

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:



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

Table of Contents

Proposal Transmittal Letter	2
Table of Contents	4
Background and Project Summary	5
Method of Approach	6
Qualifications & Experience of NetXperts	12
Key Personal	14
Cost Proposal	20
Appendix	21

Background & Project Summary

NETXPERTS

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

NETXPERTS

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

NETXPERTS

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

NETXPERTS

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

NETXPERTS

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		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: [REDACTED]

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

