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FULLERTON, CA 92831-5024
(714) 578-8888
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LIC. NO. 622877

ELECTRIC

November 8, 2023

City Of Costa Mesa
77 Fair Drive
Costa Mesa CA 92628

Attention: Mike Fuentes

Reference: Cat6A Structured Cable and Verkada Camera Installation

A&R Proposal- C23JLE-COCM-001

Dear Mike,

We are pleased to submit a proposal for the amount of **\$893,127.00** for the above referenced project. Our quotation is based on scope of work RFP 24-03 FINAL released on 10/12/2023 & bid meeting 10/26/23.

This accounts for the total of 1500 data locations per the RFP. Please see each individual building for cost breakdown.

I. Project Bid Documents

- RFP 24-03 FINAL
- Corporation Yard and Park Bldg.pdf
- Fire Station 4.pdf
- 3 OF 5 PLAN VIEW THIRD FLOOR.pdf
- 5 OF 5 PLAN VIEW FIFTH FLOOR.pdf
- 2 OF 5 PLAN VIEW SECOND FLOOR.pdf
- 2022 Existing Condition Network Rack Locations.pdf
- PREVAILING WAGE.pdf
- 1 OF 5 PLAN VIEW FIRST FLOOR.pdf
- 1995 Comms Building Plans Reduced.pdf
- 4 OF 5 PLAN VIEW FOURTH FLOOR.pdf
- 2022 CH Basement Training Area.pdf
- IT Q&A RFP 24-03.xlsx
- 2007 PD Floor PlansReduced_Redacted.pdf

II. Project Description – Low Voltage Services

The following is a summary of scope for the structured cabling and Verkada Security Camera activities.

- Install a complete end-to-end certified system for transmission of voice, data, and video signals
- The system shall be designed, installed, and tested to the proposed Category 6A specifications, certified to a 10 GB speed to the desktop.
- Replace the obsolete CAT5 infrastructure with CAT6A Infrastructure at the sites listed below.
- Establishing new and enhancing existing cable pathways to facilitate both initial installation and future growth.
- Removal and demolition of pre-existing network cable and patch panels post-migration.
- Approximately 1,500 jacks across 14 site locations have been identified for this project.

Cabling Guidelines

- All network drops shall consist of Category-6A, white, plenum-rated cables, patch panels, and white jacks. (except for Verkada Security cabling. Verkada cabling will be Cat6).
- Cable distance shall not exceed 88 meters (290 feet).
- A 6 feet service loop will be provided within 10 feet of each termination.
- A minimum bend radius of 1-inch shall be respected for all cabling.
- A maximum bundle size shall be 24 cables.
- Cable bundles shall use Velcro fastening.
- Patch panels and keystones shall be Cat-6A rated.
- Cabling shall not be laid on ceiling grid structure, ceiling tiles or supported on any structure not specifically designed for supporting cables. If a cable tray is not present, provide cable supports at intervals of every 4 – 6 feet.
- Cable supports shall be “J” hooks or other supporting devices with a minimum 1-inch cable-resting surface.
- All category 6A field-testing shall be performed with a Fluke Networks DTX-1800 tester or better.
- Test results will be labeled using the Jack ID and provided as a single report.
- Test results will include a pass-fail summary followed by detailed test results for each Jack ID.
- A ten (10) year or greater warranty available for the category 6A structured cabling system and (1) year labor warranty will be provided.

City Hall 77 Fair Drive Costa Mesa CA 92626 \$379,213.90

- Provide and install Cat6A cabling for (700) data cable locations
- Provide and install (700) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling J hook supports as needed to support new Cat6A cabling.
- Maintain any rated walls while installing the new structured cabling.

Fire Station 5 2450 Vanguard Way Costa Mesa CA 92626 \$15,101.57

- Provide and install Cat6A cabling for (24) data cable locations
- Provide and install (24) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling supports as needed to support new Cat6A cabling (existing pathways will be used).
- Maintain any rated walls while installing the new structured cabling.

Communications 79 Fair Drive Costa Mesa CA 92626 \$68,767.65

- Provide and install Cat6A cabling for (128) data cable locations
- Provide and install (128) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling J hook supports as needed to support new Cat6A cabling.
- Maintain any rated walls while installing the new structured cabling

Police Station 3333 Bristol Street Costa Mesa CA 92626 \$18,205.48

- Provide and install Cat6A cabling for (24) data cable locations
- Provide and install (24) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling supports as needed to support new Cat6A cabling (existing pathways will be used).
- Maintain any rated walls while installing the new structured cabling

Fire Station 3 1865 Park Ave Costa Mesa CA 92626 \$15,838.86

- Provide and install Cat6A cabling for (24) data cable locations
- Provide and install (24) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling supports as needed to support new Cat6A cabling (existing pathways will be used).
- Maintain any rated walls while installing the new structured cabling

Downtown Recreation Ctr. 1860 Anaheim Ave Costa Mesa CA 92626 \$50,198.08

- Provide and install Cat6A cabling for (96) data cable locations
- Provide and install (96) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling J hook supports as needed to support new Cat6A cabling
- Maintain any rated walls while installing the new structured cabling

Westside Substation Drive 565 W 18th St. Costa Mesa CA 92626 \$29,883.24

- Provide and install Cat6A cabling for (48) data cable locations
- Provide and install (48) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling J hook supports as needed to support new Cat6A cabling
- Maintain any rated walls while installing the new structured cabling

Senior Center 695 W. 18th St. Costa Mesa CA 92626 \$51,031.11

- Provide and install Cat6A cabling for (96) data cable locations
- Provide and install (96) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling J hook supports as needed to support new Cat6A cabling
- Maintain any rated walls while installing the new structured cabling

Corporation Yard 2310 Placentia Ave. Costa Mesa CA 92626 \$27,888.98

- Provide and install Cat6A cabling for (48) data cable locations
- Provide and install (48) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling J hook supports as needed to support new Cat6A cabling
- Maintain any rated walls while installing the new structured cabling

Fire Station 4 2300 Placentia Ave. Costa Mesa CA 92626 \$15,838.86

- Provide and install Cat6A cabling for (24) data cable locations
- Provide and install (24) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling supports as needed to support new Cat6A cabling (existing pathways will be used).
- Maintain any rated walls while installing the new structured cabling

Fire Station 2 800 W Baker St. Costa Mesa CA 92626 \$15,838.86

- Provide and install Cat6A cabling for (24) data cable locations
- Provide and install (24) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling supports as needed to support new Cat6A cabling (existing pathways will be used).
- Maintain any rated walls while installing the new structured cabling

Fire Station 6 3350 Sakioka Dr. Costa Mesa CA 92626 \$15,838.86

- Provide and install Cat6A cabling for (24) data cable locations
- Provide and install (24) new modular outlets.
- Provide and install new faceplates for data locations.
- Provide and install new patch panels for the head end terminations.
- Provide new Patch cords for each new cable (2 patch cords per each new cable)
- Provide and install cabling supports as needed to support new Cat6A cabling (existing pathways will be used).
- Maintain any rated walls while installing the new structured cabling

Verkada Security Camera Installation \$58,977.22

- Provide and install Cat6 cabling for (75) locations
- Provide and install (5) new 43" Samsung TV Monitors
- Provide and install (5) new TV mounts.
- Provide and install RJ45 connectors for device end terminations.
- Provide and install new patch panels for the head end terminations.
- Provide and install cable supports as needed for some cameras may need to move 1-2' from their current location.
- Install (70) Verkada Security cameras provided by others.
- Install (5) viewing stations, see Samsung TV monitor inclusions above.
- Provide and install cabling supports as needed to support new Cat6A cabling (existing pathways will be used).
- Maintain any rated walls while installing the new structured cabling

Additional adds to total 1500 locations \$126,687.72

- Added locations (240) additional locations.

Demolition of Existing Cat5e Cabling

- Demo of Cat5e cabling for the buildings listed above will be removed after the migration to Cat6A and Cat6 cable is complete for each building.
- Some locations can be demoed as new cable is installed; we will need to make room in the existing conduits for new cable installations.

Method or Procedure Template

- Provide a method of procedure for each building as we began to install the new Cat6A or Cat6 cabling.
- Coordinate any and all outages with PM or point of contact before we disconnect any of the existing workstations or cabling.
- As we start the project the MOP will be detailed to each building per each task, this is an example of the MOP process.

PROJECT NAME: City Hall			
PROJECT #	DATE: TBD	START: TBD	FINISH: TBD
METHOD OF PROCEDURE: TBA		MOP #: 001	

MOP STEP NUMBER	STEP DESCRIPTION	ESTIMATED		COMPLETED	
		DURATION		INITIAL	DATE/TIME
1	Review MOP during pre-task meeting with all parties involved.				
2	Identify all data locations that will be impacted during the cutover process.				
3	Pull, support and stage all Cat6A or Cat6 cable depending on the building.				
4	Terminate all of the head cable terminations and test any locations that we are able to.				
5	Identify any locations that will need to be cut over the same day if we are not able to terminate the station side, due to unforeseen conditions.				
6	Coordinate with PM, or designated point of contact to schedule cut over dates and times				
7	Test all cables with Fluke DSX-8000 tester				
8	Cutover from Cat5e to Cat6a or Cat6 cables depending on the building.				
9	Verify all equipment or workstations are operational each day before we leave the site and make sure we do not have any outages.				
10	After Cat6a or Cat6 cable is confirmed good and operational we can schedule for Cat5e cable to be removed.				
11	Provide test reports and As-Built for each building as we complete the migration.				

It is the intent of the city to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the City's actual requirements.

Firm Name: Swinford Electric DBA A&R Electric

Labor Total \$630,263.82

Materials Total \$259,211.68

GRAND TOTAL: **\$889,475.50**

Options/Comments: **Please see cost per building breakdown below**

Estimated Date of Delivery: Open Can discuss further, ready to start project ASAP.

Proposal Expiration Date: This proposal is valid for 90 days

Standard Labor rate for as needed basis Single Mode Fiber install: **\$94.43**

Standard Labor rate for as needed basis network drop: **\$88.08**

Standard Labor rate for as needed basis Verkada install: **\$81.73**

Cost Breakdown Per Building

City Location	# Data Drops	Material Cost	Labor Cost	Cost Per Building
City Hall	700	\$ 112,323.18	\$ 266,890.72	\$ 379,213.90
Fire Station 5	24	\$ 5,090.60	\$ 10,010.97	\$ 15,101.57
Communications	128	\$ 21,051.45	\$ 47,716.20	\$ 68,767.65
Police Station	24	\$ 6,266.18	\$ 11,939.31	\$ 18,205.48
Fire Station 3	24	\$ 4,391.89	\$ 11,446.97	\$ 15,838.86
Downtown Rec Center	96	\$ 16,144.38	\$ 36,556.44	\$ 50,362.19
West Side Substation	48	\$ 9,081.77	\$ 20,801.47	\$ 29,883.24
Senior Center	96	\$ 15,788.58	\$ 36,556.44	\$ 51,032.11
Corporation Yard	48	\$ 8,072.19	\$ 19,816.79	\$ 27,888.98
Fire Station 4	24	\$ 4,391.89	\$ 11,446.97	\$ 15,838.86
Fire Station 2	24	\$ 4,391.89	\$ 11,446.97	\$ 15,838.86
Fire Station 6	24	\$ 4,391.89	\$ 11,446.97	\$ 15,838.86
Total Cost for 12 Buildings	@1260	\$211,385.90	\$496,076.20	\$ 703,810.56
75 Security Cameras	75	\$ 15,772.09	\$ 43,205.13	\$ 58,977.22
Added Data Locations to total 1500	240	\$ 32,053.69	\$ 94,634.03	\$ 126,687.72
				\$ 185,664.94

III. Clarifications

A. Inclusions-

- Normal business hours Monday through Friday 7am-3:30pm
- Ladders and small tools.
- Lifts

B. Exclusions-

- Off hours, weekends, Holidays.
- 120V power
- Non BMS related work
- Conduit/boxes/cable/devices other than listed above (please see inclusions).
- Devices and associated conduit and cabling for equipment not shown.
- Drywall cutting, patching, painting of walls.
- Parking Fees.
- Repairs to existing conditions.
- Bond Fees.
- Any training related activities.
- Balearic Community Center was removed from the scope.

Swinford Electric dba A&R Electric Qualifications

Swinford Electric has been in business since 1/1/1980 became incorporated March of 1991. Over the years Swinford has served many of the industries from Aerospace, Health Care Facilities, Administrative Offices, LAUSD Facilities. We have performed work over the last 30 years for Kaiser Permanente Medical Facilities, the work consists of new buildings from the ground up to service work, remodels while the hospital is in full operation working around patients, staff and fully operational equipment.

Our low voltage staff has a combined 40 plus years of experience in structured cabling from backbone copper, fiber, structured cable installations, TER/TR build outs, Central Plant Build out, Campus infrastructure upgrades, Campus LAN/WLAN upgrades, troubleshooting and service work. The staff has completed multiple projects over the years with Kaiser Permanente please see references and letters of recommendation feel free to contact the references listed for any questions or concerns regarding the team we have here at A&R Electric.

Thank you for the opportunity to be of service. If we can be of any further assistance, please contact our office.

Respectfully,
A & R Electric

Joe Esquivel
Project Manager



**VENDOR APPLICATION FORM
FOR**

RFP No. 24-03 CAT6A Structured Cable and Verkada Camera Installation Services

TYPE OF APPLICANT: NEW CURRENT VENDOR

Legal Contractual Name of Corporation: A&R Electric

Contact Person for Agreement: Rick Swinford

Title: Vice President E-Mail Address: Rick@arelectric.com

Business Telephone: 714-578-8888 Business Fax: 714-578-8885

Corporate Mailing Address: 1150 E Elm St.

City, State and Zip Code: Fullerton CA 92831

Contact Person for Proposals: Joe Esquivel

Title: Project Manager E-Mail Address: Jesquivel@arelectric.com

Business Telephone: 657-248-5235 Business Fax: 714-578-8885

Is your business: (check one)

NON PROFIT CORPORATION FOR PROFIT CORPORATION

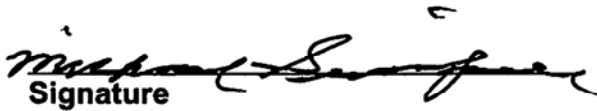
Is your business: (check one)

CORPORATION LIMITED LIABILITY PARTNERSHIP
 INDIVIDUAL SOLE PROPRIETORSHIP
 PARTNERSHIP UNINCORPORATED ASSOCIATION

EX PARTE COMMUNICATIONS CERTIFICATION

Please indicate by signing below one of the following two statements. **Only sign one statement.**

I certify that Proposer and Proposer's representatives have not had any communication with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services at any time after **October 12, 2023**.


Signature

Date: 11/9/2023

MICHAEL SWINFORD
Print

OR

I certify that Proposer or Proposer's representatives have communicated after **October 12, 2023** with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services. A copy of all such communications is attached to this form for public distribution.

Signature

Date: _____

Print

DISQUALIFICATION QUESTIONNAIRE

The Contractor shall complete the following questionnaire:

Has the Contractor, any officer of the Contractor, or any employee of the Contractor who has proprietary interest in the Contractor, ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of a violation of law or safety regulation?

Yes _____ No X

If the answer is yes, explain the circumstances in the following space.

DISCLOSURE OF GOVERNMENT POSITIONS

Each Proposer shall disclose below whether any owner or employee of Contractor currently hold positions as elected or appointed officials, directors, officers, or employees of a governmental entity or held such positions in the past twelve months. List below or state "None."

COMPANY PROFILE & REFERENCES

Company Legal Name: Swinford Electric, Inc. dba: A&R Electric

Company Legal Status (corporation, partnership, sole proprietor etc.): S-Corporation

Active licenses issued by the California State Contractor's License Board: 622877

Business Address: 1150 E Elm Ave. Fullerton CA 92831

Website Address: -under construction

Telephone Number: (714) 578-8888

Facsimile Number: (714) 578-8885

Email Address:

Length of time the firm has been in business: 43 yrs.

Length of time at current location: 24 yrs.

Is your firm a sole proprietorship doing business under a different name: ___ Yes No

If yes, please indicate sole proprietor's name and the name you are doing business under:

Federal Taxpayer ID Number: 

Regular Business Hours:

Regular holidays and hours when business is closed:

Contact person in reference to this solicitation:

Telephone Number:

Facsimile Number:

Email Address:

Contact person for accounts payable:

Telephone Number:

Facsimile Number:

Email Address:

Name of Project Manager:

Telephone Number:

Facsimile Number:

Email Address:

COMPANY PROFILE & REFERENCES (Continued)

Submit the company names, addresses, telephone numbers, email, contact names, and brief contract descriptions of at least three clients, preferably other municipalities for whom comparable projects have been completed or submit letters from your references which include the requested information.

Company Name: Kaiser Permanente

Contact Name: William D Minhinnett - Infrastructure Cabling Engineer -310-218-2420

Contract Amount: Various contract amounts 2.6 Million

Email: William.D.Minhinnett@KP.ORG

Address: 13651 Willard St. Panorama City CA 91402

Brief Contract Description: We have completed multiple cabling infrastructure projects for Will over the years. (Please see attached letter of recommendation)

Company Name: Kaiser Permanente

Telephone Number: 626-472-3199

Contact Name: Courtney O Bacalso - Capital Projects Delivery IT project manager

Contract Amount: Various contract amounts 2.6 Million

Email: Courtney.o.bacalso@KP.ORG

Address: 12200 Bellflower Blvd. Downey CA 90242

Brief Contract Description: We have completed multiple cabling infrastructure projects for Courtney over the years. (Please see attached letter of recommendation)

Company Name: Kaiser Permanente

Telephone Number: 562-324-3605

Contact Name: Phillip Compton - National Facilities I.T. Project manager

Contract Amount: Various contract amounts 2.6 Million

Email: phillip.compton@KP.ORG

Address: 411 N Lakeview Ave Anaheim CA 92807

Brief Contract Description: We have completed multiple cabling infrastructure projects for Phillip.

Company Name:

Telephone Number: 562-370-3171

Contact Name: Alejandro Mora - National Facilities I.T. Project manager

Contract Amount: Various contract amounts 2.6 Million

Email: alejandro.mora@KP.ORG

Address: 9333 Imperial Hwy. Downey CA 90242

Brief Contract Description: We have completed multiple cabling infrastructure projects for Alejandro.

Company Name:

Telephone Number: 562-417-7669

Contact Name: Luis Maldonado - Capital Projects Superintendent

Contract Amount: Various contract amounts 2.6 Million

Email: Luis.R.Maldonado@KP.ORG

Address: 12200 Bellflower Blvd. Downey CA 90242

Brief Contract Description: We have completed multiple cabling infrastructure projects for Alejandro.

11/07/2023

To Whom It May Concern:

The purpose of this letter is to recommend A&R Electric (dba; Swinford Electric) based on my own experience with the company. We have used A&R Electric to provide IT and network infrastructure installation services and am extremely pleased with the quality of the installations and professionalism they are able to provide.

We plan to work with them again and often and can recommend them without reservation to others in need of IT and Network infrastructure installations.

A few examples of their high quality include:

- Installation of Cat6A and Fiber Optic cabling infrastructure and network equipment systems
- Ability to stay on schedule and meet important deadlines
- Professionalism with all departments and staff during critical updates
- Willingness to go above and beyond to meet expectations

I am very happy to recommend A&R Electric to you, and trust that your experience with them will be as positive as mine. If I can answer any additional questions about my experience with A&R Electric, please feel free to contact me.

My telephone number is 310-218-2420 and my email address is william.d.minhinnett@kp.org.

Sincerely,

William Minhinnett, RCDD PMP
Kaiser Permanente
Senior IT Engineer – San Fernando Valley

Nov. 11, 2023

City of Costa Mesa
77 Fair Drive
Costa Mesa, CA 92626

To whom it may concern,

I am writing this letter to highly recommend A&R Electric. As an IT project manager for nearly three years, A&R Electric has worked a dozen of capital projects with me in our medical facilities consisting of hospitals, medical offices, and administrative offices.

A&R Electric delivers project on time and on budget while meeting expectations when it comes to our organization's standards. Working with A&R Electric really is seamless due to their knowledge, expertise, and professionalism. The team members communicate well, lean in, and really collaborate when we need to solution.

If you're seeking a successful project, A&R Electric would be the one you want on your team. As a project manager, I know I have one less worry with them onboard.

Sincerely,

Courtney O. Bacalso, MBA HCA, PMP®
IT Project Manager
NFS IT Capital Project Delivery



PROPOSAL

Innovative and customized solutions your business needs to

COMMUNICATE • CONNECT • COLLABORATE

We have prepared a quote for you

RFP 24-03 CAT6A Structured Cable and Verkada Camera Installation Services

Quote # 040453 Version 1

Prepared for:

City of Costa Mesa - City Hall

Michael Steinke
MICHAEL.STEINKE@costamesaca.gov

Prepared by:

BCS Consultants

Sunny Rajab
srajab@bcsconsultants.com



Thursday, November 09, 2023

City of Costa Mesa - City Hall
Michael Steinke
77 Fair Drive
Costa Mesa, CA 92626
MICHAEL.STEINKE@costamesaca.gov

Dear Michael,

BCS Consultants is a technology-driving, single-source solution provider of audiovisual, security, network, cabling, network, and wireless solutions, offering various products and services under one roof.

We specialize in Consultation, Project Management, and Implementation for every communication and data facet of running a business, so we understand how it's all connected - structured cabling, unified communications, audiovisual systems, IT network services, video conferencing, access control, surveillance, alarm and carrier services. Overview of the solutions and products BCS Consultants provides.

- **Audiovisual solutions**
 - Digital signage and software
 - Kiosks
 - Speakers and amplifiers
 - Sound masking
 - Video walls
- **Video conferencing**
 - All-in-one control panels
 - Cameras, displays and audio
 - Collaboration and sharing tools
- **Room automation**
 - Automated lighting and shades
 - Occupancy sensors
 - Room scheduling
- **Networking solutions**
 - Managed services program
 - Network design
 - Storage solutions
 - UPS units
- **Security and access control**
 - Building access control
 - NVRs, VMS, Cloud Storage
 - Real-time monitoring
 - Surveillance cameras
 - Alarm Monitoring
- **Design and project management**
 - Construction administration
 - Design-Build solutions
 - National rollouts
- **Wireless solutions**
 - Wireless coverage assessments
 - Wireless design solutions
 - Wireless surveys
- **Structured cabling**
 - Cat 5E, 6, 6A
 - Fiber optic cabling
 - Rack management
 - Storage solutions

Thank you for providing BCS Consultants with the opportunity to provide you with a proposal.

BCS Consultants Team

Sunny Rajab

Sunny Rajab
CEO
BCS Consultants

Cat6A Upgrades - Scope of Work

Product Details	Qty
<p>Cat6A Upgrades - 12 Site Locations</p> <p>>BCS will provide a New Structured Cabling System across 12 Site locations with New One Thousand, Five Hundred (1,500) Cat6A cables for the City of Costa Mesa at the following locations:</p> <ol style="list-style-type: none"> 1. City Hall, 77 Fair Dr - 700 Cables 2. Corporate Yard, 2310 Placentia Ave - 48 Cables 3. Downtown Recreation Center, 1845 Park Ave - 96 Cables 4. Senior Center, 695 W 19th St - 96 Cables 5. Fire Station 2, 800 Baker St - 24 Cables 6. Fire Station 3, 1865 Park Ave - 24 Cables 7. Fire Station 4, 2300 Placentia Ave - 24 Cables 8. Fire Station 5, 2450 Vanguard Way - 24 Cables 9. Fire Station 6, 3350 Sakioka Dr - 24 Cables 10. Communications, 79 Fair Dr - 128 Cables 11. Westside Substation, 565 W 18th St - 48 Cables 12. South Coast Plaza Sub, 3333 Bristol St - 24 Cables <p>*240 Additional Cables locations to be determined, assumed will be within the City Buildings, or scope reassessed based on additional requirements that City requests.</p> <p>>All Site 1 Bid Cabling will be provided by BCS based on the RFP specification as summarized below</p> <ul style="list-style-type: none"> • Site Surveys of each Building, Preliminary cabling floor plan drawings for approval and finalized AsBuilts • Material Product Data Submittals for City review of all cabling plant for new Cat6A White cabling • Coordinate with City IT and provide an approved labeling scheme with identification on each end at Outlet and Patch Panel • Ensure designed infrastructure meets requirements to provide all cabling within 295 feet from White Faceplate/White Jack to Patch Panel/White Jack • Coordinate with City on each existing building MDF or IDF location and propose as needed additional improvements to be reassessed in project budget • Design infrastructure pathways for utilization of new and existing pathways • Support all cables with JHooks and independent supports or utilization of existing conduits where applicable • 6' Service Loops for all cables • Maintaining cables bend radius and cable bundle sizes per specifications • Support and dress all cables with Velcro cable straps • Fire stop any cabling penetrations utilized where applicable • Certification Test Results for all cables with Fluke Tester DTX1800 or better • Process and submit Certification Plus System 15 Year Warranty for the network cabling • Coordinate for removal and demo of existing network cables and patch cables no longer in use 	

Cat6A Upgrades - Materials

Product Details	Qty
Category 6A, White 10 MTP	260
Cat 6A Jack Module, White	1500
2 Port White Wall Plates	400
4 Port White Wall Plates	50
2 Port Surface Mount Box	200
Blank insert - white	100
Single gang drywall bracket	200
24-Port Black Flat Flush Mount Modular Patch Panel	60
Cat 6A Jack Module, White	1500
5' Cat 6A White 28AWG UTP Patch Cable	1500
24" Straight Rod, EC, 90Deg Foot, 1-1/4" PA Pin	1500
3/4" JHook Supports	750
2" JHook Supports	750
3/4 in velcro black fire rated 25 yds. plenum	25
Misc. Materials	1

Subtotal: **\$275,291.49**

Cat6A Upgrades - Labor/Equip

Product Details	Qty
Installation Labor	1
PM/Engineering/Design Services	1
Scissor Lift Equipment Rental	1
Admin	1

Subtotal: **\$256,500.00**

PD/Comm Verkada Camera - Scope of Work

Product Details	Qty
<p>PD/Comm Verkada Camera Install/Cabling</p> <p>>BCS will provide Seventy-five (75) Cat 6 cables for the below 70 Verkada Cloud Cameras and 5 Viewing Stations at the City of Costa Mesa Police Dept/Comm Buildings and Parking</p> <p>Interior Camera Locations for Jail to be installed with Verkada 365 Day Cameras:</p> <ul style="list-style-type: none"> *Jail Interior, Entrances and Sallyport (37 1-Camera Locations, 1 MultiSensor Camera) <p>Interior Camera Locations for Police/Comm. Station Buildings with Verkada 60 Day Cameras:</p> <ul style="list-style-type: none"> *Main Visitor Lobby *Lobby Behind Counter *Lobby Door (Eye Level) *Lobby Hallway/RR *Property Entry *Safe Room C1 *Safe Room C2 *Gun Storage *Front Desk/Package Hallway *NE Hallway around Jail by Break Patio Door *Room next to Patio Door <p>Exterior Camera Locations for Police/Comm. Exterior Areas with Verkada 60 Day Cameras:</p> <ul style="list-style-type: none"> *Front Lobby Entrance *North Visitor Parking *North Visitor Entrance (LPR Mode) *Front Walkway outside Main Ent *Front Walkway outside Property *Front NE Corner Walkway *NE Pedestrian Gate *E Vehicle Gate *Comm Prk. Lot *Back of Comm. Bldg. *SW Corner of Comm. Bldg. *NW Corner of Comm. Bldg. *Comm N. Entry Door (by Phone) *SW Vehicle Gate *E Pkg Ped Gate *E Pkg NE Hel. Pad *CSE Door *NW Prk Hel. Pad *NW Prk. SW Entry *NW Veh. Gate *W. Entry 	

PD/Comm Verkada Camera - Scope of Work

Product Details	Qty
<p>Viewing Station Locations:</p> <ul style="list-style-type: none"> *Watch Commander - 3 New Stations for 3 New 43" Displays and Ceiling Hung Mounts *Communications - 1 New Station with 1 New 65" Display and Wall or Ceiling Mount *Jail - 1 New Station with 1 New 43" Display and Ceiling Mount <p>>BCS will provide new conduit raceways for 6 locations reviewed with City during original walk through assessment. It is assumed that all the existing conduit raceways for each of the exterior and interior cabling pathways will be reusable to pull the existing cabling out of the conduit and pull the new cable in without additional conduit required.</p> <p>>BCS will furnish POE Extenders for locations that were identified during the walk through. Any locations are to be MultiSensor locations, they must use the POE Verkada Injector and a switch must be provided within distance.</p> <p>>City of Costa Mesa responsible for providing all POE switch ports with internet connectivity and shared access to Verkada Command with installers while onsite to allow for camera adjustments.</p> <p>>City of Costa Mesa is responsible for pre-activation, naming, settings setup and firmware updates of all cameras prior to camera installation.</p> <p>>All Site 2 Bid Cabling will be provided by BCS based on the RFP specification as summarized below</p> <ul style="list-style-type: none"> • Site Surveys of each Building, Preliminary cabling floor plan drawings for approval and finalized AsBuilts • Material Product Data Submittals for City review of all cabling plant for new Cat6 cabling • Coordinate with City IT and provide an approved labeling scheme with identification on each end at Outlet and Patch Panel • Ensure designed infrastructure meets requirements to provide all cabling within 295 feet from Outlet to Patch Panel • Coordinate with City on each existing building MDF or IDF location and propose as needed additional improvements to be reassessed in project budget • Design infrastructure pathways for utilization of new and existing pathways • Support all cables with JHooks and independent supports or utilization of existing conduits where applicable • 6' Service Loops for all cables (exceptions permitted for Jail and Exterior raceways where 6' is not possible) • Maintaining cables bend radius and cable bundle sizes per specifications • Support and dress all cables with Velcro cable straps • Fire stop any cabling penetrations utilized where applicable • Certification Test Results for all cables with Fluke Tester DTX1800 or better • Process and submit Certification Plus System 15 Year Warranty for the network cabling • Coordinate for removal and demo of existing network cables and patch cables no longer in use 	

PD/Comm Verkada Camera - Materials

Product Details	Qty
Orange Plenum Cat 6 UTP Cable	16
Black OSP Cat 6 UTP Cable	4
24-Port Black Flat Flush Mount Modular Patch Panel	6
Cat6 Jack Panel Modules - Yellow	75
Consolidation Point Housing	20
Cat6 Jack Consol. Pt Modules - Yellow	20
8 Cond Mod 22/24 AWG Solid Connectors	2
3/4" Galv. Rigid Conduit, Fittings and Supports	1
Longspan Base 10/100 PoE Extender	6
Longspan Camera 10/100 PoE Extender	6
Power Supply	6
65" 4K 3840X2160 UHD Display	1
43" 4K 3840X2160 UHD, Display	4
Ceiling/Wall Mounts and HDMI Cables	5
5' Cat6 Orange 28AWG Patch Cable	75
3/4 in velcro black fire rated 25 yds. plenum	5
Misc. Materials	1

Subtotal: \$25,553.41

PD/Comm Verkada Camera - Labor

Product Details	Qty
Installation Labor	1
Engineering/Design Services	1
Admin	1

Subtotal: \$72,639.38

Implementation Plan

After review of the project, the site bid walk through and from our previous experience working in the City buildings we'd like to propose the following implementation plan. This approach can be coordinated to be adjusted as needed. Each step within this approach will include at minimum 1 Site/Building, Multiple, or All based upon what the City agrees to.

- Project Kickoff: Meeting with the City to discuss the project including but not limited to Building Priorities, Network Cabling, Schedule, Funding Approval, Review of City existing plans
 - Product Data Submittals will be provided to include cut sheets on all products proposed for City review
 - BCS will provide a digital shared drive to document storage for plans, test reports, meeting notes, progress photos and additional documentation for the project
 - Identify Project Contacts for City to coordinate access to all buildings
- Predesign Coordination:
 - BCS to use existing City provided plans to develop preliminary schematic base floor plans
 - Preliminary Schedule to be created based of kick off meeting
- Detailed Design/Review:
 - BCS will schedule initial building surveys to verify floor plans for detailed design plans, adjustments to plans, gather visible network cabling requirements for each site and to obtain preliminary infrastructure assessment information.
 - The completed detailed design plan and assessment for each building will be provided to the City for review.
 - BCS will coordinate a meeting, conference call, or approval walk through to BCS PM, City IT Dept. and any additional City Personnel that may be required to determine final requirements.
- Construction Plans:
 - The final construction plans with cable label identification will be completed
 - Final City review of plans and update
- Installation:
 - Site installation schedule coordinated
 - Technician site kick off
 - QA walk throughs of each site in progress weekly
 - Progress/Coordination meetings and progress reports weekly for City
 - Additional coordination daily/weekly as Cameras are brought online for the Police Dept/Comm installation to verify FoV approval
 - Asbuilts and test results will be provided for each building as they are completed
 - Final walk through for sign off of each site with City
 - Project Closeout Manuals will be provided with all building plans both electronic and hard copies

Assumptions/Exclusions

- *Patch cables per specifications were included for the Patch Panel to Switch connection
- *All patch cables for Station Connections assumed to be provide by City or will be requested by change order
- *All networking switch equipment, to be furnished by City of Costa Mesa, not included.
- *Quote does not any new outside plant Underground conduit raceways or work in confined spaces. If existing conduits or raceways can not be used, an additional change order cost will be provided.
- *Quote only includes demo of existing cables and cameras being replaced. All other telecommunications house voice cables, copper/fiber backbones, audio-visual cabling systems were not specified to be removed.
- *Work shifts and hours will be coordinated with City for access to buildings. If access is denied repeatedly after coordinated, and/or multiple work stoppages occur, BCS will provide a cost assessment of the down time incurred for the City assessment and adjustments to contract
- *Items availability subject to change at any time, BCS will order materials based on agreement with City and be able to invoice for all stored materials if required due to future price increases. Lead times valid only at time provided. Material price increases if applicable based on length of project or funding availability will be coordinated with City for assessment and adjustments to contract.
- *BCS reserves the right to place a lien on the building or property where the work is to be performed, if payment is not made in accordance with contract/invoice terms. For any liens that require to be processed and additional \$695 will be included with contract amount due.
- *Scope not currently address in the RFP requested will require additional pricing approval by change order prior to proceeding
- *All pricing of materials and labor has been included based on the project entirety. Changes to the scope of work can affect discounted costs that have been included for you project.
- *Expedited shipping charges are not included, if required BCS will provide cost for approval to City

RFP 24-03 CAT6A Structured Cable and Verkada Camera Installation Services



Prepared by:
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Quote Information:
Quote #: 040453
 Version: 1
 Delivery Date: 11/09/2023
 Expiration Date: 02/09/2024

Quote Summary

Description	Amount
Cat6A Upgrades - Materials	\$275,291.49
Cat6A Upgrades - Labor/Equip	\$256,500.00
PD/Comm Verkada Camera - Materials	\$25,553.41
PD/Comm Verkada Camera - Labor	\$72,639.38

Subtotal: \$629,984.28

Estimated Tax: \$5,375.72

Total: \$635,360.00

*Optional Expenses

Description	One-Time
Standard Labor rate for as needed basis Single Mode Fiber Install	\$90.00
Standard Labor rate for as needed basis network drop	\$90.00
Standard Labor rate for as needed basis Verkada Camera install	\$90.00

Optional Subtotal: \$270.00

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

BCS Consultants

City of Costa Mesa - City Hall

Signature: *Sunny Rajab*
 Name: Sunny Rajab
 Title: CEO
 Date: 11/09/2023

Signature: _____
 Name: Michael Steinke
 Date: _____

BCS Customer for Life Services Agreement

For convenience, BCS and Customer may be individually referred to herein as a "Party" or collectively as the "Parties."

Service Plan

Customer owns or leases certain equipment ("the Equipment") which are described on the proposal attached hereto. Customer warrants that it is the owner of the Equipment or that it has the authorization of the Equipments owner to enter into this Agreement. Customer further warrants that it is the Licensee of any software programs covered by this Agreement. BCS Agrees to furnish the service as described on accepted proposal.

Definitions

The defined terms throughout the body of this Agreement shall have the same meaning attributed to them where defined. Terms that are capitalized but not defined herein, shall have the same meaning attributed to them in the SOW.

Term

This Agreement shall become effective when accepted by Customer and shall continue until terminated by either party as provided herein. Except as otherwise noted herein, this Agreement shall be for a term of 1 year ("Service Term") from the effective date and shall be automatically renewed for successive one (1) year terms thereafter.

Service Fee

Customer agrees to pay an annual service fee as outlined in the proposal, to be paid in advance for maintenance of the Equipment and all applicable taxes. If tax exemption is claimed, Customer must provide evidence of its tax exemption status. Service fees received more than thirty (30) days after invoicing are subject to a late payment charge of one- and one-half percent (1 ½%) for each thirty (30) day period that they remain unpaid. The service fee may be initially established as a best estimate and may be adjusted as mutually agreed pending a site survey to accurately establish the Customer Site Information. BCS and Customer agree that the service fee may change as mutually agreed based on the site survey. BCS will provide, and Customer agrees to pay for, Adds, Moves and Changes (AMC's) and Product upgrades or enhancements at BCS' prevailing labor and material rates as may be initiated on Supplements referencing this Agreement. This Agreement shall be construed in accordance with and governed by the laws of the State of California, excluding its conflict of law provisions

Customer's Responsibilities

Throughout the term of this Agreement, Customer shall: a) follow all BCS's reasonable installation, operation and maintenance instructions; (b) provide the proper environment, electrical and telecommunications connections as specified by BCS; c) provide reasonable access to the Products to enable BCS to perform maintenance; d) provide adequate communications facilities, work space and storage space for BCS spare parts; e) have a customer representative at the Product installation location during any BCS maintenance activity on the premises; and f) if at any time, BCS deems the existing equipment is not maintainable or is not compatible with current technology and/or platforms, Customer shall upgrade to the equipment recommended by BCS.

Equipment Relocation

Customer shall not move, alter or change the environment of the Products covered under this Agreement without prior written notification to BCS. BCS will agree to continue the maintenance coverage as long as the move, alteration or change of environment of the covered Products meet the following conditions, moves and modifications: a) will not impede or increase the cost of BCS testing or repairs; b) will not create a safety hazard for the equipment or service personnel; and, c) are not likely to cause a product malfunction. BCS reserves the right to inspect the Products prior to extending the maintenance coverage.

Exclusions

This Agreement does not cover maintenance required to repair Product malfunctions or service failures caused by (i) Customer failure to follow BCS's reasonable installation operations or maintenance instructions; (ii) Repair modifications or movement of the Product by other than BCS personnel or attachment of the Products to non-BCS equipment, or failure of other equipment not maintained by BCS; (iii) Abuse, misuse or negligent acts; and, Power failure or power surges, lightning, fire, flood, pest damage, accident, actions of third parties and other events outside BCS's reasonable control or not arising under normal operating conditions. BCS may agree to perform maintenance services in such instances on a time and materials basis.

Limited Warranties

BCS WARRANTS THAT MAINTENANCE SERVICES HEREUNDER SHALL BE PERFORMED IN A GOOD AND WORKMANLIKE MANNER WITH REASONABLE SKILL AND CARE. EXCEPT AS EXPRESSLY INDICATED HEREIN, BCS MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, AND SPECIFICALLY DISCLAIMS ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE WITH RESPECT TO ANY SERVICE OR REPLACEMENT PART PROVIDED TO CUSTOMER UNDER THIS AGREEMENT.

Exclusive Remedies

Customer's sole remedies against BCS, its Authorized Dealers, affiliates, Parent Corporation, or subcontractors for loss or damage caused by or arising in connection with the performance or non-performance of maintenance services under this Agreement, regardless of the form of action, whether in contract or otherwise, shall be the repair or replacement of such malfunctioning product or part. These remedies shall be exclusive of all other remedies at law or in equity.

Limitations/Indemnity

Notwithstanding any other provisions of this Agreement:

Neither BCS nor its Authorized Dealers, affiliates, parent corporation, or subcontractors shall be liable for any indirect, incidental or consequential damages (including lost profits) sustained or incurred in connection with maintenance or repair work performed under this Agreement regardless of the form of action, whether in contract, tort, including negligence, or otherwise, and whether or not such damages are foreseen or unforeseen. Neither BCS nor its Authorized Dealers, affiliates, parent corporation, or subcontractors shall be liable in any way for delay, failure in performance, loss or damage due to any of the following forces or major conditions: fire, strike, embargo, explosion, power blackout, earthquake, volcanic action, flood, lightning, war, water, the elements, labor disputes, civil or military authority, acts of God, public enemy, inability to secure fuel, transportation facilities, acts of omission of carriers, or other causes beyond its reasonable control, whether or not similar to the foregoing. BCS shall not be liable for any delay, loss, and damage or product failure attributable to any service, product or actions of any person other than BCS, its employees and agents. Any legal action arising from or in connection with maintenance or repair work performed for Customer or any other activity in connection with this Agreement must be brought within two (2) years after the cause of action arises. Customer shall defend, indemnify and hold harmless BCS against any claim, liability, damage or cost and expenses (including reasonable attorney's fees) arising from breach of this Agreement, negligence or willful misconduct by Customer.

Assignment

This Agreement may not be assigned by either party without the written consent of the other, except that BCS may, without Customer consent, assign this Agreement to an affiliate or subsidiary and may assign its right to receive payments hereunder.

Subcontracting

BCS may subcontract any or all of the work to be performed under this Agreement but shall retain responsibility for the work subcontracted.

Hardware Addition

Changes or Additions to equipment inventory will be set forth in Addendum D and will reflect on invoice.

Termination

Customer may terminate or cancel any Supplement attached to this Agreement if BCS fails to perform or observe any material term or condition of this Agreement with respect to such Supplement and such failure shall continue un-remedied for thirty (30) days after BCS's receipt of notice thereof from Customer. Customer will be in default of this Agreement and BCS may terminate this Agreement or any specific site location set forth on Addendum C accepted hereunder if Customer fails to pay any charge when due or fails to perform or observe any term or condition of this Agreement, if such failure shall continue un-remedied for thirty (30) days after receipt of written notice thereof from BCS. This Agreement is non-cancelable for the term of the Agreement; however, after the initial six (6) months of the Agreement term, the Customer shall be entitled, upon thirty (30) days advance written notice to BCS, to terminate a specific location identified on an Addendum C if all the covered Products listed on such Addendum C ceases to be used if there is a balance owed on any of the items. BCS will calculate its cost and overheads on the covered Equipment and refund a prorated sum to the Customer as determined by BCS.

General

Any modification or waiver of any provision of the Agreement must be in writing and signed by authorized representatives of both parties, except that BCS may, upon ninety (90) days prior written notice to Customer, modify the terms and conditions of this Agreement, which modifications will be effective only as to renewals and new Maintenance Agreement Supplements placed by Customer and accepted by BCS after the effective date of such modification. If any term or provision of this Agreement shall be held invalid or unenforceable, the remainder of this Agreement shall not be affected thereby and each term and provision hereof shall be valid and enforced to the fullest extent permitted by law. The waiver by either party of any breach of this Agreement by the other party in a particular instance shall not operate as a waiver of subsequent breaches of the same or different kind. The failure of either party to exercise any rights under this Agreement in a particular instance shall not operate as a waiver of the party's right to exercise the same or different rights in subsequent instances.

THIS IS THE ENTIRE AGREEMENT BETWEEN THE PARTIES WITH RESPECT TO THE MAINTENANCE SERVICE PROVIDED HEREUNDER AND SUPERSEDES ALL PRIOR AGREEMENTS, PROPOSALS OR UNDERSTANDINGS WHETHER WRITTEN OR ORAL. BY PURCHASING A CFL MAINTENANCE CONTRACT ON A PROPOSAL, CUSTOMER AGREES THAT HE/SHE HAS READ AND UNDERSTANDS THE TERMS AND CONDITIONS OF THIS AGREEMENT AND HAS THE AUTHORITY TO ENTER THIS AGREEMENT ON BEHALF OF CUSTOMER.

Goods and Services Terms and Conditions Agreement

This Agreement shall be between Afsaneh Enterprises, Inc. dba Business Communications Solutions ("BCS") and Customer named on the proposal or quote.

Sale:

BCS agrees to sell and Customer agrees to purchase from BCS the goods and services listed above or on invoice in accordance with the terms and conditions specified herein.

Payment of Invoices on Equipment Purchased:

Customer shall provide BCS with a 50% deposit on execution of proposal or quote, 40% of the total on the day of installation prior to the commencement of installation and 10% of the total upon completion of the work for equipment, materials and services specified in this agreement or accompanying work order. Equipment shipped directly to customer will require 100% payment upfront on execution of this agreement plus applicable shipping charges. Payment for future service labor is due Net 15 days from invoice date only if Credit Terms have been established, all others will remain on COD payment basis. Payment of Equipment will be COD. All invoiced amounts are in U.S. dollars and payment is to be made in U.S. dollars only. A late payment charge of 1.5% per month shall be applied to Customer account if payment is made later than 16 days from invoice date.

Payment of Invoices on Equipment Financed:

Upon acceptance of the proposal, BCS will provide Customer a leasing agreement from a 3rd party leasing company. Customer must sign the lease agreement prior to order processing. Invoices for payment due will be provided by the leasing company to the Customer on a monthly basis. Customer is subject to the terms of the lease agreement. Upon delivery of equipment, Customer shall sign the Delivery and Acceptance form provided by the leasing company; a verbal confirmation may also be required. Customer shall pay BCS 100% of the amount due at the time of delivery of the equipment if equipment is delivered and Customer fails to sign the Delivery and Acceptance form and does not provide verbal confirmation to the leasing company within 24 hours of receipt as required by the leasing company.

Taxes:

SALES TAX IS NOT INCLUDED UNLESS IT IS CLEARLY INDICATED IN THE PRICING. Customer shall pay all applicable state and local taxes or other taxes associated with materials provided. If the Customer is not subject to sales taxes, it is the responsibility of the Customer to provide BCS with evidence of such exemption for the state(s) where the work is to be undertaken prior to the project start date. Otherwise, Customer is liable for all tax as shown on the invoice.

Limited Warranties:

BCS does not manufacture or design the Equipment and is not responsible for the quality, capacity or condition of the Equipment. Repairs that result from misuse, improper care or storage, negligence, alteration, accident, use of incompatible supplies, or lack of specified maintenance with respect to the Equipment are not covered by this warranty and will be performed at Customer's expense under a separate agreement. Services provided by BCS that are not covered by this Agreement, that are provided during other than BCS' normal business hours, or that are outside BCS' service area also will be at Customer's expense, and at BCS' standard labor rates unless otherwise provided for under any separate Agreement. While necessary maintenance or repairs to the Equipment can be performed by any company, Customer is forewarned that improper or incorrectly performed maintenance or repair to the Equipment by a third party voids this Agreement.

Limitation of Liability and Exclusive Remedies:

BCS' total aggregate liability to Customer is limited to the dollar value of this Agreement. Customer's sole remedies against BCS and its affiliates, including but limited to its Authorized Dealers, subcontractors, parent or subsidiary companies, or subcontractors for any loss or damage caused by or arising in connection with the performance or non-performance of maintenance services under this Agreement, regardless of the form of action, whether in contract, tort, or otherwise, shall be the repair or replacement of such malfunctioning product or part. In no event, however, shall BCS be liable for indirect, punitive, incidental, special, exemplary, or consequential damages (including without limitation, damages for loss of profits, business interruption, loss of business information, or any other type of pecuniary loss) arising out of, or resulting from Services or Equipment provided by BCS pursuant to or in connection with this agreement, even if BCS was advised of the possibility of such damages. EXCEPT AS EXPRESSLY INDICATED HEREIN, BCS MAKES NO OTHER WARRANTIES, EXPRESS OR IMPLIED, AND SPECIFICALLY DISCLAIMS ANY WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE WITH RESPECT TO ANY SERVICE OR REPLACEMENT PART PROVIDED TO CUSTOMER UNDER THIS AGREEMENT.

Call Recording:

In order to provide excellent service to each and every client, your call made to BCS may be recorded or monitored to ensure quality and customer satisfaction.

Title/Remedies of Default:

Title and ownership of each item sold herein shall remain in BCS until payment is made in full, including any additional charges provided for herein.

Credit Hold & Reporting

If BCS' requests for timely payments are not honored BCS reserves the right to: (i) Place the Customer on credit hold and suspend all work and services (including projects in progress) until all past due invoices are paid in full; (ii) Take possession of any and all equipment listed hereon or in any attachment hereto, wherever situated, and for such purpose, enter upon any premises without liability for doing so; (iii) File a mechanics' lien against any site where work was undertaken; (iv) Assign the unpaid invoices to a collection agency; (v) Inform credit bureaus such as Dun & Bradstreet, etc. of the Customer's non-payment status; (vi) Refer the case to Arbitration unless the unpaid amount is within the jurisdiction of the Small Claims Court. Customer will be placed on credit hold if ten percent (10%) or more of Customer's total invoice dollars outstanding are over 60 days past due.

Expense Recovery

BCS shall also be entitled, in addition to all other remedies available at law or in equity, to recover reasonable attorney's fees, costs and/or other collection expenses in collecting the unpaid balance or otherwise enforcing or successfully defending itself with respect to this agreement.

Restocking Charges & Special Orders:

Customer is responsible for BCS's out-of-pocket costs incurred in cancelling an order. All returns must be approved in advance, are subject to a restocking charge of twenty five percent (25%), equipment must be unused by Customer, properly packaged and shipped, freight prepaid and must be returned within 30 days. If special equipment or materials are ordered at the Customer's request, BCS shall not be obligated to issue a credit or refund for cancellation or return of the equipment or materials if the manufacturer or distributor of the item will not accept the return or issue a credit to BCS.

Third Party Services:

Customer may order maintenance or other technical-related services or merchandise from third parties not affiliated with BCS. However, all matters concerning such services and/or merchandise, including but not limited to purchase terms, payment terms, warranties, guarantees, etc., are solely between Customer and any

third parties that Customer elects to do business. Third parties not affiliated with BCS are beyond its control. BCS, therefore, offers no guarantees, assumes no responsibility or liability of any type, and does not make any warranties or representations whatsoever, express or implied, relating to the quality of services and/or merchandise provided to Customer by third parties. Furthermore, Customer will not consider BCS, nor shall BCS be construed as, a party to any such transactions. Customer agrees that it will not hold BCS responsible or liable with respect to third party services or merchandise, or seek to do so. Finally, BCS, its agents, employees, officers, and directors will not be responsible for any act, error, or omission, nor liable for any injury, loss, delay, inconvenience, or damage arising out of any transaction (whether directly or indirectly) between Customer and any other person or entity.

Leasing Options:

The information provided is a proposal and is subject to credit approval. The proposal provides an approximate monthly payment for hardware, software and services based upon the contract type and term in months. Taxes, fees and insurance are not included. Any change in the amount financed will change this information.

Limitation of Liability:

Customer and BCS have discussed the risks associated with this Proposal and the transactions it contemplates, as well as BCS' fees for Services. Customer and BCS agree to allocate certain of the risks so that, to the fullest extent permitted by law, BCS' total aggregate liability to Customer is limited to the dollar value of any contract entered into with BCS pursuant to this Proposal. In no event, however, shall BCS be liable for indirect, punitive, incidental, special, exemplary, or consequential damages (including without limitation, damages for loss of profits, business interruption, loss of business information, or any other type of pecuniary loss) arising out of, or resulting from Services or Equipment provided by BCS pursuant to or in connection with this agreement, even if BCS was advised of the possibility of such damages.

Confidentiality:

Customer agrees to hold all Confidential Information of BCS in strict confidence. "Confidential Information" shall mean information that derives economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use. More specifically, "Confidential Information" shall mean all information or material that has or could have commercial value or other utility in the business in which BCS is engaged, such as trade secrets, inventions, innovations, processes, information, records, software programs, and specifications owned or licensed by BCS, and/or used by BCS in connection with the operation of its business, including without limitation BCS' business and product processes, methods, customer lists, accounts and procedures. This confidentiality obligation shall not apply to information (i) independently developed by Customer, (ii) generally available to the public other than by Customer's breach of these Terms and Conditions, (iii) already known by Customer at time of disclosure to Customer, or (iv) rightfully received from a third party without restriction on disclosure or an obligation of confidentiality running directly or indirectly to Customer. Nothing shall prevent or prohibit Customer from providing access to Confidential Information as may be required by Subpoena or Court Order provided that Customer gives BCS immediate notice of any such subpoena or Court Order.

Telephone Company Disclaimer:

BCS is telecommunications service and equipment provider. BCS is not a telephone service provider, i.e., BCS is not the telephone company. While BCS can and does obtain telephone services on behalf of its clients as part of its overall package of client services, Customer acknowledges and agrees that BCS cannot be held responsible for, or in any manner be liable for, the quality or outages of telephone service provided by Customer's telephone company.

No Soliciting:

For a period of two (2) years following the date of purchase of Equipment, Customer agrees that it will not, directly or indirectly either hire, recruit, or solicit any of BCS' employees, consultants, or contractors, interfere with their contractual relationship with BCS, or otherwise encourage them to leave BCS' employment. Also, for the same two-year period, Customer agrees that it will not hire, recruit, or solicit any employee, consultant, or contractor who has left BCS' employment within two years of the date of Customer's purchase of Equipment.

Force Majeure:

Neither party will be in default or liable for any delay or failure to comply with these Terms and Conditions due to any cause beyond the control of the affected party due to labor disputes, war, riot, civil commotion, pandemic, epidemic, acts of the public enemy, fire, flood or other acts of God or causes beyond the reasonable control of such party. The period for performance for the party affected by such a cause shall be extended by the duration of the condition.

Governing Law:

The laws of the State of California (without giving effect to its conflicts of laws principles) shall govern all matters arising out of or relating to this Goods and Services Agreement and the transactions it contemplates, including, without limitation, the validation, construction, interpretation, performance, and enforcement of this agreement.

Dispute Resolution:

Customer and BCS (collectively the "Parties") shall resolve all disputes, controversies, or claims arising under or relating to this Goods and Services Agreement and the transactions it contemplates by binding arbitration in accordance with the rules of the American Arbitration Association. Arbitration is to be by a single arbitrator experienced in the matters at issue and selected by the Parties in accordance with the rules of the American Arbitration Association. The arbitration is to be conducted in Orange County, California. The arbitrator's decision or award is final and binding as to any matters submitted by the Parties pursuant to this provision. If necessary, any party may enforce or satisfy the arbitrator's decision or award, and enter judgment thereon, in any court having competent jurisdiction.

Supplemental Quotes:

For the convenience of both parties, Customer and BCS agree that supplemental quotes issued from BCS to address Customer's needs for additional equipment and/or services in the future shall be subject to the Terms and Conditions set forth in this Goods and Services Agreement and previously agreed to by Customer.

State Licensed:

BCS holds a current contractor's license and is an authorized contractor in the State of California (License #852163).

Entire Agreement:

Notwithstanding Supplemental Quotes, above, to meet Customer's future needs, Customer acknowledges and agrees that the Agreement between the parties on the subject matter set forth in this Goods and Services Agreement, together with its schedules, exhibits and/or attachments, is fully integrated, comprises the entire agreement between the parties, and supersedes all prior representations, agreements, or understandings between the parties, written or verbal, including but not limited to letters of intent, memorandums of understanding, or other similar documents or verbal agreements. Customer agrees that he/she is authorized on behalf of their company to purchase the equipment and services stated in this contract. If the authorized signer of this contract departs their current company, the Customer remains responsible for all services agreed upon and stated in this contract and does not void the contract in any manner.

**APPENDIX C
FORMS**

**Vendor Application Form
Ex Parte Communications Certification
Disclosure of Government Positions
Disqualification Questionnaire
Company Profile & References
Bidder/Applicant/Contractor Campaign Contribution
Cost Proposal**



**VENDOR APPLICATION FORM
FOR**

RFP No. 24-03 CAT6A Structured Cable and Verkada Camera Installation Services

TYPE OF APPLICANT: NEW **CURRENT VENDOR**

Legal Contractual Name of Corporation: Afsaneh Enterprises, Inc. DBA BCS Consultants_____

Contact Person for Agreement: _____ William Lowden_____

Title: Vice President____E-Mail Address: wlowden@bcsconsultants.com_____

Business Telephone: 949-333-1000 Business Fax: 949-333-100 Corporate Mailing

Address: 9910 Irvine Center Drive_____

City, State, and Zip Code: Irvine, CA 92618_____

Contact Person for Proposals: William Lowden_____

Title: Vice President____E-Mail Address: wlowden@bcsconsultants.com_____

Business Telephone: 949-333-1041 Business Fax: 949-333-1057

Is your business: (check one)

NON PROFIT CORPORATION **FOR PROFIT CORPORATION**

Is your business: (check one)

CORPORATION LIMITED LIABILITY PARTNERSHIP

INDIVIDUAL SOLE PROPRIETORSHIP

PARTNERSHIP UNINCORPORATED ASSOCIATION

Names & Titles of Corporate Board Members

(Also list Names & Titles of persons with written authorization/resolution to sign contracts)

Names	Title	Phone
Afsaneh Rajab	Chairman	949-333-1007
Afsaneh Rajab	Secretary	949-333-1007
Afsaneh Rajab	Treasurer	949-333-1007

Federal Tax Identification Number: [REDACTED]

City of Costa Mesa Business License Number: RCON-23-0921

(If none, you must obtain a Costa Mesa Business License upon award of contract.)

City of Costa Mesa Business License Expiration Date: 10/31/24

EX PARTE COMMUNICATIONS CERTIFICATION

Please indicate by signing below one of the following two statements. **Only sign one statement.**

I certify that Proposer and Proposer’s representatives have not had any communication with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services at any time after **October 12, 2023**.

Afsaneh Rajab

Signature

Date: 11/3/23

AFSANEH RAJAB
Print

OR

I certify that Proposer or Proposer’s representatives have communicated after **October 12, 2023** with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services. A copy of all such communications is attached to this form for public distribution.

Signature

Date: _____

Print

DISQUALIFICATION QUESTIONNAIRE

The Contractor shall complete the following questionnaire:

Has the Contractor, any officer of the Contractor, or any employee of the Contractor who has proprietary interest in the Contractor, ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of a violation of law or safety regulation?

Yes _____ No **X**

If the answer is yes, explain the circumstances in the following space.

DISCLOSURE OF GOVERNMENT POSITIONS

Each Proposer shall disclose below whether any owner or employee of Contractor currently hold positions as elected or appointed officials, directors, officers, or employees of a governmental entity or held such positions in the past twelve months.

None



COMMUNICATE • CONNECT • COLLABORATE



CAT6A Structured Cable and Verkada Camera Installation Services
RFP Proposal

General Company information

- Company name: Afsaneh Enterprises, Inc. dba BCS Consultants (BCS)
- Address since 2008: 9910 Irvine Center Drive, Irvine, CA 92618
- Phone number: (949) 333-1000, Fax number: (949) 333-1005
- Website: www.bcsconsultants.com

Qualifications & Experience of the firm:

- Established: 2001 S. Corporation, Federal Tax ID#: 33-0985618
- Afsaneh Rajab, Chairman, Secretary, Treasurer
- Special company classifications: SWBE (100% woman-owned)
- California contractor's license number: C7# 852163, Expires 1/31/25
- California Alarm License - ACO7989
- Costa Mesa Business License #RCO-23-0921, Expires 10/31/24

Key Personnel & bid contacts.

- Solicitation Contact:
 - Sunny Rajab (email: srajab@bcsconsultants.com, direct: 949-333-1007)
- Project Manager:
 - William Lowden (wlowden@bcsconsultants.com, , direct: 949-333-1041)
- Accounting Contact:
 - Sarah Sheldon (email: ssheldon@bcsconsultants.com, direct: 949-333-1005)

Community & Charitable Contributions

- <https://www.bcsconsultants.com/about/community/>



9910 Irvine Center Drive Irvine, CA 92618 P 949.333.1000 F 949.333.1001

www.bcsconsultants.com

Client Reference #1 City Hall of Costa Mesa

Contact Name Michael Steinke

Title Information Technology Manager

Address 77 Fair Drive Costa Mesa, CA 92626

Phone Number (714) 754-4879

Email Address michael.steink@costamesaca.gov

Project Description \$17,000 Cabling & Camera Installations

Client Reference #2 KPRS – OC Great Park

Contact Name Assaf Nacshon

Title Senior Project Manager

Address 2850 Saturn Street Brea, CA 92821

Phone Number (714) 381-8796

Email Address assafn@kprsinc.com

Project Description \$280,000 Cabling, Wifi for Great Park –
Prevailing Wage Project

Client Reference #3 Costa Mesa – Downtown Recreation Center

Contact Name Michael Steinke

Title Information Technology Manager

Address 9870 Research Drive Irvine, CA 92618

Phone Number (949)278-2629

Email Address Acooper@coopermcmanus.com

Project Description \$21,000 Lions Park Camera Upgrade

Company Name Professional Partners & Practices

Client Reference #4 Arthur Cooper

Title Owner

Address 9870 Research Drive Irvine, CA 92618

Phone Number (949)278-2629

Email Address Acooper@coopermcmanus.com

Project Description \$250,000 Audio Visual, Cabling, & Network

Client Reference #5 Irvine Company

Contact Name Kevin Hooper

Title Director, Construction Services

Address 111 Innovation, Irvine. CA 92617

Phone Number (949)720-4308

Email Address Khooper@irvinecompany.com

Project Description \$500,000 Cabling, Security, and Audio Visual for Tenants
of the Irvine. Co.

RFP 24-03 CAT6A Structured Cable and Verkada Camera Installation Services



Prepared by:
BCS Consultants
 Sunny Rajab
 (949) 333-1007
 Fax (949) 333-1001
 srajab@bcsconsultants.com

Prepared for:
City of Costa Mesa - City Hall
 77 Fair Drive
 Costa Mesa, CA 92626
 Michael Steinke
 (714) 754-4879
 MICHAEL.STEINKE@costamesaca.gov

Quote Information:
Quote #: 040453
 Version: 1
 Delivery Date: 11/09/2023
 Expiration Date: 02/09/2024

Quote Summary

Description	Amount
Cat6A Upgrades - Materials	\$275,291.49
Cat6A Upgrades - Labor/Equip	\$256,500.00
PD/Comm Verkada Camera - Materials	\$25,553.41
PD/Comm Verkada Camera - Labor	\$72,639.38

Subtotal: \$629,984.28
Estimated Tax: \$5,375.72
Total: \$635,360.00

*Optional Expenses

Description	One-Time
Standard Labor rate for as needed basis Single Mode Fiber Install	\$90.00
Standard Labor rate for as needed basis network drop	\$90.00
Standard Labor rate for as needed basis Verkada Camera install	\$90.00

Optional Subtotal: \$270.00

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

BCS Consultants

City of Costa Mesa - City Hall

Signature: *Sunny Rajab*
 Name: Sunny Rajab
 Title: CEO
 Date: 11/09/2023

Signature: _____
 Name: Michael Steinke
 Date: _____



Prepared for:

Mike Fuentes
City of Costa Mesa

Created by:

Elias Bettencourt II
End-Point Wireless

Cost Proposal Form/Sample

THIS SHEET MUST BE RETURNED WITH BID FOR EACH OF SITE.

It is the intent of the City to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the City's actual requirements.

Firm Name: End-Point Wireless

Labor Total \$ 847,653.00

Materials Total \$ 155,729.40

Cable CAT6A/6	\$ <u> 124,428.00 </u>
Jacks & Faceplate	\$ <u> 12,581.00 </u>
Patch-Panels/Cords	\$ <u> 9,204.00 </u>
Ceiling supports	\$ <u> 6,130.40 </u>
TVs	\$ <u> 2,886.00 </u>
SLA	\$ <u> 500.00 </u>

GRAND TOTAL: \$ 1,003,382.40

Options/Comments: None at this time

Estimated Date of Delivery: 12/8/2023

Proposal Expiration Date: 1/1/2024

Standard Labor rate for as needed basis Single Mode Fiber install:	<u> \$148.00 </u>
Standard Labor rate for as needed basis network drop:	<u> \$148.00 </u>
Standard Labor rate for as needed basis Verkada install:	<u> \$148.00 </u>



Product	List Price	Sales Price	Quantity	Total Price
Cat6 Plenum UTP 100% Solid Copper Cable White	\$228.00	\$228.00	25.00	\$5,700.00
CAT6A Plenum Pure Copper 750Mhz 1000ft UTP Bulk Ethernet Cable White	\$306.00	\$306.00	388.00	\$118,728.00
Monoprice Cat6A 6in White 10-Pk Patch Cable, UTP, 30AWG, 10G, Pure Bare Copper, Snagless RJ45, SlimRun Series Ethernet Cable	\$19.20	\$19.20	150.00	\$2,880.00
Monoprice Cat6A 5ft White 5-Pk Patch Cable, UTP, 30AWG, 10G, Pure Bare Copper, Snagless RJ45, SlimRun Series Ethernet Cable	\$14.40	\$14.40	300.00	\$4,320.00
Monoprice Cat6 6in White 12-Pk Patch Cable, UTP, 24AWG, 550MHz, Pure Bare Copper, Snagless RJ45, Flexboot Series Ethernet Cable	\$17.00	\$17.00	7.00	\$119.00
Samsung - BEC-H 43" Class 4K UHD Commercial LED TV	\$468.00	\$468.00	5.00	\$2,340.00
Sanus VLT5 Tilting TV Wall Mount for 42-90" TVs	\$109.20	\$109.20	5.00	\$546.00
ICC CAT6A RJ45 Keystone Jack for HD Style, 25-Pack, White	\$132.00	\$132.00	60.00	\$7,920.00
DYMO Rhino Industrial Vinyl Labels Printers 1/2" x 18', Black Print on White	\$34.80	\$34.80	6.00	\$208.80
DYMO Industrial Vinyl Labels 3/4" x 18', Black Print on White	\$38.40	\$38.40	8.00	\$307.20
Leviton 43115-600 600' Velcro Brand Bulk Roll, Black	\$614.40	\$614.40	1.00	\$614.40
TRENDnet 24-Port Blank Keystone Shielded 1U Patch Panel	\$29.00	\$29.00	65.00	\$1,885.00
CAT6 Jacks ICC	\$74.00	\$74.00	2.00	\$148.00
Biscuit - ICC IC107BC2IV Surface Mount Box with 2 Ports, 25-Pack, White	\$49.00	\$49.00	3.00	\$147.00
Wiremold - Panduit LD10IW10-A Pan-Way Low Voltage Surface Raceway, 10', Off-White	\$5.00	\$5.00	200.00	\$1,000.00
W Box 2" J Hook with batwing, 25-Pack	\$100.80	\$100.80	20.00	\$2,016.00
L Type Flush Mounted Faceplate, Four Port White	\$3.00	\$3.00	750.00	\$2,250.00
Blank Module, ABS 94V-0, White, 10/pkg	\$6.00	\$6.00	100.00	\$600.00
Miscellaneous Material	\$60.00	\$3,500.00	1.00	\$3,500.00
Camera Labor Installation	\$847,653.00	\$847,653.00	1.00	\$847,653.00
Data Service Level Agreement and Help Desk Services (Monthly)	\$500.00	\$500.00	1.00	\$500.00

Total Price \$1,003,382.40

Grand Total \$1,003,382.40



Prepared for:

Mike Fuentes
City of Costa Mesa

Created by:

Elias Bettencourt II
End-Point Wireless

Mike Fuentes
City of Costa Mesa
Structured Cable and Verkada installation services
77 Fair Drive 1st Floor Costa Mesa CA. 92628

Dear Mike,

End-Point Wireless is pleased to have the opportunity to provide this proposal for the City of Costa Mesa as requested. The following proposal addresses system requirements as identified on our recent survey of various sites related to RFP 23-03 CAT6A Cabling & Verkada.

At End-Point Wireless, we are dedicated to providing you with an integrated cabling network, not just for today, but to also move the city of Costa Mesa into their next phase of their networking upgrades.

If you have any questions or require additional information, please feel free to contact me.

Sincerely,

Elias Bettencourt II
End-Point Wireless
eliasb@epwireless.net
951-756-6900

About End-Point Wireless

At End-Point Wireless, we are dedicated to providing cutting-edge low voltage solutions tailored to meet the unique needs of businesses across Southern California. With a passion for technology and a commitment to excellence, we specialize in delivering top-notch low voltage services that ensure safety, efficiency, communication, and convenience for our clients.

Our Approach

We take pride in being a part of the Southern California community. Our commitment goes beyond business – we actively contribute to the local community by supporting initiatives and projects that promote growth, education, and sustainability.

As a medium size company, we're able to adapt to an ever-changing environment that smaller mom-and-pop and larger national security companies can't stay on top of. We invest in continued training and education, so our team can stay on the cutting edge of all technologies.

Your Custom Project Plan

Scope of Work:

RFP 24-03 CAT6 Structured Cable and Verkada camera installation services

End-Point Wireless will install (1500) CAT6a network cables and (75) CAT6 cables for (70) Verkada cameras and (5) viewing stations. End-Point will install (5) 43" Samsung TVs with wall mounts. End-point will provide (65) 24-port 1U patch panels, (1500) CAT6a 6" patch cables, and (1500) CAT6a 5ft patch cables, (75) CAT6 6" patch cables. End-point will install wiremold and conduit in needed locations to conceal or extend any cables.

Exclusions:

EPW has identified the following items to be considered Out-Of-Scop; Onsite power, building access (Subscriber to provide site access), lift/manlift, . Subscriber to provide onsite staging area for the purpose of EPW to stage materials and equipment. Any work performed midnight to 6am and holidays will be charged at two (2) times the standard rate.

Note: Holiday hours begin at 6:01 PM on the day business day before the holiday and end at 6:59 AM the business day following the holiday.

Proposer's Minimum Requirements

1. Must use prevailing wages - Knowledge
2. (10) years of industry experience - Knowledge
3. Accredited business w/ BBB - Knowledge
4. Registered w/ Cooperative Agreement - NA

5. Team experience

- End-Point Wireless Inc.'s CSLB #1107264
- End-Point Wireless Inc. has been in business for over 8yrs and has over 50yrs of experience within its staff. Several resumes reflecting our experience will be listed within our proposal along with licenses.

6. Company size (listed within Organization Chart within proposal).

#	EPW staff	Position	Principal/Officer	Project Participation
1	Elias Bettencourt, Sr.	Owner	Principal	Yes
2	Elias Bettencourt, Jr.	Sales/PM Manager	NA	Yes
3	Samuel Bettencourt	Construction Manager	NA	No
4	Steve Haro	Construction Manager	NA	No
5	Kristina	Account Executive	NA	No
6	Savannah Bettencourt	Project Coordinator	NA	Yes
7	Monique Bettencourt	Salesforce	NA	Yes
8	Janessa Villalona	Salesforce	NA	Yes
9	David Katina	Construction Manager	NA	Yes
10	Gilbert Garcia	Project Manager	NA	Yes
11	George Ortiz	Lead Tech	NA	Yes
12	Anthony Cruz	Lead Tech	NA	Yes
13	Raquel Bettencourt	Administrator	Officer	Yes
14	Michael Villalona	Financial Analyst	NA	Yes

7. Municipal/County client references

1. Xay Lee Xay.lee@ceoit.ocgov.com 714-586-7518

8. Part in a lawsuit - End-Point Wireless, Inc. has **NOT** been a party in any lawsuit with any public entity.
9. Party to any contract terminated - End-Point Wireless has NOT been, nor taken part in, any contract that was terminated by any public entity.
10. Financial conditions - End-Point Wireless Inc. is open to any financial conversation regarding the company's financial condition.
11. Licenses/permits - End-Point Wireless Inc.'s CSLB #1107264
12. Cable in the cabling of low-voltage - With over 50 years of related low voltage experiences, EPW is fully capable of completing requested SOW.
13. Hardware must be - End-Point Wireless Inc. is ISO 9001:2000 Certified.

Method of Approach:

1. Before any work begins, we will schedule a Site Survey to address the following questions, along with gathering additional information before any construction begins.
 - Introduction to onsite contacts (department heads/key personal)
 - Gathering onsite contacts emails/cell numbers, along with department head backup contact.
 - Determine access protocol and if exclusive access is required.
 - Determine the best time to access buildings, gather information on areas requiring additional care and/or exclusive access/approval (secured locations, along with sensitive areas).
 - Gather photos and understanding of MDF/IDF's current topology.
 - Identify data drop locations at the workstation review (photos/documentation).
2. Create and collaborate an Installation schedule with all stakeholders and department heads.
 - Submit to department heads forecasted schedule of date installation/decommissioning, for approval.
 - Once the schedule is approved, we will communicate by email regarding the approved schedule and execute as the schedule dictates.
3. Visit the scheduled building the day prior to construction, as a reminder to all that construction will take place the next day.
4. Day 1 of cable installation, we will meet with department heads once again to review day-to-day workflow and describe once again the careful approach we will take to lessen the impact of our presents to those working within their workstations. Note: all workstations will be covered and protected from falling debris with plastic covering.
5. As the new cable (CAT6/CAT6A) installation begins, a parallel cabling network will be installed to the existing network cabling. NO existing cable will be removed and/or decommissioned until it is determined that all users have been cutover onto the new network successfully (verified with network connectivity).
6. As the installation is scheduled, and during the installation, close records of all data drop locations will be kept for final as-builts drawings to be submitted back to the city of Costa Mesa for their records.
7. Once all data drops are installed, and terminated, the process of certification and evaluating each drop will begin, as requested by RFP (Category-6A certification testing 10GB speed and test results), along with labeling each faceplate/port.
8. At the conclusion of testing, we will collaborate with the onsite contact, as well as the City of Costa Mesa officials, to schedule the network cutover onto the newly installed CAT6a and CAT6 data cabling.
9. Once it is determined that all users are cutover to the newly installed cabling (CAT6a/CAT6), decommission of the old cabling will begin, as part of the overall schedule of events (decom and closing faceplates).
10. Finally, to be complete the installation, we will submit to the City of Costa Mesa, floorplans/as-builts (CAD & PDF), along with recorded test results of each workstation/data cable tested with Fluke Networks DTX-1800 tester or better as stated within RFP provided by the City of Costa Mesa.

Recruitment/Hiring related to this project will be focused on looking to the City of Costa Mesa's displaced employees. This will be achieved by working with the City's HR Department and determining how best to reach the ex-employees who were displaced due to layoffs or outsourced.

Qualifications & Experience of Firm

1. End-Point Wireless Inc. is ~~currently~~ listed as a C-Corp.
 - Office address 29586 Holsteiner Way Menifee, CA. 92584
 - Incorporated within the State of California
 - The local office opened on Nov. 1st, 2015.
2. No partnership or joint venture is taking place at End-Point Wireless
3. No other business is owned by Elias Bettencourt Sr.
4. Elias Bettencourt Sr. is not a officer of any other business than End-Point Wireless
5. End-Point Wireless Inc. has been in business for 8 years.
6. End-Point Wireless Inc. has not serviced any agency for this type of RFP.
7. End-Point Wireless Inc. has a staff of Project Managers (PMs), Construction Managers (CMs), and with the owner, with the skills required for this project, as listed in the RFP. With over 50 years of structured cabling background, along with Verkada camera systems experiences (which we currently have on demo with a major cell phone carrier), as well as our fiber optic experience, we are fully qualified, we are ready, and excited to move forward in partnership with the City of Costa Mesa.
8. While we have not had the opportunity to serve the City of Costa Mesa, we have served locally at churches, with volunteering time and financial support.

Financial Capacity: Knowledge and accepted.

Key Personnel: Resumes within proposal.

Cost Proposal: Provided within proposal.

Disclosure: End-Point Wireless Inc. has no connection and/or relationship with any employee and/or official within the city of Costa Mesa.

Sample Professional Service Agreement: Found within proposal.



Gilbert Garcia

Phone: 714-929-8589 | Email: Gilbert2013garcia@gmail.com

PROFESSIONAL SUMMARY

Dynamic Project Manager skilled in troubleshooting, overhauls, installations, adjustments, and repairs on a variety of low and high voltage equipment. I have been a PM for large scale projects managing 7-10 employees, creating schedules, and working with clients. I have maintained projects from beginning to end being under budget on 98% of all projects with the commercial telecommunications space.

CORE COMPETENCIES

- Managing Projects from beginning to end
- 10+ years leading projects in telecommunications
- Budget Management
- Low Voltage Tech, Data/Voice/CCTV.
- Cleared to work in Orange County Government.
- Audio/Video, Electric, across Orange County government and schools.
- Ability to read and understand diagrams, drawings and engineer specifications.

PROFESSIONAL EXPERIENCE

Service Technician, 01/2021 to 08/2023

Troy Alarm – Riverside, CA

- Install, Program, Troubleshoot DMP DSC Kantech Avigilon Axis Brivo Silent Systems.
- Install cell and Network communicator.
- Install Intrusion Detection System (IDS) - Install IPTV and Program IPTV.
- Install fire alarm system - Wire and Program system.

Project Manager, 07/2016 to 12/2020

On Target – Irvine, CA

- Lead a team of 7 creating schedules and maintaining budgets.
- Installed electrical conduit and wiring for power, controls, and lighting.
- Installed Data, Voice, Fiber, across Orange County Government and Schools.
- Installed and removed Data/Voice/CCTV, including pulling wire, device termination and mounting back b
- Placed copper and fiber cables for voice and data indoors and outdoors.

Project Lead Technician, 07/2014 to 06/2016

Innovative – Chino, CA

- Contacted new and existing customers to discuss their needs, and to explain how these needs could be met.
- Maintained detailed documentation through logging of support cases, e-mail and knowledge base articles.
- Developed and executed layout and installation of electrical wiring and conduit based on job terms.
Supervised a team of 7 technicians during a given shift.
- Coordinate with Project Manager to direct team of technicians to meet project goals.

Project Lead Technician, 12/2006 to 04/2014

Prime Services Group, Inc. – Irvine, CA







EDUCATION

Santa Ana College - Santa Ana

PROFILE

Strong work ethic, attention to detail, flexible, organized, motivated, able to work in high-stress environments, dedicated, problem solver, results-oriented, and able to work as a team or individually.

SKILLS

Network Infrastructure	
IT & Wireless Solutions	
Audio/Visual	
Alarm Inspections	
Access Control	
Fiber Splicing	

MILITARY

United States Marine Corps

7/2010 – 7/2014

E-4 Corporal

EDUCATION

University of Phoenix

09/2014 – Present

Bachelor of Science

Business Management

Ortega High School

09/2005 – 12/2009

High School Diploma

Computer Skills

Microsoft Word | Excel | PowerPoint

CERTIFICATIONS

Kantech / Tyco Certification

Brivo / Eagle Eye Certified

Service Agent

OSHA 30

WORK EXPERIENCE

Safe and Sound Security Account Executive

11/2021 - Present

- Responsible for Discovery Calls, Site Walks, Design and Engineering Cloud-based systems via System Surveyor
- Perform Customer Demos on Cloud-Based Platforms, and represent the company at Trade Shows with company partners
- Created proposals via PandaDoc, presented them to customers; and created quotes in Salesforce
- Responsible for managing accounts within Salesforce
- Responsible For Verkada, Alarm.com, Avigilon/Openpath, Swiftlane, OpenEye, DSC/ Qolsys Sales
- Proficient in Hubspot, ZoomInfo, System Surveyor, Dodge Data & Analytics, Planet Bids, other Bidding Sites.
- Proficient in all Verticals Retail, Residential, Commercial, Cannabis, Education, Government, Logistics Warehouses, Healthcare, Telecommunications/Wireless

Telaid Industries | Lead Technician

05/2020- 11/2021

- IP camera rollout projects, CCTV customer pick-up rollout projects, AP cooler rollout projects for Kroger, and installed Access Control pick-up doors for Sam's Club
- Conducted Reverse Logistics for Customer, Rack and stack Equipment, Installation of Cisco and WLAN Network Equipment, Tone and trace phone lines along with Emergency 911

Network Technician | On Target Solutions LLC

03/2019 – 04/2020

- Installation of fiber (OM3, OM4, OSP, loose tube, multimode, single mode)
- Perform Fusion splicing (fujikura) and installed access control systems (RS2 Technologies, Altronix, S2 Security)

Lead Technician | Tel-Tech Networks

08/2018 – 03/2019

- Completed full network builds, service calls, troubleshooting, Circuit turn up and Circuit troubleshooting
- Conducted Reverse Logistics for Customer, Rack and stack Equipment, Installation of Cisco and WLAN Network Equipment, Tone and trace phone lines along with Emergency 911

Fire Alarm Inspections | Redhawk Fire & Security

9/2016 – 8/2018

- Performed Annual and Semi-Annual Fire Alarm and Fire Suppression Inspections, Arm/Disarmed Fire systems and Suppression Panels (EST3, Fenwal, Silent Knight, Honeywell, Tyco, Siemens, Simplex-Grinnell, Pyrotronics)
- Performed service calls, created inspection reports for customers, and communicated with monitoring systems.

OWNER/OPERATOR OF END-POINT WIRELESSES 2015- PRESENT

Highly accomplished Project Manager credited with conversational Spanish skills and a thorough understanding of telecommunications technology. Motivated professional dedicated to managing large-scale construction projects for the installation, upgrade, and decommissioning of telecom hardware and software. Focused leader noted for coordinating effectively across cross functional teams and external vendors to ensure the completion of project deliverables within budget and timelines. Reliable liaison committed to leading and supervising efficient teams while ensuring organizations remain productive, profitable, and compliant.

- Installations & Upgrades
- Budget Management
- Leadership
- Vendor Relations
- Compliance
- Material Management
- Team Collaboration
- Customer Satisfaction
- Quality Assurance

*"Elias was promoted to Project Manager, as he demonstrated a strong commitment to driving forecast accuracy and capital efficiency. He also proved a valuable partner to challenging jurisdictions that required a high level of attention. He consistently made his deliverables, while doing things the right way (the Crown B3 values). There is no doubt in my mind that Elias will be an excellent addition to any project or team."
Amy J., District Manager
Crown Castle LAX*

PROFESSIONAL EXPERIENCE

CROWN CASTLE

Project Manager (2018 to 2020)

Managed all aspects of project and construction for the largest provider of communications infrastructure in the US. Responsible for the scheduling, tracking, and coordination of all project milestones. Reviewed and approved financial documentation, such as SOVs, POs, and invoices. Developed creative solutions to maintain productivity.

- Utilized expertise to manage an overly complex project for the implantation of ATT, Verizon, TMUS, and Sprint's small-cell deployment within Southern California market of over 600 nodes.
- Completed all preparation and logistics planning for a \$50M CRBS project. Coordinated materials procurement /delivery, GC selection, and start of construction.
- Collaborated with cross functional teams, including Engineering, National Real Estate, Fiber supervisors, and Power utility teams, to coordinate successful project completion according to budget and timeline.
- Led regular meetings with each project team to measure progress and resolve issues.
- Oversaw all aspects of projects from planning to completion. Maintained strong relationships and communication with A&Es and GCs while supervising Project Coordinator and Construction Managers.
- Weekly financial field forecast review with functional teams (Project delivery, Fiber and Power teams).
- Consistently met quarter targets to ensure client satisfaction.

Construction Manager (2017 to 2018)

- Oversaw a budget of \$2M for the construction of small-cell and fiber network within Southern California.
- Managed the installation of Fiber & Copper (144/50 & 244/100), Alpha power source equipment SE47 & TE27, and Ericsson node 2203 & 2206.
- Conducted quality and field safety reviews to ensure compliance with all applicable regulations.
- Interfaced with jurisdictions, A&E contractors, and GCs to acquire permits for project approval.
- Sourced a vendor for the procurement of specialized hybrid cables for the installation of power & copper within the same cable for streetlights nodes, the first of its kind for the company.
- Received the Towering Triumph award twice for contributions to TMO and Sprint projects.

SMALL BUSINESS OWNER**End-Point Wireless Inc. (2015 to 2017)**

Provided utility coordination and field verification of a newly proposed small-cell location and macro location within SW California, Nevada, and Arizona. Performed field verification of proposed construction locations with photos, drawings, and CAD drawing.

- Engaged in the ramp up for small cell projects, including coordination with A&E companies.
- Tested Macro and Mini-Macro radio frequency.

SolQuest Networks Inc. (2007 to 2008)

- Completed BW2 and BW3 (BBU) installation of EMTS base station and electrical power.
- Managed site surveys for T-Mobile wireless network for UMTS 3G-network upgrade throughout 100 locations in the San Francisco market.
- Completed the decommissioning of the Nokia TDMA network within 50 sites in the AZ market.

"During our time together, Elias showed incredible work ethic, organization and a team mentality that lead to on-time delivery for his projects... He was able to achieve... success through strong leadership and relationship building skills that not only forged trust with his clients it helped him hold his General contractors accountable for craftsmanship and on budget delivery. Elias' hard work, positive attitude, and his reputation for on-time/on-budget delivery led him to successfully transition from a Construction Manager into a stellar Project Manager where his vast knowledge on construction led to innovation, best practices and more efficient project delivery."

Thomas K., Program Manager, Crown Castle

COMPUTER NETWORK SERVICES**Project Manager (2014 to 2015)**

Responsible for project scheduling, work assignments, and project oversight for the County of Orange. Coordinated with various departments to complete projects within client's expectations.

- Oversaw a Xerox/ATOS VoIP structure cabling project of 20,000 data drops within Orange County.
- Managed 50 techs for the day and night installation of CAT6 within 150 county buildings.
- Responsible for material management and daily reporting.
- Provided troubleshooting of LAN networks and technical review.

CALTROP CORPORATION**Project Manager (2013 to 2014)**

Ensured the successful completion of project deliverables. Oversaw subcontractor activities and perform direct site management and supervisory responsibilities for different projects.

- Managed the Ericsson TMO modification project and a Sprint-Samsung equipment construction project.
- Within Q1 of 2013, I managed/support the completion of 13 MODs, 6 AAV sites and 1 NSB in ABQ NM.
- Completed 50 Network Vision sites. Oversaw daily operations, material/finances, and assignments.

EARLY CAREER 1994 - 2013

PROJECT MANAGER, TEKSYSTEMS • SENIOR FIELD MANAGER, GOODMAN NETWORKS

RT2/RTU TECHNICIAN, TELECOM NETWORK SPECIALISTS

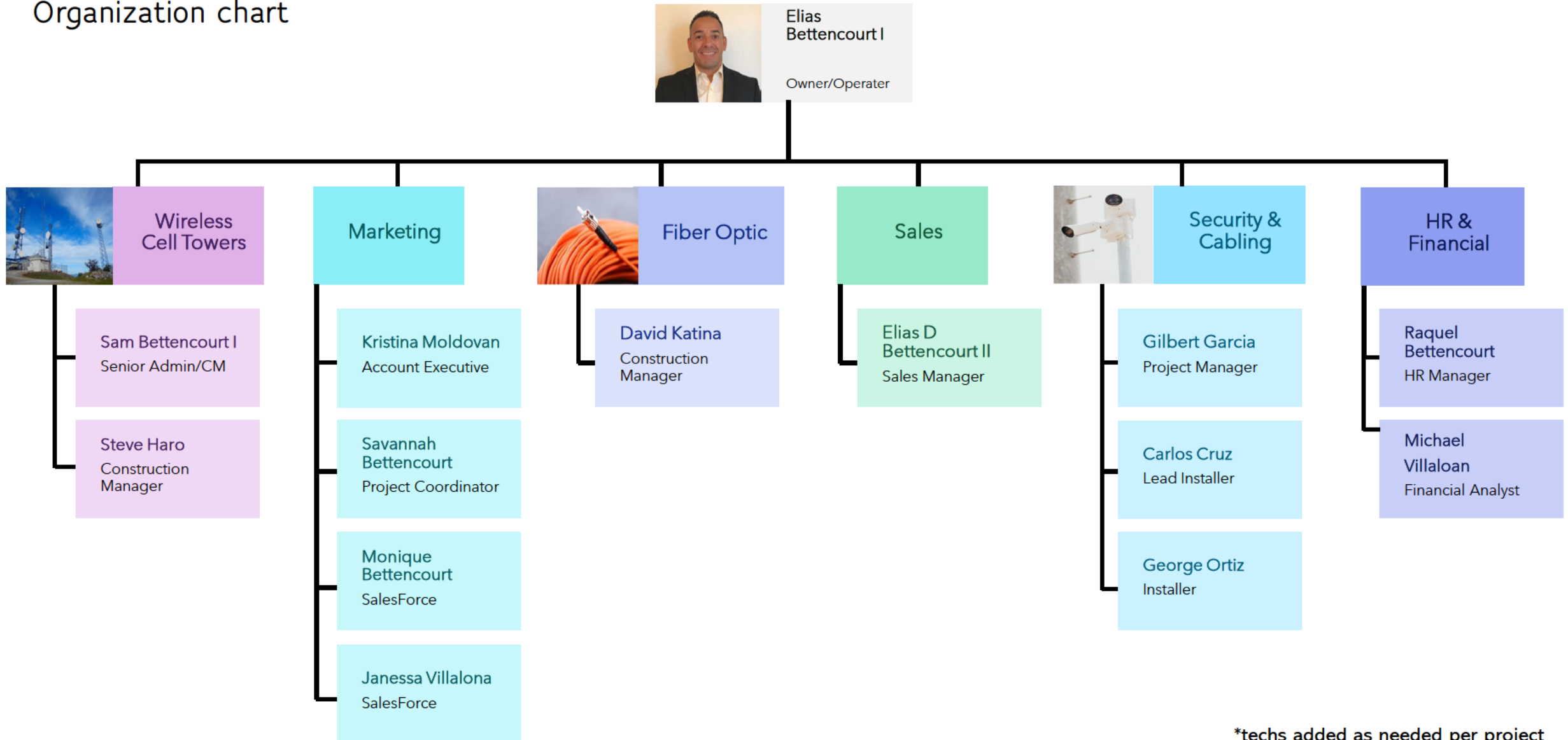
LAN/WAN ENGINEER, SPECTRUM COMMUNICATIONS, DIGITAL NETWORKS CORPORATION, AEROTEK

EDUCATION & COMPETENCIES

Project Management Professional (PMP) 35hrs course completed.

End-Point Wireless

Organization chart



*techs added as needed per project



**VENDOR APPLICATION FORM
FOR**

RFP No. 24-03 CAT6A Structured Cable and Verkada Camera Installation Services

TYPE OF APPLICANT: NEW CURRENT VENDOR

Legal Contractual Name of Corporation: End-Point Wireless

Contact Person for Agreement: Elias Bettencourt Sr.

Title: Mr. Owner E-Mail Address: eliasb@epwireless.net

Business Telephone: 951-756-6900 Business Fax: NA

Corporate Mailing Address: 30141 Antelope Rd.

City, State and Zip Code: Menifee CA. 92584

Contact Person for Proposals: Elias Bettencourt Sr.

Title: Owner E-Mail Address: eliasb@epwireless.net

Business Telephone: 951-756-6900 Business Fax: NA

Is your business: (check one)

NON PROFIT CORPORATION FOR PROFIT CORPORATION

Is your business: (check one)

CORPORATION

INDIVIDUAL

PARTNERSHIP

LIMITED LIABILITY PARTNERSHIP


SOLE PROPRIETORSHIP

UNINCORPORATED ASSOCIATION

Names & Titles of Corporate Board Members

(Also list Names & Titles of persons with written authorization/resolution to sign contracts)

Names	Title	Phone
___ Elias Bettencourt Sr. _____	Owner _____	951-756-6900 ___
_____ Raquel Renee Bettencourt _____	Officer _____	951-285-2830 ___

Federal Tax Identification Number: _____ 

City of Costa Mesa Business License Number: _____ 000532-2023 _____

(If none, you must obtain a Costa Mesa Business License upon award of contract.)

City of Costa Mesa Business License Expiration Date: _____ 1/1/2024 _____

EX PARTE COMMUNICATIONS CERTIFICATION

Please indicate by signing below one of the following two statements. **Only sign one statement.**

I certify that Proposer and Proposer's representatives have not had any communication with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services at any time after **October 12, 2023**.



Date: 11/01/2023

Signature

Elias Bettencourt Sr.

Print

OR

I certify that Proposer or Proposer's representatives have communicated after **October 12, 2023** with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services. A copy of all such communications is attached to this form for public distribution.



Date: 11/07/2023

Signature

Elias Bettencourt Sr.

Print

DISQUALIFICATION QUESTIONNAIRE

The Contractor shall complete the following questionnaire:

Has the Contractor, any officer of the Contractor, or any employee of the Contractor who has proprietary interest in the Contractor, ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of a violation of law or safety regulation?

Yes _____ No _____

If the answer is yes, explain the circumstances in the following space.

DISCLOSURE OF GOVERNMENT POSITIONS

Each Proposer shall disclose below whether any owner or employee of Contractor currently hold positions as elected or appointed officials, directors, officers, or employees of a governmental entity or held such positions in the past twelve months. List below or state "None."

"NONE"

COMPANY PROFILE & REFERENCES

Company Legal Name:

Company Legal Status (corporation, partnership, sole proprietor etc.): Corporation

Active licenses issued by the California State Contractor's License Board: 1107264

Business Address: 30141 Antelope Rd. D 944 Menifee, CA. 92584

Website Address: www.endpointwireless.net

Telephone Number: 1800-276-0415 Facsimile Number: NA

Email Address: eliasb@epwireless.net

Length of time the firm has been in business: 11/01/2015

Length of time at current location: 2yrs

Is your firm a sole proprietorship doing business under a different name: ___ Yes X No

If yes, please indicate sole proprietor's name and the name you are doing business under:

Federal Taxpayer ID Number: 

Regular Business Hours: 8 - 6pm

Regular holidays and hours when business is closed: NA

Contact person in reference to this solicitation:

Telephone Number: 951-756-6900

Facsimile Number: NA

Email Address: eliasb@epwireless.net

Contact person for accounts payable:

Telephone Number: 951-285-2830

Facsimile Number: NA

Email Address: raquelb@epwireless.net

Name of Project Manager:

Telephone Number: 951-349-9170

Email Address ebettenocurt@epwireless.net

Facsimile Number: NA

COMPANY PROFILE & REFERENCES (Continued)

Submit the company names, addresses, telephone numbers, email, contact names, and brief contract descriptions of at least three clients, preferably other municipalities for whom comparable projects have been completed or submit letters from your references which include the requested information.

Company Name: DISH Wireless

Contact Name: Rudy Chavez

Telephone Number: 623-233-9046 Contract Amount:

\$2,300,000.00

Email: rudy.chavez@dish.com

Address: 2820 W College St. Bozeman MT.

Brief Contract Description: DISH wireless 5G network build-out

Company Name: TMobile

Telephone Number: 949-246-4356

Contact Name: Casey Ledford

Contract Amount: Pending (40k to 500k)

Email: casey.ledford@T-Mobile.com

Address: 9130 Granite Hill Dr., Jurupa Valley, CA. Brief Contract

Description: Security solution w/ Verkada

Company Name: NuWave Communications

Contact Name: Tommy Lim

Telephone Number: 562-889-0809

Contract Amount: \$125,000.00

Email: tommy.lim@nuwavecom.com

Address: 5305 E. Pacific Cost Hwy Long Beach CA.

Brief Contract Description: Verkada & CAT6a cabling install

Company Name: Betacom

Telephone Number: 909-436-8184

Contact Name: Matt Mandala

Contract Amount: \$50,00.00

Email: mandalam@betacom.com

Address: 1250 Railroad St. Corona, CA.

Brief Contract Description: Project Management services

Company Name:

Telephone Number:

Contact Name:

Contract Amount:

Email:

Address:

Brief Contract Description:

Response To:



City of Costa Mesa
CAT6 Structured Cabling and Verkada Camera
Installation Services
RFP 24-03

Information Technology Department
City of Costa Mesa

Presented by:

NETXPERTS

1777 Botelho Drive, Suite 102, Walnut Creek, CA 94596
Ph: (800) 806-0800 Fax: (800) 806-0899

2131 S Grove Ave, Ontario, CA 91761
Ph: (800) 806-0800 Fax: (800) 806-0899



November 8th, 2023
City of Costa Mesa

Subject: Response to RFP 23-03 for CAT6 Structured Cabling and Verkada Camera Installation Services

Dear City of Costa Mesa Representatives,

We at NetXperts, LLC are delighted to submit our proposal in response to the City of Costa Mesa's RFP 23-03 for CAT6 Structured Cabling and Verkada Camera Installation Services. With a robust portfolio of network engineering, security, and integration solutions tailored for California's educational institutions and government entities, NetXperts stands as a seasoned local provider committed to excellence.

Acknowledging receipt of the RFP and its subsequent addenda (Nos. 1 and 2), we affirm our comprehensive understanding of the project's stipulations and express our readiness to fulfill all outlined criteria.

Under the leadership of our CEO, Tim Femister, who is duly authorized to represent our company in this endeavor, NetXperts presents a proposition grounded in over 28 years of dedicated service to California's state, local, and educational sectors. Our technical acumen, paired with an unwavering dedication to security, positions us as an ideal candidate for this project. Further credentials include:

- Federal Employer ID: [REDACTED]
- Seller's Permit: #SR-CHA-97-517755
- California Contractor's License C-7 and C-10: #1099498

Our proposal encompasses a comprehensive execution plan, offered at a competitive total project cost of \$794,014.36. This sum embodies our pursuit of delivering superior value without compromising on our hallmark quality and service.

NetXperts guarantees the validity of this proposal for 180 days post-submission, assuring our unwavering commitment during the selection phase. Should any queries arise regarding our proposal, we are fully prepared to provide thorough explanations and engage in further discussions.

In closing, we extend our gratitude to the diligent public servants of the City of Costa Mesa for considering our proposal. NetXperts is eager to contribute as a trusted technical advisor and collaborator, enhancing the city's infrastructure with our expertise.

We await the prospect of a fruitful partnership.

Warm regards,



Tim Femister
CEO, NetXperts, LLC
P: (925) 806-0800, Ext. 144
timfemister@netxperts.com

NetXperts LLC
1777 Botelho Drive, Suite 102
Walnut Creek, CA 94596
(925) 806-0800
www.netxperts.com

Local Office:
2131 S Grove Ave #G
Ontario, CA

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Background & Project Summary

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Understanding of the City's Requirements

NetXperts understands that the City of Costa Mesa seeks to upgrade its current network infrastructure to a robust and scalable solution. Our approach is to replace the obsolete CAT5 with advanced CAT6A Infrastructure across all sites, ensuring high-speed, reliable data, voice, and video signal transmission. We recognize the importance of minimizing disruptions to City operations, hence we will adhere strictly to the specified work hours and make efficient use of time to complete the project expediently.

Work to be Done

Our work will encompass the installation of a complete end-to-end certified system, including 24 or 48-port Category-6A TrendNet patch panels, TrendNet Keystone Jack systems, and CommScope equivalent cabling solutions. We will also install PoE cameras and Samsung TV monitors, requiring direct RJ45 connections. Our team is ready to establish new and enhance existing pathways for cabling, ensuring a clean, organized, and serviceable infrastructure.

Objectives to be Accomplished

The primary objectives include:

- Ensuring all cabling is Category-6A, plenum-rated, and tested to ANSI/TIA/EIA-568-B.1 standards with a Fluke Networks DTX-1800 tester or better.
- Maintaining compliance with the maximum pulling tensions and proper cable bend radii.
- Delivering detailed CAD and PDF as-built floor plans with accurate drop locations upon completion.
- Providing a comprehensive labeling system for all network drops, ensuring easy identification and maintenance.
- Securing the installation with a 10-year minimum warranty covering components and labor.

NetXperts will provide all necessary patch cables, manage cable support systems, and adhere to all cabling guidelines and installation best practices. We will not only meet the technical specifications laid out but also aim to exceed expectations in service delivery and system performance. We appreciate the opportunity to serve the City of Costa Mesa and look forward to discussing our proposal in further detail.

Method of Approach

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Implementation Plan:

- *Project Management Controls:* NetXperts will use a phased approach, dividing the project into manageable stages, each with its own controls and review points. We'll employ project management software to monitor progress, resources, and budget in real-time. Controls will include risk management plans, regular status reporting, and quality assurance checks, which will be conducted to review progress against the schedule, budget tracking, risk management, and change control processes.
 - A Project Steering Committee will be formed, including key NetXperts and City staff, to oversee project progress and make critical decisions.
- *Stakeholder Engagement:* Our methodology includes initial stakeholder meetings to understand all requirements and expectations thoroughly. Regular updates and review sessions will be scheduled to gather feedback and ensure alignment. We'll use surveys, interviews, focus groups, and workshops to document the views of both internal and external stakeholders.
- *Implementation Strategies:* NetXperts will implement agile project management techniques, allowing for flexibility and iterative progress based on stakeholder feedback. We will employ Lean methodologies to optimize efficiency and reduce waste throughout the project lifecycle.
 - Agile principles will be incorporated to allow flexibility in project execution and to adapt to changing requirements or unexpected challenges.
 - Quality management will involve regular peer reviews and audits to ensure adherence to industry best practices and RFP requirements.

Client Satisfaction and Scope of Work Compliance:

- NetXperts commits to regular client engagement through a dedicated project manager who will be the point of contact for the City. We will conduct a thorough initial site assessment to understand the existing infrastructure and align with the City's vision, walkthroughs, progress reviews, and system testing to ensure client satisfaction. Our efforts include adherence to the specified components, rigorous testing, cabling guidelines, and detailed documentation of all installations, ensuring all installations are to the highest quality standards.
 - Your dedicated Project Manager to serve as the City's primary contact will be Zach Baldry.
 - Client satisfaction will be measured through regular check-ins and a formal review process at project milestones.

Project Schedule:

- We will provide a Gantt chart detailing all tasks, such as site assessment, procurement, installation, testing, documentation, and handover. Each task will be assigned a duration

and resources, with milestones for major deliverables. The overall timeline will be established in agreement with the City to ensure timely completion without compromising the daily operations of the City.

- The project will be broken down into phases: Planning, Design, Procurement, Installation, Testing, Documentation, and Closure.
- Each phase will have clearly defined tasks, durations, and responsible parties.
 - For example, the Installation phase will include specific tasks such as "Install CAT6A cables in City Hall" with a duration of 10 days.
- Please reference the Plan of Execution on page 8.

City Staff Collaboration:

- Specific tasks from City staff will include providing existing infrastructure information, facilitating access to sites, and participating in validation of the installation. City staff will also be involved in the approval process of the as-built documentation. NetXperts staff will be responsible for the execution of the project, with City staff providing oversight and feedback.
 - City staff will be integral during the planning phase to provide insights into the current challenges and future needs.

Innovative and Creative Approaches:

- NetXperts proposes the use of advanced cable management systems that not only organize cables but also simplify future maintenance. We will explore the use of environmentally friendly materials and processes. Innovative labeling solutions such as RFID tags could be employed for easy identification and management of the network infrastructure.
 - NetXperts proposes the use of biodegradable materials for all non-permanent installations to support environmental sustainability.

Recruitment and Retention of Former City Employees:

- If selected, NetXperts will reach out to displaced former employees of the City for potential recruitment. Our human resources policies will include proactive recruitment strategies, fair hiring practices, and competitive benefits to retain such individuals. We will also offer training and development programs to ensure that these employees can thrive in their new roles with NetXperts.

NetXperts is committed to delivering a high-quality project that meets all the City's requirements while ensuring efficiency, safety, and superior performance. We look forward to the possibility of working with the City of Costa Mesa and contributing to its technological advancement.

Plan of Execution

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It is our plan to conduct this installation with a total of (4) installers and (1) site Foreman. It will be the role of installers to install all Cat6A cable to specified locations, Pathway, rack build out of patch panels and wire managers, along with testing, termination, and labeling of all locations. The role of the site foreman will be to coordinate work areas with the customer and crew of installers to ensure as minor impact as possible during business hours. Site foreman will also be responsible for documenting all new Pathway and existing pathway used to bring cable from IDF/MDF to its final location. Site foreman will coordinate with customers for staging of material as well as inventory of material to site to ensure all material is available that is needed for each day. The Site Foreman will be responsible for documenting and communicating all progress or delays onsite and troubleshooting any issues that may occur during installation. Site foreman will be on site daily with crew to ensure all aspects of install are to schematic and execution of timeline is adhered to. Crew and foreman will be onsite each day at expected start time and will work a full 8-hour day onsite. Site foreman will complete a daily site report at the end of each day to document progress of each day. Work will be started and completed in a uniform manner starting and completing each work location before moving on to the next with the exception of being relocated by the customer.

Execution of work is as follows:

City Hall: City Hall will be executed in a total of 50 workdays 10 days per floor. We will use 4 installers per floor as we believe this will be the best way of execution during customers' working hours. This allows the workforce needed to meet our timeline while not overcrowding the customers work area. We will start and complete one floor at a time completing termination, testing, and labeling of each floor before moving onto the next.

Each floor will be executed as follows:

- Day 1: Staging of Material to customer specified location / investigation of pathway / Demo and installation of ceiling pathway as needed.
- Day 2: Continue install of pathway to specified locations Day 3: Complete installation of all pathways
- Day 4: Demo of all old network Cable / Install of new Cat6A cable to customer specified locations
- Day 5: Continue Demo / Install of Cat6 Cable to customer specified locations
- Day 6: Install of new Cat6A cable to Customer Specified locations / routing of cable to cubicles and workstations
- Day 7: Termination of all workstations and Cubicles
- Day 8: Continue termination of workstations and cubicles / mounting of patch panels and wire manager in IDFs / Termination of cables in IDF

- Day 9: Complete termination of IDFs / Testing
- Day 10: Testing and Labeling of IDF and Face plates

Fire Station: Each Fire Station will be executed in a 4-day time frame with a crew of (4) working 8 hours a day. Each fire station will be completed before moving on to the next. The following schedule will be adhered to:

- Day 1: Staging of material / demo of old cabling / install of conduit and pathway
- Day 2: Complete pathway install / Start install of Cat6A Cable to specified locations
- Day 3: Complete Cat6A cabling / Termination of IDF and locations
- Day 4: Testing and Label of all cabling at IDF and workstation locations

Police Station: Police station will be executed in (5) days. With a crew of (4) working (8) hour shifts. Police station will be completed before moving onto the next site. We will be working with the understanding this site is of a high security level and will need to be treated as such. The following schedule will be adhered to.

- Day 1 and 2: Staging of material to customer specified location / demo of old cabling / install of pathway and conduit to Verkada camera locations and workstations
- Day 3: Start install of Cat6A cabling
- Day 4: Complete Cabling / mounting of Cameras / mounting of TV in watch commanders' office
- Day 5: Dressing of Cables at rack / termination of all locations at location side and IDF/ testing and labeling of IDF and all locations

Police west Substation: Police west Substation will be executed in (5) days. With a crew of (4) working (8) hour shifts. Police west substation will be completed before moving onto the next site. We will be working with the understanding this site is of a high security level and will need to be treated as such. The following schedule will be adhered to.

- Day 1 and 2: Staging of material to customer specified location / demo of old cabling / install of pathway and conduit / start install of Cat6A cabling
- Day 3: Continue install of Cat6A cabling
- Day 4: Complete Cabling / start termination of workstation locations / Mounting of patch panels and termination of IDF / Dressing of Cables at rack / Terminations both at location and IDF side. Labeling of all locations
- Day 5: Continue and complete all terminations / Labeling / Testing

Communications Building: Will be executed in (8) days. With a crew of (4) working (8) hour shifts. We understand the Communications bldg. is a high call volume bldg. And calls are of the most importance as they are emergency 911 calls and dispatch. We understand this

building is operating 24 hours a day and work areas must be coordinated. The Following work schedule will be adhered to.

- Day1: Staging material and coordinating work areas within the Comm Bldg./ demoing of cable / install of pathway to specified locations
- Day 2: Continue pathway installation
- Day 3: Start Installation of Cat6A cable
- Day 4: Continue Install of Cat6A
- Day 5: Complete install of Cat6A / Build out of rack with wire managers and patch panels / dressing of cable / start Termination on locations and IDF
- Day 6: Continue terminations
- Day 7: Complete terminations and start labeling schematic
- Day 8: Complete labeling and test all locations

Senior Center: Will be executed in a (7) daytime frame with a total of (4) crew working (8) hour shifts. Crew will be working between the hard lid ceiling and T-grid. The following work schedule will be adhered to.

- Day 1: Staging of material to customer specified area / investigation of pathway in hard lid ceiling / investigation of pathway in T-grid / start install of required pathway
- Day 2: Continue pathway installation / start install of Cat6A
- Day 3: Continue installation of Cat6A / build out rack with wire managers and patch panels Day 4: Complete Cabling of Cat6A
- Day 5: Dress cable into IDF and terminate onto patch panel / start termination of locations Day 6: Complete termination and labeling
- Day 7: Testing of all cables

Neighborhood Community Center NHCC: Will be executed in (5) days with a crew of (4) installers working (8) hour shifts. Work will be coordinated with the facility to gang access to locations needed and around any events taking place. The following work schedule will be adhered to.

- Day 1 and 2: Staging of material to customer specified location / demo of old cabling / install of pathway and conduit / start install of Cat6A cabling
- Day 3: Continue install of Cat6A cabling
- Day 4: Complete Cabling / start termination of workstation locations / Mounting of patch panels and termination of IDF / Dressing of Cables at rack / Terminations both at location and IDF side. Labeling of all locations
- Day 5: Continue and complete all terminations / Labeling / Testing

Recreational Center: Will be executed within (7) days with a total of (4) installers working 8-hour shifts. Work will be coordinated with the facility to gang access to locations needed and around any events taking place. The following work schedule will be adhered to.

- Day 1: Staging of material to customer specified area / investigation of pathway in hard lid ceiling / investigation of pathway in T-grid / start install of required pathway
- Day 2: Continue pathway installation / start install of Cat6A
- Day 3: Continue installation of Cat6A / build out rack with wire managers and patch panels Day 4: Complete Cabling of Cat6A
- Day 5: Dress cable into IDF and terminate onto patch panel / start termination of locations Day 6: Complete termination and labeling
- Day 7: Testing of all cable

Corp Yard: The Corp Yard will be executed within (5) days with a total of 4 crew members, working 8-hour shifts. Work will be performed between hard lid and open space areas. Crew will take caution as they will be working in active mechanic bays as well as open yards. The following work schedule will be adhered to.

- Day 1 and 2: Staging of material to customer specified location / demo of old cabling / install of pathway and conduit / start install of Cat6A cabling
- Day 3: Continue install of Cat6A cabling
- Day 4: Complete Cabling / start termination of workstation locations / Mounting of patch panels and termination of IDF / Dressing of Cables at rack / Terminations both at location and IDF side. Labeling of all locations
- Day 5: Continue and complete all terminations / Labeling / Testing

Qualifications & Experience

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NetXperts Qualifications

NetXperts distinguishes itself in the field of CAT6A Structured Cabling and Verkada Camera Installation Services through several key strengths:

Long-Standing Industry Presence: With over 26 years of experience, NetXperts has an established history of adapting to the evolving technological landscape. This extensive experience underscores a deep understanding of the nuances involved in structured cabling and security system installations, ensuring that all projects are executed with an expert touch grounded in decades of knowledge.

Expert In-House Team: Unlike many competitors who may rely on subcontractors, NetXperts boasts a dedicated in-house team of low voltage cabling specialists. This allows for a higher degree of control over the quality of work, project timelines, and ensures that all installations adhere to the highest industry standards. An in-house team also facilitates a more cohesive work environment, fostering a culture of accountability and excellence.

Hyperlocal Focus: The proximity of NetXperts' Ontario, California office and the dedicated project team to the City of Costa Mesa ensures a hyperlocal focus. With all team members located within a 1.5-hour radius, NetXperts can offer unmatched response times and personal attention to the Costa Mesa project. This local presence not only allows for quick deployment and on-site support but also reflects NetXperts' commitment to understanding and serving the specific needs of the community.

Comprehensive Service Offering: NetXperts' service offering encompasses the entire lifecycle of CAT6A structured cabling and camera installation projects. From the initial assessment and design to installation, testing, certification, and ongoing support, NetXperts ensures a seamless and comprehensive service experience. By handling all aspects of the project in-house, NetXperts eliminates the typical fragmentation that can occur when multiple subcontractors are involved.

Commitment to Client-Centric Delivery: The dedication to serving the City of Costa Mesa's specific needs is a hallmark of NetXperts' approach. By assigning a team that is exclusively focused on the Costa Mesa project, NetXperts demonstrates a client-centric delivery model that is tailored to meet and exceed the City's expectations. This commitment is reflected in their responsive communication, tailored solutions, and a strong emphasis on client satisfaction.

Quality Assurance and Warranty: NetXperts stands behind its work with robust quality assurance processes and a warranty that demonstrates confidence in its service and installation quality. The combination of an experienced in-house team and a strong

warranty offers peace of mind to clients, knowing that their investment is protected and supported by a company that prioritizes quality and reliability.

By capitalizing on these strengths, NetXperts not only brings a wealth of experience and expertise to the table but also offers the advantages of a dedicated, local team that is committed to delivering superior service for the City of Costa Mesa's CAT6A and Verkada Camera Installation project.

NetXperts Experience

NetXperts' unique qualifications and extensive experience make it an ideal candidate to fulfill the City of Costa Mesa's RFP for CAT6 Structured Cabling and Verkada Camera Installation Services. With more than 26 years of operational history, NetXperts has developed a robust portfolio of services and a deep commitment to excellence, highlighted by the following:

Industry Experience and Certification: NetXperts' longevity in the industry is complemented by its team of certified professionals who possess a wide-ranging skill set in cutting-edge technologies and best practices. This team is composed primarily of senior certified network engineers who have not only maintained but evolved their expertise in line with technological advancements.

Wide-Ranging Expertise: NetXperts expertise spans crucial areas for modern infrastructure projects, including cybersecurity, enterprise networking, managed services, wireless LAN design, data center operations, IoT, low voltage cabling, fiber optics, video surveillance, and core infrastructure design and implementation.

High-Profile Projects: NetXperts has successfully managed significant projects and currently provides managed IT services for notable entities such as San Francisco Airport, Salesforce Transit Center, and various government and educational institutions in California. This experience with high-exposure projects demonstrates NetXperts' capability to manage complex and large-scale installations and service delivery with finesse. Example of project similar to the requirements of Costa Mesa (see more under Appendix C, Company Profile and References):

Eastern Municipal Water District

SOW: Network Services and Voice Cabling Installation Services
Michael Wayment, (951) 928-3777 x4317

Peralta Community College District

SOW: NetXperts executed the design and upgrade of VoIP, Wi-Fi, Network, SMART Classrooms, SMART Locks, and fiber/copper infrastructure across three Peralta College campuses.
Daniel Park, 510.587.7850

City of West Hollywood

SOW: Fiber and Wireless Network Infrastructure Expansion and Network Managed Services

Deryck Santos, 323.848.6477

Rapid Response and Local Presence: With a headquarters in Walnut Creek, California, a branch office in Ontario, and engineers stationed throughout the state, NetXperts guarantees 24-hour response times, ensuring prompt service and support. This local presence is critical for the timely and efficient resolution of any issues that may arise during the project's lifecycle.

Continuous Improvement and Training: NetXperts emphasizes continuous learning and cross-training of its staff to minimize downtime caused by staff turnover. This commitment to professional development ensures that their team is proficient with the latest equipment and procedures.

Customer Service Excellence: NetXperts' customer-centric philosophy is evidenced by its receipt of the Customer Service Award from Cisco. The company's dedication to resolving critical issues on the same day it underscores its commitment to exceed customer service expectations consistently.

Project Management Excellence: The provision of a dedicated senior-level Project Manager for each project guarantees a single point of contact for streamlined communication and quick response. NetXperts' project approach follows the PPDIIO methodology—Prepare, Plan, Design, Implement, Operate, and Optimize—ensuring that every phase of the project is executed with meticulous attention to detail and a focus on customer satisfaction.

Community Involvement: NetXperts is also dedicated to community support and participation, engaging in various charitable and civic activities, further cementing its reputation as a responsible and committed local business.

These qualifications collectively showcase NetXperts' unique capability to provide high-quality services for the Scope of Work outlined by the City of Costa Mesa, not only meeting the technical and operational requirements but also aligning with community values and customer service excellence.

Key Personal

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Dedicated Costa Mesa Team

For the City of Costa Mesa CAT6A Structured Cable and Verkada Camera Installation Services, NetXperts will assign a dedicated team of experienced professionals, each with a clear role and defined responsibilities to ensure the project's success. The key staff members and their functions are as follows:

Zach Baldry, Project Director

- Zach will oversee the projects with meticulous attention to detail, from initial planning to successful execution.
- Ensure that all Verkada camera systems installations meet the highest quality standards, and facilitate effective communication and coordination among all stakeholders.
- Implement project management best practices, optimizing resources and timelines.

Fabian Bautista, Project Manager

- Fabian will oversee the entirety of the low voltage cabling project segment.
- Ensures that CAT6A structured cabling installation complies with industry standards and local codes.
- Manages the procurement process for all necessary cabling materials.
- Supervises testing and certification to guarantee the performance of the installed cables.

Michael Tinsley, Site Foreman

- Michael will manage on-site operations, including team organization, scheduling, and direct supervision of installation tasks. Will uphold safety standards and efficiency on the job site.

In-House Installers Structured Cable Technician & Service Technician

- Performs technical tasks such as cable pulling, termination, and installation of cable management systems.
- Conducts comprehensive testing of cable infrastructure and leads troubleshooting efforts.

Each team member has been chosen for their proven expertise, commitment to quality, and ability to work collaboratively to meet the City of Costa Mesa's needs. With this team, NetXperts is confident in its ability to deliver a successful project that meets all the specified requirements and exceeds client expectations.

ZachBaldry

Operations and Project Leader

Profile

Accomplished Operations and Project Leadership professional with extensive experience in overseeing high-value projects and enhancing operational processes. Demonstrated ability to lead cross-functional teams, manage budgets, and drive project completion from conception to delivery. Expert in Construction Management, BIM Coordination, and Network Communications with a strong commitment to operational excellence.

Core Skills

- Construction Management
 - BIM Coordination
 - Structured Cabling Systems
 - Access Control and Security
 - Network and VOIP Communications
 - Audio/Video Installation
 - Project Management
 - Operations Optimization
 - Team Leadership and Development
 - Budget Management and Cost Control
 - SOP Development and Implementation
 - Microsoft 365 Administration
 - Low Voltage Systems and Lighting Controls
-

Professional Experience

Project Director

NetXperts Inc., Ontario, CA | 03/2023 - Present

- Directs a portfolio of projects with values ranging from \$100K to \$13+MM.
- Designs project plans that align with client objectives, ensuring successful outcomes.
- Cultivates a collaborative environment, mentoring project managers and staff.
- Manages resource allocation and staffing, contributing to the company's strategic goals.
- Delivers regular project updates and communicates effectively with stakeholders.

Director of Operations, Visional, Huntington Beach, CA | 11/2021 - 03/2023

- Spearheaded business growth strategies, increasing profitability and operational efficiency.

- Streamlined operations through the development and enforcement of SOPs.
- Fostered strong client and vendor relationships, contributing to sustained business expansion.
- Led IT infrastructure initiatives, enhancing company-wide technological capabilities.

Operations Manager, Haldeman Homme Inc., Costa Mesa, CA | 02/2021 - 11/2021

- Managed over 50 team members, overseeing \$4+MM in annual labor installations.
- Maintained stringent project schedules, documentation, and billing processes.
- Facilitated smooth transitions from bid process to owner turnover alongside general contractors.
- Launched and led the company's Northern California division to operational success.

Field Operations Manager, Westview Productions, Burbank, CA | 11/2013 - 02/2021

- Significantly grew annual revenue from \$250K to \$12MM during tenure.
- Sustained and nurtured key account relationships to support business growth.
- Ensured timely project completion by overseeing and supporting project management teams.
- Conducted regular site visits, upholding industry standards and regulatory compliance.

Project Spotlight

- San Diego International Airport, San Diego, CA
- Aligned Data Center, Phoenix, AZ
- Nature Research Center, Raleigh, NC
- San Francisco International Airport, San Francisco, CA
- Special Olympics USA Games 2022, Orlando, FL
- The Denver Center for the Performing Arts, Denver, CO
- World of Coca-Cola, Atlanta, GA
- Aquarium at the Boardwalk, Branson, MO

Certifications

- Entertainment Technician Certification Program - Theatre Rigging | Since 04/2010
- OSHA - 30 | Since 02/2021

Michael T. Tinsley

Structured Cable Technician & Service Technician

Professional Summary

Dedicated and skilled Structured Cable Technician with over 15 years of experience specializing in large-scale projects and service operations for educational facilities, medical institutions, and high-profile retail clients. Adept at leading projects and managing cross-functional teams to deliver exceptional results. Committed to excellence in service and adhering to safety standards.

Professional Experience

Site Foreman, NetXperts

- Led site evaluations, created material lists, and scheduled projects for large-scale cabling endeavors.
- Managed onsite crews, ensuring adherence to codes, customer specifications, and safety protocols.
- Coordinated closely with clients and vendors, optimized material costs, and maintained project timelines.
- Biggest Project to Date: LAUSD LAN Upgrade E-Rate
 - Spearheaded wireless AP installations and infrastructure enhancements across various schools.
 - Managed comprehensive build-outs of communication rooms and coordinated with city and district officials.

Lead Installation Technician, Progressive Communications

- Executed nationwide installations for Philips medical systems and trained staff on new equipment.

Service Technician, West Coast Voice & Data

- Troubleshoot networking and phone line issues, managed T-1 extensions, and IT closet organization for a national bank chain.

Lead Tech for Apple Retail Stores, Element DataComm

- Managed IT and AV rack swaps and complete voice & data installation for new Apple store locations.
-

Skills & Technical Proficiencies

- CAT5, CAT6, and Fiber optic installations
- Expertise in coaxial cable installation and termination
- Proficient with 66 Block, 110 patch panels, and RJ45 terminations

- Skilled in device patching, switch resets, and remote support operations
 - Knowledgeable in 3M fire stopping, GRC & EMT conduit installations
 - Adept in J-hook pathway installation and structured cable management
 - Competent with Bogen systems, POE camera systems, and AP installations
 - Experienced in manlift operation, wire mold installation, and power pull installations
-

Administrative Skills

- Proficient in Microsoft 360 and Google Drive
 - Skilled in the creation of Statements of Work (SOW) and Bills of Materials (BOM)
 - Experienced in job and site scheduling, conducting site walks, and managing virtual meetings
 - Adept at RFI submittals, schematic interpretation, and blueprint analysis
-

Certifications

- Leviton (2011), ICC (2009), Asbestos and Lead (2007)
 - Man lift (2008), Lucent Structured Cabling (2006)
 - Bogen (2005), Philips Patient Monitoring (2012)
-

Education

- Millikan High School, Long Beach, CA — 3.5 GPA
- Long Beach Community College, Long Beach, CA — 3.0 GPA General Studies

Cost Proposal & Appendix

NETXPERS

Cost Proposal Form/Sample

THIS SHEET MUST BE RETURNED WITH BID FOR EACH OF SITE.

It is the intent of the City to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the City's actual requirements.

Firm Name: NetXperts, LLC

Labor Total \$435,344.64

Materials Total \$321,271.20

<u>Reference NetQ20630 Attached for</u>	\$ _____
<u>materials and labor breakdown.</u>	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

GRAND TOTAL: \$794,014.36

Options/Comments: _____

Estimated Date of Delivery: TBD

Proposal Expiration Date: 06/01/2024

Standard Labor rate for as needed basis Single Mode Fiber install: \$92.50 per hour per Installer

Standard Labor rate for as needed basis network drop: \$92.50 per hour per Installer

Standard Labor rate for as needed basis Verkada install: \$92.50 per hour per Installer



1777 Botelho Drive, Suite 102,
Walnut Creek, CA 94596

Tel : 925-806-0800 Fax : 925-806-0899

QUOTE

Date	NETQ#	Sales Rep.
11.08.2023	NETQ20630	ngretowski

Quote To
City of Costa Mesa Mike Fuentes 77 Fair Drive Costa Mesa, CA 92626 mike.fuentes@costamesaca.gov 714-754-531

Bill To
City of Costa Mesa Mike Fuentes 77 Fair Drive Costa Mesa, CA 92626 mike.fuentes@costamesaca.gov 714-754-531

CITY OF COSTA MESA - NETWORK WIDE CABLING REFRESH

Net 30

Part Number	Description	Qty	Unit Price	Ext. Price
Cabling Materials				
760107268	760107268 SYSTIMAX®360™ GigaSPEED® X10D 2091B Category 6a Plenum, 4 Pair Cable, White, 1000Ft WE TOTE®Box	300	\$678.50	\$203,550.00
6110G-RY6	eXtreme Cat 6a QuickPort Connector Quickpack, Yellow	1,500	\$10.47	\$15,705.00
6110G-RW6	eXtreme Cat 6a QuickPort Connector Quickpack, White	1,500	\$10.47	\$15,705.00
VDV826-764	Pass-Thru®,ç Modular Data Plugs, RJ45-CAT6A, UTP 200-Pack	1	\$103.10	\$103.10
41091-2WN-LEV	LEVITON 41091-2WN 2 PORT MIDSIZE NYLON FPLTE WHT	750	\$2.07	\$1,552.50
49255-L48-LEV	LEVITON 49255-L48 48PORT QUICKPORT PP WITH MAGNIFYING LENS LABEL HLDR	25	\$104.02	\$2,600.50
49255-H24-LEV	LEVITON 49255-H24 24P HD QUICKPORT PATCH PANEL	10	\$37.49	\$374.90
CAT6A-03-BLB	Copper Patch Cables, 3 ft., Blue, Cat 6A	3,000	\$4.77	\$14,310.00
WMP1E	PatchLink™ Horizontal Dual-Sided Manager, 2RU, 8.9 in. Depth	24	\$59.28	\$1,422.72
WMPLFSE-PAN	PANDUIT WMPLFSE WIREMANAGER 1U PANEL 2" DUCT	6	\$53.19	\$319.14
31-340	IDEAL INDU 31-340 PULL-LINE BUCKET 6500'	2	\$59.17	\$118.34
CAT21HP4Z34	CADDY® CAT HP J-Hook Assembled to Multi-Function Clip, 1/4 in. Rod or #12 thru #8 Wire Mount	200	\$5.75	\$1,150.00
2-EMT	Electroplated Steel EMT Conduit, 2 in.	30	\$51.75	\$1,552.50
2-EMT CLAMPS	Emt 2in Unistrut clamps	75	\$3.62	\$271.50
14G-STRUT	10 ft. 14-Gauge Silver Electro-Galvanized Strut Channel	100	\$8.10	\$810.00
2-EMT SPLICE	2" splice connectors emt	75	\$2.88	\$216.00
2E+90	2E90 2" EMT 90° ELBOW	10	\$40.25	\$402.50
ARLEMT200	ARLEMT200 EMT INSULATING BUSHING, 2", NON-METALLIC	50	\$2.59	\$129.50
2-COUPLING	2" threaded coupling with lock ring	25	\$110.84	\$2,771.00

Part Number	Description	Qty	Unit Price	Ext. Price
HOFFMAN ASG6X6X6NK	HOFFMAN ASG6X6X6NK PULL BOX 6.00X6.00X6.00	10	\$28.75	\$287.50
2400BC-FW	2400 wire mold 5FT WITH cover	100	\$3.51	\$351.00
V2411M	2400 flat 90	150	\$8.86	\$1,329.00
V2410C	2400 t grid cap	100	\$12.54	\$1,254.00
V2406	2400 splice connectors	250	\$27.49	\$6,872.50
2418M-FW	2400 inside 90	50	\$7.76	\$388.00
MISC	Misc. material	1	\$5,750.00	\$5,750.00
CONTINGENCY	Contingencies	1	\$34,500.00	\$34,500.00
SubTotal				\$313,796.20
Special Equipment				
RENTAL	Scissor Lift Rental	1	\$7,475.00	\$7,475.00
SubTotal				\$7,475.00
Professional Services				
NPS	Installation Labor	1	\$316,144.64	\$316,144.64
NPS	Project Management	1	\$80,000.00	\$80,000.00
NPS	Mobilization	1	\$39,200.00	\$39,200.00
SubTotal				\$435,344.64

SubTotal	\$756,615.84
Tax	\$24,898.52
Shipping	\$12,500.00
Total	\$794,014.36

Terms & Conditions of this Proposal: All orders will be placed upon receipt of signed purchase order or a signed contract between NetXperts and customer. Such purchase order or contract will be subject to any governing law. All hardware is warranted per manufacturer's published warranty only, unless an NetXperts Service Contract has been purchased. This order may be subject to: sales tax, VAT, duty and freight charges even if not noted on this quote. Terms for Hardware, Software are Net 30. Invoices exceeding 30 days will be assessed a 2% fee per month until paid. FOB Origin; Title passes at origin, and buyer has total responsibility over the goods while in shipment.



**VENDOR APPLICATION FORM
FOR**

RFP No. 24-03 CAT6A Structured Cable and Verkada Camera Installation Services

TYPE OF APPLICANT: NEW CURRENT VENDOR

Legal Contractual Name of Corporation: NetXperts, LLC

Contact Person for Agreement: Harrison Jones

Title: Account Director E-Mail Address: hjones@netxperts.com

Business Telephone: (925) 806-0800 Business Fax: (925) 806-0899

Corporate Mailing Address: 1777 Botelho St., Suite 102

City, State and Zip Code: Walnut Creek Ca 94596

Contact Person for Proposals: Jen Kniland

Title: Director E-Mail Address: jkniland@netxperts.com

Business Telephone: (925) 806-0800 Business Fax: (925) 806-0899

Is your business: (check one)

NON PROFIT CORPORATION FOR PROFIT CORPORATION

Is your business: (check one)

CORPORATION LIMITED LIABILITY PARTNERSHIP
 INDIVIDUAL SOLE PROPRIETORSHIP
 PARTNERSHIP UNINCORPORATED ASSOCIATION

Names & Titles of Corporate Board Members

(Also list Names & Titles of persons with written authorization/resolution to sign contracts)

Names	Title	Phone
Tim Femister	CEO	(909) 303-0569
Neil Wada	President	(909) 912-9227
Jennifer Nordine	Director	(925) 895-3358

Federal Tax Identification Number:  _____

City of Costa Mesa Business License Number: Will obtain and provide upon award of contract.

(If none, you must obtain a Costa Mesa Business License upon award of contract.)

City of Costa Mesa Business License Expiration Date: _____

EX PARTE COMMUNICATIONS CERTIFICATION

Please indicate by signing below one of the following two statements. **Only sign one statement.**

I certify that Proposer and Proposer’s representatives have not had any communication with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services at any time after **October 12, 2023**.

Jen Kniland

Signature

Date: 11/7/2023

Jen Kniland

Print

OR

I certify that Proposer or Proposer’s representatives have communicated after **October 12, 2023** with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services. A copy of all such communications is attached to this form for public distribution.

Signature

Date: _____

Print

DISQUALIFICATION QUESTIONNAIRE

The Contractor shall complete the following questionnaire:

Has the Contractor, any officer of the Contractor, or any employee of the Contractor who has proprietary interest in the Contractor, ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of a violation of law or safety regulation?

Yes _____ No

If the answer is yes, explain the circumstances in the following space.

DISCLOSURE OF GOVERNMENT POSITIONS

Each Proposer shall disclose below whether any owner or employee of Contractor currently hold positions as elected or appointed officials, directors, officers, or employees of a governmental entity or held such positions in the past twelve months. List below or state "None."

None. 

COMPANY PROFILE & REFERENCES

Company Legal Name:

Company Legal Status (corporation, partnership, sole proprietor etc.): NetXperts, LLC

Active licenses issued by the California State Contractor's License Board: 1099498

Business Address: 1777 Botelho Street, Suite 102

Website Address: www.netxperts.com

Telephone Number: (925) 806-0800

Facsimile Number: (925) 806-0899

Email Address: jkniland@netxperts.com

Length of time the firm has been in business: 26+ Years

Length of time at current location: 15 Years

Is your firm a sole proprietorship doing business under a different name: ___ Yes No

If yes, please indicate sole proprietor's name and the name you are doing business under:

Federal Taxpayer ID Number: XXXXXXXXXX

Regular Business Hours: 8am - 6pm

Regular holidays and hours when business is closed: NetXperts has 24/7/365 NOC available to all our managed service customers.

Contact person in reference to this solicitation: Harrison Jones

Telephone Number: (925) 806-0800

Facsimile Number: (925) 806-0899

Email Address: hjones@netxperts.com

Contact person for accounts payable: Dylan Sanchez

Telephone Number: (925) 806-0800 ext. 161

Facsimile Number: (925) 806-0899

Email Address: dsanchez@netxperts.com

Name of Project Manager: Zach Baldry

Telephone Number: (925) 806-0800

Facsimile Number: (925) 806-0899

Email Address: zbdry@netxperts.com

COMPANY PROFILE & REFERENCES (Continued)

Submit the company names, addresses, telephone numbers, email, contact names, and brief contract descriptions of at least three clients, preferably other municipalities for whom comparable projects have been completed or submit letters from your references which include the requested information.

Company Name: City of West Hollywood

Contact Name: Deryck Santos

Contract Amount: \$1M+

Email: dsantos@weho.org

Address: 8300 Santa Monica Boulevard West Hollywood, CA 90069

Brief Contract Description: NetXperts has provided low voltage calbing, networking and more since 2019.

Company Name: Eastern Municipal Water District

Telephone Number: (951) 928-3777 x4317

Contact Name: Michael Wayment

Contract Amount: \$500,000

Email: waymentm@emwd.org

Address: 2270 Trumble Rd, Perris, CA 92570

Brief Contract Description: Network Services and Voice Cabling Installation Services

Company Name: Lake Tahoe Unified School District

Telephone Number: (530) 541-2850 x222

Contact Name: Sean Colt, Director of Technology

Contract Amount: \$430,000

Email: scoltt@ltusd.org

Address: 1021 Al Tahoe Blvd, South Lake Tahoe, CA 96150

Brief Contract Description: District WFI Upgrade including all low voltage cabling.

Company Name: West Contra Costa USD

Telephone Number: (510) 231-1120

Contact Name: Tracey Logan

Contract Amount: \$2M

Email: Tracey.Logan@wccusd.net

Address: 1108 Bissell AVE. Richmond, CA

Brief Contract Description: District Wide Network infrastructure & extend wireless coverage upgrade.

Company Name: Vallejo City Unified School District

Telephone Number: 707-556-8921, Ext. 50116

Contact Name: Tina Corona-Geringer, Lead Network Technician

Contract Amount: \$300,000

Email: tcorona@vcusd.org

Address: 65 Walnut Ave. Vallejo, CA 94592-1177

Brief Contract Description: Local Area Network Infrastructure Upgrades: Low Voltage Calbing

Cost Proposal Form/Sample

THIS SHEET MUST BE RETURNED WITH BID FOR EACH OF SITE.

It is the intent of the City to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the City's actual requirements.

Firm Name: NetXperts, LLC

Labor Total \$435,344.64

Materials Total \$321,271.20

<u>Reference NetQ20630 Attached for</u>	\$ _____
<u>materials and labor breakdown.</u>	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

GRAND TOTAL: \$794,014.36

Options/Comments: _____

Estimated Date of Delivery: TBD

Proposal Expiration Date: 06/01/2024

Standard Labor rate for as needed basis Single Mode Fiber install: \$92.50 per hour per Installer

Standard Labor rate for as needed basis network drop: \$92.50 per hour per Installer

Standard Labor rate for as needed basis Verkada install: \$92.50 per hour per Installer



1777 Botelho Drive, Suite 102,
Walnut Creek, CA 94596

Tel : 925-806-0800 Fax : 925-806-0899

QUOTE

Date	NETQ#	Sales Rep.
11.08.2023	NETQ20630	ngretowski

Quote To
City of Costa Mesa Mike Fuentes 77 Fair Drive Costa Mesa, CA 92626 mike.fuentes@costamesaca.gov 714-754-531

Bill To
City of Costa Mesa Mike Fuentes 77 Fair Drive Costa Mesa, CA 92626 mike.fuentes@costamesaca.gov 714-754-531

CITY OF COSTA MESA - NETWORK WIDE CABLING REFRESH

Net 30

Part Number	Description	Qty	Unit Price	Ext. Price
Cabling Materials				
760107268	760107268 SYSTIMAX®360™ GigaSPEED® X10D 2091B Category 6a Plenum, 4 Pair Cable, White, 1000Ft WE TOTE®Box	300	\$678.50	\$203,550.00
6110G-RY6	eXtreme Cat 6a QuickPort Connector Quickpack, Yellow	1,500	\$10.47	\$15,705.00
6110G-RW6	eXtreme Cat 6a QuickPort Connector Quickpack, White	1,500	\$10.47	\$15,705.00
VDV826-764	Pass-Thru®,ç Modular Data Plugs, RJ45-CAT6A, UTP 200-Pack	1	\$103.10	\$103.10
41091-2WN-LEV	LEVITON 41091-2WN 2 PORT MIDSIZE NYLON FPLTE WHT	750	\$2.07	\$1,552.50
49255-L48-LEV	LEVITON 49255-L48 48PORT QUICKPORT PP WITH MAGNIFYING LENS LABEL HLDR	25	\$104.02	\$2,600.50
49255-H24-LEV	LEVITON 49255-H24 24P HD QUICKPORT PATCH PANEL	10	\$37.49	\$374.90
CAT6A-03-BLB	Copper Patch Cables, 3 ft., Blue, Cat 6A	3,000	\$4.77	\$14,310.00
WMP1E	PatchLink™ Horizontal Dual-Sided Manager, 2RU, 8.9 in. Depth	24	\$59.28	\$1,422.72
WMPLFSE-PAN	PANDUIT WMPLFSE WIREMANAGER 1U PANEL 2" DUCT	6	\$53.19	\$319.14
31-340	IDEAL INDU 31-340 PULL-LINE BUCKET 6500'	2	\$59.17	\$118.34
CAT21HP4Z34	CADDY® CAT HP J-Hook Assembled to Multi-Function Clip, 1/4 in. Rod or #12 thru #8 Wire Mount	200	\$5.75	\$1,150.00
2-EMT	Electroplated Steel EMT Conduit, 2 in.	30	\$51.75	\$1,552.50
2-EMT CLAMPS	Emt 2in Unistrut clamps	75	\$3.62	\$271.50
14G-STRUT	10 ft. 14-Gauge Silver Electro-Galvanized Strut Channel	100	\$8.10	\$810.00
2-EMT SPLICE	2" splice connectors emt	75	\$2.88	\$216.00
2E+90	2E90 2" EMT 90° ELBOW	10	\$40.25	\$402.50
ARLEMT200	ARLEMT200 EMT INSULATING BUSHING, 2", NON-METALLIC	50	\$2.59	\$129.50
2-COUPLING	2" threaded coupling with lock ring	25	\$110.84	\$2,771.00

Part Number	Description	Qty	Unit Price	Ext. Price
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2400BC-FW	2400 wire mold 5FT WITH cover	100	\$3.51	\$351.00
V2411M	2400 flat 90	150	\$8.86	\$1,329.00
V2410C	2400 t grid cap	100	\$12.54	\$1,254.00
V2406	2400 splice connectors	250	\$27.49	\$6,872.50
2418M-FW	2400 inside 90	50	\$7.76	\$388.00
MISC	Misc. material	1	\$5,750.00	\$5,750.00
CONTINGENCY	Contingencies	1	\$34,500.00	\$34,500.00
SubTotal				\$313,796.20
Special Equipment				
RENTAL	Scissor Lift Rental	1	\$7,475.00	\$7,475.00
SubTotal				\$7,475.00
Professional Services				
NPS	Installation Labor	1	\$316,144.64	\$316,144.64
NPS	Project Management	1	\$80,000.00	\$80,000.00
NPS	Mobilization	1	\$39,200.00	\$39,200.00
SubTotal				\$435,344.64
			SubTotal	\$756,615.84
			Tax	\$24,898.52
			Shipping	\$12,500.00
			Total	\$794,014.36

Terms & Conditions of this Proposal: All orders will be placed upon receipt of signed purchase order or a signed contract between NetXperts and customer. Such purchase order or contract will be subject to any governing law. All hardware is warranted per manufacturer's published warranty only, unless an NetXperts Service Contract has been purchased. This order may be subject to: sales tax, VAT, duty and freight charges even if not noted on this quote. Terms for Hardware, Software are Net 30. Invoices exceeding 30 days will be assessed a 2% fee per month until paid. FOB Origin; Title passes at origin, and buyer has total responsibility over the goods while in shipment.

Cost Proposal Form/Sample

THIS SHEET MUST BE RETURNED WITH BID FOR EACH OF SITE. 75 CAMERA DROPS

It is the intent of the City to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the City's actual requirements.

Firm Name: IRM SYSTEMS

Labor Total \$ 76,663.06

Materials Total \$ 41,827.84

_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

GRAND TOTAL: \$ 118,490.90

Options/Comments: CITY TO PROVIDE CAMERAS, RMS CONDUIT & MOUNTING

Estimated Date of Delivery: 12/08/2023

Proposal Expiration Date: 11/08/2024

Standard Labor rate for as needed basis Single Mode Fiber install: 130.- HR

Standard Labor rate for as needed basis network drop: 130.- HR

Standard Labor rate for as needed basis Verkada install: 130.- HR

Cost Proposal Form/Sample

THIS SHEET MUST BE RETURNED WITH BID FOR EACH OF SITE. 1500 CAT6A DATA DROPS

It is the intent of the City to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the City's actual requirements.

Firm Name: RM SYSTEMS

Labor Total \$ 567,916.27

Materials Total \$ 520,997.18

_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

GRAND TOTAL: \$ 1,088,913.45

Options/Comments: 100% NEW, IF (E) IDF'S CAN BE USED WE CAN DEDUCT

Estimated Date of Delivery: 12/08/2023

Proposal Expiration Date: 11/08/2024

Standard Labor rate for as needed basis Single Mode Fiber install: 130. - HR

Standard Labor rate for as needed basis network drop: 130. - HR

Standard Labor rate for as needed basis Verkada install: 130. - HR



**VENDOR APPLICATION FORM
FOR**

RFP No. 24-03 CAT6A Structured Cable and Verkada Camera Installation Services

TYPE OF APPLICANT: NEW CURRENT VENDOR

Legal Contractual Name of Corporation: DLRM SYS

Contact Person for Agreement: DAVID K LANHAM

Title: PRINCIPAL E-Mail Address: DAVE@RMSYSTEMSINC.NET

Business Telephone: 714-984-1206 Business Fax: 714-984-1209

Corporate Mailing Address: 330 E ORANGETHORPE AVE SUITE F

City, State and Zip Code: PLACENTIA, CA, 92870

Contact Person for Proposals: DAVID K LANHAM

Title: PRINCIPAL E-Mail Address: DAVE@RMSYSTEMSINC.NET

Business Telephone: 714-984-1206 Business Fax: 714-984-1209

Is your business: (check one)

NON PROFIT CORPORATION FOR PROFIT CORPORATION

Is your business: (check one)

CORPORATION LIMITED LIABILITY PARTNERSHIP
 INDIVIDUAL SOLE PROPRIETORSHIP
 PARTNERSHIP UNINCORPORATED ASSOCIATION

Names & Titles of Corporate Board Members

(Also list Names & Titles of persons with written authorization/resolution to sign contracts)

Names	Title	Phone
DAVID K LANHAM	V.P.	714-448-3863
ROBERT Mc CLARY	V.P.	714-984-1206

Federal Tax Identification Number: 

City of Costa Mesa Business License Number: NONE (WILL GET)

(If none, you must obtain a Costa Mesa Business License upon award of contract.)

City of Costa Mesa Business License Expiration Date: _____

EX PARTE COMMUNICATIONS CERTIFICATION

Please indicate by signing below one of the following two statements. **Only sign one statement.**

I certify that Proposer and Proposer's representatives have not had any communication with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services at any time after **October 12, 2023**.



Signature

Date: 11/03/2023

DAVID K LATHAM

Print

OR

I certify that Proposer or Proposer's representatives have communicated after **October 12, 2023** with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services. A copy of all such communications is attached to this form for public distribution.

Signature

Date: _____

Print

DISQUALIFICATION QUESTIONNAIRE

The Contractor shall complete the following questionnaire:

Has the Contractor, any officer of the Contractor, or any employee of the Contractor who has proprietary interest in the Contractor, ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of a violation of law or safety regulation?

Yes _____ No X

If the answer is yes, explain the circumstances in the following space.

DISCLOSURE OF GOVERNMENT POSITIONS

Each Proposer shall disclose below whether any owner or employee of Contractor currently hold positions as elected or appointed officials, directors, officers, or employees of a governmental entity or held such positions in the past twelve months. List below or state "None."

NONE

COMPANY PROFILE & REFERENCES

Company Legal Name:

Company Legal Status (corporation, partnership, sole proprietor etc.): CORP

Active licenses issued by the California State Contractor's License Board: 835143, 1038192

Business Address: 330 E ORANGECREST AVE, SUITE F, PLACENTA, CA 92870

Website Address: WWW.RMSYSTEMSINC.NET

Telephone Number: 714-984-1206

Facsimile Number: 714-984-1209

Email Address: DAVE@RMSYSTEMSINC.NET

Length of time the firm has been in business: 26 YEARS

Length of time at current location: 20 YEARS

Is your firm a sole proprietorship doing business under a different name: ___ Yes No

If yes, please indicate sole proprietor's name and the name you are doing business under:

Federal Taxpayer ID Number: 81-5456603

Regular Business Hours: 6:00AM to 3:00PM

Regular holidays and hours when business is closed: XMAS, THANKSGIVING, NEW YEARS, VETERANS DAY, MEMORIAL DAY

Contact person in reference to this solicitation: DAVID K LANHAM

Telephone Number: 714-448-3863

Facsimile Number: 714-984-1209

Email Address: DAVE@RMSYSTEMSINC.NET

Contact person for accounts payable: ANDREA ERICSON

Telephone Number: 714-984-1206

Facsimile Number: 714-984-1209

Email Address: ANDREA@RMSYSTEMSINC.NET

Name of Project Manager: NICK ARBAMESCU

Telephone Number: 714-984-1206

Facsimile Number: 714-984-1209

EMAIL: NICK@RMSYSTEMSINC.NET

Email Address:

COMPANY PROFILE & REFERENCES (Continued)

Submit the company names, addresses, telephone numbers, email, contact names, and brief contract descriptions of at least three clients, preferably other municipalities for whom comparable projects have been completed or submit letters from your references which include the requested information.

Company Name: JUSD TELEPHONE: 714-943-2264

Contact Name: RAY PEREZ (IRVINE UNIFIED SCHOOL DISTRICT)

Contract Amount: OPEN & ONGOING HAVE DONE MILLIONS OF DOLLARS
UNDER CMR CONTRACT

Email: RAYPEREZ@JUSD.ORG

Address: 5050 BARRANCA PIWAY, IRVINE, CA 92604

Brief Contract Description: CMR CONTRACT FOR ADDING CAT6A CABLING &
PUBLIC ADDRESS, CLOCK COMBO ENDPOINTS IP, DATA CABLING INSTALLS

Company Name: GILBERT & STEARNS (ELECTRICAL CONTRACTOR)

Telephone Number: ~~GILBERT~~ & 714-742-5580

Contact Name: SCOTT KINGMILL (OWNER)

Contract Amount: VARIES FROM THOUSANDS TO OVER A MILLION

Email: SCOTT@GILBERT&STEARNS.COM

Address: 30304 ESPERANZA, RANCHO SANTA MARGARITA, CA 92688

Brief Contract Description: COMPLETE K-12 SCHOOL CONSTRUCTION, GES CONTACTS
RM SYSTEMS FOR ALL SYSTEMS, STRUCTURED CABLING CAT6A, HIGH SCHOOLS,
INTERMEDIATE & ELEMENTARY. HAVE COMPLETED A FIRE STATION IN NEWPORT
BEACH

Company Name:

Telephone Number: 714-679-5299

Contact Name: KYLE BROOKS NEWPORT-MESA UNIFIED SCHOOL DISTRICT

Contract Amount: VARIES 50K TO 100K DIRECT TO THE DISTRICT (OPEN P.O.)

Email: KBROOKSEN@NMUSD.US

Address: 2985 BEAR STREET, COSTA MESA, CA 92626

Brief Contract Description: OPEN P.O. DIRECT WITH DISTRICT, NUMEROUS CONSTRUCTION
PROJECTS FOR THE LAST 2 DECADES USUALLY CONTRACTED WITH ELECTRICAL
OR GENERAL CONTRACTORS

Company Name:

Telephone Number: 714-913-0410

Contact Name: HAMED MANDI

Contract Amount: 3 SCHOOLS TOTALING 1.2 MILLION

Email: HAMED@FARELECTRIC.COM

Address: P.O. BOX 18672, ANAHEIM, CA 92817

Brief Contract Description: PROVIDING ATLAS/1ED CLOCAL/SPEAKER ENPOINTS AND NEW STRUCTURED CABLING IN THREE SCHOOLS IN COMPTON U.S.D.

Company Name:

Telephone Number:

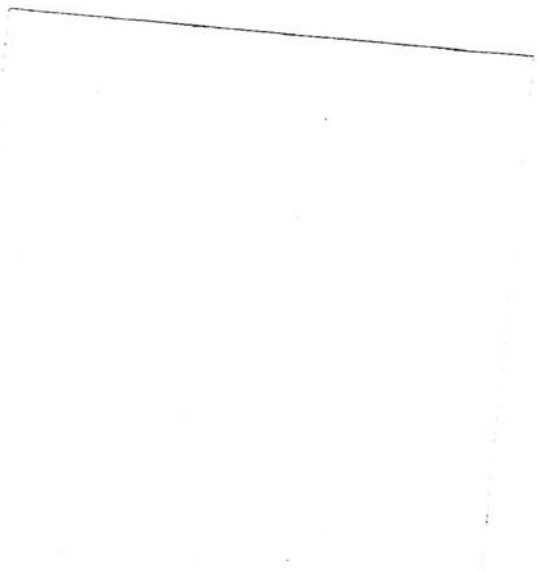
Contact Name:

Contract Amount:

Email:

Address:

Brief Contract Description:



R.M. SYSTEMS

Fire Alarm - Security - Intercom/Clock - Voice - Data

Phone: (714) 984-1206 - Fax (714) 984-1209

IBEW AFFILIATED CONTRACTOR

City of Costa Mesa Data RFP 24-03

We propose to install 1500 CAT6A data drops throughout the City of Costa Mesa. Including the 5 story City Hall, Corp Yard, 3 Community Centers, 5 Fire Stations, 3 PD Comm & Substations per the RFP and job walk.

We propose to install 75 CAT6E drops for cameras and 4-43" & 1-65" commercial quality display screens for monitors of cameras, including mounting to structure. Ceiling tile work to be done by others if it is found new larger screens are found to block the line-of sight view of watch commander locations and monitors must be recessed into ceiling as stated at the walk. It is our understanding that the City will be providing the cameras for RM Systems to install. If this is not the case, please provide model numbers and quantities and we will procure them.

The scope of this project and timeline is somewhat difficult since most buildings are occupied daily, others 24-7, and most can't be down for extended periods and some others require zero downtime. My plan would be to put as many people on the 5 story as the city is comfortable with and if conditions permit placing wire where possible without disturbing the existing cable in order to keep the existing drops online as long as possible. Something tells me the building isn't going to cooperate, but we need to be optimistic! I would think disturbing a floor or half a floor at a time, depending on layout, would be a good test and if it's found that the work is going well and generally being tolerated by City staff it could be decided to work multiple floors concurrently. This would take engagement from your staff and ours to adjust as needed if certain areas/departments are less than accepting of being disturbed. This would need to be addressed and a plan would need to be agreed on to move forward with that area 2nd shift, Saturday, Holidays, etc. We'll have to get creative. Your other buildings will have a similar concept but we're always willing to move faster if the opportunity presents itself. I assume the Fire Stations will accommodate the intrusion as long as it's brief and planned out.

We have come to understand schools and school districts have distinct and wildly varying personalities. I would assume, like them City Halls floors & departments have similar differences and these, as long as reasonable must be accommodated to some degree. With struggle comes progress.

My management staff including 3 project managers have been in Low Voltage System installation since the early 90's and a majority of that has been K-12 public schools throughout Southern CA. We work hard to keep our core field employees working even when it's slow and to that end haven't gone below 25 in many years even through covid. Being signatory to IBEW 441 has its benefits and Summer 2023 we had 65 field employees and are still at 55 as of today.

We have completed numerous Fastrack low voltage projects for Torrance USD, GGUSD, IUSD, ABC Unified, Saddleback Valley, Santa Ana USD, Magnolia SD, Newport Mesa USD, Capo USD, Compton USD and many others. Generally, the larger jobs go out to bid and we contract with either the General contractor or Electrician to install complete Structured Cabling Systems (Data), Fire Alarm, Intrusion, Access Control, IP Public Address/Clocks, Structured (think old fashioned) clock systems, Cameras, A/V systems, or any other systems that are specified and required for a complete and operational system. These jobs vary from a single building, complete ground up school, modernization of an existing school or anything in between. Some are phased and others are summer modernization projects that are more of a challenge to get done in time with all the other

R.M. SYSTEMS

Fire Alarm - Security - Intercom/Clock - Voice - Data

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IBEW AFFILIATED CONTRACTOR

trades that are ahead of our work. Keeping on task, making sure all materials are procured, on-hand, and that our workforce knows their responsibilities and our expectations of them is imperative to getting these sometimes-unreasonable timeframe jobs done for the customer.

Besides public schools we've done some municipal work. Tenant Improvements, board rooms, a fire station in Ontario and Newport Beach, a new school for the Orange County Department of Education.

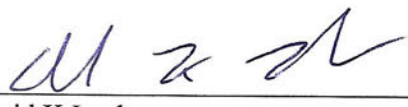
Our relationship with the customers is different depending on the district and how it's organized. Most have an open PO with us for T.I. work or repairs outside of Facilities lowest bid contracts. We tend to nurture the relationship at the Maintenance level and show that although we do want to make a profit, but we're in for the long game and future business instead of just winning the bid when we can and moving on or gouging and hoping no one catches it. To this end we recommend products that are proven and reliable and fit the need instead of what is the latest technology that is being pushed regardless of usefulness and functionality, some things just need to work and be reliable with ample headroom for the future. The hope is this will prove the product to the most knowledgeable hands-on group and they can push it upstairs for a recommendation to the design team or contract with us to design the system.

RM Systems is Leviton, Belden & CommScope certified for fiber and structured cabling although CommScope is teetering on Bankruptcy from what I've read.

I, David K Lanham am one of 2 principals of the company. I've ran RM Systems since 2017 it was established in 1998 by Bob McClary the other principal. Before RM I ran L&M Systems since 2001 doing the same exact work. We're not part of any lawsuit.

I don't generally write letters like this for a RFP or any other reason as I'm sure my writing and grammar skills have shown already. But after spending the day at what will go down as the longest job walk ever it seemed like a good fit for us to get this work done for the City. We're local, union, experienced and large enough to take it on with our crew of experienced managers, installers and technicians. You need a company that won't get bogged down and can roll with the field conditions and keep rolling.

Hopefully our price is competitive, our qualifications, and our understanding of the scope of work are acceptable and we can hash out the details if we satisfy the criteria. Thank you for the opportunity and good luck with your project regardless of the victor.

X 

David K Lanham

Date: 11/7/2023

R.M. SYSTEMS, INC.

Fire Alarm - Security - Intercom/Clock - Voice - Data

Phone: (714) 984-1206 - Fax (714) 984-1207

IBEW AFFILIATED CONTRACTOR

PARTIAL LIST OF COMPLETED PROJECTS

1. Bassett High School	Bassett Unified School District
2. Wagon Wheel Elementary School	Capistrano Valley Unified School District
3. Aliso Viejo Elementary School	Capistrano Valley Unified School District
4. Don Juan Avila Elementary School	Capistrano Valley Unified School District
5. Country Village Elementary School	Capistrano Valley Unified School District
6. Ladera Ranch Elementary School	Capistrano Valley Unified School District
7. Talega K-8	Capistrano Valley Unified School District
8. Canyon Vista Elementary School	Capistrano Valley Unified School District
9. Buena Park High School	Fullerton Joint Union High School District
10. Sunny Hills High School	Fullerton Joint Union High School District
11. Simmons E. S. Modernization	Garden Grove Unified School District
12. Monroe E. S. Modernization	Garden Grove Unified School District
13. Enders E. S. Modernization	Garden Grove Unified School District
14. Garden Park E. S. Modernization	Garden Grove Unified School District
15. Clinton Mendenhall Modernization	Garden Grove Unified School District
16. Hazard E. S. Modernization	Grove Unified School District
17. Lawrence E. S. Modernization	Garden Grove Unified School District
18. Mitchell E. S. Modernization	Garden Grove Unified School District
19. Peters K-3 Modernization	Garden Grove Unified School District
20. Skylark E. S. Modernization	Garden Grove Unified School District
21. Zeyen E. S. Modernization	Garden Grove Unified School District
22. Crosby E. S. Modernization	Garden Grove Unified School District
23. Morningside E. S. Modernization	Garden Grove Unified School District
24. Riverdale E. S. Modernization	Garden Grove Unified School District
25. Violette E. S. Modernization	Garden Grove Unified School District
26. La Quinta H. S. Modernization	Garden Grove Unified School District
27. Rancho Alamitos H. S. Modernization	Garden Grove Unified School District
28. Garden Grove H. S. Modernization	Garden Grove Unified School District
29. Fountain Valley High School	Huntington Beach Union High School District
30. Huntington Beach High School	Huntington Beach Union High School District
31. Oceanview High School	Huntington Beach Union High School District
32. Huntington Beach Adult School	Huntington Beach Union High School District
33. Bonita Canyon E. S. Modernization	Irvine Unified School District
34. Lakeside M. S. Modernization	Irvine Unified School District
35. Sierra Vista M. S. Modernization	Irvine Unified School District
36. Stone Creek E. S. Modernization	Irvine Unified School District
37. Stone Gate Elementary School	Irvine Unified School District
38. University High School	Irvine Unified School District
39. Woodbridge H. S. Modernization	Irvine Unified School District
40. Jeffery Trail Middle School	Irvine Unified School District
41. Cypress Village Elementary School	Irvine Unified School District
42. Portola Hills High School	Irvine Unified School District
43. Heritage Fields K-8 School	Irvine Unified School District
44. Cadence K-8 School	Irvine Unified School District
45. Eastwood Elementary School	Irvine Unified School District
46. Horace Ensign Middle School	Newport-Mesa Unified School District
47. College Park Elementary School	Newport-Mesa Unified School District
48. Sonora Elementary School	Newport-Mesa Unified School District
49. Killybroke Elementary School	Newport-Mesa Unified School District

R.M. SYSTEMS, INC.

Fire Alarm - Security - Intercom/Clock - Voice - Data

Phone: (714) 984-1206 - Fax (714) 984-1207

IBEW AFFILIATED CONTRACTOR

PARTIAL LIST OF COMPLETED PROJECTS

50. Mission Viejo High School	Saddleback Valley Unified School District
51. El Toro High School	Saddleback Valley Unified School District
52. Laguna Hills High School	Saddleback Valley Unified School District
53. Trabuco Hills H. S. Modernization	Saddleback Valley Unified School District
54. Saddleback H. S. Modernization	Santa Ana Unified School District
55. Wallace R. Davis Elementary School	Santa Ana Unified School District
56. Diamond Elementary School	Santa Ana Unified School District
57. Manuel Esqueda Elementary School	Santa Ana Unified School District
58. John C. Fremont Elementary School	Santa Ana Unified School District
59. Greenville Fundamental School	Santa Ana Unified School District
60. Carl Harvey Elementary School	Santa Ana Unified School District
61. Martin R. Heninger Elementary School	Santa Ana Unified School District
62. Andrew Jackson Elementary School	Santa Ana Unified School District
63. John F. Kennedy Elementary School	Santa Ana Unified School District
64. Dr. Martin Luther King Jr. Elementary School	Santa Ana Unified School District
65. James Russell Lowell Elementary School	Santa Ana Unified School District
66. James Madison Elementary School	Santa Ana Unified School District
67. Glenn L. Martin Elementary School	Santa Ana Unified School District
68. James Monroe Elementary School	Santa Ana Unified School District
69. Pio Pico Elementary School	Santa Ana Unified School District
70. Frederick Remington Elementary School	Santa Ana Unified School District
71. Roosevelt Elementary School	Santa Ana Unified School District
72. Santiago Elementary School	Santa Ana Unified School District
73. Jim Thorpe Fundamental Elementary School	Santa Ana Unified School District
74. George Washington Elementary School	Santa Ana Unified School District
75. Woodrow Wilson Elementary School	Santa Ana Unified School District
76. Gerald P. Carr Intermediate School	Santa Ana Unified School District
77. Douglas MacArthur Fundamental Intermediate School	Santa Ana Unified School District
78. Spurgeon Intermediate School	Santa Ana Unified School District
79. Saddleback High School	Santa Ana Unified School District
80. WALTERIA E. S. Modernization	Torrance Unified School District
81. Levy Adult School	Torrance Unified School District
82. North High School Toilet Building	Torrance Unified School District
83. Fern E. S. - Classroom & MPR	Torrance Unified School District
84. South High School Modernization	Torrance Unified School District
85. Bert Lynn M. S. Modernization	Torrance Unified School District
86. Seaside E. S. Modernization	Torrance Unified School District
87. Calle Mayor M. S. Modernization	Torrance Unified School District
88. Howard Wood E. S. Modernization	Torrance Unified School District
89. Fern E. S. Modernization	Torrance Unified School District
90. Hickory E. S. Modernization	Torrance Unified School District
91. Madrona M. S. Modernization	Torrance Unified School District
92. Towers E. S. Modernization	Torrance Unified School District
93. Riviera E. S. Modernization	Torrance Unified School District
94. North H. S. Modernization	Torrance Unified School District
95. Edison E. S. Modernization	Torrance Unified School District
96. Carr E. S. Modernization	Torrance Unified School District
97. Lincoln E. S. Modernization	Torrance Unified School District
98. Yukon E. S. Modernization	Torrance Unified School District

R.M. SYSTEMS, INC.

Fire Alarm - Security - Intercom/Clock - Voice - Data

Phone: (714) 984-1206 - Fax (714) 984-1207

IBEW AFFILIATED CONTRACTOR

PARTIAL LIST OF COMPLETED PROJECTS

99. Jefferson M. S. Modernization	Torrance Unified School District
100. Casimir M. S. Modernization	Torrance Unified School District
101. Torrance H. S. Modernization	Torrance Unified School District
102. Anza E. S. Modernization	Torrance Unified School District
103. Arlington E. S. Modernization	Torrance Unified School District
104. Arnold E. S. Modernization	Torrance Unified School District
105. Adams E. S. Modernization	Torrance Unified School District
106. Torrance E. S. Modernization	Torrance Unified School District
107. Victor E. S. Modernization	Torrance Unified School District
108. Arnold Beckman High School	Tustin Unified School District
109. Orchard Hills K-8 School	Tustin Unified School District

Cost Proposal Form/Sample

THIS SHEET MUST BE RETURNED WITH BID FOR EACH OF SITE.

It is the intent of the City to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the City's actual requirements.

Firm Name: X-ACT TECHNOLOGY SOLUTIONS, INC.

SITE 1

Labor Total \$ 330,000.00

Materials Total \$ 138,038.53

<u>BERKTEK CAT 6A</u>	\$ <u>83,500.00</u>
<u>LEVITON CAT 6A JACKS</u>	\$ <u>30,000.00</u>
<u>LEVITON 48 PORT PATCH PANEL</u>	\$ <u>1,560.00</u>
<u>LEVITON 24 PORT PATCH PANEL</u>	\$ <u>550.00</u>
<u>BERKTEK CAT 6A PATCH CABLES</u>	\$ <u>12,000.00</u>
<u>MISC J HOOKS, LABELS, ETC</u>	\$ <u>500.00</u>
<u>LIFT</u>	\$ <u>1,500.00</u>

GRAND TOTAL: \$ \$469,538.53

Options/Comments: _____

Estimated Date of Delivery: 3 days lead time from NTP

Proposal Expiration Date: 120 days

Standard Labor rate for as needed basis Single Mode Fiber install: \$250 per strand

Standard Labor rate for as needed basis network drop: \$220 per cat 6A drop

Standard Labor rate for as needed basis Verkada install: \$150 per camera

Cost Proposal Form/Sample

THIS SHEET MUST BE RETURNED WITH BID FOR EACH OF SITE.

It is the intent of the City to purchase the following product(s). The quantities are estimates only. The obligations incurred by the acceptance of any bid are limited to the purchase of the City's actual requirements.

Firm Name: X-ACT TECHNOLOGY SOLUTIONS, INC

SITE 2

Labor Total \$ 24,375.00

Materials Total \$ 4,142.99

BERKTEK CAT 6 CABLE \$ 2,200.00

LEVITON CAT 6 JACKS \$ 450.00

LEVITON CAT 6 PLUGS \$ 450.00

LEVITON 48 PORT PATCH PANEL \$ 120.00

BERKTEK CAT 6 PATCH CABLES \$ 525.00

MISC J HOOKS, LABELS, ETC \$ 100.00

LIFT \$ 1,500.00

GRAND TOTAL: \$ 30,017.99

Options/Comments: Add 5 tv mounts in jail: add \$1,200 ea

Estimated Date of Delivery: 3 days lead time from NTP

Proposal Expiration Date: 120 DAYS

Standard Labor rate for as needed basis Single Mode Fiber install: \$250 per strand

Standard Labor rate for as needed basis network drop: \$175 per cat 6 drop

Standard Labor rate for as needed basis Verkada install: \$150 per camera

“TECHNOLOGY” IS OUR MIDDLE NAME

Cover Letter

REQUEST FOR PROPOSAL 24-03

FOR CAT6A Structured Cable and Verkada Camera
Installation Services

City of Costa Mesa
77 Fair Drive
Costa Mesa, CA 92628

Enclosed please find the following:

Cover Letter/Letter of Interest
Background and Project Summary Section
Method of Approach
Qualifications & Experience of the Firm
Financial Capacity
Personnel
Cost Proposal
Disclosure
References
RFP paperwork

I hereby attest that all information in the RFP & Cost Proposal to be true and accurate.

Ed Coleman

Ed Coleman, COO
X-act Technology Solutions, Inc.
(818) 465-6765
Ed@xactts.com

“The proposal and cost schedule will be valid and binding for ninety (90) days following the proposal due date and will become part of the contract negotiated with District for the term of the contract.”



“TECHNOLOGY” IS OUR MIDDLE NAME

11/1/23



**WE HAVE PREPARED
A PROPOSAL FOR:**



REQUEST FOR PROPOSAL 24-03

**Finance Department
77 Fair Drive
Costa Mesa, Ca
92626**

CAT6A Structured Cable and Verkada Camera Installation Services

Proposals are Due November 3, 2023 at 10:00am



“TECHNOLOGY” IS OUR MIDDLE NAME



COMPANY DATA

X-act Technology Solutions, Inc.(XTS) has become a leading provider of Network Cabling Services and Camera installations in California, and concentrating on local cities and businesses has allowed us to be more personal and accessible to our clients. With our Main office in Los Angeles and additional offices in Orange and Ventura Counties we are capable of providing dedicated attention to Our clients through our close proximity and exceptional staff. We value and support the communities we serve and believe this is evident in our dealings and work relationships we have with Governmental Agencies and Private Corporations. We invite you to contact our references as we feel these are an ultimate measure of our service.

X-act Technology Solutions, Inc.(XTS) provides a multitude of Information Technology Services such as:

Network Services
Voice/Data Cabling
Backbone Fiber

I.T. Staffing
Outsourced Help Desk
VoIP Phone Systems

24 x 7 IT Support
Security Cameras
Wide Area Wi-Fi

X-act Technology Solutions, Inc. (XTS), is a provider of Pure IP Voice, IP Telephony, IT Networking, Desktop Computer, Security, Cabling, and Wireless data solutions. We hold a C-10 license for electrical as well as a spin number for E-rate funding. For over a decade **XTS** has served the small-to-medium-size and Enterprise businesses network communications needs, along with educational institutions and government entities in California. We are a proud re-seller of AND Speakers, Cisco Meraki, BerkTek/Leviton, Siemon, Hubbell, Superior Essex/Ortronics, HP and Microsoft certified. We insure that all our technicians are up-to-date on all the latest technology and are certified in a variety of hardware & software applications, this means that you and your staff are always working with a qualified professional.

Office: 1920 Hillhurst ave #1134 Los Angeles, CA 90027 **Contractors License Number 726924 C-10**

Local Office: 5 Morning Wood Dr. Laguna Niguel, CA 92677

Emergency/Primary Contact Ed Coleman (818) 465-6765 Ed@xactts.com CA corporation (2007)

EIN Number 27-1434731 **DIR Number 100008257 SPIN Number 143037537**

3 offices in California 14 Cable Technicians - NO POLICY REGARDING SOURCE CODE



“TECHNOLOGY” IS OUR MIDDLE NAME



MEET OUR STAFF

Direct Qualifications, Experience & Certifications of Proposed Key Team Members

- **Adam Skinner – CEO/Technical Project Manager (818) 465-6760 askinner@xactts.com**
 - Bachelors Degree From DeVry with a Double Major in: Business Administration and Network and Communications Management
 - 15 Years Working in the IT industry
 - 14 Years as CEO of X-act Technology Solutions
 - Verkada Certified
 - Microsoft: MCSE
 - VMware: VSP & VTSP
 - CompTIA: Network+ & Security+
 - Cisco: CCENT & CCNA
- **Ed Coleman – COO/ Contract Manager (818) 465-6765 ed@xactts.com**
 - Bachelors Degree From Loyola Marymount University
 - 20+ years Project Management
 - 14 Years COO of X-act Technology Solutions
 - Leviton/Berktek Certified Installer
 - Verkada Certified
 - Manages Existing Contracts with City Clients in So Cal.
 - Is Readily Available to Work on any Contract Changes that May Arise.
- **Michael Thompson – Sr. Verkada Engineer (818) 465-6762 mthompson@xactts.com**
 - Bachelors Degree From Fresno State with a Major in: Business Information Systems
 - 15 Years Working in the IT industry
 - 8 years working for X-act Technology Solutions
 - Verkada Certified
 - Microsoft: MCSE
 - VMware: VTSP
 - CompTIA: A+
 - Cisco: CCENT & CCNA
 - Supported Customers with As many as 400 + Users.



“TECHNOLOGY” IS OUR MIDDLE NAME

MR. DAVID ABRAMIAN
Lead Cable Technician/Electrician
BICSI, LIVE SCANNED

Mr. Abramian runs a crew of 4 Technicians at various projects in and around Orange County, specializing in the installation of all Voice and Data cabling including Cat 5, Cat 6 and Cat 6A. He also specializes in SM and MM Fiber as well in Conduit, Panduit, J-Hooks and Data Closets, including Racks, Patch Panels and Patch Cords. He is a certified electrician and handles all of our C-10 licensing needs. He is Certified Verkada, Siemon, Hubbell, BerkTek/Leviton and Superior Essex/Ortronics.

MR. RON SKINNER
Lead Cable Technician
BICSI, LIVE SCANNED

Mr. Skinner is one of top Cabling Technicians. He leads a crew of 4 installers in and around LA County. Installing Cat 5 and 6/6A cable as well as SM and MM fiber, Server room build outs, new racks, patch cords, Wifi, patch panels and Cameras. He is certified in Verkada, Siemon, Hubbell, BerkTek/Leviton and Superior Essex/Ortronics. He continues his education in new technology and has a Bachelor's of Science from Fresno State University.

MR. DOUG MOORE
Lead Cable Technician
BICSI, LIVE SCANNED

Mr. Moore is one of top Cabling Technicians. He leads a crew of 4 installers in the LA area, installing Cat 3,4,5 and 6 cable as well as SM and MM fiber, Server room build outs, new racks, patch cords, Wifi, patch panels and Cameras. He is certified in Verkada, Siemon, Hubbell, BerkTek/Leviton and Superior Essex/Ortronics and continues educational training with various classes that Graybar and others offer.

1. Qualifications of Experience of Key Personnel --- 35%
2. Qualifications of the Firm --30%
3. Cost Proposal ---- 35%



“TECHNOLOGY” IS OUR MIDDLE NAME

REFERENCES

CITY OF HAWAIIAN GARDENS – HAWAIIAN GARDENS, CA \$1,200,000 / Year

CAT6/6A Cabling, Speakers, Cameras

Customer Established: November 2020 – Current

XTS installed over 1500 CAT6 cable drops, 1500 Verkada Cameras, and a ShoreTel Voip phone system for over 200 users. Installed cat 6A cable, Patch Panels, Fiber and New cabinets.

Information Technology Manager: Sergio Cueva (562) 884-0421, sergio@hqcity.org



SANTA MARIA-BONITA UNIFIED SCHOOL DISTRICT – SANTA MARIA, CA \$300,000

New Verkada Cameras, Cat 6 cabling

Customer Established: FEB 2023 – Current

XTS Installed 200 Verkada cameras and cat 6 cable across 4 school sites in the Dist

Chief Technology Officer: Brian Rieke (805) 361-5956 brieke@smbds.net



EXETER UNIFIED SCHOOL DIST – EXETER, CA. \$345,000/ Yr

CAT 6 CABLING/ FIBER/AP's

Customer Established: July 2022 – Current

XTS installed Cat 6 cable, 25,000' Fiber and new Cabinets. 100 Verkada cameras and vape detectors. Installed Over 500 cat 6A drops in ea classroom.

Director of Career Technical Education: Ken Stovall 559-592-9421 x 0411 kstovall@exeter.k12.ca.us



CASTIAC LAKE WATER AGENCY (CLWA) SANTA CLARITA, CA \$350,000 / Year

CAMERAS/ CABLING/FIBERSUPPORT CONTRACT

Customer Established: November 2020 – Current

XTS installed Cat 6/6A cabling/ Cameras/ Wifi and fiber. Installed new cabinets

IT Tech: Jeff Herbert (661) 297-1600, jherbert@clwa.org



COLLEGE OF THE SEQUIAS – VISALIA, CA \$350,000 / Year

CAT 6 Data Cabling, Access Points, Speakers

Customer Established: Dec 2019 - Current

XTS installed over 1000 drops of CAT 6a. Installed Patch Panels, Fiber and 200 Verkada cameras.

Manager, Infrastructure & Security: Greg Meinert (559) 737-6210 gregm@cos.edu



CITY OF WEST COVINA –WEST COVINA, CA \$380,000 / Year

CAT6A Data Cabling, Fiber, Cameras, Fiber, WIFI

Customer Established: June 2018 – Current

XTS installed city-wide Cabling/Fiber/Wifi for various sites including: City Hall, PD, Sr Center and 5 fire stations. We have installed over 25 AP's, Fiber and over 900 CAT6a cable drops, data racks and patch panels.

Public Works Supervisor: Miguel Hernandez (626) 939-8731, miguel.hernandez@westcovina.org



CITY OF ARCADIA – ARCADIA, CA \$75,000 / Year

CAT6 Data Cabling, VOIP phone system, fiber

Customer Established: Mar 2017 – Current

XTS installed over 300 CAT6 drops at City Hall, The Police Dept, 4 Fire Departments, Library, and Sr/Rec Center. Installed Fiber, Patch Panels, and Data Cabinets.

Public Works: Dave McVey (626) 256-6664, dmcvey@ci.arcadia.ca.us



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DIR

Legal Name	Registration Number	County	City	License Type/Number(s)	Current Status	Expiration Date
X-ACT TECHNOLOGY SOLUTIONS	1000008257	LOS ANGELES	LOS ANGELES	CSLB:726924	Active	06/30/2025

C-10
726924

Business Information

X-ACT TECHNOLOGY SOLUTIONS
1920 HILLHURST AVE #1134
LOS ANGELES, CA 90027
Business Phone Number:(818) 465-6765

Entity Sole Ownership

Issue Date 08/29/1996

Expire Date 08/31/2024

License Status

This license is current and active.

Must state whether the company is a party in a lawsuit with any public entity. If so, please provide the case number and a brief summary of the cause of action

NO

Must state whether the contractor has ever been a party to any contract that was terminated by any public entity; please include the name of the public entity, nature of the contract, and reasons for termination.

NO



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Background and Project Summary Section:

The Background and Project Summary Section should describe your understanding of the City, the work to be done, and the objectives to be accomplished. Refer to Scope of Work, Appendix A of this RFP

Site 1

Install a complete end-to-end certified system for transmission of voice, data, and video signals. The system shall be designed, installed, and tested to the proposed Category 6A specifications, certified to a 10 GB speed to the desktop.

Replace the obsolete CAT5 infrastructure with CAT6A Infrastructure at all sites.

Establishing new and enhancing existing cable pathways to facilitate both initial installation and future growth.

Installation and termination of Category-6A network cabling at identified drop locations Labeling map, CAD & PDF documentation of installed cable plant.

Category-6A certification testing and test results.

Removal and demolition of pre-existing network cable and patch panels post-migration.

Expanding existing penetrations may be required to expand pathways in some locations.

A written commitment to warranty of work for a 10-year minimum is required.

Contractor is to be on site for contiguous days until work is completed.

LOCATIONS # NAME TYPE ADDRESS # of Drops(approx.)

1. City Hall City Facility 77 Fair Dr 700
2. Corporation Yard City Facility 2310 Placentia Ave 48
3. Neighborhood Community Community Ctr 1845 Park Ave 48
4. Downtown Recreation Ctr Community Ctr 1860 Anaheim Ave 96
5. Senior Center Community Ctr 695 W 19th St 96 Page 18 of 45
6. Fire Station 2 Fire Department 800 W Baker St 24
7. Fire Station 3 Fire Department 1865 Park Ave 24
8. Fire Station 4 Fire Department 2300 Placentia Ave 24
9. Fire Station 5 Fire Department 2450 Vanguard Way 24
10. Fire Station 6 Fire Department 3350 Sakioka Dr 24
11. Communications PD 79 Fair Dr 128
12. Westside Substation PD 565 W 18th St 48
13. South Coast Plaza Sub PD 3333 Bristol St 24

Note: Approximately 1,356 network drops but quote for 1500 Network connections in totality



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Site 2

Install a complete end-to-end certified system for transmission of voice, data, and video signals for the Police Department.

The system shall be designed, installed, and tested to the proposed Category 6 (Cat6) Enhanced specifications, and certified to a 1 GB speed to the Power over Ethernet (PoE) Verkada IP Cameras.

Vendor will provide seventy-five (75) Cat6 Enhanced cable for 70 Verkada Cloud Cameras and 5 Viewing Stations. Terminate, certification test, and label each cable.

Vendor will provide new conduit where required. Conduit is to be painted to match existing interior/exterior colors. It is assumed that all the existing conduit raceways for each of the exterior and interior cabling pathways will be reusable to pull the existing cabling out of the conduit and pull the new cable in without additional conduit required.

Vendor will furnish PoE and Network Extenders for Verkada Cameras if required.

Labeling map, CAD, and PDF documentation of installed cable plant.

Cat6 Enhanced certification testing and test results.



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Method of Approach: Provide a detailed description of the approach and methodology that will be used to fulfill each requirement listed in the Scope of Work of this RFP. The section should include:

1. An implementation plan that describes in detail (i) the methods, including controls by which your firm manages projects of the type sought by this RFP; (ii) methodology for soliciting and documenting views of internal and external stakeholders; (iii) and any other project management or implementation strategies or techniques that the respondent intends to employ in carrying out the work.
[Phase 1 - Project Start-up](#)
Meet with representatives to formulate game plan/start date. Re-walk sites and Pick which location to begin.(most likely PD – 75 drops)
[Phase 2 – Order Supplies](#)
Order all supplies needed to complete project including: Cat 6/6A cable, Jacks, Patch Panels, J hooks, Patch cords, etc.
[Phase 3 – Implement](#)
Rough in Cat 6A along side existing cable. Add necessary J-hooks, Panduit for pathway. Label and test all NEW cable. Make sure all are working correctly.
[Phase 4 – Cut over](#)
Go live with all new installed Cable, Make sure all are working correctly. Then demo out all old cable. Patch in to Patch Panel/Station side with new Cat 6A patch cords.
[Phase 5 – Completion](#)
All views signed off on by the city. Inspection and clean up complete.
2. Detailed description of efforts your firm will undertake to achieve client satisfaction and to satisfy the requirements of the "Scope of Work" section.
[XTS will install the 1500 Cat 6A drops, Patch Panels, Patch Cords, and Jacks over all locations and test ea cable. Will install 75 cat 6 drops, Patch Panels, Patch Cords, and Jacks in jail. Will Submit to Berktek/Leviton for 15 yr Warranty.](#)
3. Detailed project schedule, identifying all tasks and deliverables to be performed, durations for each task, and overall time of completion.
[XTS anticipates 178 days for project completion.](#)
4. Detailed description of specific tasks you will require from City staff. Explain what the respective roles of City staff and your staff would be to complete the tasks specified in the Scope of Work.
[If work is done after hrs little to no interaction is done with City Staff.](#)
5. Proposers are encouraged to provide additional innovative and/or creative approaches for providing the service that will maximize efficient, safe, and costeffective operations or increased performance capabilities.
[Will discuss once project is awarded.](#)
6. Firms, individuals and entities wishing to be considered shall include in their submissions the steps they will, if selected, implement and adhere to for the recruitment, hiring and retention of former employees of the City who have been displaced due to layoff or outsourcing of functions and services formerly provided by the City.
[All employees of X-act Technology Solutions are already hired. No recruitment is needed.](#)



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Qualifications & Experience of the Firm:

Describe the qualifications and experience of the organization or entity performing services/projects within the past eight years that are similar in size and scope to demonstrate competence to perform these services. Information shall include:

1. If the owner is a corporation please provide: Name of corporation, corporate office street address, city, state, and zip code, state where incorporated, date of incorporation, first and last name of officers, local office address, city, state & zip, and the date local office opened its doors for business.

X-act Technology Solutions, Inc. (XTS), is a provider of Pure IP Voice, IP Telephony, IT Networking, Desktop Computer, Security Cameras, Cabling, and Wireless data solutions. We hold a C-10 license for electrical. For over a decade XTS has served the small-to-medium-size and Enterprise businesses network communications needs, along with educational institutions and government entities in California. We are a proud re-seller of Verkada, Cisco Meraki, BerkTek/Leviton, Siemon, Hubbell, Superior Essex/Ortronics, HP and Microsoft certified. We insure that all our technicians are up-to-date on all the latest technology and are certified in a variety of hardware & software applications, this means that you and your staff are always working with a qualified professional.

Office: 1920 Hillhurst ave #1134 Los Angeles, CA 90027 License Number 726924 C-10
Emergency/Primary Contact Ed Coleman (818) 465-6765 Ed@xactts.com CA corporation
EIN Number 27-1434731 DIR Number 1000008257
3 offices in California 14 Cable Technicians – In business since Jan 4th 2007

- **Adam Skinner – CEO/Technical Project Manager (818) 465-6760 askinner@xactts.com**
 - Bachelors Degree From DeVry with a Double Major in: Business Administration and Network and Communications Management
 - 15 Years Working in the IT industry
 - 12 Years as CEO of X-act Technology Solutions
 - ShoreTel Certified
 - Microsoft: MCSE
 - VMware: VSP & VTSP
 - CompTIA: Network+ & Security+
 - Cisco: CCENT & CCNA
- **Ed Coleman – COO/ Contract Manager (818) 465-6765 ed@xactts.com**
 - Bachelors Degree From Loyola Marymount University
 - 20+ years Project Management
 - 10 Years COO of X-act Technology Solutions
 - Leviton/Berktek Certified Installer
 - Superior Essex/Ortronics Certified Installer
 - Manages Existing Contracts with City Clients in So Cal.
 - Is Readily Available to Work on any Contract Changes that May Arise.



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6. Provide a list of current and previous contracts similar to the requirements for Costa Mesa, including all public agencies served (if any). For each, provide a brief description of the scope of work performed, the length of time you have been providing services, and the name, title, and telephone number of the person who may be contacted regarding your organization’s service record. Provide a sample of each background investigation for each contract. [SEE ATTACHED REFERENCES.](#)
7. Submit a description of the organization’s qualifications, experience and abilities that make it uniquely capable to provide the services specified in the Scope of Work. **BESIDES REFERENCES:**

[XTS is certified Verkada cameras, Cisco, and Berktek/ Leviton cabling. For over 14 years XTS has done Cat 6/6A cabling, Cameras, Fiber, Wifi and Server room build outs for cities such as: Hawaiian Gardens, West Covina, Azusa, Santa Monica, Arcadia, Simi Valley and Glendale to name a few. XTS has a C10 license for electrical and our Technicians and Project Manager live Local. XTS is certified to offer the 15 yr System Warranty from Berktek/Leviton.](#)

8. The City of Costa Mesa is interested in knowing how Proposers support the communities that they serve. Please provide information on your organization’s participation in local community, charitable and civic organizations and events, including membership in the Costa Mesa Chamber of Commerce, charitable contributions made by your organization, etc.

[XTS is not currently a member of the Chamber of Commerce, but we do a lot of projects in and around the City and shop at South Coast Plaza, contributing to the local economy.](#)

Financial Capacity:

The City is concerned about bidders’ financial capability to perform, therefore, may ask you to provide sufficient data to allow an evaluation of firm’s financial capabilities.

See attached profit and loss sheet.

[CPA LETTER ATTACHED](#)

Key Personnel:

It is essential that the Proposer provide adequate experienced personnel, capable of and devoted to the successful accomplishment of work to be performed under this contract. The Proposer must agree to assign specific individuals to the key positions. o Identify the members of the staff who would be assigned to act for Proposer’s firm in key management and filed positions providing the services described in the Proposal, and the functions to be performed by each. o Include resumes or curriculum vitae of each such staff member, including name, position, telephone number, email address, education, and years and type of experience. Describe for each such person, the relevant transactions on which they have worked.

See attached personnel list

[KEY PERSONNEL ATTACHED](#)



XTS PROJECT APPROACH FOR THE CITY OF COSTA MESA

Phase 1 - Project Start-up

Meet with representatives to formulate game plan/start date. Re-walk sites and Pick which location to begin.(most likely PD – 75 drops)

Phase 2 – Order Supplies

Order all supplies needed to complete project including: Cat 6/6A cable, Jacks, Patch Panels, J hooks, Patch cords, etc.

Phase 3 – Implement

Rough in Cat 6A along side existing cable. Add necessary J-hooks, Panduit for pathway. Label and test all NEW cable. Make sure all are working correctly.

Phase 4 – Cut over

Go live with all new installed Cable, Make sure all are working correctly. Then demo out all old cable. Patch in to Patch Panel/Station side with new Cat 6A patch cords.

Phase 5 – Completion

All views signed off on by the city. Inspection and clean up complete.



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NAME	ADDRESS	# of Drops (Est.)	# of Days
1.City Hall	77 Fair Dr	700	72
5 th floor approx.		117 drops	12 days
4 th floor approx.		117 drops	12 days
3rd floor approx.		117 drops	12 days
2nd floor approx.		117 drops	12 days
1 st floor approx.		117 drops	12 days
basement approx.		115 drops	12 days
Demo approx.	5 days		5
Cutover approx.	12 days		12
2.Fire Station 5	2450 Vanguard	24	3
3.Communications	79 Fair Dr	128	15
Demo approx..	2 days		2
Cutover approx.	2 days		2
4.Police	3333 Bristol St	24	4
* 75 cat 6 drops		75	12
Demo approx..	2 days		2
Cutover approx.	4 days		4
6.Fire Station 3	1865 Park Ave	24	2
8.Downtown Recreation Ctr	1860 Anaheim Ave	96	8
Demo approx..	2 days		2
Cutover approx.	2 days		2
9.Westside Substation	565 W 18th St	48	4
Demo approx..	1 days		1
Cutover approx.	2 days		2
10.Senior Center	695 W 19th St	96	8
Demo approx..	1 day		1
Cutover approx.	2 days		2
11.Corporation Yard	2310 Placentia Ave	48	4
Demo approx..	1 day		1
Cutover approx.	2 days		2
12.Fire Station 4	2300 Placentia Ave	24	2
13.Fire Station 2	800 W Baker St	24	2
14.Fire Station 6	3350 Sakioka Dr	24	2
	TOTAL	1500 DROPS	178 DAYS



**APPENDIX C
FORMS**

**Vendor Application Form
Ex Parte Communications Certification
Disclosure of Government Positions
Disqualification Questionnaire
Company Profile & References
Bidder/Applicant/Contractor Campaign Contribution
Cost Proposal**



**VENDOR APPLICATION FORM
FOR**

RFP No. 24-03 CAT6A Structured Cable and Verkada Camera Installation Services

TYPE OF APPLICANT: NEW CURRENT VENDOR

Legal Contractual Name of Corporation: X-ACT TECHNOLOGY SOLUTIONS, INC.

Contact Person for Agreement: ED COLEMAN

Title: COO E-Mail Address: ED@XACTTS.COM

Business Telephone: 818 465-6765 Business Fax: 818 922-8520

Corporate Mailing Address: 1920 HILLHURST AVE #1134

City, State and Zip Code: LOS ANGELES, CA 90027

Contact Person for Proposals: ED COLEMAN

Title: COO E-Mail Address: ED@XACTTS.COM

Business Telephone: 818 465-6765 Business Fax: 818 922-8520

Is your business: (check one)

NON PROFIT CORPORATION FOR PROFIT CORPORATION

Is your business: (check one)

CORPORATION LIMITED LIABILITY PARTNERSHIP
 INDIVIDUAL SOLE PROPRIETORSHIP
 PARTNERSHIP UNINCORPORATED ASSOCIATION

Names & Titles of Corporate Board Members

(Also list Names & Titles of persons with written authorization/resolution to sign contracts)

Names	Title	Phone
<i>ADAM SKINNER</i>	<i>CEO</i>	<i>818 465-6760</i>
<i>DAVID ABRAMIAN</i>	<i>CFO</i>	<i>818 465-6761</i>
<i>ED COLEMAN</i>	<i>COO</i>	<i>818 465-6765</i>

Federal Tax Identification Number: 

City of Costa Mesa Business License Number: *N/A*

(If none, you must obtain a Costa Mesa Business License upon award of contract.)

City of Costa Mesa Business License Expiration Date: *N/A*

EX PARTE COMMUNICATIONS CERTIFICATION

Please indicate by signing below one of the following two statements. **Only sign one statement.**

I certify that Proposer and Proposer’s representatives have not had any communication with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services at any time after **October 12, 2023**.

Ed Coleman

Signature

ED COLEMAN

Print

Date: 11/3/23

OR

I certify that Proposer or Proposer’s representatives have communicated after **October 12, 2023** with a City Councilmember concerning informal **RFP No. 24-03** CAT6A Structured Cable and Verkada Camera Installation Services. A copy of all such communications is attached to this form for public distribution.

Signature

Print

Date: _____

DISQUALIFICATION QUESTIONNAIRE

The Contractor shall complete the following questionnaire:

Has the Contractor, any officer of the Contractor, or any employee of the Contractor who has proprietary interest in the Contractor, ever been disqualified, removed, or otherwise prevented from bidding on, or completing a federal, state, or local government project because of a violation of law or safety regulation?

Yes _____ No X

If the answer is yes, explain the circumstances in the following space.

DISCLOSURE OF GOVERNMENT POSITIONS

Each Proposer shall disclose below whether any owner or employee of Contractor currently hold positions as elected or appointed officials, directors, officers, or employees of a governmental entity or held such positions in the past twelve months. List below or state "None."

COMPANY PROFILE & REFERENCES

Company Legal Name: *X-ACT TECHNOLOGY SOLUTIONS, INC.*

Company Legal Status (corporation, partnership, sole proprietor etc.):

Active licenses issued by the California State Contractor's License Board: *726924*

Business Address: *1920 HILLHURST AVE #1134 LOS ANGELES, CA 90027*

Website Address: *WWW.XACTTS.COM*

Telephone Number: *818 465-6765*

Facsimile Number: *818 922-8520*

Email Address: *ED@XACTTS.COM*

Length of time the firm has been in business: *15 YRS*

Length of time at current location: *10 YRS*

Is your firm a sole proprietorship doing business under a different name: ___Yes ___No

If yes, please indicate sole proprietor's name and the name you are doing business under:

Federal Taxpayer ID Number: XXXXXXXXXX

Regular Business Hours: *8AM - 6PM M-F*

Regular holidays and hours when business is closed: *SAT/SUN/HOLIDAYS*

Contact person in reference to this solicitation: *ED COLEMAN*

Telephone Number: *818 465-6765*

Facsimile Number: *818 922-8520*

Email Address: *ED@XACTTS.COM*

Contact person for accounts payable: *SAME*

Telephone Number:

Facsimile Number:

Email Address:

Name of Project Manager: *SAME*

Telephone Number:

Facsimile Number:

Email Address:

COMPANY PROFILE & REFERENCES (Continued)

Submit the company names, addresses, telephone numbers, email, contact names, and brief contract descriptions of at least three clients, preferably other municipalities for whom comparable projects have been completed or submit letters from your references which include the requested information.

Company Name:

Contact Name:

SEE ATTACHED

Contract Amount:

Email:

Address:

Brief Contract Description:

Company Name:

Telephone Number:

Contact Name:

Contract Amount:

Email:

Address:

Brief Contract Description:

Company Name:

Telephone Number:

Contact Name:

Contract Amount:

Email:

Address:

Brief Contract Description:

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REFERENCES

CITY OF HAWAIIAN GARDENS – HAWAIIAN GARDENS, CA \$1,200,000 / Year

CAT6/6A Cabling, Speakers, Cameras

Customer Established: November 2020 – Current

XTS installed over 1500 CAT6 cable drops, 1500 Verkada Cameras, and a ShoreTel Voip phone system for over 200 users. Installed cat 6A cable, Patch Panels, Fiber and New cabinets.

Information Technology Manager: Sergio Cueva (562) 884-0421, sergio@hqcity.org



SANTA MARIA-BONITA UNIFIED SCHOOL DISTRICT – SANTA MARIA, CA \$300,000

New Verkada Cameras, Cat 6 cabling

Customer Established: FEB 2023 – Current

XTS Installed 200 Verkada cameras and cat 6 cable across 4 school sites in the Dist

Chief Technology Officer: Brian Rieke (805) 361-5956 brieke@smbds.net



EXETER UNIFIED SCHOOL DIST – EXETER, CA. \$345,000/ Yr

CAT 6 CABLING/ FIBER/AP's

Customer Established: July 2022 – Current

XTS installed Cat 6 cable, 25,000' Fiber and new Cabinets. 100 Verkada cameras and vape detectors. Installed Over 500 cat 6A drops in ea classroom.

Director of Career Technical Education: Ken Stovall 559-592-9421 x 0411 kstovall@exeter.k12.ca.us



CASTIAC LAKE WATER AGENCY (CLWA) SANTA CLARITA, CA \$350,000 / Year

CAMERAS/ CABLING/FIBERSUPPORT CONTRACT

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XTS installed Cat 6/6A cabling/ Cameras/ Wifi and fiber. Installed new cabinets

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COLLEGE OF THE SEQUIAS – VISALIA, CA \$350,000 / Year

CAT 6 Data Cabling, Access Points, Speakers

Customer Established: Dec 2019 - Current

XTS installed over 1000 drops of CAT 6a. Installed Patch Panels, Fiber and 200 Verkada cameras.

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CAT6A Data Cabling, Fiber, Cameras, Fiber, WIFI

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XTS installed city-wide Cabling/Fiber/Wifi for various sites including: City Hall, PD, Sr Center and 5 fire stations. We have installed over 25 AP's, Fiber and over 900 CAT6a cable drops, data racks and patch panels.

Public Works Supervisor: Miguel Hernandez (626) 939-8731, miguel.hernandez@westcovina.org



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CAT6 Data Cabling, VOIP phone system, fiber

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Public Works: Dave McVey (626) 256-6664, dmcvey@ci.arcadia.ca.us



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Cost Proposal: BERKTEK/LEVITON 20 YR WARRANTY

SITE 1: 1500 CAT 6A DROPS

Berktek Cat 6A cable 167 boxes- white x \$500	\$83,500.00
Leviton Cat 6A Jacks – white 3000 X \$10	\$30,000.00
Leviton 48 port Patch Panels -unloaded - 26 X \$60	\$1,560.00
Leviton 24 port Patch Panels – unloaded - 11 x \$50	\$550.00
Cat 6A Patch Cables – 3’ 3000 X \$4	\$12,000.00
Misc lables, tape, pull string etc	\$500.00
	\$128,110.00
TAX (7.75%)	\$9,928.53
LABOR	\$330,000.00
LIFT RENTAL	\$1,500.00
TOTAL	\$469,538.53

SITE 2: 75 CAT 6 DROPS

Berktek Cat 6 cable 11 boxes- orange x \$200	\$2,200.00
Leviton Cat 6 Jacks – yellow 75 X \$6	\$450.00
Leviton Cat 6 mod plugs - 75 x \$6	\$450.00
Leviton 48 port Patch Panels -unloaded - 2 X \$60	\$120.00
Cat 6 Patch Cables – 3’ 75 X \$7	\$525.00
PoE/ Network Extenders for Verkada Cameras if required.	TBD
Misc lables, tape, pull string etc	\$100.00
	\$3,845.00
TAX (7.75%)	\$297.99
LABOR	\$24,375.00
LIFT RENTAL	\$1,500.00
TOTAL	\$30,017.99
5 TV Mounts for jail 5 x \$1,200	add \$6,000.00



CPA LETTER

11/1/23

To whom it may concern:

Warinner Consulting is a U.S. firm of certified public accountants and consultants. We have provided accounting and tax services to X-act Technology Solutions, Inc since 2010. Mr Coleman, Mr Abramian & Mr. Skinner are the corporate officers of X-act Technology Solutions, Inc.

Our firm has provided accounting and tax services to X-act Technology Solutions, Inc a CA based corporation providing managed IT Services. The Company produces \$3 - 5 Million dollars a year from IT Services, support and related product sales. The business has enough profit and cashflow to support this project. We have provided accounting and tax services for X-act Technology Solutions, Inc Since 2010 and they are in good standing with the state and IRS. The total Gross Income for year reported on the most recently filed US income tax returns is as follow:

2022 : \$3,270,775

2021 : \$3,760,290

Based upon our knowledge, we are hereby confirming and representing that the source of the funds derived from a US Corporation: X-act Technology Solutions, Inc. are sufficient to complete this project.

Charlene Warinner

Warinner Consulting

805-933-0404

char@warinnerconsulting.com



CERTIFIED INTEGRATOR

X-act Technology Solutions, Inc., Inc.

1920 Hillhurst Ave. Suite 1134, Los Angeles, CA, 90027

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:
1/1/22 through 12/31/24
CERTIFICATION NUMBER:
OASIS4792

Berk-Tek[®]
A NEXANS COMPANY

Heather M. Zynn
Heather M. Zynn
CONTRACTOR PROGRAMS MANAGER

Hello, Ed

From: [Channel Team at Verkada](#)

To: Ed Coleman

Subject: Welcome to the Verkada Partner Program!

Date: Monday, April 6, 2020 12:46:16 PM

Congratulations on X-act Technology Solutions Inc becoming a new Verkada Authorized Reseller! To get started, please **sign up to the partner portal** with your work email address. The partner portal is your one-stop shop to:

Submit a deal registration: Obtain our products at 40% off MSRP on all deals you source.

Access marketing and sales collateral: Contains one-pagers, decks, email templates, & more.

Access the powerful Lead Referral program: Delegate the hard work to Verkada & still get credit.

Connect with Verkada: Find your CSM or sales rep, access dashboards, & more.

For all questions and to leverage all the resources the Verkada Partner Program has to offer, you should reach out to your dedicated Channel Sales Manager. They are your primary resource and point of contact. Their name is Danny Shulman and their email address is danny.shulman@verkada.com.

We are excited to have X-act Technology Solutions Inc as a Verkada Certified Reseller, and we look forward to building a long-lasting and mutually beneficial relationship.

Best,

Channel Team at Verkada

"TECHNOLOGY" IS OUR MIDDLE NAME

1/8/24



**WE HAVE PREPARED
A PROTEST FOR:**



REQUEST FOR PROPOSAL 24-03

**Finance Department
77 Fair Drive
Costa Mesa, Ca
92626**

CAT6A Structured Cable and Verkada Camera Installation Services



818-465-6765



Ed@xactts.com



www.xactts.com

"TECHNOLOGY" IS OUR MIDDLE NAME

A. Procedure – All protests shall be typed under the protester's letterhead and submitted in accordance with the provisions stated herein. All protests shall include at a minimum the following information:

- The name, address and telephone number of the protester;
- ED COLEMAN 818 465-6765
- The signature of the protester or the protester's representative;

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- The solicitation or contract number;
- REQUEST FOR PROPOSAL 24-03
- A detailed statement of the legal and/or factual grounds for the protest; and
- The form of relief requested.

X-act Technology Solutions, Inc. was scored incorrectly.

Eval #2 scored us 1-2-1 Even though we have solid references and have done this same scope of work for the City of Hawaian Gardens, Azusa, West Covina and Glendale.. a 1??? doesnt make sense.... they stated: They DID NOT include Optional Expenses for labor rates for additional installation(s) of Single Mode fiber, network drops and Verkada cameras. They did a per unit cost. There is NO Monthly or Annual cost listed for the multi-year contract. Their Costs are Confusing! Clearly in our bid we put: Single mode fiber labor – 250.00 Per network drop labor – 175.00 Per Verkada camera install – 150.00 There is NO Monthly or Annual cost in this bid!!!! its a one time cost So how can they evaluate a bid when they didnt read it?

Evaluator #3 states: X-Act was also the only proposal to call out separate hourly labor rates for cat 6a and cat 6 network drops, something that may have been overlooked among the other proposals. Although their total price was the lowest bidder, I scored them lower because of the ongoing cost of the hourly rate compared to other bids ... that was optional, not apart of this RFP.

We are the ONLY company out of 6 that charged the City accordingly and we get dinged for it? cat 6a is more expensive than cat 6 and harder to terminate.. Only a professional, adequate company would point that out and save the City money. but instead we get punished because our price for MAYBE installing a camera or Fiber which is not part of the scope is high??? How's that fair?



"TECHNOLOGY" IS OUR MIDDLE NAME

The scoring is Flawed. just look at the inconsistencies.. Eval #1 scored us 3-4-3 while scoring Netexperts 4-4-4 for the exact same comments but we had the LOWEST BID But stated we had the: Highest price for fiber, network & Verkada install individual rates. Something that is optional.. but didnt mention that Netexperts had a higher proposal rate (work that will actually get done) ...So how do we get dinged for work that MAY NOT even take place? its optional.....

Edward Coleman
Chief Operating Officer
X-act Technology Solutions, Inc
P: 818-465-6765 | F: 818 922-8520
E: ed@xactts.com



RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

PROPOSER:

BCS Consultants

Scores are given from 0 - 5 points indicating:

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

WEIGHTED VALUE	CRITERIA	Evaluator 1	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>		3
	<p>Comments: 15 year warranty, implementation plan is thorough with kick off, predesign, design, construction plan and installation and removal.</p>		
	<p>Comments: Nice list of AV, Video, Network, Security & Access control, etc. that they provide. Good understanding of scope and list of parts needed.</p>		
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>		2
	<p>Comments: Letter from CEO on firms’ expertise and previous project experience, where the main point of contact was professional, thorough and timely in addressing issues during the project.</p>		
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>		4
	<p>Comments: \$635,360</p> <p>Fiber \$90.00 Network: \$90.00 Verkada: \$90.00 Patch cables for switch side.</p>		

	<p>Verkada Install \$72, 639.38 of \$636.360</p> <p>So this gets a 4?????</p>
	<p>ADDITIONAL COMMENTS:</p> <p>Pricing seems fair but not too conservative. Fiber, Network & Verkada price is excellent.</p>

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

They receive a 4 but then scroll down and read comments about us: Great proposal. Lowest Cost, all pre live-scanned. Long install 6 months. and we receive a 3????? the inconsistencies are very visable everywhere

PROPOSER:

RM Systems

Scores are given from 0 - 5 points indicating:

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- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

Evaluator 1

WEIGHTED VALUE	CRITERIA	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>	<p>3</p>
	<p>Comments: Placentia, CA , 26 years in business; Irvine unified school district, Education seems to be the focus, Fire , security and Voice and data services. 55 field employees and 25 office, steady work to keep all employed. Lots of References in education area.</p>	
	<p>Gracious; stating “good luck regardless of the victor”.</p>	
	<p>Comments: Big Bid company is often a sub contractor doing the cabling job for the GC.</p>	
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	<p>3</p>
	<p>Comments: David Owner operator, Commscope and Leviton Certified fiber and Network, team of long term employees that they keep busy Understands personality of each floor and building; understand what disruptions do and seems flexible.</p>	
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>	<p>2</p>
	<p>Comments: \$1,088,913.45 Fiber: \$130 Network: \$130 Verkada: \$130</p>	
	<p>ADDITIONAL COMMENTS: no mention of as-builts but assume they can deliver digital.</p>	

	Cost is an issue; seems very pragmatic in their approach and style. Good size firm.
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PROPOSER:

Scores are given from 0 - 5 points indicating:

End Point

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
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		Evaluator 1
WEIGHTED VALUE	CRITERIA	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm's resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>	3
	<p>Comments: brief bio of company, 8 years in business and 50 years of experience of personnel. 14 team members.</p>	
	<p>No idea what this paragraph is about in the approach: Recruitment/Hiring related to this project will be focused on looking to the City of Costa Mesa's displaced employees. This will be achieved by working with the City's HR Department and determining how best to reach the ex-employees who were displaced due to layoffs or outsourced.</p>	
	<p>Comments: Approach by site survey, scheduling, ID ports and paths, create schedule and approval. Cable installs first, and then cut over and decommission later. 10 steps.</p>	
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	3
	<p>Comments: 50 years between 14 team members. PM has 10 years of experience, started as a tech and now a PM. Ower is also a tech and now runs the organization, Family business, Do they have capacity with just 14 team members?</p>	
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services. Verkada Experience.</p>	2
	<p>Comments: \$1,003,382 Fiber: \$148 Network: \$148 Verkada \$148</p>	

	ADDITIONAL COMMENTS: Very detailed list of itemized parts. Price point is much higher than next.
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PROPOSER:

A&R Electric

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		Evaluator 1	
WEIGHTED VALUE	CRITERIA		SCORE 0-5
35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Qualifications of the Firm: Did the proposal provide examples that illustrate the firm's resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.		3
	Comments: Good references from KP to install Fiber optic and CAT6a, Stay on schedule, professionalism & going above and beyond, medical offices and experience, 2.6 Million Dollar Projects; 43 years in business, 24 at current location in Fullerton,		
	I appreciate the break down of cost by site. Attention to detail is excellent and includes patch cords. Method of Procedure for each was clearly outlined.		
	Comments:		
30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.		3
	Comments: worked for 30 years with KP and 40 years of staff experience with fiber and copper.		
35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.		3
	Comments: \$893,127.00 for all 1500 drops, including patch cables. Verkada Install 75 Cameras Cost: 58,977.22 included		
	ADDITIONAL COMMENTS: Normal hours 7 AM to 3:30 PM Includes LIFT costs Single Mode Fiber = \$94.43 Network: 88.06 Verkada \$81.73		

	KP is a big client, cost of proposal may be a concern as it is a bit high relative to others.
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PROPOSER:

Netxperts

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- 1 – Unacceptable
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- 4 – Above Average
- 5 - Exceptional

Evaluator 1

WEIGHTED VALUE	CRITERIA	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm's resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>	<p>4</p>
	<p>Comments: 28 years of supporting state and local govt. Understands and stated objectives. Detailed CAD & PDF delivery, 10 year warranty on parts and labor.</p>	
	<p>Approach with PM controls, stakeholder engagement, Strategies, Agile principles and QA/QC for install. Gant Chart and Site, assessment, procurement testing and validation. Phased approach with staff assistance, 10 day approach for each floor at City Hall and sites.</p>	<p>4</p>
	<p>Comments:</p>	
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	
	<p>Comments: Cabling and Verkada install experience, in house expert team, 26 years of experience, Ontario, CA, local team to ensure quick response, Certifications, high profile projects, colleges and water districts, Walnut Creek, CA, Continue education of team, site foreman and PM and in house installers. Worked on 100K to 13-million-dollar projects, Tech has 15 years of experience.</p>	
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>	<p>4</p>
	<p>Comments: \$794,014.36 Fiber: \$92.50 Network: \$92.50 Verkada: \$92.50</p>	<p>Their bid is almost \$300 higher than ours but they received a 4 while we received a 3?????</p>

ADDITIONAL COMMENTS: Detailed bill of materials, good list of references for school districts and Good proposal. Cost is not lowest or highest, but reasonable.
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Good list of references for schools? this is about cost .. references scored under qualifications

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

We listed References of other City Facilities, not schools.. we have over 50 school references but this is a city public works job not a school job

PROPOSER:

X-Act Technology

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- 4 – Above Average
- 5 - Exceptional

		Evaluator 1
WEIGHTED VALUE	CRITERIA	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>	<p>3</p>
	<p>Comments: Orange County Local, IT Network, Leviton & Siemons Certified, AP installs, project approach; meet, order, implement, cutover and completion. CPA letter to be financially stable.</p>	
	<p>“Technology is our middle name” a decade in business. LA is main branch. OC satellite. 14 technicians, 178 days to complete. Time line for each site submitted. Itemized details for each site.</p>	
	<p>Comments: Sole proprietor, 10 Year warranty, good understanding of scope and locations. All good comments but yet we get a 3 to Netexperts 4????????? How???</p>	
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	<p>4</p>
	<p>Comments: PM, 15 years experience, Sr. Verkada Engineer 8 years, Live scanned staff; Cable tech crew of 4 & Verkada certified, Good list of Cities & Colleges, projects from \$75K to \$1.2 million.</p>	
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>	<p>3</p>
	<p>Comments: \$469,538.53 + \$30,017.99 + \$6000 = \$505,556.52 Fiber: \$250 Network \$220 Verkada \$150</p>	
	<p>ADDITIONAL COMMENTS: Highest price for fiber, network & Verkada install individual rates. Monitors not listed BID CLEARLY STATES: Add 5 tv monitors in jail \$1,200 ea</p>	

Great proposal. Lowest Cost, all pre live-scanned. Long install 6 months.

But yet we only received a 3???? above contractors received 4 for less

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

NOTES: WE HAD THE LOWEST PRICED BID BUT ONLY RECEIVED A 3 WHILE NET EXPERTS WAS ALMOST \$300K HIGHER THAN OUR BID BUT RECEIVED A 4???????

EVERYONE RECEIVED A 3 FOR Qualifications of the Firm EXCEPT Netexperts received a 4?????? but have completed less City jobs????

Evaluator #3 states:

X-Act was also the only proposal to call out separate hourly labor rates for cat 6a and cat 6 network drops, something that may have been overlooked among the other proposals. Although their total price was the lowest bidder, I scored them lower because of the ongoing cost of the hourly rate compared to other bids ...1st, there is no hourly 2nd, we are the ONLY company out of 6 that charged the City accordingly and we get dinged for it? cat 6a is more expensive than cat 6 and harder to terminate.. Only a professional, adequate company would point that out and save the City money. but instead we get punished because our price for MAYBE installing a camera or Fiber which is not part of the scope is high??? hows that fair?

Bottom line the City would rather spend \$794,014.36 instead of \$499,556.52 for the exact same work.. Difference of \$294,457.84 The City Council needs to be aware of this before they award this bid

The scoring is Flawed. just look at the inconsistencies.. Eval #1 scored us 3-4-3 while Netexperts 4-4-4 for the exact same comments but we had the LOWEST BID But stated we had the: Highest price for fiber, network & Verkada install individual rates. Something that is optional.. but didnt mention that Netexperts had a higher proposal rate (work that will actually get done) ...So how do we get dinged for work that MAY NOT even take place? its optional.....

Eval #2 scored us 1-2-1 Even though we have solid references and have done this same scope of work for the City of Hawaiian Gardens, Azusa, West Covina and Glendale.. a 1??? doesnt make sense....

they stated: They DID NOT include Optional Expenses for labor rates for additional installation(s) of Single Mode fiber, network drops and Verkada cameras. They did a per unit cost. There is NO Monthly or Annual cost listed for the multi-year contract. Their Costs are Confusing!

Clearly in our bid we put:

Single mode fiber labor – 250.00

Per network drop labor – 175.00

Per Verkada camera install – 150.00

There is NO Monthly or Annual cost in this bid!!!! its a one time cost So how can they evaluate a bid when they didnt read it?

And Eval #3 scored us 3-4-22 even though we were the lowest bid for the Main scope of work

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

PROPOSER:

BCS Consultants

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- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
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WEIGHTED VALUE	CRITERIA	Evaluator 2	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>		3
	<p>Comments: Page 2 provides a wide range of experience with various technology pertinent to our project. Pages 3-6 summarize the expectation of the scope of work. An implementation plan was provided to provide a general framework of the project.</p>		
	<p>Comments:</p>		
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>		1
	<p>Comments: There is no reference quantity of staffing or skilled labor workers that will be assigned to this project. Timelines or anticipated hours were not provided.</p>		
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>		2
	<p>Comments: Total cost for BCS Consultants on this project is \$ 635,360.00 tax included. This includes Materials and Labor for both the Cat6A cabling and the Verkada camera installations. They included Optional Expenses for labor rates for additional installation(s) of Single Mode fiber, network drops and Verkada cameras at \$90.00. I assume the rate is per hour, it is not specified.</p>		

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

	<p>ADDITIONAL COMMENTS: Over-all the proposal is okay. Definitely more information could have addressed the specifics better. The proposal is clearly type written and easy to read – clearly representing the professionalism the City of Costa Mesa is looking for with a project of this magnitude. However, level of detail as it pertains to available work force was lacking in this proposal. Cost may be LOW considering the work involved in comparison to other proposals.</p>

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

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RM Systems

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	<p>Comments: Yes, the proposal included examples to compare Costa Mesa to previous projects they completed – all examples were for schools. In the 3rd paragraph they appear flexible regarding after hours work such as “2nd Shift, Saturday and Holidays, etc.” They did acknowledge the “personalities” unique to the individual departments of the Costa Mesa Organization as a whole. For example, the 24/7 operation of Public Safety (Police, Fire and Dispatch) versus City Hall, Engineering, Development Services, Recreation, Facilities, Yard, Parks, etc.</p>		
	<p>Comments:</p>		
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>		2
	<p>Comments: They currently have 3 project managers each with approximately 30 years experience. They currently have 55 field employees. At the lowest point during Covid they had 25 field employees. They did not say anything about the current or average workload or number of projects they typically carry and how they prioritize the labor force (field employees) to meet timelines.</p>		
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>		1

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

	<p>Comments: Total cost for RM Systems on this project is \$ 1,207,404.35 tax NOT included. They included Optional Expenses for labor rates for additional installation(s) of Single Mode fiber, network drops and Verkada cameras at \$ 130.00/hour. There is no Monthly or Annual cost listed for the multi-year contract.</p>
	<p>ADDITIONAL COMMENTS: Over-all the proposal is detailed but not as professional looking in its presentation. For the cost of this proposal I would like to see a timeline and the workforce dedicated to completing the task. The proposal is typed, but format could have highlighted the important points better. However, the hand written portions of this proposal gave me the impression that RM Systems lacks attention to detail that Costa Mesa is looking for in the end product. Cost may be HIGH considering the work involved in comparison to other proposals.</p>

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	Comments: Yes, End-Point Wireless Inc.’s proposal illustrated the firm’s resources. However, the majority of the workforce specified in the proposal consists of sales, managers, and executive staff. I believe End-Point Wireless Inc. will be able to provide plenty resources to preparing and presenting reports to City Staff. I do not see a workforce outlined to do the actual installations.		
	Comments:		
30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.		1
	Comments: Installation technicians listed in the table “Company size” indicates 2 Lead Tech’s. No mention of how many installers will be dedicated to completing the City’s project. There was no mention of the expected timeline to completion provided.		
35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.		2
	Comments: Total cost for End-Point Wireless Inc. on this project is \$ 1,003,382.40 tax NOT included. They included Optional Expenses for labor rates for additional installation(s) of Single Mode fiber, network drops and Verkada cameras at \$ 148.00. Assume the rate is per hour. (“Any work performed midnight to 6am and holidays will be charged at two (2) times the standard rate.” \$ 296.00). There is a \$500.00 Monthly cost listed for the multi-year contract.		

RFP No. 24-03
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	<p>ADDITIONAL COMMENTS: Over-all the proposal is detailed and professional looking in its presentation. For the cost of this proposal specifying a timeline and the workforce dedicated to completing the project at the technician level would make this a much better proposal. It appears End-Point Wireless Inc. has the appropriate management staff to track the progress but cost may be HIGH considering the work involved in comparison to other proposals.</p>

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- 5 - Exceptional

WEIGHTED VALUE	CRITERIA	Evaluator 2	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>		2
	<p>Comments: Yes, “Swinford Electric dba A&R Electric” has 40 plus years of experience in structured cabling and noted that in the Cost Proposal. A&R Electric also provided letters of recommendation from previous client Kaiser Permanente.</p>		
	<p>Comments:</p>		
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>		1
	<p>Comments: There is no mention of a staffing plan to complete the project. There is no mention of a timeline for each site or the project over-all. A template was provided for “Method of Procedure” outlining steps for the MOP to coordinate each engagement with each site.</p>		
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>		3
	<p>Comments: Total cost for A&R Electric on this project is a little confusing. On first page of the cost proposal states “We are pleased to submit a proposal for the amount of \$ 893,127.00 for the above referenced project.” On page 10 of the cost proposal the total is listed in the table is \$ 889,475.50 for the same project. It appears tax is NOT included. They included Optional Expenses for labor rates for additional installation(s) of Single Mode fiber \$94.43, network drops \$88.08 and Verkada cameras at \$81.73. Assume the rate is per hour. The plan is quite</p>		

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

	detailed with a per-site breakdown. There is no estimated Annual cost listed for the multi-year contract.
	ADDITIONAL COMMENTS: There is a discrepancy on cost and where the information is provided and Response vs Cost documents. Over-all this appears competitively quoted with respect to Cost with the other proposals. Not sure why A&R Electric is listed as "Swinford Electric dba A&R Electric" in some of the documentation.

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

PROPOSER:

Netxperts

Scores are given from 0 - 5 points indicating:

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

WEIGHTED VALUE	CRITERIA	Evaluator 2	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>		5
	<p>Comments: The level of detail put into this proposal was on par much better than expected. NetXperts, LLC communicated clearly in great detail the consideration of this proposal. If this exemplifies the work ethic of NetXperts, LLC then the end product should meet or exceed the expectations of City of Costa Mesa.</p>		
	<p>Comments:</p>		
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>		5
	<p>Comments: A comprehensive staffing plan and timeline was submitted for each site outlining each day. There will be (4) installers and (1) Foreman. I was very impressed with the level of detail put into this proposal.</p>		
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>		4
	<p>Comments: Total cost for NetXperts, LLC on this project is \$ 794,014.36 tax NOT included. They included Optional Expenses for labor rates for additional installation(s) of Single Mode fiber, network drops and Verkada cameras at \$ 92.50 per hour per installer. There is NO Monthly or Annual cost listed for the multi-year contract.</p>		

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

	<p>ADDITIONAL COMMENTS: The cost appears very competitive. The level of detail in this proposal is one of the best and is in good balance with the expectations of the RFP process. The work ethic used to prepare this proposal hopefully translates into the installers.</p> <p>ALMOST \$300K HIGHER THAN OURS</p>

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

PROPOSER:

Scores are given from 0 - 5 points indicating:

X-Act Technology

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

WEIGHTED VALUE	CRITERIA	Evaluator 2	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>		1
	<p>Comments: I did not find adequate examples on how the project would be staffed. It appears the project would be completed in 178 days approximately 6 months. I did not like the incomplete sentences used in the Proposal.</p>		
	<p>Comments:</p>		
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>		2
	<p>Comments: The staffing plan was not detailed enough. I found it difficult to reconcile the 178 day timeline without mention of the workforce. Who will be installing the cable? Who will be the job foreman overseeing the work? LISTED IN OUR BID</p>		
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>		1
	<p>Comments: Total cost for X-Act Technology on this project is \$ 469,538.53 tax NOT included. They DID NOT include Optional Expenses for labor rates for additional installation(s) of Single Mode fiber, network drops and Verkada cameras. They did a per unit cost. There is NO Monthly or Annual cost listed for the multi-year contract. Their Costs are Confusing! WE LISTED: Single mode fiber labor – 250.00 Per network drop labor – 175.00 Per Verkada camera install – 150.00</p>		

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

	ADDITIONAL COMMENTS: The proposal is the most confusing of all submittals. For example Labor rate for fiber is "\$250 per strand". They charge Hawaiian Gardens, CA \$1,200,000 / Year for what?

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

RFP No. 24-03
CAT6A Structured Cable and Verkada Camera Installation

PROPOSER:

BCS Consultants

Scores are given from 0 - 5 points indicating:

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

Evaluator 3

WEIGHTED VALUE	CRITERIA	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>	<p>3</p>
	<p>Comments: BCS provided a generalized project implementation. I would have liked to have seen a more detailed plan. BCS’s plan did however emphasize communication during this project.</p>	
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	<p>2</p>
	<p>Comments: No staffing plan was submitted. The city will need to assume that adequate staffing is on hand with BCS. I would like to have seen an implementation plan that called out how many installers might be suggested per site.</p>	
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>	<p>3</p>
	<p>Comments: Total – 635,360.00 Single mode fiber labor – 90.00 Per network drop labor – 90.00 Per Verkada camera install – 90.00</p> <p>Over all BCS came in with a strong cost proposal. Individual labor rates were better among most that were submitted. I would have liked to have seen the brand of materials broken out. I will be assuming BCS will be using what was suggested in the RFP.</p>	
	<p>ADDITIONAL COMMENTS: BSC came in with sold numbers. I would have liked to have seen a better plan for how this job is going to be staffed. BCS has worked with this city in the past with acceptable results.</p>	

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

PROPOSER:

RM Systems

Scores are given from 0 - 5 points indicating:

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

Evaluator 3

WEIGHTED VALUE	CRITERIA	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>	<p>4</p>
	<p>Comments: RM seems to have a solid background working with public and school agencies. As such I think it helped them understand the needs of the city. The implementation plan they submitted addressed what will certainly be challenges for this project.</p>	
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	<p>4</p>
	<p>Comments: I felt that because of their prior work with public entities they could staff accordingly. RM seems to work with subcontractors and has staffing on hand to accommodate this job.</p>	
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>	<p>2</p>
	<p>Comments: Total – 1,088,913.45 Single mode fiber labor – 130.00 Per network drop labor – 130.00 Per Verkada camera install – 130.00</p> <p>Unfortunately, this is where I feel RM fell a little short. Of all proposals RM had the highest overall cost. Individual rates were somewhat middle of the road in terms of cost. But still higher than some competitors.</p>	

	<p>ADDITIONAL COMMENTS:</p> <p>Although RM had the highest total cost, and higher individual rates, I believe that they may understand the city's needs a little better than some of the other proposals. This is based on reference work they have done in the past. References would need to be verified and reviewed to confirm these statements.</p>
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Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

PROPOSER:

Scores are given from 0 - 5 points indicating:

End Point

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

		Evaluator 3
WEIGHTED VALUE	CRITERIA	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm's resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>	3
	<p>Comments: End Point's plan to re-cable the city's infrastructure did follow the criteria laid out in the RFP. I would however like to have seen it broken down a little more with planned days at each site. Or at least an estimate of days dedicated to each site.</p>	
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	2
	<p>Comments: No staffing plans were offered. As stated above I would have like to have seen a plan broken down with how many staff was planned per site. At this time, I cannot say if End Point would have the installers needed to complete this job.</p>	
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>	2
	<p>Comments: Total – 1,003,382.40 Single mode fiber labor – 148.00 Per network drop labor – 148.00 Per Verkada camera install – 148.00</p>	

	Overall cost for this project comes in as the second highest of the proposals. End point is also the second highest of the individual labor rates. For these reasons I scored End point a little lower.
	ADDITIONAL COMMENTS:

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

PROPOSER:

Scores are given from 0 - 5 points indicating:

A&R Electric

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

		Evaluator 3
WEIGHTED VALUE	CRITERIA	SCORE 0-5
35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Qualifications of the Firm: Did the proposal provide examples that illustrate the firm's resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.	2
	Comments: I did not feel that a solid plan was given on how A&R was going to approach the city. Because this is a functioning municipality, I was hoping to see more of a plan that outlined a phased approach breaking down which tasks would be worked on daily.	
30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.	2
	Comments: No staffing plan was submitted. It would have been helpful to know how many installers would be working on the project at any given time. Or at a minimum how many installers A&R would be suggesting.	
35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.	3

	<p>Comments:</p> <p>Total 889,475.50 SMF – 94.43 Per network drop labor – 88.08 Per Verkada camera install – 81.73</p> <p>I scored a little higher in this area because the overall total cost was the second lowest bidder. Their individual cost per work labor was mostly lower than all other bidder.</p>
	<p>ADDITIONAL COMMENTS:</p> <p>Overall A&R left me with a lot of questions on if this bidder would be able to handle the projects. The absence of a solid schedule or work plan is my first concern. But also, a lack of materials list also concerns me as I would have liked to have known what brands of materials are being offered. At this point I would be assuming that the materials would be what was suggested in the city's RFP.</p>

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

PROPOSER:

Netxperts

Scores are given from 0 - 5 points indicating:

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

		Evaluator 3
WEIGHTED VALUE	CRITERIA	SCORE 0-5
<p>35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of the Firm: Did the proposal provide examples that illustrate the firm's resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.</p>	4
<p>Comments: This proposal was well laid out and descriptive of each step. It clearly stated milestones and goals. My only concern is that in some of the steps, wire demo was completed before the new cables were tested and live. This obviously would need to be adjusted so as not impact workflow during operational hours.</p>		
<p>30 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i></p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	4

	Comments: Based on experience with cable projects I am unsure if 4 installers will be adequate to complete this task in a timely manner. Specifically, during normal business hours. Netxperts plan does however call out that more than 4 installers could be disruptive to the business environment. This point did sway my opinion to grade a little higher than I otherwise would have.	
35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.	4
	Comments: Total – 794,014.36 Single mode fiber labor – 92.50 Per network drop labor – 92.50 Per Verkada camera install – 92.50 Netxperts over all total cost was reasonable. Their cost per hour labor rates were the second lowest among the bidders. Materials that were called out seem to be equivalent to what was described in the RFP.	
	ADDITIONAL COMMENTS: Of all the proposals Netxperts was the most well laid out and comprehensive plan. Clearly defined schedules and milestones for each of the sites involved helped visualize the project. Having had experience in working with public agencies in the past may prove helpful when undertaking this project and understanding the needs of our city.	

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.

PROPOSER:

X-Act Technology

Scores are given from 0 - 5 points indicating:

- 0 - the criterion was not addressed at all
- 1 – Unacceptable
- 2 – Below Average
- 3 – Acceptable
- 4 – Above Average
- 5 - Exceptional

WEIGHTED VALUE	CRITERIA	Evaluator 3	SCORE 0-5
35 x Score <i>(The weighted value will be calculated by the RFP Facilitator)</i>	Qualifications of the Firm: Did the proposal provide examples that illustrate the firm’s resources, commitment and demonstrated ability to complete all components of all projects in a timely manner, including but not limited to, attending meetings, advising staff on matters specific to the scope of service, preparing and presenting reports to City staff and members of the City Council, and assisting with due diligence and disclosure processes relevant to the scope of services.		3

	<p>Comments: X-act project plan showed a phased approach towards this project. X-Act also provided a reasonable expectation of days at each facility. I would have liked to have seen how each day would be spent at each facility. An example of what phase would be taking place on what day.</p>	
<p>30 x Score (The weighted value will be calculated by the RFP Facilitator)</p>	<p>Qualifications of Key Personnel: Based on Staffing Plan submitted, can the proposer provide adequate staff to perform requested services and anticipated hours of each individual.</p>	4
	<p>Comments: X-Act stated in their proposal staff is already onboarded. No need for outside recruitment. Based on their proposal statement each of their 3 lead techs leads a team of 4 installers. To me this demonstrated that they have adequate staff for this project.</p>	
<p>35 x Score (The weighted value will be calculated by the RFP Facilitator)</p>	<p>Cost Proposal: Cost Proposals will be evaluated on the basis of the Total Estimated Annual Cost submitted in Attachment B. Cost should be compared with other proposals received for requested services.</p>	2
	<p>Comments: Total – 499,556.52 Single mode fiber labor – 250.00 Per network drop labor – 175.00 Per Verkada camera install – 150.00</p> <p>X-Act was the lowest over all total cost bidder. Their per piece work rates were much higher than other proposers. X-Act was also the only proposal to call out separate hourly labor rates for cat 6a and cat 6 network drops, something that may have been overlooked among the other proposals. Although their total price was the lowest bidder, I scored them lower because of the ongoing cost of the hourly rate compared to other bids. what hourly rate? there is no hourly rate.</p> <p>Fiber, drops and camera install were all extra, not part of this RFP so why score us low for work that MAY NOT be done and isnt in the scope</p>	
	<p>ADDITIONAL COMMENTS:</p>	

Comments: Please note Evaluator shall provide at least three (3) full sentences to justify their scores. If one word responses are received for comments, the evaluation sheet will be sent back to the Evaluator to correct.



CITY OF COSTA MESA

77 FAIR DRIVE, P.O. BOX 1200, COSTA MESA, CA 92628-1200

FINANCE DEPARTMENT
PURCHASING

March 4, 2024

X-Act Technology Solutions
Attn: Ed Coleman
1920 Hillhurst Ave#1134
Los Angeles, CA 90027

Subject: RFP No. 24-03 CAT6A Structured Cable and Verkada Camera Installation protest

Dear Mr. Coleman:

This letter is to respond to your written protest submitted on or about January 8, 2024 to the City intent to award RFP No. 24-03 to another vendor. The City's responses to your contentions are reflected in blue type below.

X-Act Protest: X-act Technology Solutions, Inc. was scored incorrectly.

City Summary Response:

Evaluators ranked all vendors, not just on price, but on execution of the proposal, the qualifications of the firm, and qualifications of Key Personnel. Evaluators only had access to each firm's submission. Hence, if answers were not in the submission, or not where the information was expected to be, the evaluators adjusted ratings accordingly. While you are correct that the three evaluators' scores did not need to match, they were consistent across all the vendors for each evaluation. Some evaluators awarded constantly fewer points than others, but they consistently scored low, medium or high across all vendors. Hence, when the scores were averaged, the fact that one evaluator scored lower than another evaluator for the same vendor had no impact on the average scores for comparison and selection purposes. In addition, with X-Act only identifying three Lead Cabling Technicians in its proposal, the question of capacity to perform in 178 days did come into question. The project installation team in the Key Personnel Section is assumed to be the 3 lead Cabling Technicians, which the evaluators determined was insufficient for the timeline and scope of the project.

X-Act Protest:

Eval #2 scored us 1-2-1 Even though we have solid references and have done this same scope of work for the City of Hawaiian Gardens, Azusa, West Covina and Glendale.. a 1??? doesnt make sense.... they stated: They DID NOT include Optional Expenses for labor rates

for additional installation(s) of Single Mode fiber, network drops and Verkada cameras. They did a per unit cost. There is NO Monthly or Annual cost listed for the multi-year contract. Their Costs are Confusing! Clearly in our bid we put: Single mode fiber labor- 250.00 Per network drop labor - 175.00 Per Verkada camera install - 150.00 There is NO Monthly or Annual cost in this bid!!!! its a one time cost So how can they evaluate a bid when they didnt read it?

City Response:

All Bids were read thoroughly and the pricing of the proposals communicated using the “Cost Proposal/Form Sample”. Cost proposal were compared to other vendors. The RFP was seeking hourly rates for optional work as opposed to unit rates. In addition, the body of the Proposal did not include this information. See cost breakdown attachment.

X-Act Protest:

Evaluator #3 states: X-Act was also the only proposal to call out separate hourly labor rates for cat 6a and cat 6 network drops, something that may have been overlooked among the other proposals. Although their total price was the lowest bidder, I scored them lower because of the ongoing cost of the hourly rate compared to other bids ... that was optional, not apart of this RFP.

We are the ONLY company out of 6 that charged the City accordingly and we get dinged for it? cat 6a is more expensive than cat 6 and harder to terminate.. Only a professional, adequate company would point that out and save the City money. but instead we get punished because our price for MAYBE installing a camera or Fiber which is not part of the scope is high???

How's that fair?

City Response:

Position: XAct was not “dinged” for providing separate pricing for cat 6 versus cat6a. The evaluator felt that the rate provided was higher than other proposers. Six qualified proposals were submitted to the City. The range was \$505,557 (\$499,557 base + add \$6000 for monitors) up to \$1,088,913. The next closest vendor was \$129,000 more. However, that vendor failed to provide an adequate proposal and hence was rated lower. The next viable vendor was NetXperts at \$794,014. The NetXperts proposal was more aligned in meeting the requirements compared to yours in overall execution using “Qualification of the firm”, “Key Personnel” and the ratings provided by the evaluators. The difference of \$288,457 is significant, but where your proposal was scored low, others were scored higher.

X-Act Protest:

The scoring is Flawed. just look at the inconsistencies.. Eval #1 scored us 3-4-3 while scorine Netexperts 4-4-4 for the exact same comments but we had the LOWEST BID But stated we had the: Highest price for fiber, network & Verkada install individual rates. Something that is optional.. but didnt mention that Netexperts had a higher proposal rate (work that will actual! get done) ...So how do we get dinged for work that MAY NOT even take place? its optional.....

City Response:

Please see comments above. In addition, the RFP stated on Page 45 in the “Cost Proposal/Form Sample” sheet to fill out the form. There is no language that stated the hourly “Rates” were optional. During contract negotiations, the intent of the City was to have the flexibility to use these rates to secure future work when and if needed and hence were part of the bid. X-Act filled out the rates as expected, as did all the qualified proposals.

Example from Form:

Standard Labor rate for as needed basis Single Mode Fiber install: _____

Standard Labor rate for as needed basis network drop: _____

Standard Labor rate for as needed basis Verkada install: _____

As you are aware, the lowest bid does not guarantee award. The best proposal, in terms of Qualification of the firm, Key Personnel and Pricing plan contribute to the final recommendation for contract award.

The proposed contract award will be considered by the City Council at its meeting on _____, 2024. Please notify us immediately if you intend to pursue your protest with the City Council.

Sincerely,

Mike Fuentes
Buyer
City of Costa Mesa

