BCS 20 ANNIVERSARY YEAR
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PROPOSAL

Innovative and customized solutions your business needs to

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We have prepared a quote for you

RFP 25-05 Enterprise Cabling, Cameras, Fiber, EOC

Quote # 040837 Version 1

Prepared for:

City of Costa Mesa

Mike Fuentes
mike.fuentes@costamesaca.gov

Prepared by:

BCS Consultants

Sunny Rajab
srajab@bcsconsultants.com

9910 Irvine Center Drive | Irvine | CA | 92618
www.bcsconsultants.com | (949) 333-1000

Friday, December 13, 2024

City of Costa Mesa
Mike Fuentes
77 Fair Drive
Costa Mesa, CA 92626
mike.fuentes@costamesaca.gov

Dear Mike,

Please accept the following BCS Consultants Proposal for the Request for Proposal 25-05. We sincerely appreciate the opportunity to present this proposal for your consideration.

Founded in 2001 BCS Consultants is a technology-driving women owned, single-source solution provider of audiovisual, security, network, cabling, and wireless solutions, offering various products and services under one roof. We will provide all the services for your project based from our Headquarters at 9910 Irvine Center Dr, Irvine CA 92618.

We specializes in Design/Consultation, Project Management, and Implementations such as this and for every communication and data facet of running a business, so we understand how it's all connected.

BCS has provide Network Cabling and Verkada Camera installation services for the City of Costa Mesa since 2022, and is one of the first Verkada Partners working as an integrator for them since 2019.

We have greatly appreciated working with the City for the past couple of years in provide design and estimating services for this project. Throughout this process we have become extremely familiar with the requirements for this project and our confident we can deliver this as a successful project for you this next year.
Thank you again for providing BCS Consultants with the opportunity to provide you with a proposal.

Your BCS Team

[redacted]

Sunny Rajab
CEO
BCS Consultants

Stage 1 Background & Project Summary

Stage 1 - Enterprise Cabling Cat6A

- BCS will provide a New Enterprise Structured Cabling System end-to-end certified for transmission of voice, data, and video signals as specified with the RFP with Category 6A specifications.
    - The purpose of the new infrastructure is to replace the existing obsolete Cat 5 infrastructure across 13 Site locations listed below.
    - This stage of the project will include a complete Survey/Design of the new Infrastructure Cabling required for each building with the City IT personnel, Installation Floor Plans created for each building, Installation & Termination of end-to-end infrastructure and pathways, Certification Testing/Administrative Labeling/As-Builts of every location, Demo/Removal of the existing infrastructure, and a 15 Year Certified Warranty.
    - The Base Scope includes One Thousand, Five Hundred (1,500) Cat6A cables for the City of Costa Mesa at the following locations:

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

    *144 Cables locations to be determined during site surveys and walk throughs of each building

- All Stage 1 Bid Cabling will be provided per RFP specifications and summarized below
    - Material Product Data Submittals for City review of all cabling plant for new Cat6A White cabling, Patch Panels, Jacks, Wall Plates, Supports, all to be provided.
    - Coordinate with City IT on labeling scheme with identification of Outlets/Panels
    - Ensure designed infrastructure meets EIA/TIA distance limitations
    - 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 cables with existing/new support infrastructure with 6' Service Loops
    - Maintaining cables bend radius/bundle sizes, dress 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
    - Provide removal/demo of existing network cables and patch cables no longer in use

Stage 2 Background & Project Summary

Stage 2 Verkada Camera Install Cat6 enhanced

- BCS will provide New Thirty-five (35) Cat 6 Enhanced cables with end-to-end connectivity to provide service for the installation of 32 Verkada Cloud Cameras and 3 Viewing Stations at the City of Costa Mesa Police Dept/Comm Buildings and Parking
- This stage of the project will include a complete new Infrastructure Cabling required for each security device/location listed, Installation Floor Plans created for each building, Installation & Termination of end-to-end infrastructure and pathways, Certification Testing/Administrative Labeling/As-Builts of every location, Installation of the New Cameras, Mounts, Displays, and Viewing Stations, Demo/Removal of the existing infrastructure and cameras, and a 15 Year Certified Warranty on the infrastructure.
- We have included the POE network extenders for each of the camera locations previously surveyed that will need to be included.
- BCS will provide new cable raceway 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.
- BCS will furnish POE Extenders for locations identified during the walk through. Any locations to be MultiSensor locations, City to furnish POE Verkada Injector/switch within distance.
- 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.
- City of Costa Mesa is responsible for pre-activation, naming, settings setup and firmware updates of all cameras prior to camera installation.

- All Stage 2 Bid Cabling will be provided by BCS based on the RFP specification as summarized below
    - 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 locations for camera cabling
    - 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
    - Maintaining cables bend radius and service loops
    - 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 cameras

Stage 2 Background & Project Summary

- The following locations will be included per the RFP

Interior Camera Locations for Police/Comm. Station Buildings with Verkada 60 Day Cameras:

*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

Exterior Camera Locations for Police/Comm. Exterior Areas with Verkada 60 Day Cameras:

*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)

[Note: BCS has included a new Verkada Video Intercom in our bid to replace phone/camera]

*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

Viewing Station Locations:

*Watch Commander#1 & 2 - 2 New View Stations and 2 New 43" Displays and Ceiling Hung Mounts
*Communications - 1 New Station with 1 New 65" Display and Wall or Ceiling Mount

Stage 3 Background & Project Summary

- BCS will provide Eighteen (18) Singlemode Fiber Optic Backbones Cabling utilizing the building ceiling spaces and existing conduits/sleeves between each floor and building.
- The fiber pathways with 1" Innerduct for ceiling/ladder rack pathways where no Armor is present
- All fiber will be terminated into Rack or Wall Mounted Fiber Cabinets as applicable, with LC Duplex Coupler Panels and LC Fusion Splice Pigtails.
- All Fiber will be Certification Tested and BCS will coordinate with the City to provide a common easy to use Fiber Administrative Labeling Scheme for all connectivity.
- The following fiber backbones have been requested;
    - City Hall Server Room
        - 24Fiber CH Server Rm/PD Net Rack – to – CH Server Rm/PD Server Cabinet
        - 24Fiber CH Server Rm/CH Net Rack – to – CH Server Rm/PD Server Cabinet
    - City Hall IDFs
        - 12Fiber CH Server Rm/CH Net Rack – to – CH Basement IDF(1U)
        - 12Fiber CH Server Rm/CH Net Rack – to – CH 1st Floor Video Rm IDF(1U)
        - 12Fiber CH Server Rm/CH Net Rack – to – CH 2nd Floor IDF(1U)
        - 12Fiber CH Server Rm/CH Net Rack – to – CH 3rd Floor IDF(1U)
        - 12Fiber CH Server Rm/CH Net Rack – to – CH 4th Floor IDF(1U)
        - 12Fiber CH Server Rm/CH Net Rack – to – CH 5th Floor IDF(1U)
    - OSP Fiber Cables
        - 24Fiber CH Server Rm/PD Net Rack – to – Comm. Bldg(#4-2U)
        - 12Fiber Comm. Bldg – to – Fire Station(1U)
        - 12Fiber CH Server Rm/CH Net Rack – to – PD Fuel Pump Shack Wall Mt(2PWM)
        - 12Fiber CH Server Rm/CH Net Rack – to – PD Helicopter Pad Wall Mt(2PWM)
    - Police Dept.
        - 12Fiber PD Basement – to – PD 1st Floor IDF(1U)
        - 12Fiber PD Basement – to – PD 2nd Floor IDF(1U)
        - 12Fiber PD Basement – to – PD 1st Floor EOC IDF(1U)
    - Downtown Rec Center Campus
        - 12Fiber DRC - to - Norma Hertzog Community Center
        - 12Fiber DRC - to - Donald Dugan Library
        - 12Fiber DRC - to - Aquatics Center
- After Costa Mesa IT cut over existing connections to new fiber, BCS will demo existing fiber.

Stage 4 Background & Summary

EOC Rack Relocation

>BCS will provide the relocation of the existing EOC IDF to include

- Remove fiber enclosures and pull fiber back to new IDF location.
- Remove copper cables from patch panels and pull cables back to new IDF location.
- Remove IDF rack and relocate to new IDF location.
- Remove ladder racking and reuse as necessary for new location.
- Install ladder rack, fiber enclosures, copper patch panels back onto IDF rack.
- Dress and load fiber into fiber enclosures.
- Re-terminate and retest all copper & fiber cables on to existing panels.
- Provide and Install 80 new Cat6a cables that won't reach from previous IDF location to new IDF location.
- Provide Cat6a patch panels and keystones as needed
- Provide 80 Cat6a network patch cables
- Terminate test and label newly install Cat6a cables.
- All Stage 4 Bid Cabling will be provided per RFP specifications and summarized below
    - Material Product Data Submittals for City review of all cabling plant for new Cat6A White cabling, Patch Panels, Jacks, Wall Plates, Supports, all to be provided.
    - Coordinate with City IT on labeling scheme with identification of Outlets/Panels
    - Ensure designed infrastructure meets EIA/TIA distance limitations
    - 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 cables with existing/new support infrastructure with 6' Service Loops
    - Maintaining cables bend radius/bundle sizes, dress 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
    - Provide removal/demo of existing network cables and patch cables no longer in use

Method of Approach

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 each Stage for consideration and 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.

- Installation:
    - Site installation schedule to be coordinated with priorities to be determined with City IT Personnel. The following we understand is a list of priority, but will provide separate project teams as needed to execute with diligence.
        - Verkada Camera Installation
        - Fiber Backbone Installation
        - CAT6A Upgrade
        - EOC
    - 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 provided on all building plans both electronic and hard copies

Qualifications & Experience

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) 333-1001
- Website: www.bcsconsultants.com

Firm Background & Licensing:

- 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, C28 # 852163, Expires 1/31/25
- California Alarm License - ACO7989
- Costa Mesa Business License #RCON-23-0921, Expires 10/31/25
- CMAS Approved File #20216606065

Community & Charitable Contributions

- **https://www.bcsconsultants.com/about/community/**

Personnel & bid contacts.

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

Qualifications & Experience

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	Current Approved Contractor for 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	2 Year 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	City Hall & Lions Park Camera Upgrades
Client Reference #4	**Arthur Cooper**
Company Name	Professional Partners & Practices
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	Cabling, Security, and Audio Visual for Irvine. Co. And their tenants.

Qualifications & Experience

The BCS Consultants Story & Mission Statement

BCS Consultants is committed to providing technological consulting and design solutions from inception to execution for: Audio/Visual, Telecommunication, Structured Cabling, Security, Network IT, and Wireless Technology. BCS customizes engineered solutions to fit your specific needs while maintaining cost-efficiency. BCS strives to stay on the forefront of innovative technology, delivering the most high-tech solutions that allows our clients to ensure success and productivity through efficient communication, collaboration, and connectivity.

BCS Consultants is proud to be a woman-owned and minority-owned company. BCS was founded in 2001 in Irvine, CA, as a technology-driven, single-source solution provider for all our clients' audiovisual, cabling infrastructure, design-consulting, networking, and security needs. Each member of our team has spent years honing their skills, and today our clients refer to us as top business technology consultants with a robust product portfolio.

Our goal has always been to help clients get the most value out of their audiovisual investments, and we are constantly raising the bar by considering what is best for them and their long-term goals. Whether a customer needs a one-time project or an international rollout, we have the resources to get the job done.

Key Personnel

Leadership

Sunny Rajab, Chief Executive Officer (CEO) at BCS Consultants, founded the woman-owned company in 2001 and has 25years of experience in business technology consulting encompassing: audiovisual (A/V), security alarm & surveillance, IT networking, and structured cabling. She holds a Bachelor of Science degree in Management from Pepperdine University and an Executive Master of Business Administration (EMBA) from the University of Southern California (USC). She is a C28 & C7 low-voltage licensed contractor in the state of California. As a hands-on CEO, she takes the initiative by mastering operations of all the technology solutions BCS provides its customers. Ms. Rajab began her career working for a start-up in the telecommunications industry but decided to launch her own company as a single-source solutions provider of structured cabling, phone equipment, telecommunication plans, and IT networking. She recognized the need and opportunity to help business owners save time and cost, and avoid headaches, by eliminating the need for multiple vendors. Ms. Rajab's foresight for innovation, combined with her experience and expertise in business technology, has made her and BCS a trusted consultant for businesses of all sizes, including many nationally noted Fortune 100 companies.

William Lowden, Chief Operating Officer (COO) at BCS, where he leads the company's operational strategy and execution. William is a RCDD Engineer with over 30 years' experience with a wealth of experience in operational management and a deep understanding of business processes and technical integration with client environments ranging from Military, Distribution Center, Data Center, Retail, and traditional business ranging from all facets of technology. William's background at an Engineering firm brings a unique blend of expertise to BCS Consultants contracting business with the added value of engineer knowledge. This expertise is providing to your account as part of our Management and Project engineering resource. William ensures that BCS runs efficiently and effectively across all departments. William is committed to maintaining high standards of quality and client satisfaction while positioning BCS for continued leadership in the industry.

Sarah Sheldon, Chief Financial Officer (CFO) at BCS, where she is responsible for overseeing the company's financial strategy and ensuring long-term financial health. With extensive experience in financial planning, analysis, and risk management, Sarah plays a crucial role in guiding the company's growth and stability. Her expertise in budgeting, forecasting, and financial reporting enables BCS to make informed, strategic decisions. Sarah's commitment to financial excellence and her ability to drive operational efficiency ensure that BCS remains well-positioned for continued success and profitability. She has been with the firm since 2006.

Key Personnel

Project Team

Anna Steele, as a Project Manager at BCS, recognized for her expertise in overseeing both local and national projects. With a strong ability to manage complex initiatives from inception to completion, Anna ensures that each project is delivered on time, within scope, and to the highest quality standards. Anna's vast experience in project management and integral to BCS's continued success, driving results that consistently meet and exceed client expectations.

Raymond Pollum, Ray is a seasoned Project Engineer at BCS, bringing extensive experience in managing and executing complex engineering projects. With a strong technical background and a keen eye for detail, Ray oversees all aspects of project design, development, and implementation, ensuring that each project is delivered on time and within budget. Ray's dedication to excellence and his commitment to driving project success make him a vital asset to the BCS team.

Arash Rajab, as a Senior Lead Cable Technician at BCS who retains certifications from BICSI, Panduit, Corning, and Verkada, Arash excels in installing, and maintaining low voltage systems. His technical proficiency ensures that every project is executed with precision, adhering to the highest industry standards. As a key member of the team, Arash plays an essential role in delivering reliable, high-quality solutions that uphold BCS's commitment to excellence.

Ali-Reza Kaabi, as a Senior Lead Security Technician at BCS, specializing in security, access control, alarm, low voltage systems with a particular expertise in programming and access control solutions. With certifications from Panduit, Verkada, and Biamp, His extensive experience in the field allows him to install and implement sophisticated access control system and low voltage systems that enhance security and operational efficiency.

Carlos Perez, as a Senior Security Technician at BCS, specializing in the installation and maintenance of low voltage systems, audio visual, and security.
Certified in Verkada, Carlos brings expert knowledge in security systems and cabling infrastructure. He plays a key role in ensuring the successful deployment of systems, from initial setup to ongoing maintenance.

Patrick Reynolds, as a Cable Technician at BCS, bringing expertise in the installation and maintenance of low voltage systems. Certified in Verkada, he specializes in security system integration, ensuring that every project meets the highest standards of quality and efficiency.

Key Personnel

Erick Gudino, as a highly trained Project Technician at BCS, holding certifications from BICSI, Panduit, and Verkada. With a strong background in network infrastructure, cabling solutions, and security system installations, Erick ensures the efficient and precise execution of projects from start to finish.

Tyler Brown, as a skilled Project Technician at BCS, certified by BICSI, Panduit, and Verkada. With expertise in structured cabling, network infrastructure, and security systems, Tyler plays a key role in the successful execution of complex projects.

Alejandro Sibrian, as a dedicated Project Technician at BCS, certified by BICSI, Panduit, and Verkada. With a solid foundation in structured cabling, network systems, and security solutions, he plays a key role in executing and supporting complex installations.

Patrick North, Project Technician at BCS, certified by BICSI, Panduit, and Verkada. With a solid foundation in structured cabling, network systems, and security solutions, he plays a key role in executing and supporting complex installations.

Sergio Garza, as a highly skilled Project Technician at BCS, with certifications from BICSI, Panduit, and Verkada. He excels in the installation and support of network infrastructure, cabling systems, and security technologies. With a keen attention to detail and strong problem-solving skills, Sergio ensures that every project is completed with precision and efficiency. His technical expertise and commitment to delivering high-quality results make him an essential member of the team, consistently providing reliable solutions that meet the unique needs of each client.

Richard Huynh, an accomplished Technician and Programmer at BCS, with a deep expertise in crafting custom software solutions that drive the success of complex projects. Proficient in a wide range of programming languages, he specializes in developing scalable, efficient, and innovative systems that enhance both performance and functionality. Richard's exceptional problem-solving abilities and his collaborative approach ensure seamless integration of software with hardware and infrastructure.

James Nguyen, an experienced Systems Administrator at BCS, with a strong background in managing and optimizing IT infrastructure. With expertise in server administration, network security, and system troubleshooting, James ensures that all systems run smoothly and efficiently. His proactive approach to system maintenance and his ability to resolve complex technical issues make him a key player in keeping the organization's technology environment secure and reliable. James' dedication to operational excellence and continuous improvement helps BCS maintain high performance and uptime for all critical systems.

Additional Forms

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

Additional Forms

VENDOR APPLICATION FORM
FOR
RFP No. 25-05 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: **949-333-1001** Corporate Mailing Address: 9910 Irvine Center Drive 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

Additional Forms

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	[redacted]
Afsaneh Rajab	Secretary	[redacted]
Afsaneh Rajab	Treasurer	[redacted]

Federal Tax Identification Number: [redacted]

City of Costa Mesa Business License Number: [redacted]

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

City of Costa Mesa Business License Expiration Date: 10/31/25

Additional Forms

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. 25-05** CAT6A Structured Cable and Verkada Camera Installation Services at any time after **October 12, 2023.**

[redacted]

Date: 12/12/24

Signature
AFSANEH RAJAB

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:

Signature

Print

Additional Forms

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

Stage 1 Labor Cost Proposal

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

Subtotal: **$262,500.00**

Stage 1 Materials Cost Proposal

Product Details	Qty
Stage 1 Materials	
Category 6A, White 10 MTP	260
Cat 6A Jack Module, White	1500
2 Port White Wall Plates	600
4 Port White Wall Plates	50
2 Port Surface Mount Box	200
Blank insert - white	100
24-Port Black Flat Flush Mount Modular Patch Panel	65
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	1000
3/4" JHook Supports	500
2" JHook Supports	500
3/4 in velcro black fire rated 25 yds. plenum	20
Misc Materials	1

Subtotal: **$271,422.24**

Stage 2 Labor Cost Proposal

Product Details	Qty
Stage 2 Labor	
Labor/Equip	1
PM/Engineering/Design Services	1
Admin	1

Subtotal: **$25,680.00**

Stage 2 Materials Cost Proposal

Product Details	Qty
Stage 2 Materials	
Orange Plenum Cat 6 UTP Cable	7
Black OSP Cat 6 UTP Cable	4
24-Port Black Flat Flush Mount Modular Patch Panel	2
Cat6 Jack Panel Modules - Yellow	35
Cat6 Jack Consol. Pt Modules - Yellow	20
8 Cond Mod 22/24 AWG Solid Connectors	2
Longspan Base 10/100 PoE Extender	6
75" 4K 3840X2160 UHD Commercial Display	1
43" 4K 3840X2160 UHD, Commercial Display	2
Ceiling/Wall Mounts and HDMI Cables	3
5' Cat6 Orange 28AWG Patch Cable	35
Verkada Viewing Station	3
Verkada Viewing Station License	3
Verkada All-In-One Video Intercom	1
Verkada Intercom License	1

Subtotal: **$23,643.47**

Stage 3 Labor Cost Proposal

Product Details	Qty
Stage 3 Labor	
Labor	1
PM/Engineering/Design Services	1
Admin	1

Subtotal: **$64,375.00**

Stage 3 Materials Cost Proposal

Product Details	Qty
Stage 3 Materials	
12-Fiber Singlemode OS2 Tight-Buffer Plenum Fiber Optic Cable	3000
12-Fiber Singlemode FrdmO TB Indoor/Outdoor Plenum	4000
24-Fiber Singlemode FrdmO TB Indoor/Outdoor Plenum	1000
1U Connector Housing F/2 Panels	15
2U Connector Housing F/4 Panels	7
4U Connector Housing F/12 Panels	2
12-Fiber LC OS2 Duplex Pigtailed Splice Cassette Housing	30
24-Fiber LC OS2 Duplex Pigtailed Splice Cassette Housing	6
1-1/4" Corrugated Flexible Duct	100
1" Corrugated Flexible Duct	1200
Misc. Materials	1
2M Fiber Patch Cables, LC to LC, Duplex, Yellow, Singlemode	100

Subtotal: **$50,743.14**

Stage 4 Labor Cost Proposal

Product Details	Qty
Stage 4 Labor	
Labor	1
PM/Engineering/Design Services	1
Admin	1

Subtotal: **$22,250.00**

Stage 4 Materials Cost Proposal

Product Details	Qty
Stage 4 Materials	
Category 6A, White 10 MTP	14
Cat 6A Jack Module, White	160
2 Port White Wall Plates	40
4 Port White Wall Plates	5
2 Port Surface Mount Box	5
Blank insert - white	50
24-Port Black Flat Flush Mount Modular Patch Panel	4
5' Cat 6A White 28AWG UTP Patch Cable	80

Subtotal: **$15,764.73**

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RFP 25-05 Enterprise Cabling, Cameras, Fiber, EOC

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Quote Information:

Quote #: 040837
Version: 1
Delivery Date: 12/13/2024
Expiration Date: 12/20/2024

Quote Summary

Description	Amount
Stage 1 Labor Cost Proposal	$262,500.00
Stage 1 Materials Cost Proposal	$271,422.24
Stage 2 Labor Cost Proposal	$25,680.00
Stage 2 Materials Cost Proposal	$23,643.47
Stage 3 Labor Cost Proposal	$64,375.00
Stage 3 Materials Cost Proposal	$50,743.14
Stage 4 Labor Cost Proposal	$22,250.00
Stage 4 Materials Cost Proposal	$15,764.73

Subtotal:	**$736,378.58**
Estimated Tax:	**$6,924.22**
Total:	**$743,302.80**

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

BCS Consultants

Signature: [redacted]
Name: Sunny Rajab
Title: CEO
Date: 12/13/2024

City of Costa Mesa

Signature: _____
Name: Mike Fuentes
Date: _____

Standard Labor Rates

1. Single Mode Fiber install for indoor use.
    - Labor Cost per foot installed: $10 per foot
2. Single Mode Fiber install for Outdoor use in existing conduit
    - Labor Cost per foot installed: $15 per foot
3. CAT6A network drop install for indoor use.
    - Labor Cost per foot installed: $5 per foot
4. Verkada camera install and Cat6 Enhanced network drop install for indoor use.
    - Labor Cost per foot installed: $10 per foot
5. Verkada camera install and Cat6 Enhanced network drop install for outdoor use.
    - Labor Cost per foot installed: $15 per foot