provided on the quote proposal form. All quotes shall be typed or printed in ink. The bidder may not use erasable ink. All corrections made to the quote shall be initialed.

2. **ACCEPTANCE**

The materials and/or services delivered under the quote **shall** remain the property of the seller until a physical inspection and actual usage of these materials and/or services is accepted by the County and is to be in compliance with the terms herein, fully in accord with the specifications and of the highest quality. In the event the materials and/or services supplied to the County are found to be defective or do not conform to specifications, the County reserves the right to cancel the order upon written notice to the seller and return such product to the seller at the seller's expense.

3. **SUBSTITUTIONS**

Whenever in these specifications a brand name or make is mentioned, it is the intention of the County only to establish a grade or quality of materials and not to rule out other brands or makes of equality. However, if a product other than that specified is quote, it is the vendor's responsibility to name such product with his quote and to prove to the County that said product is equal to the product specified. Lee County **shall** be the sole judge as to whether a product being offered by the quoter is actually equivalent to the one being specified by the detailed specifications. (Note: This paragraph does not apply when it is determined that the technical requirements of this solicitation require only a specific product as stated in the detailed specifications.)

4. **RULES, REGULATIONS, LAWS, ORDINANCES & LICENSES**

The awarded vendor shall observe and obey all laws, ordinances, rules, and regulations, of the federal, state, and local government, which may be applicable to the supply of this product or service.

- a. Occupational License – Vendor shall submit within 10 calendar days after request.
- b. Specialty License(s) – Vendor shall possess at the time of the opening of the quote all necessary permits and/or license required for the sale of this product and/or service and upon the request of the County provide copies of licenses and/or permits within 10 calendar days after request.

5. **RECYCLED PRODUCTS**

It is the Lee County Board of County Commissioners' stated policy objective to "Ensure all departments are aware of the availability of recycled products..." (Administrative Code #AC-10-4). In an effort to provide the utmost opportunity for the use of recycled products by Lee County, vendors should list on their letterhead, all necessary information regarding any applicable recycled products they have available. Recycled products should meet all other specifications listed and have a minimum of 50%-recycled content. Whenever fiscally feasible, available recycled products will be purchased.

6. **WARRANTY/GUARANTY** (unless otherwise specified)

All materials and/or services furnished under this quote shall be warranted by the vendor to be free from defects and fit for the intended use.

7. **PRE-BID CONFERENCE**

A pre-bid conference will be held at the location, date, and time specified on the cover of this solicitation. Pre-bid conferences are generally non-mandatory, but it is highly recommended that everyone planning to submit a quote attend.

In the event a pre-bid conference is classified as mandatory, it will be so specified on the cover of this solicitation and it will be the responsibility of the quoter to ensure that they are represented at the pre-bid. Only those quoters who attend the pre-bid conference will be allowed to quote on this project.

8. **BIDDERS LIST MAINTENANCE**

A bidder should respond to "Request for Quotations" in order to be kept on the Bidder's List. Failure to respond to three different "request for quotations" may result in the vendor being removed from the Bidder's List. A bidder may do one of the following, in order to respond properly to the request:

- a. Submission of a quotation prior to the quote receipt deadline.
- b. Submission of a "no bid" notice prior to the quote receipt deadline.

9. **LEE COUNTY PAYMENT PROCEDURES**

All vendors are requested to mail one original invoice and one invoice copy to:

Lee County Finance Department  
Post Office Box 2238  
Fort Myers, FL 33902-2238

All invoices will be paid as directed by the Lee County payment procedure unless otherwise differently stated in the detailed specification portion of this quote.

Lee county will not be liable for request of payment deriving from aid, assistance, or help by any individual, vendor, quoter, or bidder for the preparation of these specifications.

Lee County is generally a tax-exempt entity subject to the provisions of the 1987 legislation regarding sales tax on services. Lee County will pay those taxes for which it is obligated, or it will provide a Certificate of Exemption furnished by the Department of Revenue. All contractors or quoters should include in their quote all sales or use taxes, which they will pay when making purchases of material or subcontractor's services.

10. **LEE COUNTY BID PROTEST PROCEDURE**

Any contractor/vendor/firm that has submitted a formal bid/quote/proposal to Lee County, and who is adversely affected by an intended decision with respect to the award of the formal bid/quote/proposal, shall file with the County's Purchasing Director or Public Works Director a written "Notice of Intent to File a Protest" not later than seventy-two (72) hours (excluding Saturdays, Sundays and Legal Holidays) after receipt of a "Notice of Intended Decision" from the County with respect to the proposed award of the formal bid/quote/proposal.

The "Notice of Intent to File a Protest" is one of two documents necessary to perfect Protest. The second document is the "Formal Written Protest", both documents are described below.

The "Notice of Intent to File a Protest" document shall state all grounds claimed for the Protest, and clearly indicate it as the "Notice of Intent to File a Protest". Failure to clearly indicate the Intent to file the Protest shall constitute a waiver of all rights to seek any further remedies provided for under this Protest Procedure.

The "Notice of Intent to File a Protest" shall be received ("stamped in") by the Purchasing Director or Public Works Director not later than Four o'clock (4:00) PM on the third working day following the day of receipt of the County's Notice of Intended Decision.

The affected party shall then file its Formal Written Protest within ten (10) calendar days after the time for the filing of the Notice of Intent to File a Protest has expired. Except as provided for in the paragraph below, upon filing of the Formal Written Protest, the contractor/vendor/firm shall post a bond, payable to the Lee County Board of County Commissioners in an amount equal to five percent (5%) of the total bid/quote/proposal, or Ten Thousand Dollars (\$10,000.00), whichever is less. Said bond shall be designated and held for payment of any costs that may be levied against the protesting contractor/vendor/firm by the Board of County Commissioners, as the result of a frivolous Protest.

A clean, Irrevocable Letter of Credit or other form of approved security, payable to the County, may be accepted. Failure to submit a bond, letter of credit, or other approved security simultaneously with the Formal Written Protest shall invalidate the protest, at which time the County may continue its procurement process as if the original "Notice of Intent to File a Protest" had never been filed.

Any contractor/vendor/firm submitting the County's standard bond form (CSD: 514), along with the bid/quote/proposal, shall not be required to submit an additional bond with the filing of the Formal Written Protest.



The Formal Written Protest shall contain the following:

- County bid/quote/proposal identification number and title.
- Name and address of the affected party, and the title or position of the person submitting the Protest.
- A statement of disputed issues of material fact. If there are no disputed material facts, the Formal Protest must so indicate.
- A concise statement of the facts alleged, and of the rules, regulations, statues, or constitutional provisions, which entitle the affected party to relief.
- All information, documents, other materials, calculations, and any statutory or case law authority in support of the grounds for the Protest.
- A statement indicating the relief sought by the affected (protesting) party.
- Any other relevant information that the affected party deems to be material to Protest.

Upon receipt of a timely filed "Notice of Intent to File a Protest", the Purchasing Director or Public Works Director (as appropriate) may abate the award of the formal bid/quote/proposal as appropriate, until the Protest is heard pursuant to the informal hearing process as further outlined below, except and unless the County Manager shall find and set forth in writing, particular facts and circumstances that would require an immediate award of the formal bid/quote/proposal for the purpose of avoiding a danger to the public health, safety, or welfare. Upon such written finding by the County Manager, the County Manager may authorize an expedited Protest hearing procedure. The expedited Protest hearing shall be held within ninety-six (96) hours of the action giving rise to the contractor/vendor/firm's Protest, or as soon as may be practicable for all parties. The "Notice of Intent to File a Protest" shall serve as the grounds for the affected party's presentation and the requirements for the submittal of a formal, written Protest under these procedures, to include the requirement for a bond, shall not apply.

The Dispute Committee shall conduct an informal hearing with the protesting contractor/vendor/firm to attempt to resolve the Protest, within seven working days (excluding Saturdays, Sundays and legal holidays) from receipt of the Formal Written Protest. The Chairman of the Dispute Committee shall ensure that all affected parties may make presentations and rebuttals, subject to reasonable time limitations, as appropriate. The purpose of the informal hearing by the Dispute Committee, the protestor and other affected parties is to provide and opportunity: (1) to review the basis of the Protest; (2) to

evaluate the facts and merits of the Protest: and (3) to make a determination whether to accept or reject the Protest.

Once a determination is made by the Dispute Committee with respect to the merits of the Protest, the Dispute Committee shall forward to the Board of County Commissioners its recommendations, which shall include relevant background information related to the procurement.

Upon receiving the recommendation from the Dispute Committee, the Board of County Commissioners shall conduct a hearing on the matter at a regularly scheduled meeting. Following presentations by the affected parties, the Board shall render its decision on the merits of the Protest.

If the Board's decision upholds the recommendation by the Dispute Committee regarding the award, and further finds that the Protest was either frivolous and/or lacked merit, the Board, at its discretion, may assess costs, charges, or damages associated with any delay of the award, or any costs incurred with regard to the protest. These costs, charges or damages may be deducted from the security (bond or letter of credit) provided by the contractor/vendor/firm. Any costs, charges or damages assessed by the Board in excess of the security shall be paid by the protesting contractor/vendor/firm within thirty (30) calendar days of the Board's final determination concerning the award.

All formal bid/quote/proposal solicitations shall set forth the following statement:

**“FAILURE TO FOLLOW THE BID PROTEST PROCEDURE REQUIREMENTS WITHIN THE TIMEFRAMES AS PRESCRIBED HEREIN AND ESTABLISHED BY LEE COUNTY BOARD OF COUNTY COMMISSIONERS, FLORIDA, SHALL CONSTITUTE A WAIVER OF YOUR PROTEST AND ANY RESULTING CLAIMS.”**

11. **PUBLIC ENTITY CRIME**

Any person or affiliate as defined by statute who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid or a contract to provide any goods or services to the County; may not submit a bid on a contract with the County for the construction or repair of a public building or a public work; may not submit bids or leases of real property to the County; may not be awarded or perform works as a contractor, supplier, subcontractor, or consultant under a contract with the County, and may not transact business with the County in excess of \$25,000.00 for a period of 36 months from the date of being placed on the convicted vendor list.

12. **QUALIFICATION OF QUOTERS** (unless otherwise noted)

Quotes will be considered only from firms normally engaged in the sale and distribution or provision of the services as specified herein. Quoters shall have adequate organization, facilities, equipment, and personnel to ensure prompt and efficient service to Lee County. The County reserves the right before recommending any award to inspect the facilities and organization; or to take any other action necessary to determine ability to perform is satisfactory, and reserves the right to reject quotes where evidence submitted or investigation and evaluation indicates an inability of the quoter to perform.

13. **MATERIAL SAFETY DATA SHEETS**

In accordance with Chapter 443 of the Florida Statutes, it is the vendor's responsibility to provide Lee County with Materials Safety Data Sheets on quoted materials, as may apply to this procurement.

14. **MISCELLANEOUS**

If a conflict exists between the General Conditions and the detailed specifications, then the detailed specifications shall prevail.

15. **WAIVER OF CLAIMS**

Once this contract expires, or final payment has been requested and made, the awarded contractor shall have no more than 30 days to present or file any claims against the County concerning this contract. After that period, the County will consider the Contractor to have waived any right to claims against the County concerning this agreement.

16. **AUTHORITY TO PIGGYBACK**

It is hereby made a precondition of any quote and a part of these specifications that the submission of any quote in response to this request constitutes a quote made under the same conditions, for the same price, and for the same effective period as this quote, to any other governmental entity.

17. **COUNTY RESERVES THE RIGHT**

a) **State Contract**

If applicable, the County reserves the right to purchase any of the items in this quote from State Contract Vendors if the prices are deemed lower on State Contract than the prices we receive in this quotation.

b) **Any Single Large Project**

The County, in its sole discretion, reserves the right to separately quote any project that is outside the scope of this quote, whether through size, complexity, or dollar value.

c) **Disadvantaged Business Enterprises**

The County, in its sole discretion, reserves the right to purchase any of the items in this quote from Disadvantage Business Enterprise vendor if the prices are determined to be in the best interest of the County, to assist the County in the fulfillment of any of the County's grant commitments to federal or state agencies.

The County further reserves the right to purchase any of the items in this quote from DBE's to fulfill the County's state policy toward DBE's as outlined in County Ordinance 88-45 and 90-04, as amended.

d) **Anti-Discrimination**

The vendor for itself, its successors in interest, and assignees, as part of the consideration there of covenant and agree that:

In the furnishing of services to the County hereunder, no person on the grounds of race, religion, color, age, sex, national origin, handicap or marital status shall be excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination.

The vendor will not discriminate against any employee or applicant for employment because of race, religion, color, age, sex, national origin, handicap or marital status. The vendor will make affirmative efforts to insure that applicants are employed and that employees are treated during employment without regard to their race, religion, color, age, sex, national origin, handicap or marital status. Such action shall include, but not be limited to, acts of employment, upgrading, demotion or transfer; recruitment advertising; layoff or termination, rates of pay or other forms of compensation and selection for training, including apprenticeship.

Vendor agrees to post in a conspicuous place, available to employees and applicants for employment, notices setting forth the provisions of this anti-discrimination clause.

Vendor will provide all information and reports required by relevant regulations and/or applicable directives. In addition, the vendor shall permit access to its books, records, accounts, other sources of information,

and its facilities as may be determined by the County to be pertinent to ascertain compliance. The vendor shall maintain and make available relevant data showing the extent to which members of minority groups are beneficiaries under these contracts.

Where any information required of the vendor is in the exclusive possession of another who fails or refuses to furnish this information, the vendor shall so certify to the County its effort made toward obtaining said information. The vendor shall remain obligated under this paragraph until the expiration of three (3) years after the termination of this contract.

In the event of breach of any of the above anti-discrimination covenants, the County shall have the right to impose sanctions as it may determine to be appropriate, including withholding payment to the vendor or canceling, terminating, or suspending this contract, in whole or in part.

Additionally, the vendor may be declared ineligible for further County contracts by rule, regulation or order of the Board of County Commissioners of Lee County, or as otherwise provided by law.

The vendor will send to each union, or representative of workers with which the vendor has a collective bargaining agreement or other contract of understanding, a notice informing the labor union of worker's representative of the vendor's commitments under this assurance, and shall post copies of the notice in conspicuous places available to the employees and the applicants for employment.

The vendor will include the provisions of this section in every subcontract under this contract to insure its provisions will be binding upon each subcontractor. The vendor will take such actions with respect to any subcontractor, as the contracting agency may direct, as a means of enforcing such provisions, including sanctions for non-compliance.

18. **AUDITABLE RECORDS**

The awarded vendor shall maintain auditable records concerning the procurement adequate to account for all receipts and expenditures, and to document compliance with the specifications. These records shall be kept in accordance with generally accepted accounting methods, and Lee County reserves the right to determine the record-keeping method required in the event of non-conformity. These records shall be maintained for two years after completion of the project and shall be readily available to County personnel with reasonable notice, and to other persons in accordance with the Florida Public Disclosure Statues.

19. **DRUG FREE WORKPLACE**

Whenever two or more quotes/proposals, which are equal with respect to price, quality and service, are received for the procurement of commodities or contractual services, a quote/proposal received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall comply with the requirements of Florida Statutes 287.087.

20. **REQUIRED SUBMITTALS**

Any submittals requested should be returned with the quote response. This information may be accepted after opening, but no later than 10 calendar days after request.

21. **TERMINATION**

Any agreement as a result of this quote may be terminated by either party giving thirty (30) calendar days advance written notice. The County reserves the right to accept or not accept a termination notice submitted by the vendor, and no such termination notice submitted by the vendor shall become effective unless and until the vendor is notified in writing by the County of its acceptance.

The Purchasing Director may immediately terminate any agreement as a result of this quote for emergency purposes, as defined by the Lee County Purchasing and Payment Procedure Manual.

Any vendor who has voluntarily withdrawn from a formal quote/proposal without the County's mutual consent during the contract period shall be barred from further County procurement for a period of 180 days. The vendor may apply to the Board of Lee County Commissioners for waiver of this debarment. Such application for waiver of debarment must be coordinated with and processed by Purchasing.

22. **CONFIDENTIALITY**

Vendors should be aware that all submittals (including financial statements) provided with a quote/proposal are subject to public disclosure and will **not** be afforded confidentiality.

23. **ANTI-LOBBYING CLAUSE**

All firms are hereby placed on formal notice that neither the County Commissioners nor candidates for County Commission, nor any employees from the Lee County Government, Lee County staff members, nor any members of the Qualification/Evaluation Review Committee are to be lobbied, either individually or collectively, concerning this project. Firms and their agents who intend to submit qualifications, or have submitted qualifications, for this project are hereby placed on *formal notice* that they are **not** to contact County personnel for such purposes as holding meetings of introduction, meals, or meetings relating to the selection process outside of those specifically scheduled by the County for negotiations. Any such lobbying activities may cause immediate disqualification for this project.

24. **INSURANCE (AS APPLICABLE)**

Insurance shall be provided, per the attached insurance guide. Upon request, an insurance certificate complying with the attached guide may be required prior to award.

**LEE COUNTY, FLORIDA  
PROPOSAL QUOTE FORM  
FOR THE ANNUAL PURCHASE OF  
DATA AND VOICE CABLE AND INSTALLATION**

DATE SUBMITTED: \_\_\_\_\_

VENDOR NAME: \_\_\_\_\_

TO: The Board of County Commissioners  
Lee County  
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers:

\_\_\_\_\_

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?

YES \_\_\_\_\_ NO \_\_\_\_\_

TO BE STARTED WITHIN \_\_\_\_\_ CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.



Are there any modifications to the quote or specifications:

Yes \_\_\_\_\_ No \_\_\_\_\_

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

ANTI-COLLUSION STATEMENT

**THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.**

FIRM NAME \_\_\_\_\_

BY (Printed): \_\_\_\_\_

BY (Signature): \_\_\_\_\_

TITLE: \_\_\_\_\_

FEDERAL ID # OR S.S. # \_\_\_\_\_

ADDRESS: \_\_\_\_\_

\_\_\_\_\_

PHONE NO.: \_\_\_\_\_

FAX NO.: \_\_\_\_\_

CELLULAR PHONE/PAGER NO.: \_\_\_\_\_

LEE COUNTY OCCUPATIONAL LICENSE NUMBER: \_\_\_\_\_

E-MAIL ADDRESS: \_\_\_\_\_

REVISED: 7/28/00

**LEE COUNTY, FLORIDA  
DETAILED SPECIFICATIONS FOR  
THE ANNUAL PURCHASE OF  
DATA AND VOICE CABLE AND INSTALLATION**

**SECTION I – GENERAL INFORMATION**

**SCOPE**

Lee County is seeking qualified vendors to provide voice and data cable installation, termination services,(including parts and supplies) and assist with moves, adds and changes County-wide, on an annual basis.

**TERM OF QUOTE**

This quote shall be in effect for one year, or until new quotes are taken and awarded. This quote, or any portion thereof, has the option of being renewed for four additional one year periods, upon mutual agreement of both parties, under the same terms and conditions.

**GENERAL INFORMATION**

The equipment provided under these specifications shall be new and unused.

All wire frames, racks, punch blocks, jacks, wall plates, patch panel, conduit, plugs, duct, connectors, wall sleeves, etc., other materials, labor and other necessary items to perform this job will be supplied by the awarded vendor unless specifically noted herein or other arrangements made.

All copper and fiber cabling runs will be tested and follow the industry standards for Category 6 installation, testing and acceptance.

All wiring completed pursuant to the specifications of this contract must comply with EIA/TIA 568-B, NEC, Florida Building Code, Lee County Codes, and BICSI standards for a category 6 channel installation.

All wiring runs will be documented at termination points and other intermediary locations, with all necessary information, including far-end punch blocks or patch panels and the station locations. Complete documentation of all cabling and test results will be displayed at IDF room and delivered to Lee County at the completion of the project. The vendor will fire caulk all sleeves and penetration required for cable installation. Vendor will provide sleeves with end bushings for project as needed. All fire walls require penetrations to be sleeved. Size of sleeves shall be determined based on quantities of cables needed for serviced area.

WORKMANSHIP

All work shall be done by skilled mechanics in accordance with BICSI standard practices and in a manner acceptable to the County. All cable will be tested and certified and printed test reports will be provided. Worksite should be left in a neat and orderly condition. All cable should be properly installed and contained. Any work not conforming to these specifications shall be corrected to the satisfaction of the County. Such corrections shall be made at the expense of the contractor.

CERTIFICATION

A minimum of one member of the awarded vendor's staff must hold a current RCDD certification. Should the employment status of the person with the certification change Lee County should be notified immediately.

SUPERVISION AND SAFETY

The contractor shall be responsible for the supervision and direction of the work performed by his employees and subcontractors; and shall, at all times provide a full time manager or crew leader on the premises to carry out the responsibility. The manager or crew leader shall have the authority to act as agent for the contractor in his absence, and shall be fully qualified to implement the contract specifications.

The contractor shall be responsible for instructing his employees in all safety measures. All equipment used by the contractor shall be maintained in safe operating condition at all times, free from defects or wear which may in any way constitute a hazard to any person or persons on County property. All electrical equipment will be properly grounded. All employees will wear proper personal protective equipment while working on County premises (including protection from reactive products). Adequate ventilation of fumes shall be provided at all times.

GENERAL WORK REQUIREMENTS

Each employee shall wear a photo identification tag with other necessary information, provided and paid for by the vendor.

Background checks on all employees will be performed by the Justice Center using the National Crime Information Center (NCIC) and the Florida Crime Information Center (FCIC). Background checks on any new employees hired during the term of the contract must be performed immediately before the employee will be allowed to work in the County's facilities. Based on these background checks, the County reserves the right to ask the vendor to remove an employee from working in any County facility.

COUNTY RESERVES THE RIGHT

Lee County reserves the right to use the original vendor for on-going multi-year project (for the same building) for three years or the duration of the project. In order to accomplish this the County reserves the right to:

- 1. Negotiate additional work at the same job site with the awarded vendor.
- 2. Re-quote if The County and the awarded vendor are not able to come to terms.

Lee County reserves the right to perform small jobs (six jacks or less) in house at its discretion.

ESTIMATED DOLLAR VOLUME

Lee County anticipates spending approximately \$300,000.00 for the purchase and installation of data and voice cable over the next 12 months. This is an estimate only; no guarantees are expressed or implied.

DESIGNATED CONTACT

The awarded vendor shall appoint two people to act as primary contacts with Lee County. They shall be readily available during normal working hours by phone or in person, and shall be knowledgeable of the terms and procedures involved.

SCHEDULING

A. Lee County, working with the vendor, may designate the time during which work may be performed. For the purpose of this quote the County will consider work hours as follows:

- (1) Normal work hours will be between 7 a.m. and 6 p.m. Monday through Friday.
- (2) After hours overtime between 7 p.m. and 6 a.m.
- (3) Weekends includes Saturday and Sunday.
- (4) Holidays are as follows:

- New Years Day - January 1
- Martin Luther King Day - To Be Designated
- Memorial Day - To Be Designated
- Fourth of July - July 4
- Labor Day - 1st Monday in Sept.
- Veterans Day - To Be Designated
- Thanksgiving Day - 4th Thursday in Nov.  
Friday After Thanksgiving Day
- Christmas Day - December 25

B. All individually quoted and awarded jobs shall be started within ten days of award unless specified otherwise.

C. All job quotes shall include a completion date (agreed upon after award in writing). Jobs shall be completed in a timely manner. If the completion date is not met other than for lack of cable or equipment or related contractor delay it could result in a vendor complaint. Three vendor complaints may be cause for dismissal from the pool via Board action.

Note: At the project manager's discretion, extensions to the completion date may be granted.

#### SUBSTITUTIONS

Any substitutions for listed cable or equipment must be approved by Lee County.

#### MAJOR BREAKDOWNS/NATURAL DISASTERS

Lee County requires that the awarded vendor provide the name of two contact person and phone number which will afford Lee County access 24 hours per day, 365 days per year, to these products in the event of major breakdowns or natural disasters.

#### INSURANCE

Insurance shall be provided, per the attached insurance guide, prior to issuance of notice to proceed.

#### REQUIRED SUBMITTALS

- I. A minimum of three (3) years experience.
- II. Experience in the sale and installation of cable and hardware such as specified in this quotation.
- III. List of five (5) references.
- IV. Copies of current Certificates of Insurance or a letter from your insurance Company evidencing the ability of your company to be insured for the amounts required under this RFQ.
- V. Include with your quote a list of current employees and their certifications (please include copies). At least one employee must have a current RCDD Certification (please include a copy) and be available at anytime.
- VI. Low voltage license. (Note: Must have in your possession at time quote is filled out and submitted for consideration by Lee County.)

The submittals requested should be returned as directed with the quote response. This information may be accepted after opening, but no later than 10 calendar days after request.

SITE VISITS

Lee County reserves the right to make site visits to vendor facilities as part of the evaluation procedure.

DELIVERY REQUIREMENTS

All commodities and services purchased under this quote are to be delivered (inside delivery as applicable), F.O.B., Lee County, Florida, as directed. All prices quoted – see “Basis of Award” – shall include delivery as directed.

CONTRACTS/AGREEMENTS

If your firm will require Lee County to sign any type of contract and/or agreement as part of this quotation, please include a copy of these documents with your quotation.

**SECTION II – VENDOR QUALIFICATIONS**

PLEASE USE ADDITIONAL SHEETS OF PAPER AS NECESSARY TO RESPOND IN FULL TO THE FOLLOWING QUESTIONS/REQUIREMENTS.

**PLEASE SUBMIT ALL REQUIRED SUBMITTALS IN TRIPLICATE.**

To qualify for consideration for selection as a qualified vendor, a vendor must meet certain designated minimum experience and qualifications. These minimum qualifications are outlined in the following sections. A vendor must also demonstrate that he/she is financially qualified.

**NOTE: IN ORDER TO QUALIFY TO PROCEED AND BE CONSIDERED FOR AWARD AS A QUALIFIED VENDOR; A “PASS” MUST BE OBTAINED FOR ALL OF THE EVALUATION CRITERIA – SEE “SAMPLE A – EVALUATION SHEETS FOR REQUEST FOR QUALIFICATIONS”.**

**REQUIRED SUBMITTALS FOR THIS RFQ ARE AS FOLLOWS:**

**I. EXPERIENCE/REFERENCES/CERTIFICATIONS**

To qualify for consideration, a vendor must have at least three years of demonstrable, professional experience and background in the sale and installation of cable such as that specified in this quotation. This experience may be all with one firm; or it may be another firm in the industry. Please tell us about your experience and accomplishments that would qualify you for the type of work that we are requiring. **Describe experience and accomplishments in narrative form, no longer than five (5) 8-1/2” x 11” pages - list all of your certifications and references (see below).**

Further, all companies submitting a prequalification request shall provide a minimum of five (5) references listing customer names, addresses, telephone numbers, and contact person, for whom cable has been installed under similar conditions.

Include in your narrative a list of current employees and their certifications (please include copies). At least one employee must have a current RCDD Certification (please include a copy) and be available at anytime. Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval (Please include a copy of your current RCDD certification).



**II. FINANCIAL QUALIFICATIONS (MINIMUM)**

**INSURANCE REQUIREMENTS**

**NOTE:** Your certificate of insurance must meet the following requirements:

**Requirement #1:**

**The Lee County Board of County Commissioners shall be added as an additional insured on the comprehensive general liability policy.**

**Requirement #2:**

Certificate holder shall be listed as follows:

Lee County Board of County Commissioners  
C/O Lee County Purchasing  
P.O. Box 398  
Fort Myers, FL 33902-0398

**Requirement #3:**

Each policy shall provide a 30-day notification clause in the event of cancellation, non-renewal or adverse change.

1. **Insurance Requirements:** *These are minimum requirements, which are subject to modification in response to operations involving a higher level of loss exposure.*
  - a. **Workers' Compensation** - Statutory benefits as defined by FS 440 encompassing all operations contemplated by this contract or agreement to apply to all owners, officers, and employees regardless of the number of employees. Individual employees may be exempted per State Law. Employers' liability will have minimum limits of:  
  
\$500,000 per accident  
\$500,000 disease limit  
\$500,000 disease limit per employee
  - b. **Commercial General Liability** - Coverage shall apply to premises and/or operations, products and/or completed operations, independent contractors, contractual liability, and broad form property damage exposures with minimum limits of:

\$500,000 bodily injury per person (BI)  
\$1,000,000 bodily injury per occurrence (BI)  
\$500,000 property damage (PD) or  
\$1,000,000 combined single limit (CSL) of BI and PD

- c. Business Auto Liability - The following Automobile Liability will be required and coverage shall apply to all owned, hired and non-owned vehicles use with minimum limits of:

\$500,000 bodily injury per person (BI)  
\$1,000,000 bodily injury per occurrence (BI)  
\$100,000 property damage (PD) or  
\$1,000,000 combined single limit (CSL) of BI and PD

***\*The required limit of liability shown in Standard Contract: 1.a; 1.b; 1.c; may be provided in the form of "Excess Insurance" or "Commercial Umbrella Policies." In which case, a "Following Form Endorsement" will be required on the "Excess Insurance Policy" or "Commercial Umbrella Policy."***

2. Verification of Coverage:

a. Ten (10) days prior to the commencement of any work under this contract a certificate of insurance will be provided to the Risk Manager for review and approval. The certificate shall provide for the following:

1. ***"Lee County, a political subdivision and Charter County of the State of Florida, its agents, employees, and public officials" will be named as an "Additional Insured" on the General Liability policy.***

2. Lee County will be given thirty (30) days notice prior to cancellation or modification of any stipulated insurance. Such notification will be in writing by registered mail, return receipt requested and addressed to the Risk Manager (P.O. BOX 398 Ft. Myers, FL 33902).

3. Special Requirements:

- a. An appropriate "Indemnification" clause shall be made a provision of the contract.
- b. It is the responsibility of the general contractor to insure that all subcontractors comply with all insurance requirements.

To the fullest extent permitted by applicable law, Contractor shall protect, defend, indemnify, save and hold the County, the Board of County Commissioners, its agents, officials, and employees harmless from and against any and all claims, demands, fines, loss or destruction of property, liabilities, damages, for claims based on the negligence, misconduct, or omissions of the Contractor resulting from the Contractor's work as further described in this contract, which may arise in favor of any person or persons resulting from the Contractor's performance or non-performance of its obligations under this contract except any damages arising out of personal injury or property claims from third parties caused solely by the negligence, omission(s) or willful misconduct of the County, its officials, commissions, employees or agents, subject to the limitations as set out in Florida general law, Section 768.28, Florida Statutes, as amended. Further, Contractor hereby agrees to indemnify the County for all reasonable expenses and attorney's fees incurred by or imposed upon the County in connection therewith for any loss, damage, injury or other casualty. Contractor additionally agrees that the County may employ an attorney of the County's own selection to appear and defend any such action, on behalf of the County, at the expense of the Contractor. The Contractor further agrees to pay all reasonable expenses and attorney's fees incurred by the County in establishing the right to indemnity.

**Please include copies of current Certificates of Insurance or a letter from your insurance company evidencing the ability of your company to be insured for the amounts required under this RFQ.**

### **III. CABLE**

A. To qualify vendors must be able to provide the following brands of solid copper, 24 AWG, 100  $\Omega$  balanced twisted-pair (UTP) backbone cable, cat 6 plenum and cat 6 PVC, four pair cable.

Note: Listed Type CMR, CMP, MPR and/or MPP (as required in the NEC 2002)

1. Berk-Tek cable
2. General Cable
3. Mohawk Cable

**Please explain how your firm complies with this requirement.**

It is required that quoters provide a minimum of one-year warranty covering all installations and repairs(all parts and labor) on purchases made as a result of this quote. All manufacturers' warranties shall apply as applicable.

**Please explain how your firm complies with this requirement.**

### **IV. EQUIPMENT**

Can you provide the full line of the following equipment?

- A. Siemons
- B. Leviton
- C. Panduit

**Please explain how your firm complies with this requirement.**

It is required that quoters provide a minimum of one-year warranty covering all installations and repairs(all parts and labor) on purchases made as a result of this quote. All manufacturers' warranties shall apply as applicable.

**Please explain how your firm complies with this requirement.**

- D. Systimax (old AT&T/Avaya)

The County still has a lot of Systimax equipment in place in many of our buildings. Can you provide us with Systimax cable and/or hardware if needed?

**Please explain how your firm complies with this requirement.**

**V. BICSI CERTIFICATION**

Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval. This individual must be on your staff at the time the quote is submitted. Please include a copy of your current RCDD certification(s).

**Please explain how your firm complies with this requirement.**

**VI. LOW VOLTAGE LICENSE**

In order to obtain an occupational license in Lee County you must have a low voltage electrical license. You must possess this license at the time the quote is submitted for Lee County’s consideration. Please include a copy of your low voltage electrical license.

License no.: \_\_\_\_\_

**Please explain how your firm complies with this requirement.**

**VII. LOCATION/EMPLOYEES**

We require that you have a location within a 200-mile radius of downtown Fort Myers, Florida.

Location of facility: \_\_\_\_\_

Distance: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

**VIII. REPLACEMENT CABLE AND HARDWARE**

Lee County will require that the awarded vendor(s) make provision for four delivery situations:

1. On the shelf cable and hardware shall be delivered the same day as ordered.
2. Manufacturer regional warehouse items shall be delivered after receipt by vendor, freight included, on next working day.
3. Factory back-ordered cable and hardware shall be delivered the same day they are received by the vendor.

4. Priority orders for cable and hardware, not stocked locally, which are required for emergency repairs shall be handled as quickly as possible using premium transportation as directed by the County. Premium transportation costs may be passed to the County at their actual cost (Waybill listed on invoice).

**Please explain how your firm complies with this requirement.**

**IX. EMERGENCY REPAIR RESPONSE TIME**

Companies submitting this prequalification must be able to provide 2-hour or less response time to perform emergency on-site repairs. The required 50 mile radius is to ensure a two hour or less response time. A response time is defined as a qualified technician on site ready to work within two hours following the receipt of the call from Lee County.

**Please explain how your firm complies with this requirement.**

**SECTION III – BASIS OF AWARD**

All vendors meeting the requirements of these specifications – achieving a “Pass” on all evaluation criteria - will receive an award.

It is the County’s intent to award to a pool of qualified vendors. When the County receives a request for cable repair or installation the following procedure will be followed:

1. All qualified vendors in the pool will be contacted by Lee County Purchasing.
2. Quote packets – specific to the job being quoted - will be distributed to each qualified vendor.
3. An on-site pre-bid conference for all qualified vendors will be scheduled at the facility – attendance will be mandatory.
4. Sealed quotes will be received and opened by Purchasing at a stated date and time.
5. Award will be to the low quoter. The award will be processed according to the County’s established procedures – for example, if the total cost is over \$50,000.00, Board approval will be required.
6. On multi-year projects for the same building the awarded vendor for the first Project will be locked in for three years or duration of the project.

**REQUEST FOR QUALIFICATIONS**

Project Name: THE ANNUAL PURCHASE OF DATA AND VOICE CABLE AND INSTALLATION

Quotation No.: Q-060164

Committee Evaluation Date/Time: \_\_\_\_\_

Company Evaluated: \_\_\_\_\_

**I. EXPERIENCE/REFERENCES/CERTIFICATIONS**

Vendors submitting this prequalification request shall have at least three years of demonstrable, professional experience and background in the sale and installation of cable such as that specified in this quotation. Was the narrative describing this provided and are the qualifications acceptable?

\_\_\_\_\_ PASS                      \_\_\_\_\_ FAIL

All companies submitting a prequalification request shall provide a minimum of five (5) references listing customer names, addresses, telephone numbers, and contact person, for whom equipment, similar to that detailed in this quotation, has been installed and is currently in use. Were the references and accompanying information provided? Were the reference checks acceptable?

\_\_\_\_\_ PASS                      \_\_\_\_\_ FAIL

Did they include a list of current employees and their certifications (including copies)? Did at least one employee have a current RCDD Certification and include a copy?

\_\_\_\_\_ PASS                      \_\_\_\_\_ FAIL

**II. FINANCIAL QUALIFICATIONS**

Were current Certificates of Insurance or letter from insurance company evidencing the Vendor's ability to obtain insurance provided and acceptable?

\_\_\_\_\_ PASS                      \_\_\_\_\_ FAIL



III. CABLE

Can they supply Berk-Tek cable?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

Can they supply General Cable cable?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

Can they supply Mohawk cable?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

Does this vendor provide the minimum one-year on site warranty for parts, labor and travel time for Berk-Tek?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

Does this vendor provide the minimum one-year on site warranty for parts, labor and travel time for General Cable?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

Does this vendor provide the minimum one-year on site warranty for parts, labor and travel time for Mohawk Cable?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

IV. EQUIPMENT

Can they provide the full line of Siemens equipment?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

Can they provide the full line of Leviton equipment?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

Can they provide the full line of Panduit equipment?

\_\_\_\_\_PASS \_\_\_\_\_FAIL

Does this vendor provide the minimum one-year on site warranty for parts, labor and travel time for Siemens?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

Does this vendor provide the minimum one-year on site warranty for parts, labor and travel time for Leviton?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

Does this vendor provide the minimum one-year on site warranty for parts, labor and travel time for Panduit?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

Can they provide a full line of Systimax cable and hardware?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

V. BICSI CERTIFICATION

Does this vendor have a current RCDD Certification?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

Was current RCDD certification provided?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

VI. LOW VOLTAGE LICENSE

Did this vendor provide a low voltage electrical license?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

VII. LOCATION/EMPLOYEES

Does this vendor have a location within a 200-mile radius?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

VIII. REPLACEMENT CABLE AND HARDWARE

Can this vendor comply with the provision and delivery of cable and hardware?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

IX. EMERGENCY REPAIR RESPONSE TIME

Did this vendor adequately explain its ability to provide 2-hour or less response times to perform emergency on-site repairs?

\_\_\_\_\_PASS                      \_\_\_\_\_FAIL

**SAMPLE REFERENCE CHECK FORM**

Project Name: THE ANNUAL PURCHASE OF DATA, VOICE AND TRAFFIC CABLE

Quotation No.: Q-060164

Company Name Being Evaluated: \_\_\_\_\_

1. Has this company provided cable and installation similar to that being quoted to Lee County to your firm/entity?

Yes \_\_\_\_\_ No \_\_\_\_\_

2. During the installation, how was their response time to your requests?

Excellent \_\_\_\_\_ Satisfactory \_\_\_\_\_ Poor \_\_\_\_\_

3. Once the installation was completed, how would you rate the follow-up and availability of their managerial and support staff?

Excellent \_\_\_\_\_ Satisfactory \_\_\_\_\_ Poor \_\_\_\_\_

4. How would you rate their response time during an emergency situation?

Excellent \_\_\_\_\_ Satisfactory \_\_\_\_\_ Poor \_\_\_\_\_

A. How was their service during the emergency?

Excellent \_\_\_\_\_ Satisfactory \_\_\_\_\_ Poor \_\_\_\_\_

B. How would you rate how quickly they had you back in service again?

Excellent \_\_\_\_\_ Satisfactory \_\_\_\_\_ Poor \_\_\_\_\_

5. Have they ever started a project and not completed it?

Yes \_\_\_\_\_ No \_\_\_\_\_

6. Would you recommend employment of this company?

Yes \_\_\_\_\_ No \_\_\_\_\_

If no, please explain: \_\_\_\_\_

\_\_\_\_\_

OVERALL COMMENTS: \_\_\_\_\_

\_\_\_\_\_

REFERENCE CALLED: \_\_\_\_\_

\_\_\_\_\_

NAME: \_\_\_\_\_

DATE: \_\_\_\_\_ TIME: \_\_\_\_\_

CHECKER'S SIGNATURE: \_\_\_\_\_

LEE COUNTY PURCHASING - BIDDERS CHECK LIST

**IMPORTANT:** Please read carefully and return with your bid proposal.  
Please check off each of the following items as the necessary action is completed:

- 1. The Quote has been signed.
- 2. The Quote prices offered have been reviewed.
- 3. The price extensions and totals have been checked.
- 4. The original (must be manually signed) and 2 copies of the quote have been submitted.
- 5. Three (3) identical sets of descriptive literature, brochures and/or data (if required) have been submitted under separate cover.
- 6. All modifications have been acknowledged in the space provided.
- 7. All addendums issued, if any, have been acknowledged in the space provided.
- 8. Erasures or other changes made to the quote document have been initialed by the person signing the quote.
- 9. Bid Bond and/or certified Check, (if required) have been submitted with the quote in amounts indicated.
- 10. Any Delivery information required is included.

11. The mailing envelope has been addressed to:

<p><b>MAILING ADDRESS</b>          Lee County Purchasing          P.O. Box 398                      or          Ft. Myers, FL 33902-0398</p>	<p><b>PHYSICAL ADDRESS</b>          Lee County Purchasing          1825 Hendry St 3<sup>rd</sup> Floor          Ft. Myers, FL 33901</p>
--	---

- 12. The mailing envelope **MUST** be sealed and marked with:  
     Quote Number  
     Opening Date and/or Receiving Date
- 13. The quote will be mailed or delivered in time to be received no later than the specified opening date and time. (Otherwise quote cannot be considered or accepted.)

14. If submitting a "NO BID" please write quote number here \_\_\_\_\_  
 and check one of the following:  
 Do not offer this product       Insufficient time to respond.  
 Unable to meet specifications (why)  
 Unable to meet bond or insurance requirement.  
 Other: \_\_\_\_\_

Company Name and Address:  
 \_\_\_\_\_  
 \_\_\_\_\_



24017 Production Circle  
Bonita Springs, FL 34135  
239-949-9334  
www.kenttech.com

**RFQ Response to  
Lee County Government**

**Quote # Q-060164**

**The Annual Purchase of Data and Voice  
Cable and Installation**



***MS. KATHY CICCARELLI***  
Division of Purchasing - Buyer  
239-344-5450

**Presented by**

**Rick Dardas  
Tom Ladimir**

***FEBRUARY 21, 2006***

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## **INTRODUCTION**

Kent Technologies is pleased to provide Lee County with this response to a request for information regarding our ability to provide engineering, materials, and installation services of data and voice cabling.

We believe that we are ideally suited to support of voice and data cabling needs of the County. We also believe that we are fully responsive to this request, and have affirmative responses for all questions shown in section 3 of the request.

Some of the key advantages to the use of Kent for your cabling needs include:

- Kent Technologies is a national organization that is headquartered locally in Lee County
- We have four current RCDD professionals on staff, allowing Lee County access to an RCDD whenever needed.
- We have a strong track record of data cabling work for local commercial organizations, as well as county government service. Government references include representatives from Collier County, the City of Naples and the City of Fort Myers governments.

We look forward to meeting data cabling needs of Lee County. Please contact us if we can provide any additional information.

**LEE COUNTY, FLORIDA  
PROPOSAL QUOTE FORM  
FOR THE ANNUAL PURCHASE OF  
DATA AND VOICE CABLE AND INSTALLATION**

DATE SUBMITTED: February 21, 2006

VENDOR NAME: Kent Technologies, Inc.  
24017 Production Circle  
Bonita Springs, FL 34135

TO: The Board of County Commissioners  
Lee County  
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers: \_\_\_\_\_

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?

YES

TO BE STARTED WITHIN 7 CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.

Are there any modifications to the quote or specifications:

Yes \_\_\_\_\_ No  X

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

None


Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

**ANTI-COLLUSION STATEMENT**

**THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.**

FIRM NAME Kent Technologies, Inc.

BY (Printed): Richard Dardas

BY (Signature): 

TITLE: Senior Project Manager

FEDERAL ID # OR S.S. # 38-3461451

PHONE NO.: (239) 949-9334

FAX NO.: (239) 992-1827

CELLULAR PHONE/PAGER NO.: (239) 253-0587

LEE COUNTY OCCUPATIONAL LICENSE NUMBER: 041755

E-MAIL ADDRESS: rdardas@kenttech.com

## **SECTION II – VENDOR QUALIFICATIONS**

### **I. EXPERIENCE, REFERENCES, CERTIFICATIONS**

**Company History:** Kent Technologies is part of the Kent Group, which was established nearly 50 years ago by Richard Kent in Kent County, Michigan. Kent is a privately owned company with diversified services throughout various states, with our headquarters in Lee County, Florida. Kent's provisioning and support of telecommunication and information technology services span a variety of industries including, government, financial, manufacturing, healthcare, education, and utilities. Kent's broad range of services, offered across market segments, has enabled the company to remain financially strong and resilient with steady growth even in the most difficult technology and financial markets.

**Annual Sales:** \$15-20 million (services only)

**Core Competencies:** Kent Technologies complete range of telecommunications infrastructure services including structured premise wiring systems; backbone and campus cabling, splicing and termination, fiber optic cabling, splicing and termination; underground and overhead OSP plant; trenching and directional boring; duct bank systems; equipment room, central office and data center construction; AC and DC electrical power systems; wireless/cellular tower construction and microwave systems; wireless LAN systems; video coax, and low voltage control systems. Kent Technologies owns a complete complement of multi-mode and single-mode fusion splicers, OTDRs, fiber optic test equipment, and fiber placement apparatus. Additionally, Kent owns and maintains fleet of aerial and underground equipment including cranes, lift trucks, trenchers, cable plows, directional boring machines, vacuum excavators (soft dig), excavators, diggers and pole trucks, locators, cable placement machines, and cable maintenance equipment for testing and certification.

In addition to our cabling system and telecommunications infrastructure core competencies, Kent also provides a comprehensive array of voice, data and video services. These services include legacy and emerging voice services including VoIP, TDM PBX, Voice Mail, Call Centers, Central Offices, Optical Networks (SONET/DWDM) and Wireless/Cellular Systems. As a Nortel SSCP, Kent is fully qualified to install service and support a full range of Nortel Equipment including Option 11 through 81C, BCM, Symposium and Succession. Having Cisco Gold level partner status, Kent offers a full range of enterprise (LAN/WAN) IP routing, switching and security expertise and services. As a Gold level Citrix and Microsoft partner, Kent also provides a comprehensive set of network application and server services.

Kent's capability to design, deploy, and maintain traditional and leading edge technology is backed by employees with a range of qualifications and certifications such as manufacturer and BICSI technician certification, Registered Communications Distribution Designers (RCDD), CCIE, CCNP, CCNA, CISSP, MCSE, PMP, State Licensed PE, and State Licensed Master Electrical. We provide a seamless base of support for information technology; design, hardware, services, and support.

B. Further, all companies submitting a prequalification request shall provide a minimum of five (5) references listing customer names, addresses, telephone numbers, and contact person, for whom cable has been installed.

<b>CUSTOMER NAME</b>	<b>ADDRESS</b>	<b>TELEPHONE NUMBER</b>	<b>CONTACT PERSON</b>
International College	2655 Northbrooke Dr Naples, FL 34119	941-513-1122	Darlene Wilson Director of IT
Collier County School District	5775 Osceola Trail Naples, FL 34109	239-377-0410 239-253-8175 cell	Dr. Russell Clukey Director of IT
Collier County School District	5775 Osceola Trail Naples FL 34109	239-253-0486	Tom Petry Network Services
Collier County School District	5775 Osceola Trail Naples, FL 34109	239-377-0432 239-253-0480 cell	Dave Gronlund Infrastructure Mgr
Collier County Government	3301 E. Tamiami Trail Naples, FL 34112	239-774-8807 239-253-1782	Howard Meikle Network Engineer
Collier County Transportation Department	2885 South Horseshoe Drive Naples, FL 34104	239-774-8192 239-253-2135 cell	Frank Mattic Network Operations
Old Florida State Bank	6321 Daniels Pkwy Fort Myers, FL 33912	239-425-4111	John Marin

✓  
✓  
✓

LENT TECH

## II. FINANCIAL QUALIFICATIONS (MINIMUM) INSURANCE REQUIREMENTS

<b>ACORD CERTIFICATE OF LIABILITY INSURANCE</b>		DATE (MM/DD/YYYY) 06/15/2005
PRODUCER (616)454-7153 FAX (616)454-1718 Universal Insurance Services, Inc. 648 Monroe NW - Suite 300 Grand Rapids, MI 49503 CIC, CISR, Bonnie Andrews		THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.
INSURED Kent Technologies Solutions LLC Kent Technologies Inc. 24017 Production Circle Bonita Springs FL 34135		
INSURERS AFFORDING COVERAGE		NAIC #
INSURER A: Zurich-American Insurance Co.		
INSURER B: Citizens Ins Co of America		
INSURER C:		
INSURER D:		
INSURER E:		

**COVERAGES**  
 THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSURANCE TYPE	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Designated Const P <input checked="" type="checkbox"/> XCU Coverage GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC	GL0369782401	07/01/2005	07/01/2006	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (EA OCCUR) \$ 500,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	BAP369782501	07/01/2005	07/01/2006	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ AUTO ONLY - EA ACCIDENT \$ OTHER THAN AUTO ONLY: EA ACC \$ AGG \$
	GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$
	EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE \$ RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below	WC369782302	07/01/2005	07/01/2006	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B	OTHER Rented/Leased Equipment	01CHP050792404	07/01/2005	07/01/2006	\$200,000 per item \$5,000 deductible

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS  
 The Lee County Board of County Commissioners are recognized as Additional Insured on the General Liability policy.

<b>CERTIFICATE HOLDER</b>	<b>CANCELLATION</b>
Lee County Board of County Commissions C/O Lee County Purchasing PO Box 398 Fort Myers, FL 33902-0398	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL <u>30</u> DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE Greg Dobrowski, CIC/MOLLYS

## **IMPORTANT**

If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

## **DISCLAIMER**

The Certificate of Insurance on the reverse side of this form does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.

### **III. CABLE**

A. To qualify vendors must be able to provide the following brands of solid copper, 24 AWG, 100  $\Omega$  balanced twisted-pair (UTP) backbone cable, cat 6 plenum and cat 6 PVC, four pair cable.

Note: Listed Type CMR, CMP, MPR and/or MPP (as required in the NEC 2002)

1. Berk-Tek cable
2. General Cable
3. Mohawk Cable

#### **Please explain how your firm complies with this requirement.**

Through strategic relationships with local suppliers, Kent Technologies, Inc. can provide all the listed cable types from the manufacturers indicated.

It is required that quoters provide a minimum of one-year warranty covering all installations and repairs(all parts and labor) on purchases made as a result of this quote. All manufacturers' warranties shall apply as applicable.

#### **Please explain how your firm complies with this requirement.**

As a standard offering, Kent Technologies, Inc. warrants all installations for workmanship and material defects for a period of one year. Manufacturers' warranties also apply.

### **IV. EQUIPMENT**

Can you provide the full line of the following equipment?

- A. Siemons
- B. Leviton
- C. Panduit
- D. Systimax (old AT&T/Avaya)

#### **Please explain how your firm complies with this requirement.**

Yes. Kent Technologies, Inc. has relationships with suppliers that have local inventory of all of the indicated manufacturers' products.



It is required that quoters provide a minimum of one-year warranty covering all installations and repairs (all parts and labor) on purchases made as a result of this quote. All manufacturers' warranties shall apply as applicable.

**Please explain how your firm complies with this requirement.**

As a standard offering, Kent Technologies, Inc. warrants all installations for workmanship and material defects for a period of one year.

The County still has a lot of Systimax equipment in place in many of our buildings. Can you provide us with Systimax cable and/or hardware if needed?

**Please explain how your firm complies with this requirement.**

Yes. Kent Technologies, Inc. has relationships with suppliers that have complete, local inventory of AVAYA products used by The County.

**V. BICSI CERTIFICATION**

Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval. This individual must be on your staff at the time the quote is submitted. Please include a copy of your current RCDD certification(s).

**Please explain how your firm complies with this requirement.**

**Kent retains four active RCDD certified personnel on staff:**

- |                  |  |          |
|------------------|--|----------|
| Tim Beckman      | - RCDD Certification #061976           | (Bonita) |
| Thomas Esch      | - RCDD Certification #051695           | (Bonita) |
| Walter R. Hedman | - RCDD/NTS Certification #06369, 08107 | (Bonita) |
| Marvin Nunley    | - RCDD Certification #052146           | (Bonita) |

See Appendix A. for certificates.

**VI. LOW VOLTAGE LICENSE**

In order to obtain an occupational license in Lee County you must have a low voltage electrical license. You must possess this license at the time the quote is submitted for Lee County's consideration. Please

include a copy of your low voltage electrical license.

License no.: ES0000263

**Please explain how your firm complies with this requirement.**

Kent maintains the following applicable licenses:

ER13012847 Electrical Master (All electrical systems including low voltage)  
08/31/2006

ES0000263 Electrical Specialty (Low voltage)  
08/31/2006

Please See Appendix A for Licenses.

**VII. LOCATION/EMPLOYEES**

We require that you have a location within a 200-mile radius of downtown Fort Myers, Florida.

Location of facility: Bonita Springs, FL 34135

Distance: 25 Miles

Address: 24017 Production Circle, Bonita Springs, FL 34135

**VIII. REPLACEMENT CABLE AND HARDWARE**

Lee County will require that the awarded vendor(s) make provision for four delivery situations:

1. On the shelf cable and hardware shall be delivered the same day as ordered.
2. Manufacturer regional warehouse items shall be delivered after receipt by vendor, freight included, on next working day.
3. Factory back-ordered cable and hardware shall be delivered the same day they are received by the vendor.
4. Priority orders for cable and hardware, not stocked locally, which are required for emergency repairs shall be handled as quickly as possible using premium transportation as directed

by the County. Premium transportation costs may be passed to the County at their actual cost (Waybill listed on invoice).

**Please explain how your firm complies with this requirement.**

1. Through strategic relationships with local suppliers, Kent Technologies, Inc. can arrange same day, "off-the-shelf" cable as required.
2. Through strategic relationships with national suppliers, Kent Technologies, Inc. can arrange delivery of "next day" material requirements.
3. Kent Technologies, Inc. will arrange for seamless, same day delivery of any back-ordered item.
4. Through strategic relationships with national suppliers, Kent Technologies, Inc. can arrange expedited delivery of material at the request of the County.

**IX. EMERGENCY REPAIR RESPONSE TIME**

Companies submitting this prequalification must be able to provide 2-hour or less response time to perform emergency on-site repairs. The required 50 mile radius is to ensure a two hour or less response time. A response time is defined as a qualified technician on site ready to work within two hours following the receipt of the call from Lee County.

**Please explain how your firm complies with this requirement.**

Kent Technologies maintains a 24x7x365 NOC (Network Operations Center) in Bonita Springs that monitors and maintains client voice and data networks across the United States. As a normal course of business we provide 2 and 4-hour responses to trouble tickets by dispatching upwards of 800 qualified voice and data technicians nationwide for Fortune-500 clients and in support of other service providers, e.g. AT&T, IBM, SBC, and Equant. These services are provided to many local clients as well, including Collier County School District, Collier County Government, and Collier County Traffic Operations. In addition to our network engineers and technical staff, we have over seventeen cabling technicians located within 50 miles of Fort Myers that are trained in the installation and repair of copper, fiber, voice, data, and wireless systems for emergency response.

## LEE COUNTY PURCHASING - BIDDERS CHECK LIST

**IMPORTANT:** Please read carefully and return with your bid proposal.  
Please check off each of the following items as the necessary action is completed:

- 1. The Quote has been signed.
- N/A 2. The Quote prices offered have been reviewed.
- N/A 3. The price extensions and totals have been checked.
- 4. The original (must be manually signed) and 2 copies of the quote have been submitted.
- N/A 5. Three (3) identical sets of descriptive literature, brochures and/or data (if required) have been submitted under separate cover.
- 6. All modifications have been acknowledged in the space provided.
- 7. All addendums issued, if any, have been acknowledged in the space provided.
- 8. Erasures or other changes made to the quote document have been initialed by the person signing the quote.
- N/A 9. Bid Bond and/or certified Check, (if required) have been submitted with the quote in amounts indicated.
- 10. Any Delivery information required is included.
- 11. The mailing envelope has been addressed to:  

MAILING ADDRESS	PHYSICAL ADDRESS
Lee County Purchasing	Lee County Purchasing
P.O. Box 398	or 1825 Hendry St 3 <sup>rd</sup> Floor
Ft. Myers, FL 33902-0398	Ft. Myers, FL 33901
- 12. The mailing envelope **MUST** be sealed and marked with:  
Quote Number  
Opening Date and/or Receiving Date
- 13. The quote will be mailed or delivered in time to be received no later than the specified opening date and time.  
(Otherwise quote cannot be considered or accepted.)
- N/A 14. If submitting a "NO BID" please write quote number here \_\_\_\_\_  
and check one of the following:  
 Do not offer this product  Insufficient time to respond.  
 Unable to meet specifications (why)  
 Unable to meet bond or insurance requirement.  
Other: \_\_\_\_\_

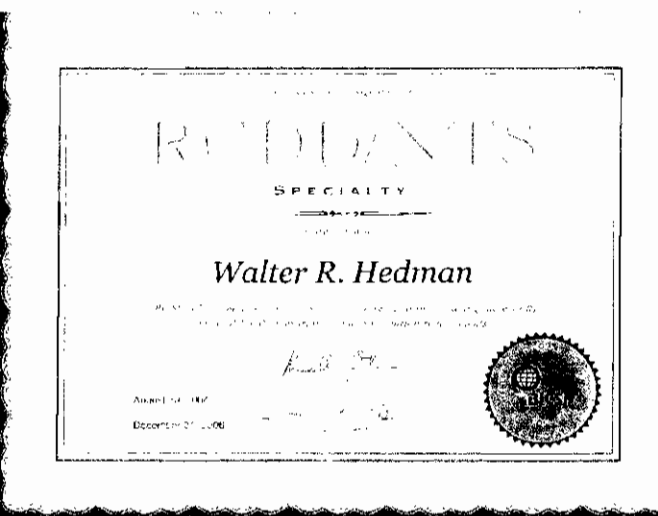
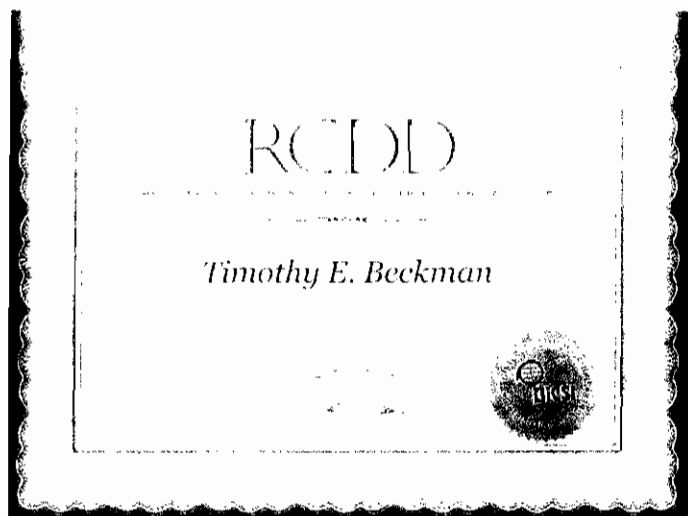
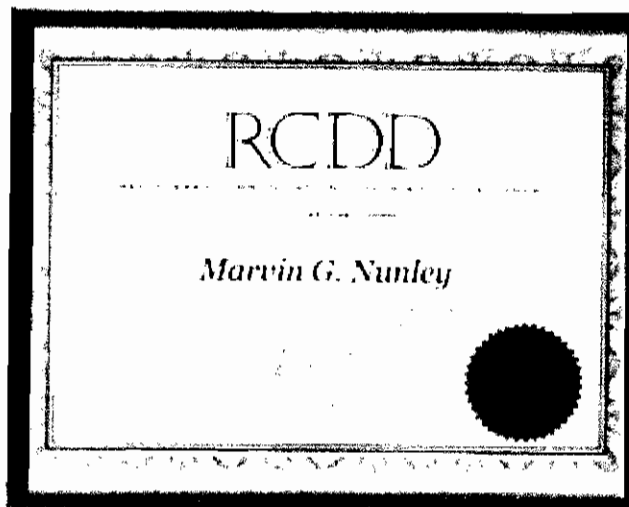
Company Name and Address:

\_\_\_\_\_

\_\_\_\_\_

**Appendix A. Certificates**

**RCDD Certificates**



# Electrical Certificates

AC# 1460892

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
ELECTRICAL CONTRACTORS LICENSING BOARD

SEQ# L04062303146

DATE	BATCH NUMBER	LICENSE NBR
06/23/2004	030743040	ER13012847

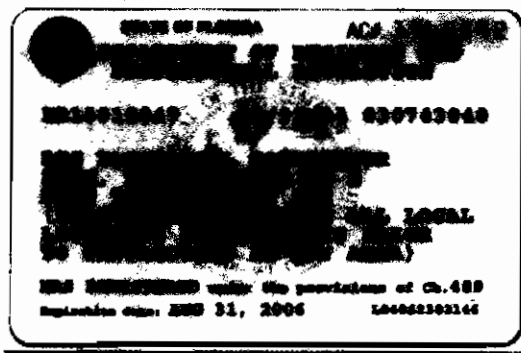
The ELECTRICAL CONTRACTOR  
Named below HAS REGISTERED  
Under the provisions of Chapter 489 FS.  
Expiration date: AUG 31, 2006  
(INDIVIDUAL MUST MEET ALL LOCAL LICENSING  
REQUIREMENTS PRIOR TO CONTRACTING IN ANY AREA)

ESCH, THOMAS JAMES PH D  
KENT TECHNOLOGIES INC  
24017 PRODUCTION CIRCLE  
BONITA SPRINGS FL 34135

JEB BUSH  
GOVERNOR

DISPLAY AS REQUIRED BY LAW

DIANE CARR  
SECRETARY



**Appendix B. Certification as a Florida Statute 287.087 drug-free workplace**



**DRUG FREE WORKPLACE CERTIFICATION FORM**

In accordance with Florida Statute 287.087, preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program *shall be given preference* in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program.

In order to have a drug-free program, a business shall:

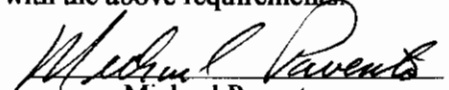
- 1) Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
- 2) Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
- 3) Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
- 4) In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
- 5) Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
- 6) Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

Kent Technologies utilizes various alcohol and drug screening programs for the purpose of testing applicants or employees. The Company requires all new hires prior to employment to submit to a drug testing. Additionally testing will occur on a random basis after employment, if there is reasonable suspicion.

Drug testing is conducted through; Patient Service Center  
3411 Bonita Beach Road, Suite 309  
Bonita Springs, FL 34134  
239-948-0235

All drug tests are certified by LABCorp, Laboratory Corporation of America.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

  
Michael Pavento  
General Manager

**LEE COUNTY, FLORIDA  
PROPOSAL QUOTE FORM  
FOR THE ANNUAL PURCHASE OF  
DATA AND VOICE CABLE AND INSTALLATION**

DATE SUBMITTED: 2-21-06

VENDOR NAME: CompuLink

TO: The Board of County Commissioners  
Lee County  
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers:

[Signature]

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?

YES  NO

TO BE STARTED WITHIN 3 CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.



Are there any modifications to the quote or specifications:

Yes \_\_\_\_\_ No  \_\_\_\_\_

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

ANTI-COLLUSION STATEMENT

**THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.**

FIRM NAME Compulink

BY (Printed): James E Hawley

BY (Signature) 

TITLE: Sr. Account Executive

FEDERAL ID # OR S.S. # 59-2415190

ADDRESS: 9601 16th St North  
St. Petersburg, FL 33716

PHONE NO.: 239-707-6088

FAX NO.: 239-931-4999

CELLULAR PHONE/PAGER NO.: 239-707-6088

LEE COUNTY OCCUPATIONAL LICENSE NUMBER: Available Upon Request

E-MAIL ADDRESS: JHawley@compulink@compulink-usa.com

REVISED: 7/28/00

**V. BICSI CERTIFICATION**

Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval. This individual must be on your staff at the time the quote is submitted. Please include a copy of your current RCDD certification(s).

**Please explain how your firm complies with this requirement.**

**VI. LOW VOLTAGE LICENSE**

In order to obtain an occupational license in Lee County you must have a low voltage electrical license. You must possess this license at the time the quote is submitted for Lee County's consideration. Please include a copy of your low voltage electrical license.

License no.: \_\_\_\_\_

**Please explain how your firm complies with this requirement.**

**VII. LOCATION/EMPLOYEES**

We require that you have a location within a 200-mile radius of downtown Fort Myers, Florida.

Location of facility: St. Petersburg, FL

Distance: 160 miles

Address: 9601 16th St. North  
St. Petersburg, FL 33716

**VIII. REPLACEMENT CABLE AND HARDWARE**

Lee County will require that the awarded vendor(s) make provision for four delivery situations:

1. On the shelf cable and hardware shall be delivered the same day as ordered.
2. Manufacturer regional warehouse items shall be delivered after receipt by vendor, freight included, on next working day.
3. Factory back-ordered cable and hardware shall be delivered the same day they are received by the vendor.

LEE COUNTY PURCHASING - BIDDERS CHECK LIST

**IMPORTANT:** Please read carefully and return with your bid proposal.

Please check off each of the following items as the necessary action is completed:

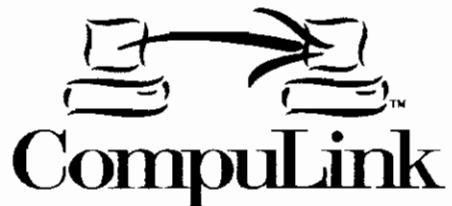
- 1. The Quote has been signed.
- 2. The Quote prices offered have been reviewed.
- 3. The price extensions and totals have been checked.
- 4. The original (must be manually signed) and 2 copies of the quote have been submitted.
- 5. Three (3) identical sets of descriptive literature, brochures and/or data (if required) have been submitted under separate cover.
- 6. All modifications have been acknowledged in the space provided.
- 7. All addendums issued, if any, have been acknowledged in the space provided.
- 8. Erasures or other changes made to the quote document have been initialed by the person signing the quote.
- 9. Bid Bond and/or certified Check, (if required) have been submitted with the quote in amounts indicated.
- 10. Any Delivery information required is included.
- 11. The mailing envelope has been addressed to:

<b>MAILING ADDRESS</b>	or	<b>PHYSICAL ADDRESS</b>
Lee County Purchasing		Lee County Purchasing
P.O. Box 398		1825 Hendry St 3 <sup>rd</sup> Floor
Ft. Myers, FL 33902-0398		Ft. Myers, FL 33901
- 12. The mailing envelope **MUST** be sealed and marked with:  
Quote Number  
Opening Date and/or Receiving Date
- 13. The quote will be mailed or delivered in time to be received no later than the specified opening date and time. (Otherwise quote cannot be considered or accepted.)
- 14. If submitting a "NO BID" please write quote number here \_\_\_\_\_  
and check one of the following:  
 Do not offer this product     Insufficient time to respond.  
 Unable to meet specifications (why)  
 Unable to meet bond or insurance requirement.  
Other: \_\_\_\_\_

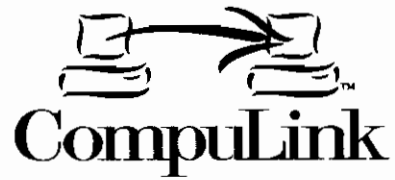
Company Name and Address:  
\_\_\_\_\_  
\_\_\_\_\_

***Lee County***  
**Annual Purchase of Data And Voice Cable And Installation**  
***Project # Q-060164***

***February 21, 2006***



CompuLink Network Installation Services, Inc.  
9601 16<sup>th</sup> Street North, St. Petersburg, FL 33716  
727-579-1600 \* 800-275-3990  
[www.compulink-USA.com](http://www.compulink-USA.com)



## *Mission Statement*

*The main objective of CompuLink is simple.*

*First and foremost, we are here to provide the best quality cable assemblies, harnesses and installations at fair and competitive rates. We must always strive to meet our customers quality and delivery requirements, even when the request looks impossible.*

*Secondly, we must work to develop the strengths of the people within our organization. Our employees should be given the opportunity to develop and advance within the organization, and we must do our best to allow the individual to co-exist within the organization.*

*In order for the second to happen, we must do the first. Without providing the best product and realizing a fair profit, the second cannot exist.*

# CONTRACTOR PROFILE

CompuLink Network Installation Services, Inc. is a communications cabling firm specializing in premise design, installation and cable plant documentation for the rapidly expanding local area network environment.

CompuLink was formed as a Florida corporation in February 1984. The principals who founded the corporation are Mr. Stephen Shevlin, President, and Mr. Robert Wilkin, Vice President. Both officers maintain the same positions to this day.

Present facilities include two separate manufacturing and installation facilities in St. Petersburg, Florida, totaling 58,500 square feet as well as installation / marketing locations in Ft. Lauderdale and Orlando, Florida; Charlotte, North Carolina. The company's total employment exceeds 450 people. Expansion at all locations is imminent due to rapid growth in employment and customer base.

A high level of customer service combined with technical expertise in the field of data communications has allowed CompuLink to demonstrate an impressive growth curve that is far from slowing down. In its first 10 months of operation, CompuLink was showing a net profit and was expanding its start-up facilities. In 1989, CompuLink was ranked #105 on "INC." Magazine's list of America's fastest growing private companies. In 1990 CompuLink made the list again and was ranked #445. During the last three years CompuLink has averaged in excess \$ 40 million.

The company is active in premise wiring installations, including local area networks, and fiber optic terminations for the voice and data communications environment. CompuLink maintains a technical staff to aid the customer in premise wiring design. The company excels in cable plant documentation, including the capability to produce CAD (computer aided design) "as built" drawings for completed cable plants.

CompuLink continually seeks out ways to expand its capabilities to the customer with the introduction of Converged Voice Data Solutions. Our team can provide solutions based on the new VOIP Telephony, computer telephony integration and multi site networked telephony.

# Point by Point

## Acknowledgment

*CompuLink is taking no exceptions to any paragraph within your request for proposal.*

1.        **Experience/References/Certifications**  
*CompuLink has read and has supplied all requested certifications*
  
2.        **Financial Qualifications**  
*CompuLink has read and will supply Insurance.*
  
3.        **Cable**  
*CompuLink has read this section and will comply with requirements.*
  
4.        **Equipment**  
*CompuLink has read and will supply the equipment and warranty requirements.*
  
5.        **Bicsi**  
*CompuLink has read and does comply with the prequalification*
  
6.        **Low Voltage License**  
*CompuLink has read and does comply with this requirement*
  
7.        **Location/Employee**  
*CompuLink has read and does comply with location/employee requirements*
  
8.        **Replacement Cable and Hardware**  
*CompuLink has read and will comply*
  
9.        **Emergency Repair Response Time**  
*CompuLink has read and will comply with the response time*



# ***CONTRACTOR CAPABILITIES***

---

## ***COMPULINK NETWORK INSTALLATION SERVICES***

- **CONVERGED VOICE AND DATA SOLUTIONS**
  - VOIP Telephony
  - Computer Telephony Integration
  - Multi site Networked Telephony
  
- **CABLE PLANT DESIGN, INSTALLATION, DOCUMENTATION**
  - Voice
  - Data
  - Fiber
  
- **CABLE FOR LOCAL AREA NETWORKS**
  - Category 6
  - Category 5
  - Category 5E
  - (FTTD) Fiber to the Desk
  - Gigabit Ethernet
  
- **CERTIFIED INSTALLERS OF THE FOLLOWING STRUCTURED CABLING SYSTEMS: (COPPER AND FIBER)**
  - AVAYA / Systimax
  - KRONE / ADC
  - NORDX / CDT IBDN
  - Berk-Tek
  - Ortronics
  - Belden / CDT
  - Panduit
  - Corning
  - Siemon
  - Hubbell
  
- **BICSI (BUILDING INDUSTRY CONSULTING SERVICE INTERNATIONAL)**
  - Corporate member
  - Certified Registered Communications Distribution Designers (RCDD) on staff
  
- **CAD DOCUMENTATION SERVICES**
  
- **QUALITY ASSURANCE AND AUDIT PROGRAM**
  
- **MANUFACTURER AND CUSTOMER IN HOUSE TRAINING**
  
- **EXISTING CABLING SERVICES**
  - Moves, adds and changes
  - Cable plant certification and testing
  - Service and maintenance contracts
  - Abandoned cable evacuation
  
- **FIBEROPTIC CAPABILITIES**
  - Fiber optic cable fusion splicing
  - Certified air blown fiber installer

# CUSTOMER REFERENCES

## **Nielsen Media Research**

**750,000sq ft**

**3,500 Workstations**

CompuLink was selected by Nielsen Media Research (NMR) to perform consulting, design, specification and installation of their cabling infrastructure for their new corporate headquarters campus. The project is located in Oldsmar, Florida. The project consists of over 750,000 square feet of office space and common areas. CompuLink and NMR negotiated a Guaranteed Maximum Price (GMP) contract for the provision of our services. The estimated total value of the contract to date is 2.4 Million dollars. CompuLink was chosen due to our past experience with large high profile construction projects, our proven project management ability and our past performance on similar scoped installations. NMR consulted the General Contractor, Architect, and Electrical contractor and Engineering firm prior to the selection of CompuLink. The consensus of these pre-selected organizations was that CompuLink was uniquely qualified to deliver an on time, on budget high quality Panduit infrastructure while all along maintaining excellent channels of communication with all other associated organizations and trades during this fast paced and complex buildout. Prior to commencement on site, CompuLink consulted with all NMR department managers to determine each ones individual and unique requirements. This system is designed to provide transport for all typical video, voice applications and 10/100 Ethernet and tomorrows Gigabit to the desktop speeds. It was also designed to readily handle the addition of video, voice and data demands in additional buildings as the campus grows. There are currently over sixteen hundred workstations installed and working today. CompuLink anticipates the contract to continue for another twelve to twenty-four months, depending on NMR's growth requirements.

### Contacts:

Neilsen Media Research: Tina Spanevello 813-366-2500

Architect: Alfonso Architects, Albert Alfonso 813-247-3333

Project Management: The Beck Group, Ted Silence 813-927-6856

General Contractor: Hardin Construction, John Mallory 813-814-2029

MEP Engineers: Engineering Matrix, Stan Newton 727-573-4656

## **Chase Manhattan Bank**

**4915 Independence Parkway**

**Tampa, Florida 33634**

**1Millionsq ft**

**6000 Workstations**

CompuLink installed over 6,000 station locations in a campus environment consisting of seven buildings with four floors in each facility. The communications wiring system included a horizontal distribution system comprised of both shielded and unshielded cable to the workstation. The vertical distribution system consisted of a copper backbone compliant with the EIA/TIA 568 standard and a fiber backbone compatible with FDDI specifications. The interbuilding campus subsystem also consisted of fiber meeting FDDI specifications.

The installed cable plant presently supports, but is not limited to: 3270, System 36/38, 4/16 meg Token Ring, 10BaseT Ethernet, asynchronous and voice. A comprehensive CAD generated documentation package was supplied with the original installation and has been updated on a regular basis for the moves, adds, and changes that have taken place during our four year relationship. This package has been supplied in a hard copy as well as diskette form. Additional sites have been completed in Miami, Boca Raton, Fort Lauderdale, and Nassau, Bahama Islands.

Please contact: Mr. Mike Bousher (813) 584-3737

# CUSTOMER REFERENCES

**Merck Medco**  
**5701 East Hillsborough Ave**  
**Tampa, FL 33610**

**160,000sq ft**  
**1,600 Workstations**

CompuLink installed a certified Avaya SYSTIMAX Structured Cabling System for Merck Medco with a condensed timeline which tested CompuLink's on site project management team in coordination responsibility between the general contractor and all other trades on the job site, along with meeting the condensed project timeline set forth by Merck Medco.

CompuLink installed 3 Gigaspeed Cables to each location consisting of 2 data and 1 voice, totaling 1600 voice and 3200 data.

CompuLink also pulled on 100 pair cat 3 backbone, and one 24 strand fiber to each telecom room. The total number of telecom rooms was 4 with one being the main data facility. Total duration of this project was three and a half months, July to October.

Please Contact: Chris Boryczewski (201)703-7891

**Coca Cola Bottling Company**  
**3715 Northside Parkway Bld 300**  
**Atlanta, GA 30327**

**80,000sq ft**  
**700 Workstations**

CompuLink completed a cat 6 Krone TruNet Structured Cabling System cable plant at Coca-Cola's new Tampa Florida Customer Service facility. This single building, site contains support departments utilizing over 700 workstations. The project was managed in phases to facilitate the facility being populated during the redesign phase. CompuLink enabled the customer to occupy the facility by using temporary cabling and deleted the need for down time by implementing the cut over to the new system during non working hours. This project was completed ahead of the original schedule due to the communication between CompuLinks project management and Coca-Cola's management team.

Please contact: Mr. David Sloan (734)-397-6203  
Mr. Dane Phinazee (404)-239-7460

**Capital One Financial Corporation**  
**5600 Cox Road**  
**Glen Allen, VA 23060**

**500,000sq ft**  
**4,000 Workstations**

CompuLink has performed the installation of more than twelve certified Lucent SYSTIMAX Structured Cabling System projects for Capital One Financial Corporation. Three of these sites have been in the new Renaissance facility and at the Corporate Oaks facility located in Tampa, Florida. The three Florida sites total in excess of four thousand workstation locations. CompuLink has performed three installations in the Amon-Carter and in the Swing Space for Capital One located in Dallas, Texas. In Texas we have installed in excess of six hundred workstation locations. In the Richmond, VA area, we have been awarded seven major projects. The individual project requirements varied in scope from six hundred stations to the Highwoods Complex with approximately thirty-two hundred workstation locations. Due to extremely condensed installation schedules, CompuLink has been tasked with performing on-site project management and coordinating responsibilities between the general contractor and other associated trades on-site. CompuLink has installed quad, Category 5, horizontal station runs and their associated patch and line cords. Also included was the installation of multi-pair, ARMM voice riser feed to each TC on each floor from the switch room. CompuLink has also installed a twelve and twenty-four strand, multimode fiber optic cable from the communication room to each closet on each floor as well as an additional twelve-strand fiber between the closets on each of the floors.

Please contact: Mr. Bill Ervi (804) 290-6915

# CUSTOMER REFERENCES

**Citigroup**  
**3800 Citigroup Center**  
**Tampa, FL 33610**

**30,000sq ft**  
**150 Workstations**

CompuLink was asked to help in the design and implementation of the cabling infrastructure for the Citigroup/Homedepot new credit card service center in Atlanta GA. CompuLink worked in conjunction with Citigroup to maintain the customer specific needs and to meet the timetable required to allow for the occupation of the facility. This project consist of working in a tight security environment along with limited work hours due to the occupation of offices on floors above and below with a very strict timeline.

Please contact: Mr. Mike Tanneberger (813)-813-604-2325

**Charles Schwab**  
**Orlando, FL**

**600,000sq ft**  
**2,000 Workstations**

CompuLink installed a structured cabling system for Charles Schwab at their new facility located in Orlando, Florida. Installation consisted of over 450 workstations of Category 5E cable and multimode fiber for voice and data applications. Each workstation consisted of four Category 5E cables. CompuLink installed several strands of multimode fiber and multiple pairs of 100 pair copper as a backbone. This project was on a tight schedule and CompuLink worked closely and efficiently with Charles Schwab and the various vendors on the project to meet the customers' deadline

Please Contact: Artie Doyle 407- 806-7069

**Veritas Software**  
**Heathrow, Florida**

**100,000sq ft**  
**450 Workstations**

CompuLink installed a structured cabling system for Veritas Softwares' new Research and Development facility located in Heathrow, Florida. Installation consisted of over 450 workstations of fiber and copper. Each workstation consisted of six Category 5E cables. In various areas of the project CompuLink installed several strands of multimode fiber to the desk. CompuLink also installed several strands of mulitmode and singlemode fiber and multiple pairs of 100 pair copper as a backbone for voice and data.

Please contact: Ben Hill 407-531-7538

**Atlantis Hotel and Casino (Kerzner International)**  
**Grand Bahamas**

CompuLink performed the installation of a Fiber Backbone and cable infrastructure for 2800 plus rooms/ suites and villas for NXTV connectivity. The Data Center was also upgraded at that time by CompuLink personel.

**Other installations include:**

St. Regis Hotel, in Ft. Lauderdale, Loews Hotel in Miami and Post Properties in North Carolina.

# ACORD CERTIFICATE OF LIABILITY INSURANCE

OP ID DC  
COMPT-4

DATE (MM/DD/YYYY)  
03/04/05

**PRODUCER**  
Brown & Brown Insurance  
17757 US Highway 19 N, Ste 660  
P.O. Box 2456  
Clearwater FL 33757-2456  
Phone: 727-461-6044 Fax: 727-442-7695

**INSURED**  
CompuLink Corp.  
CompuLink Network Installation  
Services, Inc.  
1205 Gandy Blvd. North  
St. Petersburg FL 33702

**THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.**

INSURERS AFFORDING COVERAGE		NAIC #
INSURER A:	Marford Fire Insurance Co.	19682
INSURER B:	Marford Casualty Insurance Co.	29424
INSURER C:		
INSURER D:		
INSURER E:		

## COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	ADD'L INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS
A		<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS MADE <input type="checkbox"/> OCCUR <input checked="" type="checkbox"/> XCU incld. <input checked="" type="checkbox"/> BF PD incld. GEN'L AGGREGATE LIMIT APPLIES PER: POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC	21UUNUU0980	03/01/05	03/01/06	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROP AGG \$ 2,000,000 Exp Ben. 1,000,000
A		<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	21UUNUU0980	03/01/05	03/01/06	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
		<b>GARAGE LIABILITY</b> <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN AUTO ONLY: EA ACC \$ AGG \$
B		<b>EXCESS/UMBRELLA LIABILITY</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE <input checked="" type="checkbox"/> RETENTION \$ 10,000	21RHUUU0442	03/01/05	03/01/06	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000
		<b>WORKERS COMPENSATION AND EMPLOYER LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below				WC STATUTORY LIMITS OTHER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
		OTHER				

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

## CERTIFICATE HOLDER

INFOR - 2

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE

*Kevin J. Connolly*

**Member Card**

Jeffrey A. Van Horn, RCDD

NUMBER 101976 PIN 8352



*advancing information transport systems*



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

ES0000141 05/23/04 030744198

CERT. SPECIALTY ELECTRICAL CONTR  
VAN HORN, JEFFREY ALLEN  
COMPULINK CORPORATION  
CERTIFIED AS:  
LIMITED ENERGY SYSTEMS SPEC.

IS CERTIFIED under the provisions of Ch.489 FS.  
Expiration date: AUG 31, 2006 L04052303114

Collier County / City of Marco/ State  
Certified

ELECTRICAL SPECIALTY CERTIFIED

Cert Nbr: 24913 Exp: 8/31/2006 Status: ACTIVE  
State Nbr: ES 0000141 Exp: 8/31/2006

COMPULINK CORP  
JEFFREY ALLEN VAN HORN  
9601 16TH ST  
ST. PETERSBURG FL 33716-

Signed:

# *Certificate of Approval*

*presented by The Siemon Company*

*This is to certify that*

## ***Compulink Network Installation Services, Inc. of St. Petersburg, FL***

*has been approved by The Siemon Company as a Certified Installer<sup>SM</sup> to design, install and administer the Siemon Cabling System<sup>®</sup>. Installations that comply with all Siemon Cabling System<sup>®</sup> design, installation and administration procedures and use Siemon authorized products and qualified cable may be registered and are eligible for the applicable Siemon Cabling System<sup>®</sup> warranty.*

*Original Approval: October 1, 2001*  
*Current Certificate: October 1, 2003*  
*Date of Expiration: October 1, 2005*



*on behalf of The Siemon Company*



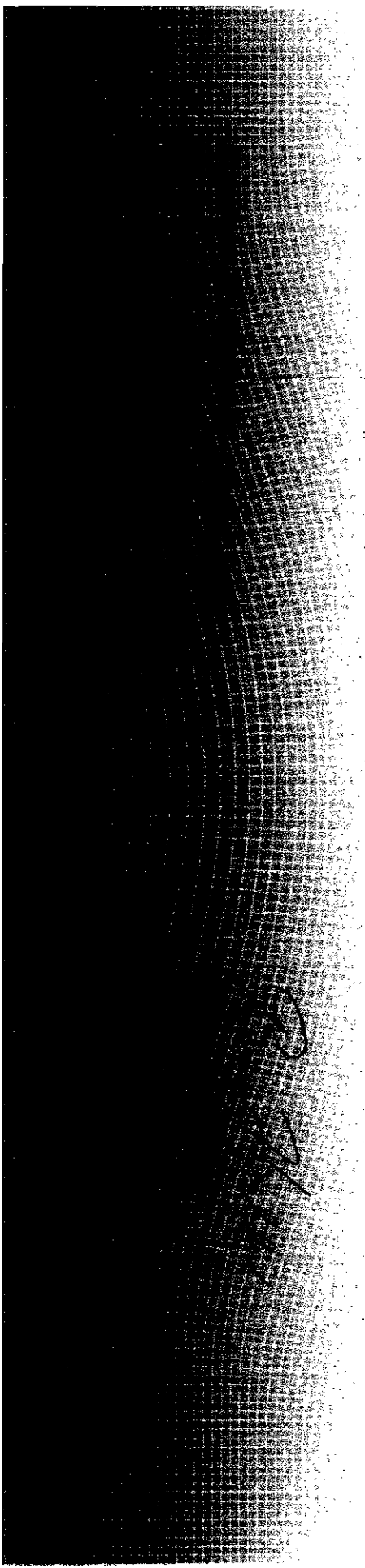


**CERTIFICATION OF PARTICIPATION**

**PANDUIT Corp.**  
*herby recognizes*

**Compulink**  
**St. Petersburg, FL**

As a PANDUIT Certified Installer, authorized to design and install the  
PANDUIT® PAN-NET™ Network Cabling System and participate in the  
CERTIFICATIONPLUS SM System Warranty Program.





# CompuLink

December 31, 2006

*Handwritten signature*

# SYSTIMAX<sup>®</sup>

---

## SOLUTIONS

**SYSTIMAX First BusinessPartner Program**  
Proudly recognizes

**CompuLink Network Installation  
Services, Inc.**

as a

**Prestige BusinessPartner**

For the Territory:

**Florida**

  
**SYSTIMAX**  
SOLUTIONS

  
Program Director

**Program year: 2005**

# **CompuLink Network Installation Services, Inc.**

## **Product Warranty and Application Assurance Program**

CompuLink Network Installation Services, Inc.

**provides a five (5) year warranty on each installed cable plant.**

---

**Standard Warranty for Lee County for installed cabling.**

All materials and labor provided by CompuLink are under warranty to be free from defects for a period of 5 years from the completion date of the installation. Should a problem arise, CompuLink will respond within 48 hours for a minor outage and 24 hours for a major outage. A major outage is any situation that causes 10% of the devices operating on the cabling to become inoperable.

### **Damage Caused By Misuse or Abuse**

This warranty does not cover damage to the cable plant caused by misuse or abuse, i.e.: a jack damaged by over stretching line cords or by pushing a desk against faceplates.

### **False Dispatch of Service Call**

If a service call is made and the problem is traced to other causes not related to wiring performed by CompuLink, the call will be billed at standard rates.



# *PROPRIETARY STATEMENT*

The contents of this package are considered by CompuLink to be proprietary. This may not be released to another vendor or contractor without written permission from CompuLink Network Installation Services, Inc.

**LEE COUNTY, FLORIDA  
PROPOSAL QUOTE FORM  
FOR THE ANNUAL PURCHASE OF  
DATA AND VOICE CABLE AND INSTALLATION**

DATE SUBMITTED: 02-21-2006

VENDOR NAME: FIBER Solutions

TO: The Board of County Commissioners  
Lee County  
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers:

\_\_\_\_\_

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?

YES X NO \_\_\_\_\_

TO BE STARTED WITHIN 1 CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.

Are there any modifications to the quote or specifications:

Yes \_\_\_\_\_ No   X  

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

ANTI-COLLUSION STATEMENT

**THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.**

FIRM NAME FIBER Solutions

BY (Printed): Rodney A LANE

BY (Signature): Rodney A Lane

TITLE: President / owner

FEDERAL ID # OR S.S. # 571-44-3796

ADDRESS: 12771 Metro Pkwy Suite #7  
Fort Myers, FL 33912

PHONE NO.: 239-581-6814

FAX NO.: 239-581-0832

CELLULAR PHONE/PAGER NO.: 239-707-0961

LEE COUNTY OCCUPATIONAL LICENSE NUMBER: 9803231

E-MAIL ADDRESS: Rodney @ FIBER - Solutions com

REVISED: 7/28/00



## Table of Contents

- I Employee List
- II References
- III Letters of Recommendation
- IV Certificates
- V Occupational License / Low Voltage License





# **FiberSolutions**

STRUCTURED CABLING CONTRACTORS

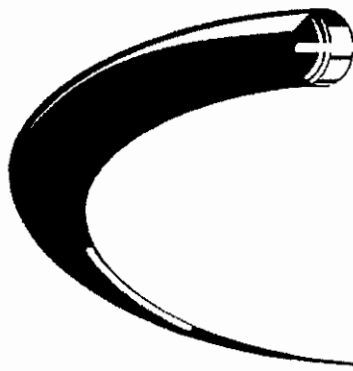
12771 Metro Parkway, Suite #7  
Fort Myers, Florida 33912  
(239) 561-6814 Office  
(239) 561-0832 Fax

---

Employee Name

Employee Address

Efrem Duncan	6257 Demery Cir., Fort Myers, FL 33916
William English	21610 Pearl St., Alva, FL 33920
Mark Espinosa	1910 NW 1 <sup>st</sup> Pl., Cape Coral, FL 33993
Thomas Hardy	3612 SW 7 <sup>th</sup> Ave., Cape Coral, FL 33914
Neil Harris	1735 Brantley Rd., Unit 1114, Ft. Myers
Bruce Jones	719 SE 21 <sup>st</sup> Cape Coral, FL 33990
Ward Kagan	1314 Florida Ave., Ft Myers, FL 33901
Brandon Kidder	2901 35 <sup>th</sup> St., SW Lehigh Acres, FL
Rodney LaVoie	11656 Plantation Preserve Cir So., Ft Mys
Robert Louden	1815 Irving Ave., Lehigh Acres, FL 33972
Walter Mays	14910 Old Olga Rd., Ft Myers, FL 33905
Jacob McDaniel	21630 Pearl St., Alva, FL 33920
Steven McPhee, II	8417 San Marcos Ave., Ft Mys, FL 33919
Thomas Mercurio	19 Jackson Ave., Lehigh Acres, FL 33972



# **FiberSolutions**

STRUCTURED CABLING CONTRACTORS

12771 Metro Parkway, Suite #7  
Fort Myers, Florida 33912  
(239) 561-6814 Office  
(239) 561-0832 Fax

---

Employee Name

Employee Address

Jason Ortiz	546 Wood Ave., Ft Myers, FL 33905
Shawn Peer	120 Blackstone Ft Myers, FL 33913
Wesley Peer	2123 SW 30 <sup>th</sup> St., Cape Coral, FL 33914
Rafael Resto	14 Skipton Fort Myers, FL 33905
Carlos Rodriquez	3392 E. Riverside Dr. Ft Mys, FL 33916
Richard Schneider	3739 Lake St., Ft Myers, FL 33901
Manuel Serrano	4213 5 <sup>th</sup> St., W., Lehigh Acres, FL
Clinton Simmons	1751 NW 24 <sup>th</sup> Pl., Cape Coral, FL 33993
Casey Snyder	1523 SE 35t Ter., Cape Coral, FL 33904
Luke Wilcox	124 SE 17 <sup>th</sup> St., Cape Coral, FL 33990
Randy Cooper	13245 Hampton Park Court, Ft Mys, FL
Joseph G. Baublis, III	17351 Wells Road N Ft Mys, FL



Office (239) 561-6814  
Fax (239) 561-0832  
www.fiber-solutions.com

## References

CLIENT	CONTACT	TELEPHONE NO.
Lee Memorial Health Systems	Jim Patch	(239)574-0122
Lee County Clerk of Courts	Bill Heldenbrand	(239)335-2210
Lee County Sheriff's Office	Eric Varney	(239)477-1200
Lee County Department of Transportation	Richard Epps	(239)694-7600x4150
Lee County Court Admin.	Craig McClain	(239)477-2080
Sam Galloway Ford	Jim Waters	(239)936-2193
Chico's Fashions World Headquarters	Mike Crooks	(239)277-1234
Worthington Communities	Glenn Cribbett	(239)561-4666
City of Punta Gorda	Karen Johnson	(941)575-3322
Lee County Property Appraiser	Keith Ragland	(239)339-6147
Moorings Park	Steven Astley	(239)643-9115
Bonita Springs Utilities	Cynthia McHenry	(239)390-4808

Additional references upon request.

SAINT  MICHAEL  
LUTHERAN SCHOOL

Robert J. Ziegler  
*Principal*

C. Michael Rhinehart  
*Asst. Principal*

July 12, 2004

Lawrence Cremia  
Information Technology Director  
FiberSolutions  
12771 Metro Parkway – Suite 7  
Fort Myers, FL 33912

Lawrence Cremia

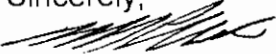
You came to my aid today and answered a need for network service to integrate my laptop PC at Saint Michael Lutheran Church and School. I wanted to show some appreciation for the work you have done for me here so this letter is now yours and I will send it to company leadership.

Computers and Networks are an important topic, especially in development and marketing. It can mean business life or death if not respected. The services that your company provides, both on line and in person are vital resources for this campus and our community. Your passion for excellence is an extension of the company's respect for the customers it serves. As a thirty-seven year media management and sales specialist, I applaud great customer service when I see it, and praise it whenever I am able.

Thank you for caring about others so much. It makes all the difference in the world. I hope you realize the satisfaction you have given to strangers to your company. I look forward to being of service to you in the future. I know we can make a difference.

Thanks to business friends like you, life is a lot more fun. Please let me know if there is anything I can do for you or your company.

Sincerely,

  
Robert H. Clarke, MBA/ALDE  
Director of Development

CC - Rodney LaVoie

*As you requested*  




3595 Broadway, Fort Myers, Florida 33901  
(239) 939-1218 FAX 939-1839  
www.smiles.org



# GUTTERS UNLIMITED OF NAPLES

A Division of RV Lanai, Inc.  
3161 Van Buren Avenue  
Naples, FL 34112  
239-732-6199 - Fax: 239-732-7299

April 12, 2004

Fiber Solutions  
12771 Metro Parkway, Suite #7  
Fl. Myers, FL 33912

Attn: Rodney A. LaVoie, President

Dear Mr. LaVoie:

So often small business owners get so busy that they fail to acknowledge a top quality product or service provided by a vendor. We decided we would like to take the time to acknowledge the truly professional job done by Steve Miller and Jeremy last month. The system was installed and is functioning as promised. Steve kept me informed and Jeremy is a quiet, hard working, excellent technician with great customer skills. Great Job!!

By the way, three of your competitors failed miserably to even present a decent, meaningful proposal. You must be a top performer in your field.

If you ever need rain gutters, fascia, railings, a pool cage or a top quality screened lanai, call me.

Sincerely yours,



Molly Ranck  
President

# JOHNSON ENGINEERING

January 3, 2002

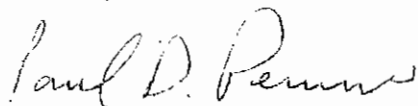
Fiber Solutions  
12771 Metro Parkway  
Suite #7  
Fort Myers, Florida 33912

Dear Fiber Solutions,

I am writing this letter to thank you for making my job so easy. At the end of last year I was responsible for getting two new office buildings cabled for data and voice. On the first office we went with the telephone company's proposal. What a mistake that was! Not only did they wait until two days before we got the CO to start running the cables they used cat 5 (not even cat 5e) for my data. They had no idea that there are face plates made to match our new modular furniture, they were going to use external boxes stuck on with double sided tape. Luckily Tiffany was able to get me some face plates that we could use there. When I asked if they were going to scan the cables and give me a report they said that they had no working scanners at this time but would come back later to do it, I still have not seen any reports. Upon the set up of computers I discovered that one of the cables had some pairs switched around - nice.

Well anyway, to make a long story short I went with Fiber Solutions on the second new building. The knowledge and professionalism of your sales representative and installers was outstanding. Everything was done right without having to ask. Even the construction supervisor to on the job commented to me on what a good clean job Fiber Solutions did and what a pleasure it was to work with them. My boss asked me if we were paying Fiber Solutions by the hour because of the attention they paid to the details. I assured him that we were not and explained to him that Fiber Solutions was just doing the job right. I still believe that, and will certainly have Fiber Solutions do work for me in the future.

Sincerely,



Paul D. Persons  
Manager of Information Systems  
Johnson Engineering, Inc.

August 26, 2003

Mr. Rodney Lavoie  
Mr. Lawrence Cremia  
FiberSolutions  
12771 Metro Parkway, Suite #7  
Ft. Myers, FL 33912

Dear Sirs:

I would like to take a moment to express our thanks to your company for saving us (literally) during the recent worm/virus onslaught we suffered. Your service was prompt, knowledgeable and courteous beyond the norm.

As the poor network administrator caught in this mess I particularly want to thank your technicians, Jeremy and Steve for their superior attitudes, performance and ability to resolve the problems. They are just super and their suggestions to avoid this problem in the future were so helpful and right on track.

I can strongly recommend your company to any user, but in particular to Jonas Club software people in this area. Jeremy in particular now has a good working knowledge of how Jonas works and how the network is set up. Congratulations to your company for having such great employees.

Again, thank you on behalf of my company and our Board of Directors.

Sincerely yours,

Paula B. Skinner  
Administrative Assistant

PBS:sbp



Thank goodness we found Fiber Solutions, our search is over!!

Over three plus years ago, Chico's FAS Inc. started a search for a local expert, innovator and technology cabling company to provide Chico's with latest in Network Infrastructure Solutions. As one the fastest growing companies in Florida we were behind the times and definitely not in the 21st century. Our company network was held together with band-aids and baling wire and we were still using token ring. Our bandwidth needs were increasing, along with the number of network users. We needed a cabling standard that would help Chico's raise the bar and become a world-class company. Chico's needed a partner that could provide the knowledge, expertise, and experienced personnel that could help Chico's develop and deploy a standard for our Network Infrastructure.

Lucky for us, I had the good fortune of being introduced to Rodney Lavoie and his company "Fiber Solutions". Fiber Solutions and Chico's formed a partnership and within a short time developed what is now known as Chico's PCF 5. With 2 phone cables, two category six cables and one fiber cable to each location, we would be ready for current and future needs. After spending three years of placement of the PCF 5, we are now ready anywhere in our facility to provide a dependable, trouble free, and high-speed network connection. Chico's has now demonstrated to its employees and the local community the rewards for spending time, money and effort to find the right people for the right job. Chico's data and telecommunications infrastructure is now ready and prepared for our quest of become a billion-dollar company. Thanks to Fiber Solutions for their help in us reaching our future goals.

A handwritten signature in black ink that reads "Michael Crooks". The signature is fluid and cursive.

Michael Crooks  
Manager Networks and Communications  
Chico's FAS Inc.



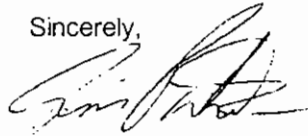
# Lee Memorial Health System

July 10, 2001

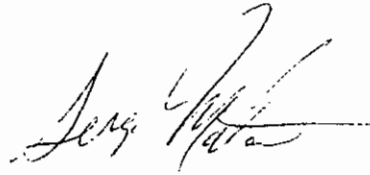
To whom it may concern,

With regards to Fiber Solutions, we recommend their services without hesitation. All jobs, big or small, are handled in a prompt, professional manner. Their workmanship is outstanding. Rodney, Jim and staff are all knowledgeable of industry standards. They possess outstanding "fire-fighting" skills when presented with last minute requests. Fiber Solutions is our only choice for copper or fiber-optic cabling needs.

Sincerely,



Jim Patch  
Network Technician  
Lee Memorial Health System



Sergio Matamala  
Network Technician  
Lee Memorial Health System

Charlie Green  
Clerk of Circuit Court  
Lee County, Florida

January 8, 2002

To whom it may concern


The purpose of this letter is to express my strong endorsement of Joe Baublis, Operations Manager of Fiber Solutions Inc.

Over the last two years, Joe has been involved with several projects for the Clerk. For the most recent project, Joe is overseeing the design and installation of all data wiring in several sections of the 2<sup>nd</sup> floor of the Lee County Justice Center. There have been many layout and scheduling changes that required Joe and his crew to work late nights and weekends to meet our needs. He has been accommodating, while consistently providing very high quality work.

Two years ago, Joe assisted with a big project to move one of our computer rooms. This affected two computer rooms, six IDF rooms and three MDF rooms located in 3 different buildings. Joe designed and installed a rack system and wiring infrastructure for the new computer room, as well as the IDF rooms on the 2<sup>nd</sup>, 3<sup>rd</sup>, and 5<sup>th</sup> floors of the County's Administration building. We have been very satisfied with this work.

Overall, Joe has done excellent work for us on every project. We know that we can count on him to get the job done on schedule and correctly. Joe is very conscientious and that is an important quality in this field.

I would not hesitate to recommend Joe for any wiring project.

  
Bill Heldenbrand  
Network Administrator

**MAG  
CERTIFIED  
CONTRACTOR**

**MAG**

*This certificate hereby certifies that*

## ***Fiber Solutions of Florida***

*of* **Fort Myers, FL**

*has participated in and successfully completed Mohawk's Accredited Contractor Program using Mohawk's Network Cable Products.*

*Date of Certification:* 08/04/04

*Date of Expiration:* 08/04/06



*Gregory Niemiera*  
Technical Sales & Marketing Manager



*Brian Fitzpatrick*  
Vice President of Sales & Marketing

Registration Number: 004381

# **MOHAWK**

Cabling Excellence for Open Architecture

ISO 9001:2000  
CERTIFIED

**MAG  
CERTIFIED  
CONTRACTOR**

**MAG**

*This certificate hereby certifies that*

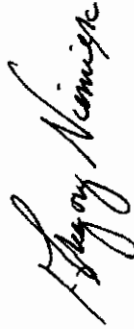
**Joseph G. Baublis, III, RCDD**

*Of* **Fiber Solutions of Florida**

*has participated in and successfully completed Mohawk's Accredited Contractor Program using Mohawk's Network Cable Products.*

*Date of Certification:* 08/04/04

*Date of Expiration:* 08/04/06



Gregory Niemiera  
Technical Sales & Marketing Manager



Brian Fitzpatrick  
Vice President of Sales & Marketing

Registration Number: 004381

**MOHAWK**

Cabling Excellence for Open Architecture

ISO 9001:2000  
CERTIFIED



# TrueNet Certified Cabling System Certificate

## Fiber Solutions

(TSC: 300657146)

An ADC Value-Added Reseller, has demonstrated requisite proficiency in the design, installation, testing and documentation of TrueNet Structured Cabling Systems and is hereby eligible to offer manufacturer's warranty coverage for registered TrueNet projects.

A handwritten signature in black ink, appearing to read 'Robert J. Smith', is written over a horizontal line.

TrueNet Warranty Program Manager

April 28, 2007

Expiration Date



# Certified Technician/Installer Training Certificate

**Wesley Peer**  
*of*  
**Fiber Solutions**

(TSC: 300649071)

has completed the TrueNet Certified Cabling System Training Course TN02-Installation Training (Full Day-8 Hours) and has successfully demonstrated the skills and knowledge required to design, install, test, and document TrueNet Certified Cabling Systems.

*Successful completion of TN02 entitles the above named individual to seven Continuing Education Credits (CECs) for BICSI's RCDD, Technician, or Installer designations.*

TrueNet Warranty Program Manager

April 29, 2007

Expiration Date



# Certified Technician/Installer Training Certificate

## Snyder Casey of Fiber Solutions

(TSC: 300649071)

has completed the TrueNet Certified Cabling System Training Course TN02-Installation Training (Full Day-8 Hours) and has successfully demonstrated the skills and knowledge required to design, install, test, and document TrueNet Certified Cabling Systems.

*Successful completion of TN02 entitles the above named individual to seven Continuing Education Credits (CECs) for BICSI's RCDD, Technician, or Installer designations.*

TrueNet Warranty Program Manager

April 29, 2007

Expiration Date



# Certified Technician/Installer Training Certificate

## Scott Mays *of* Fiber Solutions

(TSC: 300649071)

has completed the TrueNet Certified Cabling System Training Course TN02-Installation Training (Full Day-8 Hours) and has successfully demonstrated the skills and knowledge required to design, install, test, and document TrueNet Certified Cabling Systems.

*Successful completion of TN02 entitles the above named individual to seven Continuing Education Credits (CECs) for BICSI's RCDD, Technician, or Installer designations.*

*Robert J. Smith*

TrueNet Warranty Program Manager

April 29, 2007

Expiration Date





# Certified Technician/Installer Training Certificate

## Joseph Carnes *of* Fiber Solutions

(TSC: 300649071)

has completed the TrueNet Certified Cabling System Training Course TN02-Installation Training (Full Day-8 Hours) and has successfully demonstrated the skills and knowledge required to design, install, test, and document TrueNet Certified Cabling Systems.

*Successful completion of TN02 entitles the above named individual to seven Continuing Education Credits (CECs) for BICSI's RCDD, Technician, or Installer designations.*

A handwritten signature in black ink, appearing to read 'Robert J. Smith', is written over a horizontal line.

TrueNet Warranty Program Manager

April 29, 2007

Expiration Date



# Certified Technician/Installer Training Certificate

## Randy Cooper of Fiber Solutions

(TSC: 300649071)

has completed the TrueNet Certified Cabling System Training Course TN02-Installation Training (Full Day-8 Hours) and has successfully demonstrated the skills and knowledge required to design, install, test, and document TrueNet Certified Cabling Systems.

Successful completion of TN02 entitles the above named individual to seven Continuing Education Credits (CECs) for BICSI's RCDD, Technician, or Installer designations.

TrueNet Warranty Program Manager

April 29, 2007

Expiration Date

# *Certificate of Approval*

*presented by The Siemon Company*

*This is to certify that*

## *Fiber Solutions of Fort Myers, FL*

*has been approved by The Siemon Company as a Certified Installer™ to design, install and administer the Siemon Cabling System®. Installations that comply with all Siemon Cabling System® design, installation and administration procedures and use Siemon authorized products and qualified cable may be registered and are eligible for the applicable Siemon Cabling System® warranty.*

Original Approval: September 10, 2001

Current Certificate: February 27, 2006

Date of Expiration: February 27, 2008



on behalf of The Siemon Company



**SIEMON™**  
CABLING SYSTEM

# *Certificate of Completion*

*presented by The Siemon Company*

*This certifies that*

*Clinton R. Simmons*

*of*

***Fiber Solutions***

*has successfully completed the full day Copper & Fiber Workshop  
including installation practices and cabling terminations.*

*This course is approved for 6 BICSI continuing education credits.*

*Date of training: April 27, 2004*

*Rubben Martiny*  
Instructor



# *Certificate of Completion*

*presented by The Siemon Company*

*This certifies that*

*Tom Hardy*

*of*

*Fiber Solutions*

*has successfully completed the full day Copper & Fiber Workshop  
including installation practices and cabling terminations.*

*This course is approved for 6 BICSI continuing education credits.*

*Date of training: April 27, 2004*

*Rubban Martiney*

*Instructor*



**SIEMON™**

# *Certificate of Completion*

*presented by The Siemon Company*

*This certifies that*

*Dave Allen*

*of*

*Fiber Solutions*

*has successfully completed the full day Copper & Fiber Workshop  
including installation practices and cabling terminations.*

*This course is approved for 6 BICSI continuing education credits.*

*Date of training: April 27, 2004*

*Rubay Martinez*  
Instructor



**SIEMON™**

# *Certificate of Completion*

*presented by The Siemon Company*

*This certifies that*

*Shawn Peer*

*of*

*Fiber Solutions*

*has successfully completed the full day Copper & Fiber Workshop  
including installation practices and cabling terminations.*

*This course is approved for 6 BICSI continuing education credits.*

*Date of training: April 27, 2004*

*Rubon Martin*  
Instructor



# *Certificate of Completion*

*presented by The Siemon Company*

*This certifies that*

*Steven N. McPhee II*

*of*

***Fiber Solutions***

*has successfully completed the full day Copper & Fiber Workshop  
including installation practices and cabling terminations.*

*This course is approved for 6 BICSI continuing education credits.*

*Date of training: April 27, 2004*

*Rubem Marini*  
Instructor





# *Certificate of Completion*

*presented by The Siemon Company*

*This certifies that*

*Mark A. Espinosa*

*of*

***Fiber Solutions***

*has successfully completed the full day Copper & Fiber Workshop  
including installation practices and cabling terminations.*

*This course is approved for 6 BICSI continuing education credits.*

*Date of training: April 27, 2004*

*Ruban Martinez*  
Instructor



**SIEMON™**

# Leviton CCS Program Partner Certification

## Fiber Solutions

Fiber Solutions has met Leviton's Certified Cabling System (CCS) Program Partner selection criteria and has successfully completed the program training. Therefore, Fiber Solutions is hereby certified as a Leviton CCS Program Partner, and as such is authorized by Leviton to design and install Leviton Certified Cabling Systems, and to support the Leviton CCS Lifetime Applications Assurance and Lifetime Extended Warranty

Fiber Solutions has agreed to conform to all Leviton specified and TIA/EIA compliant installation practices as presented in Leviton's certified installer training program. In addition Fiber Solutions agrees to install only Leviton approved products and category compliant cabling. Approved systems designed for TIA/EIA-568A channel performance and registered with Leviton by a certified CCS Program Partner are covered by the Leviton CCS Program Applications Assurance and Extended Warranty.

### CERTIFIED CABLING SYSTEM LIFETIME APPLICATION ASSURANCE & LIFETIME EXTENDED WARRANTY

Leviton's approved Certified Cabling System products, when properly installed in both the telecommunications closet and the work area by Leviton Certified Cabling System (CCS) Program Partners with the appropriate category rated cable in strict compliance with the electrical performance criteria of the TIA/EIA-568A standard will support and conform to EIA/TIA-568A specifications covering ANY CURRENT OR FUTURE APPLICATION which supports transmission over a properly constructed horizontal cabling system premises network link which meets the channel performance as described in Annex E of TIA/EIA-568A. In addition, these same Leviton products will be free from defects in material or faulty workmanship for as long as they are installed in a certified cabling system.

The specific terms and conditions of the Lifetime Applications Assurance and Lifetime Extended Warranty are set forth in the Leviton CCS Program Partner Agreement.

99110801

Certification Number

November 8, 1999

Certification Date

Mary E. Marshall

CCS Administrator

November 18, 1999

Date

Peter H. Newman

Leviton Marketing Manager

November 18, 1999

Date





# Certificate of Completion

Tommy Hardy

*Of*

Fiber Solutions of SW Florida • 12271 Metro Parkway - Suite 7 • Fort Myers, FL 33912

*Has successfully completed Berk-Tek's Certified OASIS Integrator training and is qualified to install OASIS Program Structured Cabling Systems.*

Date of Certification: February 7, 2002

**Berk-Tek**  
A NEXANS COMPANY



# Certificate of Completion

Shawn Peer

*Of*

Fiber Solutions of SW Florida • 12271 Metro Parkway - Suite 7 • Fort Myers, FL 33912

*Has successfully completed Berk-Tek's Certified OASIS Integrator training and is qualified to install OASIS Program Structured Cabling Systems.*

Date of Certification: February 7, 2002

**Berk-Tek**  
A NEXANS COMPANY



# Certificate of Completion

Randy Cooper

*Of*

Fiber Solutions of SW Florida • 12271 Metro Parkway - Suite 7 • Fort Myers, FL 33912

*Has successfully completed Berk-Tek's Certified OASIS Integrator training and is qualified to install OASIS Program Structured Cabling Systems.*

Date of Certification: February 7, 2002

**Berk-Tek**  
A NEXANS COMPANY



# Certificate of Completion

Steven N. McPhee II

*Of*

Fiber Solutions of SW Florida • 12271 Metro Parkway - Suite 7 • Fort Myers, FL 33912

*Has successfully completed Berk-Tek's Certified OASIS Integrator training and is qualified to install OASIS Program Structured Cabling Systems.*

Date of Certification: February 7, 2002

**Berk-Tek**  
A NEXANS COMPANY



# Certificate of Completion

Clinton Simmons

*Of*

Fiber Solutions of SW Florida • 12271 Metro Parkway - Suite 7 • Fort Myers, FL 33912

*Has successfully completed Berk-Tek's Certified OASIS Integrator training and is qualified to install OASIS Program Structured Cabling Systems.*

Date of Certification: February 7, 2002

**Berk-Tek**  
A NEXANS COMPANY

10  
100

# Joseph G. Baublis III

© EICSP: A Transnational Business Association, its registration is subject to the requirements of the  
combined EICSP's registration and examination requirements.

Issued  
May 17, 2003

Expires  
December 31, 2006

*John A. Johnson*  
Executive Director





Corning Cable Systems

---

**LANE**

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EXTENDED  WARRANTY PROGRAM<sup>SM</sup>

Corning Cable Systems Recognizes

**FIBER SOLUTIONS**

As a Certified Member for 2005  
of the Corning Cable Systems  
Extended Warranty<sup>SM</sup> Program

# Certificate of Accomplishment

*This is to Certify that*

Mark Espinosa

Fiber Solutions

has attended a seminar on current firestopping theory and proper installation techniques of SpecSeal® Firestopping Systems.

Certified By:

*James P. Stahl*

James P. Stahl | VP Engineering

Date: 1/23/2004



Specified Technologies, Inc.  
200 Evans Way, Suite 2  
Somerville NJ 08876

# Certificate of Qualification

This certifies that

*Mark Espinosa*

*has attended and successfully completed the Florida DOT Approved Course*

*Intermediate Maintenance of Traffic*

BT-05-0078

Conducted at Lee High Central on the 24 day of April 04



Gregory Barlow  
Instructor

*Gregory Barlow*  
Program Coordinator



Expiration Date: 4/24/2008

Certificate # L-IMOT-E215541750

# Certificate of Qualification

This certifies that

*Thomas J. Hardy*

*has attended and successfully completed the Florida DOT Approved Course*

## *Work Zone Traffic Control*

*Intermediate - Maintenance of Traffic BT-05-0078*

Conducted at Lee High Central on the 01 day of June, 02



M. CHODAKOWSKY  
Instructor

*Richard J. Kopyson*  
Program Coordinator



Provided by  
Florida  
Technology  
Transfer  
Center  
Provider 36

Expiration Date: 6/1/2006

Certificate # L-TS-H63083076461

# Certificate of Qualification

This certifies that

*David Allen*

*has attended and successfully completed the Florida DOT Approved Course*

*Intermediate Maintenance of Traffic*

BT-05-0078

Conducted at Lee High Central on the 24 day of April, 04



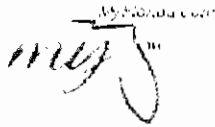
Gregory Barlow  
Instructor

*Kimberly Day*  
Program Coordinator



Expiration Date: 4/24/2008

Certificate # L-IMOT-A450175774



[DBPR Home](#)   [Online Services Home](#)   [Help](#)   [Site Map](#)

1:41:29 PM

**Public Services**

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- [File a Complaint](#)
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- [Change My Address](#)
- [View Messages](#)
- [Change My PIN](#)
- [View Continuing Ed](#)

**Licensee Detail**

**Licensee Information**

Name: **BROWN, JAMES FRASER (Primary Name)**  
**FIBER SOLUTIONS OF SOUTHWEST FLORIDA (DBA Name)**

Main Address: **12771 METRO PARKWAY**  
**SUITE#7**  
**FIBER SOLUTIONS**  
**FORT MYERS Florida 33912**

License Mailing:

LicenseLocation:

**License Information**

License Type: **Certified Specialty Contractor**

Rank: **Cert Specialty**

License Number: **ES12000306**

Status: **Current,Active**

Licensure Date: **03/29/2005**

Expires: **08/31/2006**

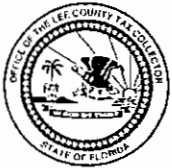
**Special Qualifications**      **Qualification Effective**

**Limited Energy Systems Specialty**      **01/28/2005**

[View Related License Information](#)

[View License Complaint](#)





STATE OF FLORIDA  
**LEE COUNTY**  
**OCCUPATIONAL LICENSE**

LICENSE YEAR: 2005-2006  
LICENSE NUMBER: 9803231

**Location**  
12771 METRO PKWY ST UNIT 1  
FT MYERS FL 33912

FIBER SOLUTIONS OF SW FLORIDA INC  
BROWN JAMES FRASER  
12771 METRO PKWY ST UNIT 1  
FT MYERS FL 33912

**EXPIRES: SEPTEMBER 30, 2006**

Is hereby licensed at above address to engage in the business,  
profession or occupation of:  
**ELECTRICAL SPECIALTY - LOW VOLTAGE CONTRACTOR**

**THIS IS NOT A BILL - DO NOT PAY**

<b>PAID</b>	015055-60-1	08/22/2005 11:25
	DP500	\$30.00

**THIS LICENSE VALID ONLY WHEN RECEIPTED BY  
TAX COLLECTOR**

# ACORD CERTIFICATE OF LIABILITY INSURANCE

OP ID MW  
FIBER-4

DATE (MM/DD/YYYY)  
12/08/05

PRODUCER  
Os: Trippe and Company, Inc  
P. Box 60139  
Ft. Myers FL 33906-6139  
Phone: 239-433-4535 Fax: 239-433-4148

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURED  
NetworkSolutions of America, Inc  
dba Fiber Solutions of SW FL  
12771 Metro Pkwy Ste 7  
Fort Myers FL 33912

INSURERS AFFORDING COVERAGE		NAIC #
INSURER A:	The Hartford Insurance Co.	22357
INSURER B:	American Int'l Companies	
INSURER C:		
INSURER D:		
INSURER E:		

## COVERAGES

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR	ADD'L LTR	INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS		
A	X		GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	21UUNT2350	02/05/05	02/05/06	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	\$ 1,000,000 \$ 300,000 \$ 10,000 \$ 1,000,000 \$ 2,000,000 \$ 2,000,000	
			AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)	\$ \$ \$ \$	
			GARAGE LIABILITY <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT OTHER THAN AUTO ONLY: EA ACC AGG	\$ \$ \$	
			EXCESS/UMBRELLA LIABILITY <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE RETENTION \$				EACH OCCURRENCE AGGREGATE	\$ \$ \$ \$	
B			WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below OTHER	WC 932468	12/06/05	12/06/06	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER	E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT	\$ 500000 \$ 500000 \$ 500000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

CERTIFICATE HOLDER  
Lee County BoCC  
Fax# 239-335-2262  
Attn: Risk Management  
P.O. Box 398  
Fort Myers FL 33902  
LEEC398

CANCELLATION  
SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.  
AUTHORIZED REPRESENTATIVE  
*Jerry Trippe*



**LEE COUNTY, FLORIDA  
PROPOSAL QUOTE FORM  
FOR THE ANNUAL PURCHASE OF  
DATA AND VOICE CABLE AND INSTALLATION**

DATE SUBMITTED: FEB 21 2006

VENDOR NAME: JAN-TECH COMMUNICATIONS INC.

TO: The Board of County Commissioners  
Lee County  
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers:

\_\_\_\_\_

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?

YES ✓ NO \_\_\_\_\_

TO BE STARTED WITHIN 2 CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.

Are there any modifications to the quote or specifications:

Yes \_\_\_\_\_ No     X    

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

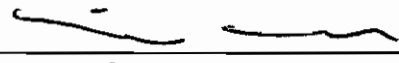
Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

ANTI-COLLUSION STATEMENT

**THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.**

FIRM NAME JAN-TECH COMMUNICATIONS INC

BY (Printed): MICHAEL UTTER

\* BY (Signature): 

TITLE: OWNER/MANAGER

FEDERAL ID # OR S.S. # 65-0064846

ADDRESS: 5577 SE Hwy 31  
ARCADIA, FL 34266

PHONE NO.: 863 993-3133

FAX NO.: 863 993-9299

CELLULAR PHONE/PAGER NO.: 863 990-2349

LEE COUNTY OCCUPATIONAL LICENSE NUMBER: \_\_\_\_\_

E-MAIL ADDRESS: jantech@cyberstreet.com

REVISED: 7/28/00

**V. BICSI CERTIFICATION**

Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval. This individual must be on your staff at the time the quote is submitted. Please include a copy of your current RCDD certification(s).

**Please explain how your firm complies with this requirement.**

**VI. LOW VOLTAGE LICENSE**

In order to obtain an occupational license in Lee County you must have a low voltage electrical license. You must possess this license at the time the quote is submitted for Lee County's consideration. Please include a copy of your low voltage electrical license.

License no.: ES12000221

**Please explain how your firm complies with this requirement.**

**VII. LOCATION/EMPLOYEES**

We require that you have a location within a 200-mile radius of downtown Fort Myers, Florida.

Location of facility: 5577 SE. Hwy 31, ARCADIA, FL

Distance: 38 miles

Address: SAME AS ABOVE

**VIII. REPLACEMENT CABLE AND HARDWARE**

Lee County will require that the awarded vendor(s) make provision for four delivery situations:

1. On the shelf cable and hardware shall be delivered the same day as ordered.
2. Manufacturer regional warehouse items shall be delivered after receipt by vendor, freight included, on next working day.
3. Factory back-ordered cable and hardware shall be delivered the same day they are received by the vendor.

# Jan-Tech Communications Inc.

P.O.Box 1617  
Arcadia Fl. 34265

February 21, 2006

To Whom It May Concern:

1. I Mike Utter owner of Jan-Tech Communications Inc. started in the Telephone cabling business in 1972 working for a contracting company in the underground construction of conduit and manhole systems. We did all phases of trenching, pipe laying, pavement cutting, hot patching and site restoration. Then I also have done cable placing ,road boring and pipe pushing. In the early 1980's I worked as an Engineering Assistant Measuring 40 miles of Railroad track with a 200 ft. tape. Then I went to work for Cen'tel Telephone Co. cabling the University of Michigan Medical Center a new 1 million Sq.Ft. Hospital. I was asked to build the first telephone closet as an example for the rest on the installers. Then I moved to Richmond Virginia where I worked cabling high rise bank buildings , Government offices and the Newport News Shipbuilding & Dry-dock Co, (the largest PBX system on the east coast of the U.S.). In 1986 I moved to Sarasota Fl. to be closer to My son who at the time was 4. There I opened a store selling refurbished splicing tools and test equipment to phone splicers and installers working for regulated phone companies. When GTE cut back on OSP maintenance in the late 1980's I returned to the cabling business. Since then Jan-Tech Comm. has been a part on many voice ,data and fiber optic cabling projects. Working as a Sub contractor for Lucent Technologies we installed the first Gigaspeed (Cat 6 ) cable installation in the state of Florida for Lucent Technologies at Bishop Veroit High school in Ft. Meyers Fl. We held the contract with Manatee County Government for several years. And presently have a contract with Manatee Community College. We cabled the Lee County Sheriff Sub Station in Lehigh Acres for Target Builders. Jan-Tech Communications Inc. has never missed a due date or a cut over date.

2. Reference: Dvorak Communications Inc. P.O.Box 3452 ,Chester Va. 23821  
(888) 386-7251 Rick Dvorak
3. Reference: Manatee Community College 5840 26<sup>th</sup> St. west, Bradenton Fl. 34207  
(941) 7525217 David Wildes
4. Reference: Mote Marine Labs 1600 Ken Thompson Parkway, Sarasota Fl. 34236  
(941) 388-4441 X 331 Derek Templeton
5. Reference: Tandem Construction Inc. 1599 Main St., Sarasota Fl. 34236  
(941) 954-1599 Peter Hayes
6. Reference: All Phase Electric Inc. 4301 West South Ave, Tampa Fla. 33614  
(813) 876-7074 Nick Puleo
7. Reference: Professional Building Systems 4395 Corporate Square, Naples Fl. 34104  
(239) 643-1921 Robert Pearson
8. Employee: Mike Utter 34 yrs. experience Florida Low Voltage license # ES12000221  
BICSI Member waiting for next RCDD exam. Systimax Certified in AirSpeed Design &  
Engineering. Has been through the Ortronics certification class.
9. Employee: Charles Wilson 28 yrs experience RCDD/NTS/OSP U.S. Southeast Region  
Director for BICSI.
10. Employee: Karen Schuller 8 years experience , registered American Indian.
11. Employee: Alison Trudell 2 yrs. experience.
12. Employee: Michael Utter 6 yrs. experience has been through the Ortronics certification  
class.
13. Cable: Jan-Tech has several suppliers of all brands and types of cable i.e.: Anixter,  
Graybar mostly with next day delivery.

14. Equipment: Jan-Tech has several suppliers of all brands and types of equipment and hardware i.e.: Anixter, Graybar mostly with next day delivery.
15. Systimax: Jan-Tech is a Systimax business Partner and is a certified installer of this product.
16. Emergency repair response time: Jan-Tech is located on Hwy 31 south of Arcadia Fl. The road to Lee County is straight and un-obstructed I can be in Lee County in 45 Min.

Sincerely,

Mike Utter  
Owner/Manager

# ***Jan-Tech Communications, Inc.***

**is a full service Voice and Data cabling company specializing in copper and fiber Premise and Outside Plant installations – new work and prompt, expert repair work.**

## ***Jan-Tech Communications, Inc.***

**has been in business since 1988, offering customers the highest level of service. We can assist your business with the complete design and implementation of your communications projects from beginning to end.**

## ***Jan-Tech Communications, Inc.***

**offers complete testing and documentation using the Fluke DSP 4100 and other instruments.**

## ***Jan-Tech Communications, Inc.***

**features Systimax (Avaya) Giga-Speed cable and equipment for the best end to end Avaya Certified solution. Any other specifications can be met as well. We are a BICSI member and Jan-Tech has a certified RCDD on staff. Our installation teams have many years of varied experience in the industry. We will be happy to supply references upon request.**

**Please contact *Jan-Tech Communications, Inc.* for your next communications project.**

# ***Jan-Tech Communications, Inc.***

**5577 South East Highway 31, Arcadia, FL 34266**

**Voice 863-993-3133**

**Fax 863-993-9299**

**Email: [jantech@cyberstreet.com](mailto:jantech@cyberstreet.com)**

**RCDD on staff**





# ACORD™ CERTIFICATE OF LIABILITY INSURANCE

DATE (M/D/YYYY)  
02/21/2006

**PRODUCER**  
Lockton Companies, Inc.  
8110 East Union Avenue, Suite 700  
Denver, CO 80237

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

**COMPANIES AFFORDING COVERAGE**

COMPANY A National Union Fire Ins. Co.

**INSURED**  
LABOR READY SOUTHEAST, INC.  
PO Box 2910  
Tacoma, WA 98401

COMPANY B Insurance Co. State of Penn

COMPANY C

COMPANY D

**COVERAGES**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED, NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN. THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

CO LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS		
A	<b>GENERAL LIABILITY</b>	5746273	07/01/2005	07/01/2006	GENERAL AGGREGATE	5000000.00	
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY				PRODUCTS - COMP/OP AGG	1000000.00	
	<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				PERSONAL & ADV INJURY	1000000.00	
	<input type="checkbox"/> OWNERS & CONTRACTOR'S PROT				EACH OCCURRENCE	1500000.00	
					FIRE DAMAGE (Any one fire)	1000000.00	
					MED EXP (Any one person)	0.00	
	<b>AUTOMOBILE LIABILITY</b>				COMBINED SINGLE LIMIT		
	<input type="checkbox"/> ANY AUTO				BODILY INJURY (Per Person)		
	<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per Accident)		
	<input type="checkbox"/> SCHEDULED AUTOS				PROPERTY DAMAGE		
	<b>GARAGE LIABILITY</b>				AUTO ONLY - EA ACCIDENT		
	<input type="checkbox"/> ANY AUTO				OTHER THAN AUTO ONLY:		
					EACH ACCIDENT		
					AGGREGATE		
	<b>EXCESS LIABILITY</b>				EACH OCCURRENCE		
	<input type="checkbox"/> UMBRELLA FORM				AGGREGATE		
	<input type="checkbox"/> OTHER THAN UMBRELLA FORM						
B	<b>WORKER'S COMPENSATION AND EMPLOYER'S LIABILITY</b>	6610038	07/01/2005	07/01/2006	<input checked="" type="checkbox"/> WC STATUTORY LIMITS	OTHER	
	<input type="checkbox"/> THE PROPRIETOR/PARTNERS/ EXECUTIVE				<input type="checkbox"/> INCL	EL EACH ACCIDENT	1000000.00
	<input type="checkbox"/> EXCL				EL DISEASE-POLICY LIMIT	1000000.00	
					EL DISEASE- EA EMPLOYEE	1000000.00	
	<b>OTHER</b>	NOT APPLICABLE					

**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / SPECIAL ITEMS :**

THE ABOVE COVERAGES APPLY TO LABOR READY TEMPORARY EMPLOYEES DISPATCHED TO WORK ON BEHALF OF THE CERTIFICATE HOLDER

**CERTIFICATE HOLDER**  
JAN-TECH COMMUNICATIONS  
PO BOX 1617  
Arcadia FL 34265-1617

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING COMPANY WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OF LIABILITY OF ANY KIND UPON THE COMPANY, ITS AGENTS OR REPRESENTATIVES.

**AUTHORIZED REPRESENTATIVE**

*William M. O'Connell Jr*

Client#: 3491

JANTE

# ACORD CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
02/20/06

**PRODUCER**  
Ludwig-Walpole Co., Inc.  
300 S. Orange Avenue  
P. O. Box 850  
Sarasota, FL 34230

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

**INSURED**  
Jan-Tech Communications, Inc.  
P O Box 1617  
Arcadia, FL 34266-1617

INSURERS AFFORDING COVERAGE	NAIC #
INSURER A: SAFECO Insurance Co.	
INSURER B:	
INSURER C:	
INSURER D:	
INSURER E:	

**COVERAGES**

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

CLASS	ADDITIONAL CLASS	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS								
A	A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> OCCUR  GENL AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC	01CE4380048	09/02/05	09/02/06	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$200,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000								
		<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS				COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$								
		<b>GARAGE LIABILITY</b> <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT \$ OTHER THAN EA ACC \$ AUTO ONLY: AGG \$								
		<b>EXCESS/UMBRELLA LIABILITY</b> <input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE  DEDUCTIBLE \$ RETENTION \$				EACH OCCURRENCE \$ AGGREGATE \$ \$ \$ \$								
		<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? If yes, describe under SPECIAL PROVISIONS below OTHER				<table border="1"> <tr> <td>WC STATUTORY LIMITS</td> <td>OTHER</td> </tr> <tr> <td>E.L. EACH ACCIDENT</td> <td>\$</td> </tr> <tr> <td>E.L. DISEASE - EA EMPLOYEE</td> <td>\$</td> </tr> <tr> <td>E.L. DISEASE - POLICY LIMIT</td> <td>\$</td> </tr> </table>	WC STATUTORY LIMITS	OTHER	E.L. EACH ACCIDENT	\$	E.L. DISEASE - EA EMPLOYEE	\$	E.L. DISEASE - POLICY LIMIT	\$
WC STATUTORY LIMITS	OTHER													
E.L. EACH ACCIDENT	\$													
E.L. DISEASE - EA EMPLOYEE	\$													
E.L. DISEASE - POLICY LIMIT	\$													

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS  
 Lee County, a political subdivision and Charter County of the State of Florida, its agents, employees, and public officials are an additional insured

**CERTIFICATE HOLDER**

Lee County Board of County Commissioners  
 C/O Lee County Purchasing  
 P O Box 398  
 Fort Myers, FL 33902-0398

**CANCELLATION**

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE  
*F. James Fordley*



GENERAL CONTRACTORS

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4395 Corporate Square • Naples, FL 34104 • Phone: 239/643-6527 • Fax: 239/643-2767

June 20, 2003

To Whom It May Concern:

This letter is written on behalf of Michael F. Utter, President of Jan-Tech Communications, Inc. I have worked with Mike for the last four years and our company has had a relationship with him for approximately six years. We have found his work to be of the highest quality and we would not hesitate to recommend his services and company to anyone. Whenever we have a need in his areas of expertise, we don't even call anyone else. Mike is not the first choice, he is the only choice.

If you should have any questions, please feel free to contact me.

Sincerely,



Robert T. Pearson  
Vice-President

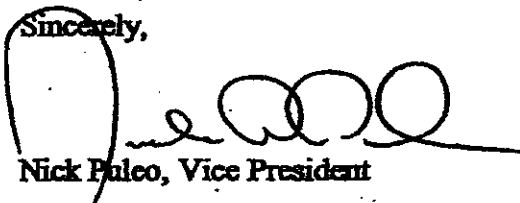


June 24, 2003

To Whom It May Concern:

I have worked with Michael F. Utter, President of JAN-TECH Communications, Inc. for three years. I have found his work to be of the highest quality and would not hesitate to recommend his services and company to anyone.

Sincerely,

A handwritten signature in black ink, appearing to read 'Nick Falco'. The signature is written in a cursive style with several loops and a long horizontal tail.

Nick Falco, Vice President

NP:rr



Mailing Address P.O. Box 1849, Bradenton, FL 34206 [www.mcc.cc.fl.us](http://www.mcc.cc.fl.us)  
MCC Bradenton 5840 26th Street West, Bradenton, FL 34207 • 941-752-5000  
MCC Venice 8000 South Tamiami Trail, Venice, FL 34293 • 941-408-1300

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June 17, 2003

To Whom It May Concern,

I have worked with Michael F. Utter, President of JAN-TECH Communications, Inc. for almost three years. His excellent work during this time for the College has been of the highest quality. His knowledge and construction administration abilities ensured continued high quality communications installations for the College. JAN-TECH was competitively selected as the College's on-call communications system installation contractor.

I highly recommend his services and company to anyone.

Sincerely,

A handwritten signature in black ink, appearing to read 'Philip J. Van Ess', is written over a light blue horizontal line.

Philip J. Van Ess  
Director of Facilities

# **SYSTIMAX<sup>®</sup>**

---

## **SOLUTIONS**

### **Certificate of Authorization**

***This is to certify that***

***Mike Utter - Jan-Tech Communications, Inc.***

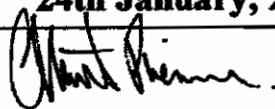
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has successfully completed the SYSTIMAX<sup>®</sup>  
AirSPEED<sup>™</sup> Design & Engineering course  
(ND6600)

**SYSTIMAX<sup>®</sup> Structured Connectivity Solutions**

Date: 24th January, 2005

Instructor:



**Albert Pierson**

Approved:



Cert. No. **U9340FL11**

# **SYSTIMAX<sup>®</sup>**

---

## **SOLUTIONS**

**SYSTIMAX First BusinessPartner Program**  
Proudly recognizes

**Jan-Tech Communications, Inc.**

as an

**Authorized Installer**

For the Territory: **North Florida**

---



**SYSTIMAX<sup>®</sup>**  
**SOLUTIONS**

  
Program Director

**Program year: 2005**

# DESOTO COUNTY OCCUPATIONAL LICENSE

LICENSE YEAR: 2005 - 2006  
LICENSE NUMBER: 1031

OWNER: MICHAEL UTTER

ISSUED TO: JAN-TECH COMMUNICATIONS

LOCATION: 5577 SE HWY 31  
ARCADIA, FL 34266




## LICENSE NOTES:

THIS LICENSE IS VALID ONLY IF NO OTHER LAW OR ORDINANCE IS VIOLATED, ESPECIALLY ZONING.

A PENALTY IS IMPOSED FOR FAILURE TO KEEP THIS LICENSE EXHIBITED CONSPICUOUSLY AT THIS ESTABLISHMENT OR PLACE OF BUSINESS

EXPIRATION DATE: 9/30/2006

  
DESOTO COUNTY CLERK  
Wednesday, December 28, 2005

PENALTY ADDED OCT. 1: 10%; NOV. 1: 15%; DEC. 1: 20%; JAN.1: 25%.



The professional designation of

# RCDD®

REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER

is awarded to

## Charles L. Wilson

by BICSI, A Telecommunications Association, in recognition of having successfully completed BICSI's registration and examination requirements.

Issued January 1, 2006

Expires December 31, 2008

President, BICSI

Executive Director, BICSI



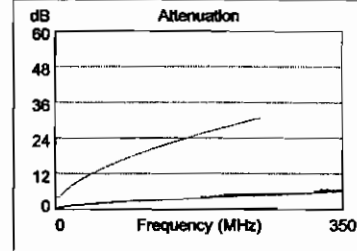
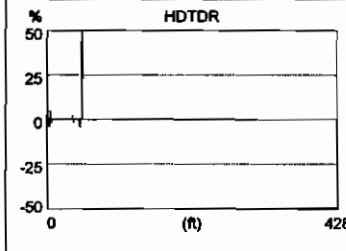


Wire Map 1 2 3 4 5 6 7 8 S  
 PASS | | | | | | | |  
 1 2 3 4 5 6 7 8

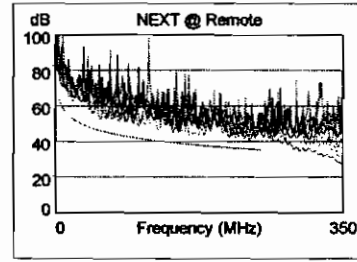
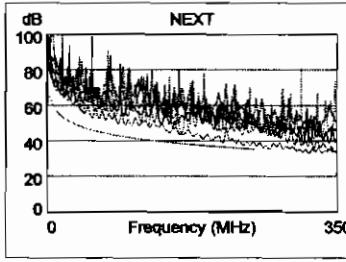


Length (ft), Limit 295 [Pair 12] 45  
 Prop. Delay (ns), Limit 498 [Pair 36] 66  
 Delay Skew (ns), Limit 44 [Pair 36] 3  
 Resistance (ohms), Limit 40.0 [Pair 45] 2.7

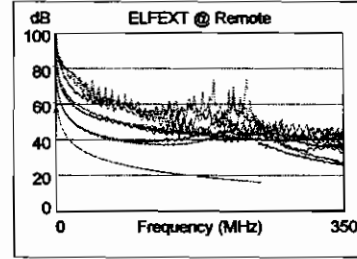
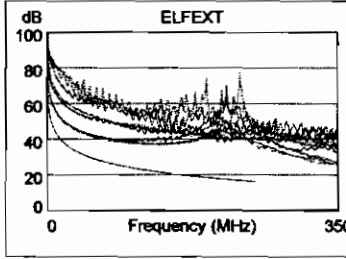
Attenuation (dB) [Pair 36] 25.6  
 Frequency (MHz) [Pair 36] 250.0  
 Limit (dB) [Pair 36] 30.7



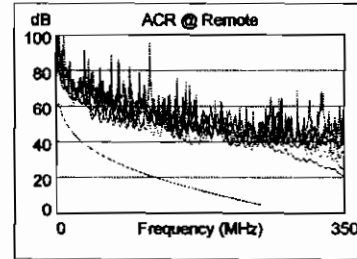
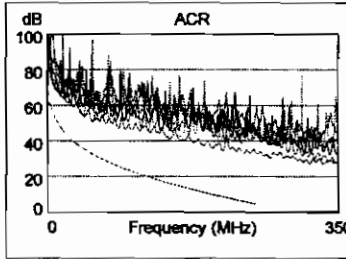
	Worst Case Margin		Worst Case Value	
PASS	MAIN	SR	MAIN	SR
Worst Pair	36-78	36-45	36-78	36-45
NEXT (dB)	1.7	5.0	1.7	5.0
Freq. (MHz)	236.5	238.0	236.5	238.0
Limit (dB)	35.7	35.7	35.7	35.7
Worst Pair	36	36	36	36
PSNEXT (dB)	3.1	4.6	3.1	4.6
Freq. (MHz)	236.0	236.5	236.0	236.5
Limit (dB)	33.1	33.1	33.1	33.1



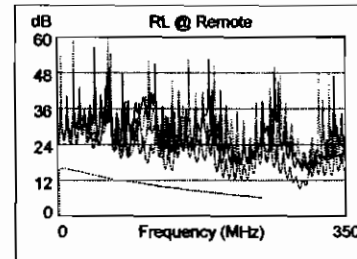
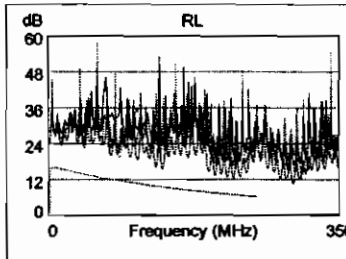
PASS	MAIN	SR	MAIN	SR
Worst Pair	45-78	45-78	12-45	45-78
ELFEXT (dB)	11.1	11.1	20.6	15.7
Freq. (MHz)	3.2	7.1	247.5	139.5
Limit (dB)	54.1	47.2	16.3	21.3
Worst Pair	45	45	45	12
PSELFEXT (dB)	11.5	11.5	16.4	21.6
Freq. (MHz)	6.6	7.1	144.0	246.5
Limit (dB)	44.8	44.2	18.0	13.3



PASS	MAIN	SR	MAIN	SR
Worst Pair	36-78	12-36	36-78	36-45
ACR (dB)	25.8	27.8	26.9	29.8
Freq. (MHz)	212.0	181.0	236.5	238.0
Limit (dB)	8.6	12.0	6.0	5.8
Worst Pair	36	36	36	36
PSACR (dB)	27.4	28.1	28.0	29.5
Freq. (MHz)	211.0	175.0	236.0	236.5
Limit (dB)	6.0	10.1	3.4	3.4



PASS	MAIN	SR	MAIN	SR
Worst Pair	45	45	45	45
RL (dB)	5.7	5.3	5.7	5.6
Freq. (MHz)	223.5	209.0	223.5	223.5
Limit (dB)	6.9	7.3	6.9	6.9



SAMPLE

**LEE COUNTY, FLORIDA  
PROPOSAL QUOTE FORM  
FOR THE ANNUAL PURCHASE OF  
DATA AND VOICE CABLE AND INSTALLATION**

DATE SUBMITTED: TUESDAY / FEBRUARY 21, 2006

VENDOR NAME: BLACK BOX NETWORK SERVICES

TO: The Board of County Commissioners  
Lee County  
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges  
receipt of Addenda numbers:

NOT/APPLICABLE

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?

YES X NO \_\_\_\_\_

TO BE STARTED WITHIN 3 to 5 CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.

Are there any modifications to the quote or specifications:

Yes \_\_\_\_\_ No   X  

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

**NOT/APPLICABLE**

Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

ANTI-COLLUSION STATEMENT

**THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.**

FIRM NAME BLACK BOX NETWORK SERVICES

BY (Printed): MICHAEL BARDECKI

BY (Signature): 

TITLE: SR. ACCOUNT MANAGER

FEDERAL ID # OR S.S. # 62-1202425

ADDRESS: 12590 METRO PARKWAY,  
FORT MYERS, FLORIDA 33912

PHONE NO.: SP - 727-571-4144 / FTM - 239-275-0011

FAX NO.: SP - 727-573-5789 / FTM - 239-275-1894

CELLULAR PHONE/PAGER NO.: SP - 727-638-6050 / FTM - 239-707-6847

LEE COUNTY OCCUPATIONAL LICENSE NUMBER: #ER0014474 - ELECTRICAL  
CONTRACTOR LICENSE

E-MAIL ADDRESS: michael.bardecki@bboxfl.com

REVISED: 7/28/00

19. **DRUG FREE WORKPLACE**

Whenever two or more quotes/proposals, which are equal with respect to price, quality and service, are received for the procurement of commodities or contractual services, a quote/proposal received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. In order to have a drug-free workplace program, a business shall comply with the requirements of Florida Statutes 287.087.

***SEE ATTACHED DRUG FREE WORKPLACE POLICY***

20. **REQUIRED SUBMITTALS**

Any submittals requested should be returned with the quote response. This information may be accepted after opening, but no later than 10 calendar days after request.

21. **TERMINATION**

Any agreement as a result of this quote may be terminated by either party giving thirty (30) calendar days advance written notice. The County reserves the right to accept or not accept a termination notice submitted by the vendor, and no such termination notice submitted by the vendor shall become effective unless and until the vendor is notified in writing by the County of its acceptance.

The Purchasing Director may immediately terminate any agreement as a result of this quote for emergency purposes, as defined by the Lee County Purchasing and Payment Procedure Manual.

Any vendor who has voluntarily withdrawn from a formal quote/proposal without the County's mutual consent during the contract period shall be barred from further County procurement for a period of 180 days. The vendor may apply to the Board of Lee County Commissioners for waiver of this debarment. Such application for waiver of debarment must be coordinated with and processed by Purchasing.

22. **CONFIDENTIALITY**

Vendors should be aware that all submittals (including financial statements) provided with a quote/proposal are subject to public disclosure and will **not** be afforded confidentiality.



## ***DRUG-FREE WORKPLACE ACT NOTICE TO TEAM MEMBERS***

### ***INTRODUCTION***

Drug abuse and dependency is a national social and health problem, with devastating consequences to individuals, their friends and family. Black Box is concerned about the adverse effects of drug abuse on Team Member's job performance, health, safety and corporate security. The following policies, which we have adopted in accordance with the federal Drug-Free Workplace Act of 1998, are intended to foster a drug-free, healthful and safe work environment for all. The Act requires that any company doing business with the Federal Government must maintain a workplace that is free of illegal drugs. Each company must also establish a policy to maintain the workplace free of illegal drugs. This summary is a reminder of these policies.

### ***ILLEGAL DRUGS PROHIBITED ON PREMISES***

The manufacture, distribution, dispensation, possession or use of a controlled substance (as defined in the Controlled Substances Act, 211 U.S.C. 812) is not permitted in any of the buildings or the grounds owned or used by Black Box Corporation.

### ***ENFORCEMENT OF POLICY***

Black Box requires all Team Members to abide by this policy at all times, and Black Box must take disciplinary action against any Team Member who violates the policy. The Federal Government may disqualify Black Box from all future government business, or refuse to pay Black Box for products purchased, if this policy is not enforced.

### ***DRUG CONVICTIONS***

If a Team Member is convicted of any violation of a criminal drug statute (Federal or State) occurring in the buildings or the grounds owned by Black Box and Black Box is not already aware of such conviction, the Team Member must notify Human Development of the conviction no later than five (5) days after the conviction.

### ***POLICY VIOLATIONS AND PENALTIES***

If any Team Member violates this policy, Black Box must take certain disciplinary actions which shall include:

1. Taking appropriate action against the Team Member up to and including termination of employment;  
or
2. Requiring the Team Member to participate in an approved drug abuse assistance or rehabilitation program.

### ***DRUG-FREE AWARENESS PROGRAM***

If any Team Member has a question concerning this policy, or its enforcement, or about the dangers of drug use or abuse in the workplace, available drug counseling, rehabilitation and Team Member assistance programs, Human Development should be contacted for further information. In addition, for confidential assistance regarding drug use or abuse or addictions of any kind, please contact our Employee Assistance Program (EAP) counselor at 1-800-342-6137. This service is available for all Team Members and their families.

**SECTION II – VENDOR QUALIFICATIONS**

PLEASE USE ADDITIONAL SHEETS OF PAPER AS NECESSARY TO RESPOND IN FULL TO THE FOLLOWING QUESTIONS/REQUIREMENTS.

**PLEASE SUBMIT ALL REQUIRED SUBMITTALS IN TRIPLICATE.**

To qualify for consideration for selection as a qualified vendor, a vendor must meet certain designated minimum experience and qualifications. These minimum qualifications are outlined in the following sections. A vendor must also demonstrate that he/she is financially qualified.

**NOTE: IN ORDER TO QUALIFY TO PROCEED AND BE CONSIDERED FOR AWARD AS A QUALIFIED VENDOR; A “PASS” MUST BE OBTAINED FOR ALL OF THE EVALUATION CRITERIA – SEE “SAMPLE A – EVALUATION SHEETS FOR REQUEST FOR QUALIFICATIONS”.**

**REQUIRED SUBMITTALS FOR THIS RFQ ARE AS FOLLOWS:**

**I. EXPERIENCE/REFERENCES/CERTIFICATIONS**

To qualify for consideration, a vendor must have at least three years of demonstrable, professional experience and background in the sale and installation of cable such as that specified in this quotation. This experience may be all with one firm; or it may be another firm in the industry. Please tell us about your experience and accomplishments that would qualify you for the type of work that we are requiring. **Describe experience and accomplishments in narrative form, no longer than five (5) 8-1/2” x 11” pages - list all of your certifications and references (see below).**

Further, all companies submitting a prequalification request shall provide a minimum of five (5) references listing customer names, addresses, telephone numbers, and contact person, for whom cable has been installed under similar conditions.

Include in your narrative a list of current employees and their certifications (please include copies). At least one employee must have a current RCDD Certification (please include a copy) and be available at anytime. Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval (Please include a copy of your current RCDD certification).

***SEE ATTACHED REFERENCES AND COMPANY INFORMATION***



**List Clients/Project References:**

Company	Contact	Telephone #
1. Lee County School Board	Terry Leonard	239-337-8191
2. School Board of Highlands County	Alan Parker ✓	863-471-5595
3. Beacon Executive Suites	Denise Overly	239-425-2600
4. TLC Engineering	David Southwick ✓	239-275-4240
5. Smith Engineering	Ed Smith	941-493-9591 <i>List OK</i>
6. Fomey Engineering	Bruce Knoff	941-748-5884
7. OAK Construction	Dave Dale ✓	239-561-4141
8. Gulfpoint Construction	John Heuther	239-768-1800
9. Kraft Construction	Bob Carsalis ✓	239-643-6000

**Customer Service Point of Contact**

- Free Hotline Corporate Tech Support (24/7/365) call 724-746-5500
- 1<sup>st</sup> Point of Contact is BBNS Fort Myers Office @ PH: 239-275-0011
- 2<sup>nd</sup> Point of Contact is Branch Manager Russ Arpasi @ PH: 239-707-6851
- 3<sup>rd</sup> Point of Contact is Operations Manager Ken Ford @ PH: 239-707-6847
- 4<sup>th</sup> Point of Contact is VP of Florida Operations Frank Skubel @ 850-205-8480

**List of Test Equipment (Owned)**

- |                             |                     |
|-----------------------------|---------------------|
| 6. OTDR                     | 10. Volt Meter      |
| 7. Light Source Power Meter | 11. LAN Cable Meter |
| 8. Field Strength Meter     | 12. OMNI Scanner II |
| 9. TDR for Coax             |                     |

**List of Company Certifications**

- |                       |                        |
|-----------------------|------------------------|
| 1. Berk-Tek           | 5. Mohawk              |
| 2. Siemon Company     | 6. Leviton             |
| 3. CommScope SYSTIMAX | 7. Ortronics           |
| 4. Panduit            | 8. Black Box (Hubbell) |

*Black Box Network Services (Headquartered in Lawrence, PA), opened their doors in 1976 as a little company called Expandor, Inc. The company began selling connectivity devices - the "little black boxes," that customers need to connect their primary data communication products. The idea was to sell a range of products from a single source, a catalog, and to provide the technical help needed to solve customers' interface problems. The name Black Box emerged, and in 1982 the company officially adopted this name). To date, that catalog has grown to over 1400 pages and 118,000+ products. To offer additional service to customers, Black Box began offering technical and product support via telephone. Today, nearly 2000 technical experts assist our customers through our technical support center – offering 24 hour support, 7 days a week, 365 days a year. We currently assist over 1 million customers in 141 countries. We are recognized as the largest network services company in the world.*

*In 1998 Black Box Corporation began a strategy to provide on site services for their customers by acquiring, through merger, communication contractors in local geographic markets. Since service and quality had always been the focus of Black Box, contractors were chosen based on these important traits.*

*Black Box Network Services (BBNS) Florida Operations was formed by the merger of several communication companies and integrators throughout the state of Florida—companies that have been providing the highest level of quality and customer service to their customers for over 15 years.*

*BBNS Florida Operations employs over 100 installation technicians statewide, dedicated to the Florida marketplace. The cross-section of our installations includes private and public businesses, municipalities, educational institutions, medical institutions telecommunication central offices as well as retail and manufacturing.*

*BBNS on site companies provide installation services throughout all 50 U.S. states. This enables us to effectively provide installation and support services nationally with one central point of contact at competitive prices. The expansion continues in the United States, Europe, South America, Australia and the Far East.*

*The business philosophy we have used since inception displays the principles of ethics, honesty and loyalty toward employees, customers and vendors. This approach enables us to value our reputation and quality of workmanship above those of other companies. It also allows us to treat all employees, customers and vendors fairly, putting the emphasis on long-term relationships instead of short-term gain.*

*Black Box Network Services provides installation, maintenance, design, consultation and comprehensive solutions to our customers in the areas of data and voice communications. BBNS also provides subcontract installation services to many telephone switch vendors, data communication network integrators, general contractors, architects and electrical engineers. We work closely with these design and engineering groups to ensure the system limitations are maintained while meeting local and national codes.*

*BBNS provides the following products and services:*

◆ UTP Cable Installation	◆ Fiber Optic Cable Installation
◆ Computer Rooms	◆ Paging Systems & Sound Masking
◆ Moves, Adds & Changes (MAC)	◆ LAN /WAN Products & Services
◆ CATV and Video Systems	◆ Physical & Logical Network Services
◆ Telephony/PBXs/Key Systems/Maintenance	◆ Network System Upgrades
◆ Video Conferencing	◆ Wireless Networking Products
◆ Intercom Systems	

*A design and engineering staff, including BICSI certified Registered Communication Distribution Designers (RCDD), backs our wide range of knowledge and expertise. This allows us to effectively provide a turnkey and cost-effective solution to our customers on all their communication needs. We welcome the opportunity to assist in your evaluation, design and implementation of any of the above listed services. Please contact us for further information.*



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

ELECTRICAL CONTRACTORS LICENSING BOARD (850) 487-1395  
1940 NORTH MONROE STREET  
TALLAHASSEE FL 32399-0783

PENEZIC, DAVID  
BLACK BOX NETWORK SERVICES INC-GOVERNMENT SOLUTIONS  
12590 METRO PKWY  
FORT MYERS FL 33912

STATE OF FLORIDA AC# 2366450  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
ER0014474 12/22/05 050388923  
REG ELECTRICAL CONTRACTOR  
PENEZIC, DAVID  
BLACK BOX NETWORK SERVICES INC-GO  
(INDIVIDUAL MUST MEET ALL LOCAL LICENSING REQUIREMENTS PRIOR TO CONTRACTING IN ANY AREA)  
HAS REGISTERED under the provisions of Ch.489  
Expiration date: AUG 31, 2006 L05122201155

DETACH HERE

AC# 2366450			STATE OF FLORIDA		
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION			ELECTRICAL CONTRACTORS LICENSING BOARD		
			SEQ# L05122201155		
DATE	BATCH NUMBER	LICENSE NBR			
12/22/2005	050388923	ER0014474			
<p>The ELECTRICAL CONTRACTOR Named below HAS REGISTERED Under the provisions of Chapter 489 FS. Expiration date: AUG 31, 2006 (INDIVIDUAL MUST MEET ALL LOCAL LICENSING REQUIREMENTS PRIOR TO CONTRACTING IN ANY AREA)</p> <p>PENEZIC, DAVID BLACK BOX NETWORK SERVICES INC-GOVERNMENT SOLUTIONS 12590 METRO PKWY FORT MYERS FL 33912</p>					
JEB BUSH GOVERNOR			SIMONE MARSTILLER SECRETARY		
DISPLAY AS REQUIRED BY LAW					



License Holder Name: DAVID PENEZIC  
 Firm Name: BLACK BOX NETWORK SVCS INC GOV SOL  
 Address: 12590 METRO PARKWAY  
 FORT MYERS, FL 33912

TRACER  
 7500  
 7500  
 7500  
**TOTAL** \$19,000  
 7500  
 7500  
 7500

..... Cut Here .....

MAIL ADDRESS AND/OR  
 TELEPHONE # CHANGE TO:  
 LEE COUNTY  
 DEVELOPMENT SERVICES  
 P.O. BOX 398  
 FORT MYERS, FLORIDA 33902  
 ATTENTION: CONTRACTOR LICENSING

LEE COUNTY  
 CERTIFICATE OF COMPETENCY  
 (239) 335-2205

NAME: DAVID PENEZIC  
 DBA: BLACK BOX NETWORK SVCS INC GOV SOL  
 LICENSED FOR: Master Electrician  
 COMP. NO.: ME 000309

NOT VALID AFTER: 01/19/2006

*David Penezic*  
 Signature of License Holder

**Conditions of Certificate**  
 Renewal due for active and inactive certificates each year in September  
 COMP. NO. shall appear on all advertisements including vehicles reflecting a  
 business name  
 Shall only contract in DBA name as it appears on certificate. Board of  
 Appeals required on business name changes  
 Shall maintain required insurances on active certificates  
 Shall inform the Contractor Licensing Office of any address or telephone  
 change

lprod 0155 011



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
ELECTRICAL CONTRACTORS LICENSING BOARD  
1940 NORTH MONROE STREET  
TALLAHASSEE FL 32399-0783

(850) 487 1395

CHOUINARD, TODD JOSEPH  
ASSOCIATED NETWORK SOLUTIONS INC DBA  
6471 5TH AVE N  
SAINT PETERSBURG FL 33710



STATE OF FLORIDA  
DEPARTMENT OF BUSINESS AND  
PROFESSIONAL REGULATION

ES0000369 06/16/04 030723656

CERT. SPECIALTY ELECTRICAL CONTR  
CHOUINARD, TODD JOSEPH  
ASSOCIATED NETWORK SOLUTIONS INC  
CERTIFIED AS:  
LIMITED ENERGY SYSTEMS SPEC.

IS CERTIFIED under the provisions of Ch 489 FS.  
expiration date AUG 31, 2006 License# 23656

DETACH HERE

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
ELECTRICAL CONTRACTORS LICENSING BOARD SEQ# L04061602975

DATE	BATCH NUMBER	LICENSE NBR
06/16/2004	030723656	ES0000369

The SPECIALTY ELECTRICAL CONTRACTOR  
Named below IS CERTIFIED  
Under the provisions of Chapter 489 FS.  
Expiration date: AUG 31, 2006  
AS A LIMITED ENERGY SYSTEMS SPECIALIST

CHOUINARD, TODD JOSEPH  
ASSOCIATED NETWORK SOLUTIONS INC DBA  
BLACK BOX NETWORK SERVICES  
3247 TECH DRIVE NORTH  
ST PETERSBURG FL 33716

JEB BUSH  
GOVERNOR

DIANE CARR  
SECRETARY

DISPLAY AS REQUIRED BY LAW

The professional designation of

**RCDD<sup>®</sup>**

REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER



is awarded to

*David Denezic*

by BICSI, A Telecommunications Association, in recognition of having successfully completed BICSI's registration and examination requirements.



*John Thompson*  
President, BICSI  
*Alfred F. Steinhilber*  
Executive Director, BICSI

Issued

January 31, 2003

Expires

December 31, 2006

*The professional designation of*

**RCDD**

**REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER**

*is awarded to*

**Kurt Vogel**

*by BICSI<sup>®</sup>, A Telecommunications Association, in recognition of having successfully completed BICSI's registration and examination requirements.*



Issued January 1, 2006

Expires December 31, 2008

*Phill Ott*  
President, BICSI

*Don Z*  
Executive Director, BICSI



# Membership Certificate

This certifies that

**Kenneth E. Ford**

**Is a Member**

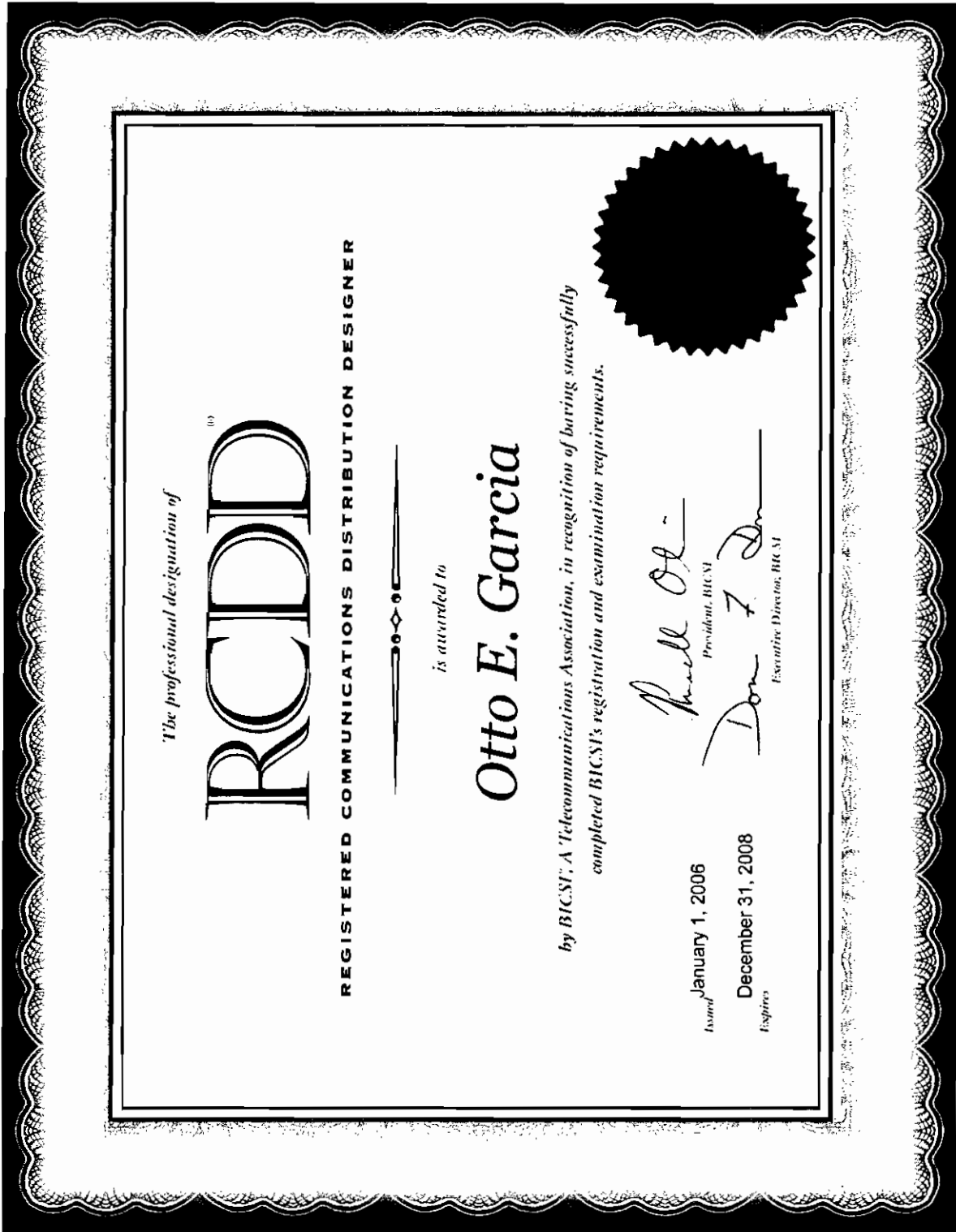
In good standing through

**January 31, 2007**

*John B. ...*  
President, BICSI

*Don F. ...*  
Executive Director, BICSI

**BICSI™**  
advancing information transport systems



*The professional designation of*

**RCIDD**<sup>(R)</sup>

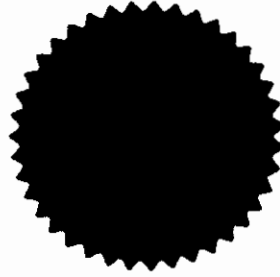
**REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER**



*is awarded to*

**Otto E. Garcia**

*by BICSI, A Telecommunications Association, in recognition of having successfully completed BICSI's registration and examination requirements.*



*Issued* January 1, 2006

*Expires* December 31, 2008

*Phillip Olin*  
President, BICSI

*Don F. Jones*  
Executive Director, BICSI

---

**TODD CHOUINARD – Branch Manager**

---

3247 Tech Drive North – St. Petersburg, Florida 33716 – Telephone: 727-571-4144 x227

---

**EDUCATION**

---

University of South Florida – Business Administration

---

**CERTIFICATIONS**

---

SYSTIMAX STRUCTURED CONNECTIVITY SOLUTIONS  
BERK-TEK NETWORK CABLING SYSTEMS PRODUCTS  
SCIENTIFIC ATLANTIC PRODUCTS FOR CATV  
SIEMON PRODUCT AND INSTALLATION STANDARDS  
ORTRONICS CERTIFIED INSTALLER PLUS  
AVAYA DESIGN AND ENGINEERING

---

**EXPERIENCE**

---

**BLACK BOX NETWORK SERVICES – Florida Operations**

*Branch Manager 1995 - Present*

Responsible for the overall installation of Voice, Data and Video, Fiber, Wireless and Paging applications to meet/exceed design requirements. The daily management of the Operations Department, requiring the coordination of manpower and materials to meet the clients needs for all of West Central, Southwest, Southeast and Northeast Florida. Responsible for the daily activity of 5 Project Managers and field technicians to ensure the team meets or exceeds the goals of the customer and the company. Reports directly to the General Manager.

**ASSOCIATED NETWORK SERVICES, INC.**

*Operation Foreman 1994-1995*

Responsible for complete account management and daily operations, including maintaining project scheduling, reviewing projects to ensure that proper material and manpower management was taking place. Assigning projects, personnel evaluation, billing, inventory management.

**TOTAL SATELITE SYSTEMS, INC.**

*Project Coordinator/Installer, 1989-1994*

Responsible for overseeing operations in the Tampa Bay Area. This included pulling permits, understanding engineering drawings and project management as it pertained to specifications and codes.

---

**LICENSE**

---

Currently holds Communication Systems Specialty Contractor license (low voltage) PCCLB # I-ES0000369, State Registration #ES0000369

***MICHAEL BARDECKI - Senior Account Manager***

---

*3247 Tech Drive North – St. Petersburg, Florida 33716 – Telephone: 727-571-4144 x247; Cell: 727-638-6050*

***EDUCATION***

---

*BA in Communications – Towson State University, 1985*

***EXPERIENCE***

---

**BLACK BOX NETWORK SERVICES – Florida Operations**

Michael Bardecki has been involved in the telecommunications industry since 1986, and is a member of the Armed Forces Communications Electronics Association. He is experienced from installation to project management, design and estimating as well as sales of telecommunications products and services. He had owned and operated a successful telecommunications company for over ten years before its acquisition in 2003.

Mikes responsibilities are to establish and foster relationships between Black Box Network Services and its clients as well as to manage the activities of our Florida sales team. In the area of educational clients Mike has worked with the School Board of Polk County, The Sarasota County School Board, The Pinellas County School Board, The Lake Wales Charter School District, as well as, several privately owned schools among them The Canterbury School of Florida.



***DAVE PENEZIC, RCDD – Project Manager***

---

*12590 Metro Parkway, Fort Myers, Florida 33912, Telephone: 239-275-0011*

***CERTIFICATIONS***

---

REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER (RCDD)  
CERTIFIED LEVITON PRODUCTS AND INSTALLATION STANDARDS  
CERTIFIED MOHAWK PRODUCTS AND INSTALLATION STANDARDS  
CERTIFIED PANDUIT PRODUCTS AND INSTALLATION STANDARDS  
A MEMBER OF BICSI SINCE 2001  
HOLDS A FLORIDA ELECTRICAL CONTRACTORS LICENSE #ER0014474

***EXPERIENCE***

---

**BLACK BOX NETWORK SERVICES – Florida Operations**

*Project Manager, 11/98 to Present*

Responsible for complete account management and daily operations of the Southwest Region of Florida, including maintaining project scheduling, reviewing projects to assure material specifications are met and within budget constraints, assigning and evaluating personnel, billing, inventory and ensuring customer satisfaction in the telecommunications environment. Reports directly to the Operations Manager as well as being a liaison between the customer and the technicians to ensure their workmanship continually meets the customer expectations while staying on schedule.

***KURT VOGEL, RCDD – Project Manager***

---

*12590 Metro Parkway, Fort Myers, Florida 33912, Telephone: 239-275-0011*

***CERTIFICATIONS***

---

REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER (RCDD)

CERTIFIED LEVITON PRODUCTS AND INSTALLATION STANDARDS

CERTIFIED SIEMON PRODUCTS AND INSTALLATION STANDARDS

CERTIFIED PANDUIT PRODUCTS AND INSTALLATION STANDARDS

CERTIFIED NORTEL NETWORK, VOICE OVER IP

A MEMBER OF BICSI SINCE 1998

***EXPERIENCE***

---

**BLACK BOX NETWORK SERVICES – Florida Operations**

*Project Manager, 2006 to Present*

Responsible for complete account management and daily operations of the Southwest Region of Florida, including maintaining project scheduling, reviewing projects to assure material specifications are met and within budget constraints, assigning and evaluating personnel, billing, inventory and ensuring customer satisfaction in the telecommunications environment. Reports directly to the Operations Manager as well as being a liaison between the customer and the technicians to ensure their workmanship continually meets the customer expectations while staying on schedule.

***PATRICK CHOUINARD – Project Manager***

*3247 Tech Drive North, St. Petersburg, Florida 33716, Telephone: 727-571-4144 x231*

***CERTIFICATIONS***

CERTIFIED IN BERK-TEK NETWORK CABLE SYSTEMS PRODUCTS  
CERTIFIED WITH SCIENTIFIC ATLANTA PRODUCTS FOR CATV  
CERTIFIED SIEMON PRODUCTS AND INSTALLATION STANDARDS  
CERTIFIED IBDN NORTHERN TELECOM INSTALLER  
CERTIFIED ORTRONICS AND SYSTIMAX AT&T INSTALLER  
BLONDER TONGUE SYSTEM HARDWARE TRAINING

***EXPERIENCE***

**BLACK BOX NETWORK SERVICES – Florida Operations**

*Project Manager, 11/99 to Present*

Responsible for complete account management and daily operations of the West Central/Southwest Regions of Florida, including maintaining project scheduling, reviewing projects to assure material specifications are met and within budget constraints, assigning and evaluating personnel, billing, inventory and ensuring customer satisfaction in the telecommunications environment. Reports directly to the Director of Operations as well as being a liaison between the customer and the technicians to ensure their workmanship continually meets the customer expectations while staying on schedule.

**ASSOCIATED NETWORK SOLUTIONS, INC.**

*Estimator 1/94 to 11/99*

Responsible for project management, including maintaining project scheduling, reviewing projects to assure material specifications are met, assigning and evaluating personnel, billing, inventory and ensuring customer satisfaction in the telecommunications environment.

**TOTAL SATELLITE SYSTEMS, INC.**

*Project Coordinator/Installer, 6/89 to 1/94*

Responsible for overseeing operations in the Tampa Bay area. This included pulling permits, understanding engineering drawings and following through with a project, as it pertains to specifications and codes.

---

**MICHAEL BENNETT – Project Manager**

---

3247 Tech Drive North, St. Petersburg, Florida 33716, Telephone: 727-571-4144

---

**EDUCATION**

---

Georgia Southern College – Business Management

---

**CERTIFICATIONS**

---

THE FOLLOWING MANUFACTURE CERTIFICATIONS HAVE BEEN ATTAINED:

AVAYA	NEC 2400
PANDUIT	NORTHERN TELECOM SL 1
COMDIAL	OKI DISCO III
KEY VOICE	INTER-TEL
MITEL 100/200	TIE BUSINESSCOM
SIEMON SATURN II AND III	ORTRONICS MANAGEMENT CERTIFICATION 2005

---

**EXPERIENCE**

---

**BLACK BOX NETWORK SERVICES – Florida Operations**

*Project Manager – 2001 to Present*

Responsible for all estimation and project management of key accounts including all daily operations, maintaining project scheduling, reviewing projects to assure material specifications are met and within budget constraints, assigning and evaluating personnel, billing, inventory and ensuring customer satisfaction in the telecommunications environment. Reports directly to the Director of Operations as well as being a liaison between the customer and the technicians to ensure their workmanship continually meets the customer expectations while staying on schedule.

**COMTEL SYSTEMS CORPORATION**

*Director of Operations 1993 - 2001*

Duties included office management, approval of all purchases, engineering and pricing of all bids, management of field labor force and all associated tasks for maintaining field operations and customer satisfaction. Responsible for all scheduling and customer interface with requested changes during major projects. Major projects included City of Tampa, The University of South Florida and Carnival Cruise Lines.

**D.O. CREASMAN ELECTRONICS**

*1990 - 1993*

Responsible for all estimates and project management of projects done for Digital Equipment Corporation (DEC), including projects at Pinellas County Schools and the State of Florida

**STAR DATACOM**

1984 – 1990

Installation technician - cable and voice systems. Promoted to service manager with duties and responsibilities for customer service calls within the Tampa region.



**ROBERT BOWMAN – Project Manager**

---

3247 Tech Drive North, St. Petersburg, Florida 33716, Telephone: 727-571-4144 x251

**CERTIFICATIONS**

---

CERTIFIED IN BERK-TEK NETWORK CABLE SYSTEMS PRODUCTS  
CERTIFIED SIEMON PRODUCTS AND INSTALLATION STANDARDS  
CERTIFIED ORTRONICS AND SYSTIMAX AT&T INSTALLER

**EXPERIENCE**

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**BLACK BOX NETWORK SERVICES – Florida Operations**

*Project Manager, 1999 to Present*

Responsible for complete project management and daily operations of the West Central/Southwest Regions of Florida, including maintaining project scheduling, reviewing projects to assure material specifications are met and within budget constraints, assigning and evaluating personnel, billing, inventory and ensuring customer satisfaction in the telecommunications environment. Reports directly to the Director of Operations as well as being a liaison between the customer and the technicians to ensure their workmanship continually meets the customer expectations while staying on schedule.

**ASSOCIATED NETWORK SOLUTIONS, INC.**

*Project Manager 1995 to 1999*

Hired as an Installer of voice and data cabling. Promoted to foreman of installation team at Raytheon/E-Systems. Promoted to Project Manager to be responsible for project management, including maintaining project scheduling, reviewing projects to assure material specifications are met, assigning and evaluating personnel, billing, inventory and ensuring customer satisfaction in the telecommunications environment.

**ALPHA BUSINESS CABLE**

*Cable Installer, 1994 to 1995*

Responsible for installation of voice and data cabling.

**GENERAL TELEPHONE ELECTRONICS, TAMPA, FLORIDA**

*Supervisor, 1969 to 1993*

Supervised key system installations, residential installs and repairs, cable splicing and cable repair.

***JEREMY WHITNEY – Lead Technician***

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*3247 Tech Drive North – St. Petersburg, Florida 33716 – Telephone: 727-571-4144*

***CERTIFICATIONS***

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ELECTRONICS ENGINEERING TECHNOLOGY (CLEVELAND INSTITUTE OF ELECTRONICS)  
STRUCTURED CABLING SYSTEMS  
CATEGORY 5 CABLING SERIES  
FIBER OPTIC CABLING SERIES  
10BASE-T ETHERNET LANS  
100BASE-T ETHERNET LANS  
VALCOM LOUDSPEAKER PAGING SYSTEMS-2000 SERIES  
BICSI REGISTERED CABLING INSTALLER

***EXPERIENCE***

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**BLACK BOX NETWORK SERVICES – Florida Operations**

*Lead Technician - 1998 to Present*

Responsible for complete daily management of technicians and installations of structured cabling systems for our high profile customers in the Central/Southwest Region of Florida. Helps maintain project scheduling, reviewing projects to assure material specifications are met and within budget constraints and ensuring customer satisfaction in the telecommunications environment. He reports directly to the Account/Project Manager.

**MIKE NUECHTER – Project Manager**

---

Headquarters: 3247 Tech Drive North, St. Petersburg, Florida 33716, PH: 727-571-4144 x235

Orlando Operations: 3673 London Boulevard, Cocoa, Florida 32926, PH: 407-823-1119

**EDUCATION**

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GRADUATE PROFESSIONAL PILOT PROGRAM

AMERICAN FLYERS ACADEMY - DUPAGE AIRPORT WEST CHICAGO, IL.

ILLINOIS LICENSED MASTER ELECTRICIAN

**CERTIFICATIONS**

---

CERTIFIED ORTRONICS AND SYSTIMAX INSTALLER

CERTIFIED IN BERK-TEK NETWORK CABLE SYSTEMS PRODUCTS

CERTIFIED SIEMON PRODUCTS AND INSTALLATION STANDARDS

CERTIFIED IN SUMITOMO ELECTRIC LIGHTWAVE CORP AIR-BLOWN FIBER INSTALLATION

**EXPERIENCE**

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**BLACK BOX NETWORK SERVICES – Florida Operations**

*Project Manager, 07/1999 to Present*

Responsible for Sales/Bidding and Project Management including scheduling manpower and materials. Oversee the installation of Voice, Data and Fiber Optic Networks Projects from start to finish. Reports directly to the Branch Manager as well as being a liaison between the customer and the technicians to ensure their workmanship continually meets the customer expectations while staying on schedule.

**BERTRUM AND COMPANY INC.**

*Project Manager, 09/1995 to 07/1999*

Responsible for managing Electrical, Voice, Data and Fiber Optic Networks Projects, mostly for NASA and US Air Force Contracts with some commercial/industrial customers.

**CJ ELECTRIC, INC**

*Owner/Operator - 03/1990 to 08/1995*

Responsible for installation of Electrical, Voice, Data and Fiber Optic Networks, for Commercial/Industrial/Residential.

**OTTO E. GARCIA, RCDD, Estimator**

---

3247 Tech Drive North – St. Petersburg, Florida 33716 – Telephone: 727-571-4144

7975 West 25 Avenue, Suite 3 - Hialeah, Florida 33016 – Cell Phone: 305-796-3282

**CERTIFICATIONS**

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REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER (RCDD)

BICSI REGISTERED CABLING INSTALLER, LEVEL II

**EXPERIENCE**

---

**BLACK BOX NETWORK SERVICES – Florida Operations**

*Estimator 1998 - Present*

Responsible for complete daily management of technicians and installations of structured cabling systems for our high profile customers in the Southwest Region of Florida. Helps maintain project scheduling, reviewing projects to assure material specifications are met and within budget constraints and ensuring customer satisfaction in the telecommunications environment. He reports directly to the Account/Project Manager.

***Current Employees******Position/Certification***

John Abrams	Field Technician
Mike Abrams	Field Technician
Joseph Arena	Field Technician
Justin Arpasi	Field Technician
Russ Arpasi	Branch Manager
Charlie Baxley	Sound A/V Engineer
Nick Brink	Auto Cad
Craig Brooks	Purchasing
Jarrold Corn	Field Technician
Kent Dorador	Field Technician
James Durden	Field Technician
Steve Ewing	Field Technician
Chuck Ezelle	Field Technician
Mike Ferris	Field Technician
Ken Ford	Operations Manager
Jon Gillen	Field Technician
Ron Glidden	Field Technician
Nancy Greene	Office
Pam Guy	Customer Service Representative
Steve Hanna	Field Technician
Gene Hays	Project Manager
Raul Hernandez	Field Technician
William Johnson	Field Technician
Glen Jones	Field Technician
Tyler Long	Field Technician
Ramiro Martinez	Field Technician
Lynn Marquardt	Office Manager
Bruce Marvin	Field Technician
James Mason	Material/Warehouse
Billy McCormic	Field Technician
Rick McCormic	Project Manager
Tim Miller	Field Technician
Tom Miller	Field Technician
Dave McCurdy	Estimator
Bob Oakwood	Purchasing
Dave Penezic	Project Manager, RCDD
Charles Relf	Field Technician
Brian Robinson	Field Technician
Diab Semreen	Field Technician
Stephen Simpson	Field Technician
Peter Weicht	Field Technician
Kurt Vogel	Project Manager, RCDD
John Zaccagnini	Project Manager

<b>ACORD - CERTIFICATE OF LIABILITY INSURANCE</b>		DATE (MM/DD/YYYY) 03/31/2006 07/29/2005
<b>PRODUCER</b> Lockton Companies 444 W. 47th Street, Suite 900 Kansas City Mo 64112-1908 (816) 960-9000	<b>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.</b>	
<b>INSURERS AFFORDING COVERAGE</b>		
<b>INSURED</b> 1007290 ASSOCIATED NETWORK SOLUTIONS, INC. D/B/A BLACK BOX NETWORK SERVICES 3247 TECH DRIVE NORTH ST. PETERSBURG FL 33716	<b>INSURER A:</b> TRAVELERS PROPERTY CASUALTY OF AMER <b>INSURER B:</b> ST. PAUL FIRE & MARINE INSURANCE CO <b>INSURER C:</b> <b>INSURER D:</b> <b>INSURER E:</b>	

**COVERAGES KC**

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YYYY)	POLICY EXPIRATION DATE (MM/DD/YYYY)	LIMITS
B	<input checked="" type="checkbox"/> GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	TE08500431	03/31/2005	03/31/2006	EACH OCCURRENCE \$ 1,000,000 FIRE DAMAGE (Any one fire) \$ 1,000,000 MED EXP. (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	TC2J-CAP-131J2259-TIL-05 (AOS) TC2E-CAP-131J2260-TCT-05 (TX)	03/31/2005	03/31/2006	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ XXXXXXXX BODILY INJURY (Per accident) \$ XXXXXXXX PROPERTY DAMAGE (Per accident) \$ XXXXXXXX
	<b>GARAGE LIABILITY</b> <input type="checkbox"/> ANY AUTO	NOT APPLICABLE			AUTO ONLY - EA ACCIDENT \$ XXXXXXXX OTHER THAN EA ACC \$ XXXXXXXX AUTO ONLY: AGG \$ XXXXXXXX
B	<b>EXCESS LIABILITY</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE <input type="checkbox"/> DEDUCTIBLE <input checked="" type="checkbox"/> UMBRELLA FORM RETENTION \$	QK0 6801001	03/31/2005	03/31/2006	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$ XXXXXXXX \$ XXXXXXXX
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b>	TC2J-UB-131J2223-05 (AOS) TRJ-UB-131J2235-05 (AZ, MA)	03/31/2005	03/31/2006	<input checked="" type="checkbox"/> INC STATUS: <input type="checkbox"/> OTHER: <input type="checkbox"/> E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
	OTHER				

DESCRIPTION OF OPERATIONS/LOCATIONS/VEHICLES/EXCLUSIONS ADDED BY ENDORSEMENT/SPECIAL PROVISIONS

<b>CERTIFICATE HOLDER</b> 2356005 EVIDENCE OF COVERAGE	<b>ADDITIONAL INSURED; INSURER LETTER:</b>	<b>CANCELLATION</b> SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE:
--	--	--

**III. CABLE**

A. To qualify vendors must be able to provide the following brands of solid copper, 24 AWG, 100  $\Omega$  balanced twisted-pair (UTP) backbone cable, cat 6 plenum and cat 6 PVC, four pair cable.

Note: Listed Type CMR, CMP, MPR and/or MPP (as required in the NEC 2002)

1. Berk-Tek cable
2. General Cable
3. Mohawk Cable

**Please explain how your firm complies with this requirement.**

It is required that quoters provide a minimum of one-year warranty covering all installations and repairs(all parts and labor) on purchases made as a result of this quote. All manufacturers' warranties shall apply as applicable.

**Please explain how your firm complies with this requirement.**

**IV. EQUIPMENT**

Can you provide the full line of the following equipment?

- A. Siemons
- B. Leviton
- C. Panduit

**Please explain how your firm complies with this requirement.**

It is required that quoters provide a minimum of one-year warranty covering all installations and repairs(all parts and labor) on purchases made as a result of this quote. All manufacturers' warranties shall apply as applicable.

**Please explain how your firm complies with this requirement.**

- D. Systemax (old AT&T/Avaya)

The County still has a lot of Systemax equipment in place in many of our buildings. Can you provide us with Systemax cable and/or hardware if needed?

**Please explain how your firm complies with this requirement.**

**SEE ATTACHED VENDOR CERTIFICATIONS / VENDOR WARRANTIES  
AND BLACK BOX WARRANTY OFFERINGS**



**OASIS**

Open Architecture Systems Interconnection Solutions

**Certified Integrator**

**Black Box Network Services - FL**

**3247 Tech Drive North - St. Petersburg, FL 33716**

*Is authorized to register and install Structured Cabling Systems under the terms and conditions of Berk-Tek's Open Architecture Systems Interconnection Solutions (OASIS) Program*

Certificate Valid: **1/1/2006 - 12/31/2006** Certification Number: **0FL061699**

**Berk-Tek**

2006 Berk-Tek Corporation





acknowledges

**Black Box Network Services**

of

**St. Petersburg, FL**

is Certified with Ortronics, Inc. for the period

**August 4, 2005 to August 4, 2006**

*Certification with Ortronics allows the installer to offer the Ortronics Extended Product, Applications Assurance or NetClear warranty for properly registered and approved projects in Florida. Warranty for projects outside Florida must be pre-approved by Ortronics.*

*C. S. McArthur*  
Vice President of Training & Standards

December 6, 2005

Date

2300 - Gold

Registration Number

***Certificate of Approval***  
*presented by The Siemon Company*

*This is to certify that*


***Black Box Network Services***  
*of St. Petersburg, FL*

*has been approved by The Siemon Company as a Certified Installer<sup>SM</sup> to design, install and administer the Siemon Cabling System<sup>SM</sup> for Orange County Government. Installations that comply with all Siemon Cabling System<sup>SM</sup> design, installation and administration procedures and use Siemon authorized products and qualified cable may be registered and are eligible for the applicable Siemon Cabling System<sup>SM</sup> warranty.*

*Original Approval: January 28, 2005*

*Current Certificate: January 28, 2005*

*Date of Expiration: January 28, 2007*

  
on behalf of The Siemon Company



**SIEMON<sup>SM</sup>**  
CABLING SYSTEM

IS-1011-13 Qtr 06



**SYSTIMAX<sup>®</sup>**  
SOLUTIONS

**SYSTIMAX First Business Partner Program**  
Proudly recognizes

**Black Box Network Services – Florida  
Operations – St. Petersburg**

as an

**Authorized Value Added Reseller**

For the Territory of **North Florida**

**SYSTIMAX<sup>®</sup>**  
SOLUTIONS

*Jayne Coey*  
Program Director

**Program year: 2005**

SS BP CERT 447

**Leviton CCS Program Partner Certification**

**Gulf Coast Telephone Co., Inc.**

Gulf Coast Telephone Co., Inc. has met Leviton's Certified Cabling System (CCS) program criteria and has successfully completed the program training. Therefore, Gulf Coast Telephone Co., Inc. is hereby certified as a Leviton CCS Program Partner and is authorized by Leviton to design and install Leviton Certified Cabling Systems, and to support the Leviton CCS 15 Year Applications Assurance and Lifetime Extended Warranty.

Gulf Coast Telephone Co., Inc. has agreed to conform to all Leviton specified and TIA/EIA compliant standards, practices as presented in Leviton's certified installer training program. In addition, Gulf Coast Telephone Co., Inc. agrees to install only Leviton approved products and category compliant cabling.

Approved systems designed for TIA/EIA 568A channel performance and registered with Leviton by a certified CCS Program Partner are covered by the Leviton CCS Program Application Assurance and Extended Warranty.

**CERTIFIED CABLING SYSTEM  
15 YEAR APPLICATION ASSURANCE &  
LIFETIME EXTENDED WARRANTY**

Leviton's registered certified cabling system products, when properly installed in both the main distribution closet and the work area by a Leviton Certified Cabling System (CCS) Program Partner with the appropriate category rated cable or patch cord, comply with the electrical performance criteria of the TIA/EIA 568A standard will support and conform to TIA/EIA 568B specifications covering ANY CURRENT OR FUTURE APPLICATION which supports transmission over a properly constructed horizontal cabling system. Proper network link which meets the channel performance as described in Annex E of TIA/EIA 568A. In addition, these same Leviton products will be free from defects in material or faulty workmanship as long as they are installed in a certified cabling system.

The specific terms and conditions of the 15 Year Applications Assurance and Lifetime Extended Warranty are set forth in the Leviton CCS Program Partner Agreement.

071443112  
Certification Number

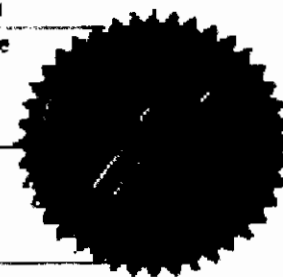
June 3, 1997  
Certification Date

*[Signature]*  
CCS Administrator

\_\_\_\_\_  
GVP

*[Signature]*  
Leviton Marketing Manager

\_\_\_\_\_  
LMS



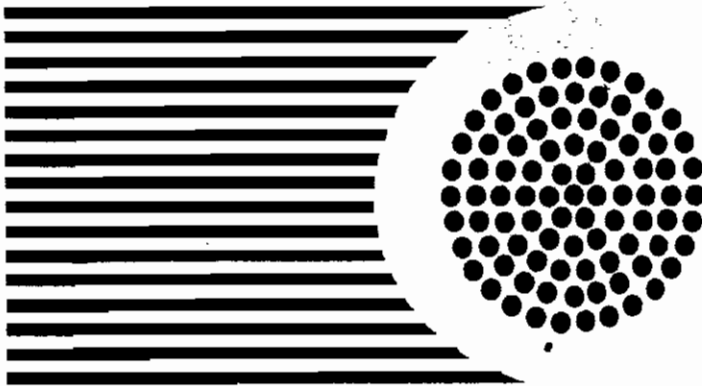


**CERTIFICATION OF COMPLETION**

**GTC Technology Group**

Has completed the PCI Program requirement of Structured Cabling - PSC103 training covering the **PANDUIT PAN-NET™** Network Cabling System.

This Company is authorized to participate in the **CERTIFICATIONPLUS™** System Warranty Program.



This certificate hereby acknowledges that

*GTC Technology Group Inc.*

of Ft. Myers, FL

has successfully completed the approved  
SystemMATE™ training on 05/26/99.

Vice President of Marketing

Technical Sales & Marketing Manager

**SystemMATE™**

Date of Certification: 04/04/97

Date of Expiration: 04/04/05

**Certification**

Reg. No. 000523

**MORAWK/CDT**  
A DIVISION OF

**CABLE DESIGN TECHNOLOGIES**



# Membership Certificate

This certifies that

**Black Box Network Services**

**Is a Member**

In good standing through

**December 31, 2006**

President, BICSI

Executive Director, BICSI

**BICSI**<sup>TM</sup>  
*advancing information transport systems*

## **Certification Plus<sup>SM</sup> System Warranty**

Panduit/Mohawk CDT warrants for a period of 15 years from the date of registration to

**End User @ End User's Address, City, State Zip**  
herein after known as "customer", for the structured cabling system designated as  
**Project Name @ Project Address, City, State Zip.**

1. that each registered *link and/or channel* will meet or exceed the performance requirements of the *designated link and/or channel classification* defined in the Commercial Building Telecommunications Cabling Standards listed on this certificate.
2. that each registered *link and/or channel* will support all current and all future network applications designed to run on the *designated link and/or channel classification* defined in the Commercial Building Telecommunications Cabling Standards listed on this certificate, including Gigabit Ethernet (1000BaseT) protocols.
3. that all *connectivity hardware and cable* used in the structured cabling system will be free of defects in material and workmanship under normal handling and use.

In the event that any of Panduit/[Approved Cable Mfg.] *connectivity hardware and cable* used in the *structured cabling system* fail to perform as specified above, Panduit/[Approved Cable Mfg.] will repair and/or replace the defective *connectivity hardware and/or cable* ourselves or will contract a Panduit Certified Installer to complete this work.

For this warranty to be valid

- the customer must verify that the *structured cabling system* has been designed, installed and maintained throughout the warranty period per the Commercial Building Telecommunications Cabling Standards listed on this certificate, as well as all manufacturers' guidelines and instruction sheets, except where authorized in writing by Panduit.
- each registered cable link and/or channel must be 100 % constructed of Panduit *connectivity hardware* and [Approved Cable Mfg.] *cable* approved for the *designated link and/or channel classification* defined in the Commercial Building Telecommunications Cabling Standards listed on this certificate (Contact Panduit Certification Plus<sup>SM</sup> System Warranty Administrator for approved product list.)
- the customer agrees to comply with all the terms and conditions set forth in this warranty and the *Panduit Warranty Guide*.

(See Reverse Side for Additional Warranty Terms and Conditions and System Details)

Registration Number: [ SW 0000 ]

Date of Registration: [ 000 - 00, 0000 ]





**Certification / Plus**

## **Certification Plus Lifetime Warranty**

**Exclusive Black Box Guaranteed-For-Life Solution.**

You can rely on Black Box Network Services. When we design and install your cabling, we back it up with this LIMITED LIFETIME WARRANTY. Not only do we promise that the hardware will be intact, but we also promise that it will keep doing what you need it to do. That's what we call Application Assurance.

**What the warranty covers:**

Black Box Network Services provides this limited lifetime warranty for passive components of your structured cabling system and any related changes or additions that you, the user, purchase, as long as they are designed/approved, installed, verified, and maintained by Black Box Network Services, exclusively.

**What the warranty promises:**

Black Box warrants that: The Structured Cabling System will meet TIA/EIA 568-A and ISO/IEC 11801 requirements. The passive components (components that exhibit no gain or contribute no energy) that make up the Structured Cabling System will be free from material defects due to faulty material, workmanship, or performance. The passive components will be free from material defects due to ordinary wear and tear under normal use. The installation and maintenance services performed by Black Box in conjunction with the Structured Cabling System will also be free from material defects. Those services will be performed in a way consistent with generally accepted industry standards.

**Can this warranty be transferred?**

Yes. This warranty extends only to the end user who purchases the System for use at the site of original installation and to any successor user at the site of original installation as long as Black Box Network Services provides continuous maintenance of the System. This warranty shall be automatically terminated and become null and void if the Structured Cabling System is removed from the site of original installation. The coverage of this warranty begins when the installation of the Structured Cabling System has been completed and continues for as long as the initial end user or any successor end user uses the System at the site of original installation.

**Application Assurance.**

Application Assurance means that your System will work now and in the future. Black Box warrants that the System will continue to operate the application or applications it was designed to support. Black Box also warrants that future applications designed to operate on systems that meet TIA/EIA 568-A link/channel specifications for cabling will operate on the Structured Cabling System.

**Who maintains the system?**

Naturally, Black Box can provide this level of protection only if Black Box maintains your System. This warranty is limited to those Structured Cabling Systems that are maintained solely by Black Box. It does not cover any changes, additions, repairs, alterations, defects in design, modifications, or other services not performed by Black Box, and it does not cover any use in violation of the warnings, guidelines, installation procedures, and instructions furnished by Black Box. This warranty shall be automatically terminated and become null and void if any third party other than Black Box performs system maintenance.

**What will Black Box do to fix my problem?**

Black Box will, at its option, repair or replace any defective components in the Structured Cabling System and will rectify any defective installation or maintenance services. Repair or replacement is the sole and exclusive remedy under this warranty, including the Application Assurance.

**Limitations:**

THIS WARRANTY IS IN LIEU OF ALL OTHER WARRANTIES, WHETHER ORAL, WRITTEN, EXPRESS, OR IMPLIED, INCLUDING WITHOUT LIMITATION, WARRANTIES IMPLIED BY LAW, USAGE OF TRADE, COURSE OF DEALING OR COURSE OF PERFORMANCE, AND WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. THERE ARE NO WARRANTIES THAT EXTEND BEYOND THE DESCRIPTION ON THE FACE HEREOF. BLACK BOX'S LIABILITY, BASED ON ANY THEORY, SHALL NOT EXCEED THE ORIGINAL PURCHASE PRICE OF THE WARRANTED PRODUCTS OR THE WARRANTED SERVICES, AS THE CASE MAY BE, WHOSE EFFECT FOR DAMAGE IS THE BASIS OF THE CLAIM. IN NO EVENT SHALL BLACK BOX BE LIABLE FOR ANY LOSS OF PROFITS, LOSS OF USE OF FACILITIES, TIME OR EQUIPMENT, OR OTHER INDIRECT, SPECIAL, PUNITIVE, INCIDENTAL OR CONSEQUENTIAL DAMAGES, or for any damages or losses due to accident, neglect, misuse, abuse, modification, system failure, acts of God, fire, flood or property damage or any other causes. This Warranty gives you specific legal rights and you may also have other rights which vary from state to state. Some states do not allow limitations on how long an implied warranty lasts, or the exclusion or limitation of incidental or consequential damages, so the above limitations and exclusions may not apply to you.

**1000 PARK DRIVE • LAWRENCE, PA 16855-1010 • PHONE: 724-746-5300 (24 Hours a Day/7 Days a Week)**

**INTRODUCING AN INDUSTRY FIRST...  
—EXCLUSIVELY FROM BLACK BOX!**

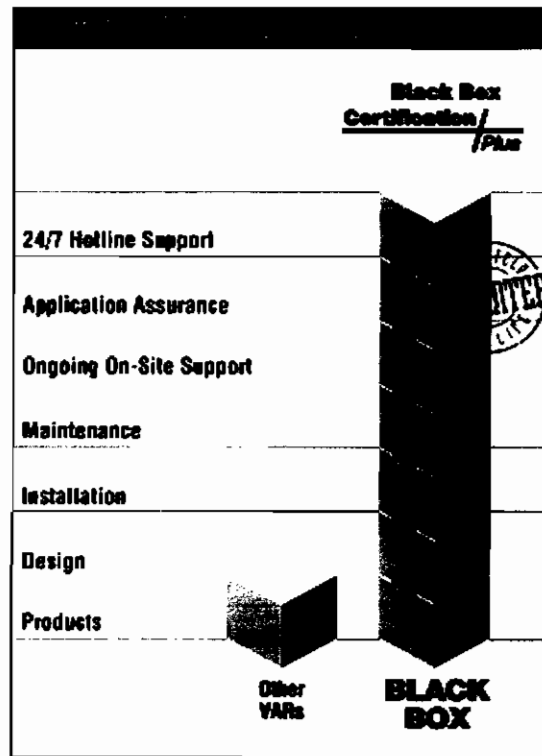
**Certification /  
Plus**

**Black Box is the LARGEST  
Structured Cabling Company  
in the United States.**

Black Box Network Services is proud to offer the industry's first comprehensive, guaranteed-for-life structured cabling program—*Certification Plus*. With this exclusive program, Black Box is enhancing the industry's definition of certification.

Cabling systems typically come with a manufacturer's warranty. Although this warranty is good, it's limited to the products themselves. Now, Black Box Network Services guarantees the products and services— from design to installation to maintenance and ongoing support. And *Certification Plus* includes application assurance, which means your network is absolutely guaranteed to do the job it was designed to do—for life!

*Certification Plus* is a start-to-finish solution that covers your complete structured cabling system—not only the products but also the design, installation, maintenance, and ongoing support. Don't accept anything less than the industry's best guaranteed-for-life solution—exclusively from Black Box.



Many value-added resellers (VARs) certify the products in your infrastructure system. Only Black Box offers *Certification Plus*, which guarantees products AND related services for life!

**Four BICSI-certified training facilities throughout the U.S. ensure the best trained technical experts in the industry!**

**Name the manufacturer. We provide their solutions and guarantee them.**

- 3M
- AMP
- Belden
- Berk-Tek
- CommScope
- Hubbell
- interlink
- Krone
- Leviton
- Lucent/Avaya
- Mod-Tap
- Mohawk
- Nordx/CDT
- Ortronics
- Panduit
- Siemon / Corning
- Siemon
- Sumitomo
- FutureFLEX
- Airblown Fiber
- Superior



**Certification / Plus**

guarantees not only structured cabling products but also system design, installation, support, and more.

**Your guarantee includes every jack, every panel, every cable run. Everything.**



**The most important thing about the design and installation of your network infrastructure is the knowledge of the company you choose to work with. Black Box wrote the book on design, installation, maintenance, and support for network infrastructure. Call us today—because the most efficient, worry-free infrastructure starts with knowledge.**

**More than 2000 technical experts serving customers in 132 countries.**

**We're the ONLY network infrastructure services company you need!**

**FREE ESTIMATE • CALL TODAY:  
724-746-5500!**

# Exclusively from Black Box!

## Best products, best protection!



**Fido did what?  
Relax. It's covered!**

Don't worry when your coffeepot overflows on your new equipment—or even if Fido chews on it. Just think about all the ways we protect what you buy.

		<b>Black Box</b>	<b>The Competition</b>
<b>Fido Protection™</b>	<b>Warranty Length</b>	<i>One Year to Life!</i>	<b>Read the fine print.</b>
	<b>Guaranteed for Life!</b>	<i>BLACKBOX® Series Routers, Manual Switches, Copper Cables and more!</i>	<b>No.</b>
	<b>Surge Damage</b>	<i>100% Covered!</i>	<b>No.</b>
	<b>Water Damage</b>	<i>100% Covered!</i>	<b>No.</b>
	<b>Dropped</b>	<i>100% Covered!</i>	<b>No.</b>
	<b>Dog Damage</b>	<i>100% Covered!</i>	<b>No.</b>
	<b>Warranty Replacements</b>	<i>100% Hassle Free!</i>	<b>No.</b>

### Take the risk out of your equipment purchases!

When you buy from Black Box, you get the highest quality products and warranty protection available.

We provide the lowest total cost of ownership over the life of the product.

**FIDO PROTECTION™** is a program that goes beyond traditional warranties to protect your BLACK BOX® brand equipment from accidental damage, including surge or water damage. When you order from Black Box, your product comes with a card that you simply sign and return to activate your coverage.\* **Fido Protection®** lasts as long as your product's warranty, usually one year to life, and during that time, Black Box will repair or replace your damaged equipment within five business days of receipt at NO CHARGE!

And, for a great price, only 10% of the current retail price, you can extend your Fido Protection® coverage or protect a previously purchased Black Box product!\* Ask your customer service representative about extending this exclusive protection today.

# Experience all that Black Box has to offer with PowerDollar\$!

**Award Black Box a data or voice  
services project now and save  
up to 50% later on products!**

You may already know all about Black Box's *superior on-site services*, but we can give you an even greater *return on your investment* when you order from our vast product line, too.

Just use our on-site services now and you may be eligible to earn PowerDollar\$ for up to 50% savings later on BLACK BOX® brand products.

Use your PowerDollar\$ as "legal tender" toward our top-quality solutions, whether you want to pump up your network with a BLACK BOX® ServSwitch or a new cabinet or rack. We have more than 90,000 solutions to choose from. Just take a look at the huge product selection in our "Big Book" catalog or on our Web site at [www.blackbox.com](http://www.blackbox.com).

With every purchase, you'll also enjoy FREE hotline Tech Support 24/7/365 and unbeatable guarantees.

*That's the type of service you'll find only at Black Box!*

To receive a *FREE* copy of our latest "Big Book" catalog, call 724-746-5500 or view our large selection of products at [www.blackbox.com](http://www.blackbox.com).



**Use Black Box services and save up to 50% on Black Box products!**



1100 East Broadway, Suite 100, St. Petersburg, FL 33703  
Phone: 724-746-5500 Fax: 724-746-5501 [www.blackbox.com](http://www.blackbox.com)

# Pump up your network with PowerDollar\$!

<p><b>What are PowerDollar\$?</b></p> <ul style="list-style-type: none"> <li>• PowerDollar\$ mean SAVINGS!</li> <li>• Use PowerDollar\$ to purchase BLACK BOX® brand products at up to 50% off the retail price!</li> </ul>	<p><b>When can I earn PowerDollar\$?</b></p> <ul style="list-style-type: none"> <li>• PowerDollar\$ are awarded for new data or voice service projects or maintenance contracts.</li> </ul>
<p><b>Who is eligible for PowerDollar\$?</b></p> <ul style="list-style-type: none"> <li>• Any customer who has awarded Black Box Network Services a new data or voice services project originally priced at \$5,000 or more.</li> <li>• Customers purchasing or renewing maintenance contracts of \$5,000 or more (projected) per year.</li> </ul>	<p><b>Are there any restrictions on PowerDollar\$?</b></p> <ul style="list-style-type: none"> <li>• PowerDollar\$ can only be used for BLACK BOX® brand products. To see our offerings, go to <a href="http://blackbox.com">blackbox.com</a> and click on On-Line Catalog.</li> <li>• PowerDollar\$ must be used within 60 days of the award date.</li> </ul>

## How does the PowerDollar\$ process work, step-by-step?

*Check out how you can save!*  
(ROI example based on a project or maintenance contract of \$25,000)

*If you buy...*

(25) BLACK BOX® Plug Strip Surge Protectors (S2410A) at \$22.95 each = \$573.75

plus

(1) BLACK BOX® Comm Cabinets (R243040A) at \$245.95 each = +\$245.90

Subtotal = \$819.65

And then apply your PowerDollar\$ (5% of \$25,000 contract) = -\$1250.00

**your new total = \$1265.65**

**Step 1** You award Black Box a project or maintenance contract of at least \$5,000.

**Step 2** We'll issue you PowerDollar\$ worth 5% of the total price of the project you've awarded to us.

**Step 3** You then can use your PowerDollar\$ towards 50% off the retail price of BLACK BOX® brand products.

### Act now. PowerDollar\$ won't last forever.

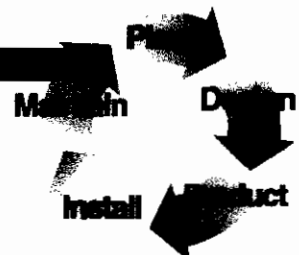
Why wait to upgrade or install your new network? Contact Black Box today and start earning PowerDollar\$ while you pump up your network.

For more information on Black Box Network Services, visit our Web site at [www.blackbox.com](http://www.blackbox.com) to see the map of our growing list of on-site offices. Or call 724-746-5500 today and ask for the on-site office nearest you.



The 2003-2004 Big Book has 800 pages packed with products.

And to see our huge line of products, go to [www.blackbox.com](http://www.blackbox.com) and click on On-Line Catalog. Or, for the printed version, call us at 724-746-5500 and ask us to rush you a copy of our latest Big Book—it's FREE!



Black Box is the one source for start-to-finish services, whether you're planning a new data and voice installation, upgrading your existing system, or simply adding a component. Our catalog includes the latest technologies as well as hard-to-find items.

2247 Tenth Drive North, St. Petersburg, FL 33718  
Phone: 724-746-5500 Fax: 724-746-7188 [www.blackbox.com](http://www.blackbox.com)



# CERTIFICATE OF REGISTRATION

Certificate No. 94-125d

## Black Box Corporation

1000 Park Drive, Lawrence, PA

The Quality Management System is registered to:

**ISO 9001:2000**

The Quality Management System is applicable to:

**Black Box provides technical services dedicated to designing, building, installation and maintaining network infrastructure systems for data, voice and video applications.**

*Further clarifications regarding the scope of this certificate and the applicability of ISO 9001:2000 requirements may be obtained by consulting the organization*

Initial Certificate Date: January 10, 1994  
Certificate Issue Date: October 20, 2003  
Certificate Renewal Date: January 10, 2006

  
Authorized Signatory

The approval is subject to the organization maintaining their system in accordance with Intertek Systems Certification's rules and regulations for certification.

**intertek** Systems Certification

Intertek Testing Services NA, Inc.  
Boxborough, MA USA



National Accreditation Program

Project ID: 000499

**V. BICSI CERTIFICATION**

Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval. This individual must be on your staff at the time the quote is submitted. Please include a copy of your current RCDD certification(s).

**Please explain how your firm complies with this requirement.**

**VI. LOW VOLTAGE LICENSE**

In order to obtain an occupational license in Lee County you must have a low voltage electrical license. You must possess this license at the time the quote is submitted for Lee County's consideration. Please include a copy of your low voltage electrical license.

License no.: ER0014474

**Please explain how your firm complies with this requirement.**

**VII. LOCATION/EMPLOYEES**

We require that you have a location within a 200-mile radius of downtown Fort Myers, Florida.

Location of facility: 12590 METRO PARKWAY, FORT MYERS, FLORIDA 33912

Distance: 6.71 MILES FROM LEE COUNTY FACILITY

Address: BLACK BOX NETWORK SERVICES  
12590 METRO PARKWAY, FORT MYERS, FLORIDA 33912

**VIII. REPLACEMENT CABLE AND HARDWARE**

Lee County will require that the awarded vendor(s) make provision for four delivery situations:

1. On the shelf cable and hardware shall be delivered the same day as ordered.
2. Manufacturer regional warehouse items shall be delivered after receipt by vendor, freight included, on next working day.
3. Factory back-ordered cable and hardware shall be delivered the same day they are received by the vendor.



4. Priority orders for cable and hardware, not stocked locally, which are required for emergency repairs shall be handled as quickly as possible using premium transportation as directed by the County. Premium transportation costs may be passed to the County at their actual cost (Waybill listed on invoice).

**Please explain how your firm complies with this requirement.**

**IX. EMERGENCY REPAIR RESPONSE TIME**

Companies submitting this prequalification must be able to provide 2-hour or less response time to perform emergency on-site repairs. The required 50 mile radius is to ensure a two hour or less response time. A response time is defined as a qualified technician on site ready to work within two hours following the receipt of the call from Lee County.

**Please explain how your firm complies with this requirement.**

**SEE ATTACHED LOCATION LETTER**



*FLORIDA OFFICE LOCATIONS*

Lee County Board of County Commissioners  
Division of Purchasing  
Kathy Ciccarelli, CPPB, Purchasing Agent  
1825 Hendry Street, 3<sup>rd</sup> Floor  
Fort Myers, Florida 33901

February 20, 2006

Dear Kathy:

This letter is to attest to the fact that Black Box Network Services with offices in 42 states and 141 countries around the world does have a physical office presence at the following locations:

- Black Box Network Services - 12590 Metro Parkway, Fort Myers, FL 33912
- Black Box Network Services, - 3247 Tech Drive North, St. Petersburg, FL 33716;
- Black Box Network Services – 4201 Vineland Road, Suite I-6, Orlando, FL 32811;
- Black Box Network Services - 7975 West 25<sup>th</sup> Avenue, Suite 3, Hialeah, FL 33016;
- Black Box Network Services – 831 North Monroe Street, Tallahassee, FL 32303

To provide for 24 hour a day seven day a week emergency services our company has established a Help-Desk, manned 24 x 7 x 365 in case of an emergency the customer would be prompted to call 877-877-BBOX, an auto attendant will direct the caller to the manned Help-Desk. If the Help-Desk is unable to resolve the problem on the phone with the customer an On-Call technician would be paged and directed to report to the site. *(Black Box Network Services always provides a guaranteed 2-hour response time for emergency on-site repairs, with our usual response time less than 1-hour).* To coincide with the dispatching of the technician a trouble ticket would be generated and be forwarded to the Branch Manager, Operations Manager and the Southeast Regional Director; this to insure that all emergency after hour service tickets are resolved.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Bardecki", written over a horizontal line.

Michael Bardecki  
Sr. Account Manager

**LEE COUNTY, FLORIDA  
PROPOSAL QUOTE FORM  
FOR THE ANNUAL PURCHASE OF  
DATA AND VOICE CABLE AND INSTALLATION**

DATE SUBMITTED: 02-21-06

VENDOR NAME: Telecommunication Connections of Florida Inc

TO: The Board of County Commissioners  
Lee County  
Fort Myers, Florida

Having carefully examined the "General Conditions", and the "Detailed Specifications", all of which are contained herein, the Undersigned proposes to furnish the following which meet these specifications:

The undersigned acknowledges receipt of Addenda numbers:

\_\_\_\_\_

WILL YOU DELIVER WITH YOUR OWN VEHICLE AS OPPOSED TO COMMON CARRIER?

YES X NO \_\_\_\_\_

TO BE STARTED WITHIN 10 CALENDAR DAYS AFTER RECEIPT OF AWARD AND PURCHASE ORDER.

Quoters should carefully read all the terms and conditions of the specifications. Any representation of deviation or modification to the quote may be grounds to reject the quote.

Are there any modifications to the quote or specifications:

Yes \_\_\_\_\_ No X

Failure to clearly identify any modifications in the space below or on a separate page may be grounds for the quoter being declared nonresponsive or to have the award of the quote rescinded by the County.

MODIFICATIONS:

None

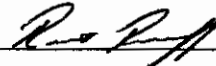
Quoter shall submit his/her quote on the County's Proposal Quote Form, including the firm name and authorized signature. Any blank spaces on the Proposal Quote Form, qualifying notes or exceptions, counter offers, lack of required submittals, or signatures, on County's Form may result in the Quoter/Quote being declared non-responsive by the County.

ANTI-COLLUSION STATEMENT

**THE BELOW SIGNED QUOTER HAS NOT DIVULGED TO, DISCUSSED OR COMPARED HIS QUOTE WITH OTHER QUOTERS AND HAS NOT COLLUDED WITH ANY OTHER QUOTER OR PARTIES TO A QUOTE WHATSOEVER. NOTE: NO PREMIUMS, REBATES OR GRATUITIES TO ANY EMPLOYEE OR AGENT ARE PERMITTED EITHER WITH, PRIOR TO, OR AFTER ANY DELIVERY OF MATERIALS. ANY SUCH VIOLATION WILL RESULT IN THE CANCELLATION AND/OR RETURN OF MATERIAL (AS APPLICABLE) AND THE REMOVAL FROM THE MASTER BIDDERS LIST.**

FIRM NAME Telecommunication Conexions of Florida Inc.

BY (Printed): Robert Radcliff

BY (Signature): 

TITLE: V-Pres

FEDERAL ID # OR S.S. # 65-0883855

ADDRESS: 5485-3 Lee St.

Lehigh Acres, Fl. 33971

PHONE NO.: 239-303-9000

FAX NO.: 239-369-6600

CELLULAR PHONE/PAGER NO.: 239-707-0623

LEE COUNTY OCCUPATIONAL LICENSE NUMBER: 050817

E-MAIL ADDRESS: Comconex@aol.com

REVISED: 7/28/00

**SECTION II – VENDOR QUALIFICATIONS** - See Attached Sheet

PLEASE USE ADDITIONAL SHEETS OF PAPER AS NECESSARY TO RESPOND IN FULL TO THE FOLLOWING QUESTIONS/REQUIREMENTS.

**PLEASE SUBMIT ALL REQUIRED SUBMITTALS IN TRIPLICATE.**

To qualify for consideration for selection as a qualified vendor, a vendor must meet certain designated minimum experience and qualifications. These minimum qualifications are outlined in the following sections. A vendor must also demonstrate that he/she is financially qualified.

**NOTE: IN ORDER TO QUALIFY TO PROCEED AND BE CONSIDERED FOR AWARD AS A QUALIFIED VENDOR; A “PASS” MUST BE OBTAINED FOR ALL OF THE EVALUATION CRITERIA – SEE “SAMPLE A – EVALUATION SHEETS FOR REQUEST FOR QUALIFICATIONS”.**

**REQUIRED SUBMITTALS FOR THIS RFO ARE AS FOLLOWS:**

**I. EXPERIENCE/REFERENCES/CERTIFICATIONS** - See Attached

To qualify for consideration, a vendor must have at least three years of demonstrable, professional experience and background in the sale and installation of cable such as that specified in this quotation. This experience may be all with one firm, or it may be another firm in the industry. Please tell us about your experience and accomplishments that would qualify you for the type of work that we are requiring. **Describe experience and accomplishments in narrative form, no longer than five (5) 8-1/2” x 11” pages - list all of your certifications and references (see below).**

Further, all companies submitting a prequalification request shall provide a minimum of five (5) references listing customer names, addresses, telephone numbers, and contact person, for whom cable has been installed under similar conditions.

Include in your narrative a list of current employees and their certifications (please include copies). At least one employee must have a current RCDD Certification (please include a copy) and be available at anytime. Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval (Please include a copy of your current RCDD certification).

**II. FINANCIAL QUALIFICATIONS (MINIMUM)**

*See Attached sheet*

**INSURANCE REQUIREMENTS**

**NOTE:** Your certificate of insurance must meet the following requirements:

**Requirement #1:**

**The Lee County Board of County Commissioners shall be added as an additional insured on the comprehensive general liability policy.**

**Requirement #2:**

Certificate holder shall be listed as follows:

Lee County Board of County Commissioners  
C/O Lee County Purchasing  
P.O. Box 398  
Fort Myers, FL 33902-0398

**Requirement #3:**

Each policy shall provide a 30-day notification clause in the event of cancellation, non-renewal or adverse change.

1. **Insurance Requirements:** *These are minimum requirements, which are subject to modification in response to operations involving a higher level of loss exposure.*

- a. **Workers' Compensation** - Statutory benefits as defined by FS 440 encompassing all operations contemplated by this contract or agreement to apply to all owners, officers, and employees regardless of the number of employees. Individual employees may be exempted per State Law. Employers' liability will have minimum limits of:

\$500,000 per accident  
\$500,000 disease limit  
\$500,000 disease limit per employee

- b. **Commercial General Liability** - Coverage shall apply to premises and/or operations, products and/or completed operations, independent contractors, contractual liability, and broad form property damage exposures with minimum limits of:

\$500,000 bodily injury per person (BI)  
\$1,000,000 bodily injury per occurrence (BI)  
\$500,000 property damage (PD) or  
\$1,000,000 combined single limit (CSL) of BI and PD

- c. Business Auto Liability - The following Automobile Liability will be required and coverage shall apply to all owned, hired and non-owned vehicles use with minimum limits of:

\$500,000 bodily injury per person (BI)  
\$1,000,000 bodily injury per occurrence (BI)  
\$100,000 property damage (PD) or  
\$1,000,000 combined single limit (CSL) of BI and PD

***\*The required limit of liability shown in Standard Contract: 1.a; 1.b; 1.c; may be provided in the form of "Excess Insurance" or "Commercial Umbrella Policies." In which case, a "Following Form Endorsement" will be required on the "Excess Insurance Policy" or "Commercial Umbrella Policy."***

2. Verification of Coverage:

a. Ten (10) days prior to the commencement of any work under this contract a certificate of insurance will be provided to the Risk Manager for review and approval. The certificate shall provide for the following:

1. ***"Lee County, a political subdivision and Charter County of the State of Florida, its agents, employees, and public officials" will be named as an "Additional Insured" on the General Liability policy.***
2. Lee County will be given thirty (30) days notice prior to cancellation or modification of any stipulated insurance. Such notification will be in writing by registered mail, return receipt requested and addressed to the Risk Manager (P.O. BOX 398 Ft. Myers, FL 33902).

3. Special Requirements:

- a. An appropriate "Indemnification" clause shall be made a provision of the contract.
- b. It is the responsibility of the general contractor to insure that all subcontractors comply with all insurance requirements.



To the fullest extent permitted by applicable law, Contractor shall protect, defend, indemnify, save and hold the County, the Board of County Commissioners, its agents, officials, and employees harmless from and against any and all claims, demands, fines, loss or destruction of property, liabilities, damages, for claims based on the negligence, misconduct, or omissions of the Contractor resulting from the Contractor's work as further described in this contract, which may arise in favor of any person or persons resulting from the Contractor's performance or non-performance of its obligations under this contract except any damages arising out of personal injury or property claims from third parties caused solely by the negligence, omission(s) or willful misconduct of the County, its officials, commissions, employees or agents, subject to the limitations as set out in Florida general law, Section 768.28, Florida Statutes, as amended. Further, Contractor hereby agrees to indemnify the County for all reasonable expenses and attorney's fees incurred by or imposed upon the County in connection therewith for any loss, damage, injury or other casualty. Contractor additionally agrees that the County may employ an attorney of the County's own selection to appear and defend any such action, on behalf of the County, at the expense of the Contractor. The Contractor further agrees to pay all reasonable expenses and attorney's fees incurred by the County in establishing the right to indemnity.

**Please include copies of current Certificates of Insurance or a letter from your insurance company evidencing the ability of your company to be insured for the amounts required under this RFQ.**

**III. CABLE**

*See Attached*

A. To qualify vendors must be able to provide the following brands of solid copper, 24 AWG, 100  $\Omega$  balanced twisted-pair (UTP) backbone cable, cat 6 plenum and cat 6 PVC, four pair cable.

Note: Listed Type CMR, CMP, MPR and/or MPP (as required in the NEC 2002)

1. Berk-Tek cable
2. General Cable
3. Mohawk Cable

**Please explain how your firm complies with this requirement.** *See Attached*

It is required that quoters provide a minimum of one-year warranty covering all installations and repairs(all parts and labor) on purchases made as a result of this quote. All manufacturers' warrantees shall apply as applicable.

**Please explain how your firm complies with this requirement.** *See Attached*

**IV. EQUIPMENT**

*See Attached*

Can you provide the full line of the following equipment?

- A. Siemons
- B. Leviton
- C. Panduit

**Please explain how your firm complies with this requirement.** *See attached*

It is required that quoters provide a minimum of one-year warranty covering all installations and repairs(all parts and labor) on purchases made as a result of this quote. All manufacturers' warrantees shall apply as applicable.

**Please explain how your firm complies with this requirement.** *see attached*

- D. Systimax (old AT&T/Avaya)

The County still has a lot of Systimax equipment in place in many of our buildings. Can you provide us with Systimax cable and/or hardware if needed?

**Please explain how your firm complies with this requirement.** *see attached*

**V. BICSI CERTIFICATION**

Companies submitting this prequalification request must have a certified Registered Communications Distribution Designer (RCDD) on staff, to review and or design plans for an installation and Lee County approval. This individual must be on your staff at the time the quote is submitted. Please include a copy of your current RCDD certification(s).

**Please explain how your firm complies with this requirement.** *see attached*

**VI. LOW VOLTAGE LICENSE**

In order to obtain an occupational license in Lee County you must have a low voltage electrical license. You must possess this license at the time the quote is submitted for Lee County's consideration. Please include a copy of your low voltage electrical license.

License no.: ER 13013086

**Please explain how your firm complies with this requirement.**

**VII. LOCATION/EMPLOYEES**

We require that you have a location within a 200-mile radius of downtown Fort Myers, Florida.

Location of facility: 5485-3 Lee St. Lehigh Acres, Fl. 33971

Distance: 10 miles

Address: 5485-3- Lee St. Lehigh Acres, Fl. 33971

**VIII. REPLACEMENT CABLE AND HARDWARE** *See Attached sheet*

Lee County will require that the awarded vendor(s) make provision for four delivery situations:

1. On the shelf cable and hardware shall be delivered the same day as ordered.
2. Manufacturer regional warehouse items shall be delivered after receipt by vendor, freight included, on next working day.
3. Factory back-ordered cable and hardware shall be delivered the same day they are received by the vendor.

4. Priority orders for cable and hardware, not stocked locally, which are required for emergency repairs shall be handled as quickly as possible using premium transportation as directed by the County. Premium transportation costs may be passed to the County at their actual cost (Waybill listed on invoice).

**Please explain how your firm complies with this requirement. *See Attached***

**IX. EMERGENCY REPAIR RESPONSE TIME**

Companies submitting this prequalification must be able to provide 2-hour or less response time to perform emergency on-site repairs. The required 50 mile radius is to ensure a two hour or less response time. A response time is defined as a qualified technician on site ready to work within two hours following the receipt of the call from Lee County.

**Please explain how your firm complies with this requirement. *See Attached***



# **Telecommunication Conexxions**

of Florida



**Phone: 239-303-8000**  
**Fax: 239-369-6600**

## **Section II – Vendor Qualifications**

### **I. Experience/References/Certifications:**

Telecommunication Conexxions of Florida Inc. is a full service structured cabling company. We install Voice, Data, Fiber, CCTV, Video cabling, as well as install and service many brands of phone systems. Telecommunication Conexxions is capable of installing jobs from engineering to termination and testing. We have completed jobs from four cable drops to thousands of cable drops. The following is a list of jobs and contact information.

#### **1. Lee County School District**

##### **Contact information:**

Terry Leonard 239-707-5296  
Steve Hanna 239-707-3885  
Darryl Eldon 239-707-3766

##### **Jobs:**

Riverdale High – Re-wire  
Estero High – Re-wire  
Skyline Elem. – Re-wire  
Gateway Elem. – Re-wire  
Lehigh Middle – Re-wire  
Bonita Middle – Re-wire  
Transportation Six mile – New construction, installation  
Pinewoods Elem. – New construction, installation of additions

#### **2. Lee County Government**

##### **Contact information:**

Tony Cail 239-689-7317  
Mark Matthiessen 239-826-8892

**Jobs:**

**EMS – New construction, installation**  
**Boston Red Sox – Re-wire**  
**BAS shop Justice Center – Re-wire**  
**Hammond Stadium – New construction, installation**  
**Lee Tran ADA – Re-wire**

**3. Century 21 Town & Country**  
**Lehigh Acres**

**Contact information:**

**Diane Turrell 239-369-0021**

**Job:**

**Re-wire of buildings**

**4. Bill Smith Television and appliances**

**Contact information:**

**Bill Weaver 239-334-1121**

**Jobs:**

**Bonita office – New construction, installation**  
**Bank Street office – New construction, installation**  
**Fowler Street office – Re-wire**  
**Port Charlotte office – New construction, installation**  
**Murdock office – New construction, installation**



# **Telecommunication Conexxions**

of Florida

Phone: 239-303-8000  
Fax: 239-369-6600



## List of Current employee's and certifications:

**Robert A. Radcliff:**

Ortronics, Panduit, Leviton, Nordex, Corning Fiber, Valcom

**Paul Barr:**

Ortronics, Panduit on 03-21-06

**Kevin Daniels:**

Ortronics, Panduit, Valcom

**James Saucier:**

RCDD

**Joe Grizzaffi :**

Ortronics, Panduit

**David Hall:**

Ortronics, Panduit

**Sean Licari:**

Ortronics, Panduit, Leviton

**Shannon Raiche:**

Ortronics, Panduit on 03-21-06

**Paul Richardson:**

Ortronics, Panduit on 03-21-06

**Aaron Steger:**

Ortronics, Panduit, Leviton New employee do not have copies of certifications yet.

**Vincent Sacco:**

New employee, Panduit on 03-21-06

**Stacy Sacco:**

New employee, Panduit on 03-21-06

**Mistee Licari:**

Panduit, Nordex

Thomas Armata:  
Panduit 03-21-06

Kenneth Elliott:  
New employee, Panduit 03-21-06

Lance Williams:  
New employee, Panduit 03-21-06



Subj: (no subject)  
Date: 2/21/2006 10:57:23 A.M. Eastern Standard Time  
From: emh@panduit.com  
T... comconexx@aol.com

This letter is to advise you that Commuication Connexdons is a Panduit certified installer in good standing and will renewing their training Mar. 21,2006. Beth Halpern Panduit Corp.

Sent using Sprint PCS Business Connection Server Edition. Sign up at [bcee.sprintpcs.com](http://bcee.sprintpcs.com).



# **Telecommunication Conexxions**

of Florida



**Phone: 239-303-9000**  
**Fax: 239-369-6600**

## **II. Financial Qualifications**

Already on file with Lee County.



# **Telecommunication Conexxions**

of Florida



**Phone: 239-303-8000**  
**Fax: 239-368-6600**

### **III. Cable**

- 1. Berk-Tek cable**
- 2. General cable**
- 3. Mohawk cable**

**We will provide Lee County with any of the above cables as requested, and provide a minimum one year warranty covering installation and repairs.  
All manufacture warrantees shall apply as applicable.**



# **Telecommunication Conexxions**

of Florida



**Phone: 239-303-8000**  
**Fax: 239-369-6600**

#### **IV. Equipment**

- A. Siemons**
- B. Leviton**
- C. Panduit**

We will provide a full line of equipment for the above items, and provide a minimum of one year warranty covering installation and repairs.  
All manufacturer warranties shall apply as applicable.

#### **D. Systimax**

We can provide a complete line of Systimax equipment as needed, and provide a minimum of one year warranty covering installation and repairs.

# **Telecommunication Conexxions**

of Florida



**Phone: 239-303-9000**  
**Fax: 239-369-6600**

## **V . BICSI Certification**

**Employee name James Saucier RCDD**  
**Copy of certification inclosed**



# **Telecommunication Conexxions**

of Florida



**Phone: 239-303-9000**  
**Fax: 239-369-6600**

## **VIII. Replacement cable and hardware**

Telecommunication Conexxions of Florida Inc. will make provision for the four delivery situations as per quote specifications.

1. Will deliver same day for on shelf items.
2. Manufacturer regional warehouse items shall be delivered on next working day after receipt.
3. Back ordered cable and hardware will be delivered the same day they are received by Telecommunication Conexxions of Florida Inc.
4. Priority orders for cable and hardware not locally stocked will be delivered as quickly as possible even if premium transportation is needed.



# Telecommunication Conexxions

of Florida

Phone: 239-303-9000  
Fax: 239-369-6600



## IX. Emergency repair response time:

Telecommunication Conexxions of Florida Inc. can provide a 2 hour or less response time to emergency situations. We are within the 50 mile radius required.

*The professional designation of*

# RCDD

**REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER**

*is awarded to*

## **James R. Saucier**


*by BICSI: A Telecommunications Association, in recognition of having successfully  
completed BICSI's registration and examination requirements.*

*Issued*

**January 1, 2004**

*Expires*

**December 31, 2006**

  
President, BICSI

  
Executive Director, BICSI







**Logrand**

acknowledges

Telecommunication Conexxions of Florida, Inc.

of

Lehigh Acres, FL

is Certified with Ortronics, Inc. for the period

**October 3, 2005 to October 3, 2006**

*Certification with Ortronics allows the installer to offer the Ortronics Extended Product warranty for properly registered and approved projects in Florida. Warranty for projects outside Florida must be pre-approved by Ortronics.*

*C. J. Mosterman*

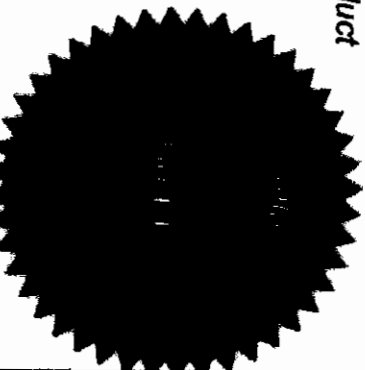
Vice President of Training & Standards

February 10, 2006

Date

4146 - CI

Registration Number





# *Certificate of Completion*

*this certifies that*  
*Communication*  
*Connections*

**HAS COMPLETED THE BASIC STRUCTURED CABLING COURSE  
REVIEWING THE PANDUIT PAN-NET  
COPPER and FIBER NETWORK CABLING SYSTEM**  
**December 10, 2002**

EXPIRES DECEMBER 31, 2003

PROJECT SALES MANAGER

**VALCOM**

**Certificate Of Achievement**

is conferred upon

**Robert Radcliff**

for successfully demonstrating  
knowledge and capability by examination on

**FOODSPEAKER PAGING SYSTEMS - 2000 SERIES**

**May 18, 2000**

Date

**Stephanie Indings**

Inside Account Manager

**NORDX/CDT**  
A SUBSIDIARY OF  
CABLE DESIGN TECHNOLOGIES

Certificate

Robert Radcliff

Communication Conexions

Has Completed the

**Installation Practices Course**

**Awarded this 11th Day of October 2001**

*Tom Boggeman*

Tom Boggeman

PSA





**ORTRONICS®**

**Certificate of Accomplishment**

*This Certifies That*

**ROBERT RADCLIFF**

*of*

**TELECOMMUNICATION CONEXIONS OF  
FLORIDA, INC.  
FT. MYERS, FL**

has successfully completed the

***Ortronics Certification Training***

for

**ORTRONICS SYSTEM SOLUTION  
NETWORKING PRODUCTS**

*C. S. Mottstream*

10/8/03

C-4146-A

Vice President of Training & Standards

Date

Registration No.

BICSI CECs - 14



*Certificate of Completion*

*this certifies that*  
**Robert Radcliff**

HAS COMPLETED THE BASIC STRUCTURED CABLING COURSE  
REVIEWING THE PANDUIT PAN-NET  
COPPER and FIBER NETWORK CABLING SYSTEM  
December 10, 2002

EXPIRES DECEMBER 31, 2003

*Bella Holman*

DISTRICT SALES MANAGER

**NORDX/CDT**  
A SUBSIDIARY OF  
CABLE DESIGN TECHNOLOGIES

**Certificate**

**Sean Licari**

**Communication Conexions**

**Has Completed the**

**Installation Practices Course**

**Awarded this 11th Day of October 2001**



**Tom Boggeman**

**PSA**





**ORTRONICS®**

**Certificate of Accomplishment**

*This Certifies That*

**SEAN LICARI**

*of*

**TELECOMMUNICATION CONEXIONS OF FLORIDA,  
INC.**

**FT. MYERS, FL**

has successfully completed the

***Ortronics Technician Training***

for

**ORTRONICS SYSTEM SOLUTION  
NETWORKING PRODUCTS**

*C. S. Mottetream*

**Vice President of Training & Standards**

**11/6/03**

**Date**

**T-4146-B**

**Registration No.**

**BICSI CECs - 7**





# *Certificate of Completion*

*this certifies that*  
**Sean Licari**

**HAS COMPLETED THE BASIC STRUCTURED CABLING COURSE  
REVIEWING THE PANDUIT PAN-NET  
COPPER and FIBER NETWORK CABLING SYSTEM  
December 10, 2002**

*Bill Wilson*

DISTRICT SALES MANAGER

EXPIRES DECEMBER 10, 2003

**NORDX/CDT**  
A SUBSIDIARY OF  
CABLE DESIGN TECHNOLOGIES

**Certificate**

**Mistee Stephenson**

**Communication Conexions**

**Has Completed the**

***Installation Practices Course***

***Awarded this 11th Day of October 2001***



**Tom Boggeman**

**PSA**





# *Certificate of Completion*

*this certifies that*

*Misty Licari*

**HAS COMPLETED THE BASIC STRUCTURED CABLING COURSE  
REVIEWING THE PANDUIT PAN-NET  
COPPER and FIBER NETWORK CABLING SYSTEM  
December 10, 2002**

**EXPIRES DECEMBER 31, 2003**

*Bella Helper*

**DISTRICT SALES MANAGER**

# VALCOM

## Certificate Of Achievement

is conferred upon

**Kevin Daniels**

for successfully demonstrating  
knowledge and capability by examination on

**LOUDSPEAKER PAGING SYSTEMS - 2000 SERIES**

**May 18, 2000**

Date

**Stephanie Tidings**

Inside Account Manager



# *Certificate of Completion*

*this certifies that*

*Kevin Daniels*

**HAS COMPLETED THE BASIC STRUCTURED CABLING COURSE  
REVIEWING THE PANDUIT PAN-NET  
COPIER and TBLR NETWORK CABLING SYSTEM  
December 10, 2002**

EXPIRES DECEMBER 31, 2003

*Boyle Hoover*

DISTRICT SALES MANAGER

**NORDX/CDT**  
A SUBSIDIARY OF  
CABLE DESIGN TECHNOLOGIES

Certificate

Kevin Daniels

Communication Conexions

Has Completed the

**Installation Practices Course**

**Awarded this 11th Day of October 2001**



*Tom Boggeman*

Tom Boggeman

PSA





**ORTRONICS**



**Certificate of Accomplishment**

**Kevin Daniels**

*of*

**Telecommunication Conexions of Florida, Inc.  
Lehigh Acres, FL**

has successfully completed the  
***Ortronics Copper Installation Training***

for

**Ortronics System Solution  
Networking Products**

**Earned BICSI CECs:  
RCDD CECs – 7  
INS, Level 2/Technician CECs – 7**

*C. S. Mottstream*

Vice President of Training & Standards

9/27/2005

Date

T-4146-H

Registration No.



**ORTRONICS**



**Certificate of Accomplishment**

**Paul Barr**

*of*

**Telecommunication Conexions of Florida, Inc.  
Lehigh Acres, FL**

has successfully completed the

***Ortronics Copper Installation Training***

for

**Ortronics System Solution  
Networking Products**

**Earned BICSI CECs:**

**RCDD CECs – 7**

**INS, Level 2/Technician CECs – 7**

*C.S. Mottstrom*

**Vice President of Training & Standards**

**9/27/2005**

**Date**

**T-4146-G**

**Registration No.**





**ORTRONICS**



**Certificate of Accomplishment**

**Joe R. Grizzaffi**

*of*

**Telecommunication Conexions of Florida, Inc.  
Lehigh Acres, FL**

has successfully completed the  
***Ortronics Copper Installation Training***

*for*

**Ortronics System Solution  
Networking Products**

**Earned BICSI CECs:  
RCDD CECs – 7  
INS, Level 2/Technician CECs – 7**

*C. S. Mostafaei*

**Vice President of Training & Standards**

**9/27/2005**

**Date**

**T-4146-D**

**Registration No.**



**ORTRONICS**



**Certificate of Accomplishment**

**David A. Hall**

*of*

**Telecommunication Conexions of Florida, Inc.  
Lehigh Acres, FL**

has successfully completed the  
***Ortronics Copper Installation Training***

for

**Ortronics System Solution  
Networking Products**

**Earned BICSI CECs:  
RCDD CECs – 7  
INS, Level 2/Technician CECs – 7**

*C. S. Mordtman*

Vice President of Training & Standards

9/27/2005

Date

T-4146-F

Registration No.



**ORTRONICS**



**Certificate of Accomplishment**

**Shannon Raiche**

*of*

**Telecommunication Conexions of Florida, Inc.  
Lehigh Acres, FL**

has successfully completed the  
***Ortronics Copper Installation Training***

*for*

**Ortronics System Solution  
Networking Products**

**Earned BICSI CECs:**

**RCDD CECs – 7**

**INS, Level 2/Technician CECs – 7**

*C. S. Mochel*

**Vice President of Training & Standards**

**9/27/2005**

**Date**

**T-4146-J**

**Registration No.**



**Certificate of Accomplishment**

**Paul B. Richardson**

*of*

**Telecommunication Conexions of Florida, Inc.  
Lehigh Acres, FL**

has successfully completed the  
***Ortronics Copper Installation Training***

for

**Ortronics System Solution  
Networking Products**

**Earned BICSI CECs:  
RCDD CECs – 7  
INS, Level 2/Technician CECs – 7**

*C. S. Mottetream*

**Vice President of Training & Standards**

**9/27/2005**

**Date**

**T-4146-I**

**Registration No.**

DETAILS HERE

AC#1821777

STATE OF FLORIDA

DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION  
ELECTRICAL CONTRACTORS LICENSING BOARD

SEQ# L05011100195

DATE	BATCH NUMBER	LICENSE NBR
01/11/2005	040424372	ER13013086

The ELECTRICAL CONTRACTOR  
 Named below HAS REGISTERED  
 Under the provisions of Chapter 489 FS.  
 Expiration date: AUG 31, 2006  
 INDIVIDUAL MUST MEET ALL LOCAL LICENSING  
 REQUIREMENTS PRIOR TO CONTRACTING IN ANY AREA)

FITZ, CHIPPER DEXTER  
 TELECOMMUNICATION CONEXXIONS OF FLORIDA INC  
 5485-3 LEE STREET  
 LEHIGH ACRES FL 33971

JEB BUSH  
GOVERNOR

DIANE CARR  
SECRETARY

DISPLAY AS REQUIRED BY LAW

STATE OF FLORIDA  
 LEE COUNTY  
 OCCUPATIONAL LICENSE

LICENSE YEAR: 2005-2006  
 LICENSE NUMBER: 050817



Location  
 5485 LEE ST UNIT 3  
 LEHIGH ACRES FL 33971

TELECOMMUNICATION CONEXXIONS OF FL INC  
 FITZ CHIPPER D  
 5485 LEE ST UNIT 3  
 LEHIGH ACRES FL 33971

**EXPIRES: SEPTEMBER 30, 2006**

I hereby licensed at above address to engage in the business,  
 profession or occupation of:  
 ELECTRICAL CONTRACTOR

**THIS IS NOT A BILL - DO NOT PAY**

PAID 015062-242-1 08/25/2005 11:11 AM  
 DP500 \$50.00


**THIS LICENSE VALID ONLY WHEN RECEIPTED BY  
TAX COLLECTOR**

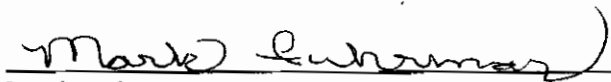
April 3, 2006

RE: Q-060164 The Annual Purchase of Data and Voice Cable and Installation


The evaluation committee met today. The undersigned evaluation committee members agree that the following firm(s) have passed the qualifications criteria and is recommended to proceed.

**Black Box Network Services  
Kent Technologies  
Fiber Solutions  
Telecommunication Conexions of Florida Inc.  
Jan Tech Communications Inc.  
Compulink**

  
\_\_\_\_\_  
Kelly Ridenour

  
\_\_\_\_\_  
Mark Fuhrman

  
\_\_\_\_\_  
Tony Cail

  
\_\_\_\_\_  
Kathryn Cccarelli