



# Offer and Acceptance

State of Arizona  
State Procurement Office

100 N. 15<sup>th</sup> Ave. Suite 201  
Phoenix, AZ 85007

SOLICITATION NO.: ADSP016-00005912 Request  
for Qualifications: 2016 Annual Professional  
Services List

PAGE  
1

Offeror: Americas Communications LLC

OF  
1

## OFFER

### TO THE STATE OF ARIZONA:

The Undersigned hereby offers and agrees to furnish the material, service or construction in compliance with all terms, conditions, specifications and amendments in the Solicitation and any written exceptions in the offer. Signature also certifies Small Business status.

Americas Communications LLC

Company Name

6100 W Gila Springs Place Suite 7

Address

Chandler

City

AZ

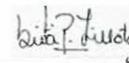
State

85226

Zip

silvia.villota@americasrf.com

Contact Email Address

 Digitally signed by Silvia P. Villota  
DN: cn=Silvia P. Villota, o=Americas Communications LLC, email=silvia.villota@americasrf.com, c=US  
Date: 2015.12.21 13:19:30 -0700

Signature of Person Authorized to Sign Offer

Silvia P. Villota

Printed Name

CFO

Title

Phone: 602 304 1760 x 604

Fax: 877 284 0791

By signature in the Offer section above, the Offeror certifies:

1. The submission of the Offer did not involve collusion or other anticompetitive practices.
2. The Offeror shall not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246, State Executive Order 2009-9 or A.R.S. §§ 41-1461 through 1465.
3. The Offeror has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant in connection with the submitted offer. Failure to provide a valid signature affirming the stipulations required by this clause shall result in rejection of the offer. Signing the offer with a false statement shall void the offer, any resulting contract and may be subject to legal remedies provided by law.
4. The Offeror certifies that the above referenced organization  IS/  IS NOT a small business with less than 100 employees or has gross revenues of \$4 million or less.

## ACCEPTANCE OF OFFER

The Offer is hereby accepted.

The Contractor is now bound to sell the materials or services listed by the attached contract and based upon the solicitation, including all terms, conditions, specifications, amendments, etc., and the Contractor's Offer as accepted by the State.

This Contract shall henceforth be referred to as Contract No. ADSP016-00005912

The effective date of the Contract is March 1, 2016

The Contractor is cautioned not to commence any billable work or to provide any material or service under this contract until Contractor receives purchase order, contract release document or written notice to proceed.

State of Arizona  
Awarded this 29 day of February 2016



Procurement Officer



ATTACHMENT I – General Qualifications

ANNUAL REQUEST FOR QUALIFICATIONS AND EXPERIENCE NO:  
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**DEFINITIONS**

**Architect Services, Engineer Services, Land Surveying Services, Assayer Services, Geologist Services and Landscape Architect Services:** Those professional services within the scope of the practice of those services as provided in ARS § 32-101.

**Branch Office:** A geographically distinct place of business or subsidiary office of a firm that has a key role on the team.

**Discipline:** Primary technical capabilities of key personnel, as evidenced by academic degree, professional registration, certification, and/or extensive experience.

**Firm:** Defined in ARS § 32-101(B.19.).

**Key Personnel:** Individuals who will have major contract responsibilities and/or provide unusual or unique expertise.

**SPECIFIC INSTRUCTIONS:**

1. Complete this form for each branch office seeking work under this RFQ.
  - a. – e. **Firm (or Branch Office) Name and Address.** Self-explanatory.
  - f. **Year Established.** Enter the year the firm (or branch office, if appropriate) was established under the current name.
  - g. **Ownership.**
    - (g1). *Type.* Enter the type of ownership or legal structure of the firm (sole proprietor, partnership, corporation, joint venture, etc.).
    - (g2). *Small Business Status.* A firm is a small business if the firm has less than 100 employees **or** has gross revenues of \$4 million or less.
  - h.-j. **Point of Contact.** Provide this information for a representative of the firm that the Customer can contact for additional information. The representative must be empowered to speak on contractual and policy matters.
  - k. **Name of Firm.** Enter the name of the firm.
2. **Employees by Discipline.**
  - a. Select disciplines from the List of Disciplines (Function Code) listed on Page 3 of 4 Instructions. For employees that do not qualify for any of the disciplines, select "Other". *Note: The intended searchable database indicated in the RFQ will be populated from the Qualifications Form I Excel attachment only.*
  - b. Each person can be counted only twice; once for his/her primary function and once for his/her secondary function. Primary and secondary functions should be indicated by including a "P" or an "S" in column b after the Description Title is given.
  - c-d. If the form is completed for a firm (including all branch offices), enter the number of employees by disciplines in column c. If the form is completed for a branch office, enter the number of employees by discipline in column d and for the firm in column c.
3. **Profile of Firm's Experience and Annual Average Revenue for Last Year.**
  - a. Enter the approximate number of projects the firm (or branch) has done attributable by Profile Code listed on Page 3 of 4 Instructions over the last year.



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- b. Enter the appropriate Profile Codes from Instructions Pages 3 of 4 that represent the type of work the firm (or branch) has done over the last year.
  - c. Using the Revenue Index Number on Page 3 of 6 Form, indicate the approximate revenue the firm has earned over the last year per Profile Code entered into the table.
4. **Resumes of Key Personnel Proposed for This Contract.** Complete this section for each key person who will participate in this contract.
  - a. Self-explanatory.
  - b. Self-explanatory
  - c. Total years of relevant experience (block c1), and years of relevant experience with current firm, but not necessarily the same branch/office (block c2).
  - d. Name, City and State of the firm where the person currently works, which must correspond with one of the firms (or branch office or a firm, if appropriate) listed in Section 1.
  - e. Provide information on the highest relevant academic degree(s) received. Indicate the area(s) of specialization for each degree.
  - f. Provide information on current relevant professional registration(s) and in which State(s) they are current.
  - g. Provide information on any other professional qualifications relating to this contract, such as education, professional registration, publications, organizational memberships, certifications, training, awards, and foreign language capabilities.
  - h. Provide information on no more than five (5) projects in the last year which the person had a significant role that demonstrates the person's capability relevant to her/his proposed role in this contract. These projects do not necessarily have to be any of the projects presented in Section 5 for the project team if the person was not involved in any of those those projects or the person worked on other projects that were more relevant than the team projects in Section 5. Use the check box provided to indicate if the project was performed with any office of the current firm. If any of the professional services or construction projects are not complete, leave Year Completed blank and indicate the status in Brief Description and Specific Role.
5. **Example Projects Which Best Illustrate Firms Qualification for this contract.** Select project where multiple team members worked together, if possible, that demonstrate the team's capability to perform work similar to that required for this contract. Complete one Section 5 for each project. List no more than five (5) projects.
  - a. Title and Locations of project or contract. For an indefinite delivery contract, the location is the geographic scope of the contract.
  - b. Enter the year completed of the professional services (such as planning, engineering study, or design), and/or the year completed if construction. If any of the professional services or the construction projects are not complete, leave Year Completed blank and indicate the status in Brief Description of Project and Relevance to This Contract (block f).
  - c. Project Owner or user, such as a government agency or installation, an institution, a corporation or private individual.
  - d. Provide the original budget or not to exceed dollar amount for the project.
  - e. Provide the Total Cost of the Project. If any of the professional services or construction projects is not complete, indicate the percentage complete and whether this project will be on budget, over or under budget.
  - f. Brief Description: Indicate scope, size, and length of project, principle elements and special features of the project. Discuss the relevance of the example project to this contract.
6. **Additional Information.** Use this section to provide additional information you feel may be necessary to describe your firm's qualifications for this contract.
7. **Annual Average Professional Services Revenues of Firm for Last 3 Years.** Complete this block for the firm or branch office for which this form is completed. In column a, enter an approximate percentage of total work attributable to State, Federal or Municipal Work. In column b, enter an approximate percentage of total work attributable to Non-Government work. Percentages should take into consideration work completed over the last 3 years.



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8. **Authorized Representative.** An authorized representative of the firm or branch office must sign and date the completed form. Signing attests that the information provided is current and factual. Provide the name and title of the authorized representative who signed the form.

List of Disciplines (Function Codes) for Question 2

- |                           |  |                          |
|---------------------------|--|--------------------------|
| Aeronautical Engineer     | Environmental Engineer                   | Mining Engineer          |
| Agricultural Engineer     | Environmental Scientist                  | Nuclear Engineer         |
| Archeologist              | Fire Protection Engineer                 | Petroleum Engineer       |
| Architect                 | Geodetic Surveyor                        | Photogrammetrist         |
| Architectural Engineering | Geographic Information System Specialist | Project Manager          |
| Biologist                 | Geological Engineer                      | Sanitary Engineer        |
| CADD Technician           | Geologist                                | Soils Engineer           |
| Chemical Engineer         | Hydrographic Surveyor                    | Structural Engineer      |
| Civil Engineer            | Hydraulic Engineer                       | Technician/Analyst       |
| Construction Manager      | Hydrologist                              | Transportation Engineer  |
| Construction Inspector    | Industrial Engineer                      | Water Resources Engineer |
| Control Systems Engineer  | Landscape Architect                      |                          |
| Cost Engineer/Estimator   | Mechanical Engineer                      |                          |
| Ecologist                 | Metallurgical Engineer                   |                          |
| Electrical Engineer       |  |                          |

List of Experience Categories (Profile Codes for Question 3)

- |   |  |
|---|--|
| Acoustics, Noise Abatement  | Dams ( <i>Concrete; Arch</i> )                                       |
| Aerial Photography; Airborne Data and Imagery Collection and Analysis           | Dams ( <i>Earth; Rock</i> ); Dikes; Levees                           |
| Activity Centers  | Desalinization ( <i>Process and Facilities</i> )                     |
| Air Pollution Control   | Design-Build - Preparation of Requests for Proposals                 |
| Airports; Navajds; Airport Lighting; Aircraft Fueling                           | Digital Elevation and Terrain Model Development                      |
| Airports; Terminals and Hangars; Freight Handling                               | Digital Orthophotography   |
| Agricultural Development; Grain Storage; Farm Mechanization                     | Dining Halls; Clubs; Restaurants                                     |
| Animal Facilities   | Dredging Studies and Design  |
| Anti-Terrorism/Force Protection   | Design & Planning Structured Parking Facilities                      |
| Area Master Planning  | Detention Security Systems   |
| Auditoriums and Theaters  | Disability / Special Needs   |
| Automation; Controls; Instrumentation   | Ecological and Archeological Investigations                          |
| Barracks; Dormitories   | Educational Facilities; Classrooms                                   |
| Bridge Design: Bridges  | Electrical Studies and Design  |
| Cartography   | Electronics  |
| Cemeteries ( <i>Planning and Relocation</i> )                                   | Elevators; Escalators; People-Movers                                 |
| Chemical Processing and Storage   | Energy / Water Auditing Savings                                      |
| Child Care/Development Facilities   | Energy Conservation; New Energy Sources                              |
| Codes; Standards; Ordinances  | Environmental Impact Studies, Assessments or Statements              |
| Cold Storage; Refrigeration and Fast Freeze                                     | Fallout Shelters; Blast-Resistant Design                             |
| Commercial Building ( <i>Low Rise</i> ); Shopping Centers                       | Fire Protection  |
| Community Facilities  | Fisheries; Fish Ladders  |
| Communications Systems; TV; Microwave   | Forensic Engineering   |
| Computer Facilities   | Garages; Vehicles Maintenance Facilities; Parking                    |
| Conservation and Resource Management  | Gas Systems ( <i>Propane; Natural, Etc.</i> )                        |
| Construction Management   | Geodetic Surveying: Ground and Airborne                              |
| Construction Surveying  | Heating; Ventilating; Air Conditioning                               |
| Corrosion Control; Cathodic Protection Electrolysis                             | Highways; Streets; Airfield Paving; Parking Lots                     |
| Cost Estimating; Cost Engineering and Analysis; Parametric Costing; Forecasting | Historical Preservation  |
| Cryogenic Facilities  | Hospital and Medical Facilities                                      |
| Construction Materials Testing  | Hotels; Motels   |
|   | <i>Housing (Residential, Multi-Family; Apartments; Condominiums)</i> |



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Hotels; Motels  
Hydraulics and Pneumatics  
Hydrographic Surveying  
Industrial Buildings; Manufacturing Plants  
Industrial Processes; Quality Control  
Industrial Waste Treatment  
Intelligent Transportation Systems  
Infrastructure  
Irrigation; Drainage  
Judicial and Courtroom Facilities  
Laboratories; Medical Research Facilities  
Land Surveying  
Landscape Architecture  
Libraries; Museums; Galleries  
Lighting (*Interior; Display; Theater, Etc.*)  
Lighting (*Exteriors; Streets; Memorials; Athletic Fields, Etc.*)  
Labs - General  
Labs – Research – Dry  
Labs – Research – Wet  
LEED Accredited A/E  
LEED Independent 3<sup>rd</sup> Party Building Commissioning  
Mapping Location/Addressing Systems  
Materials Handling Systems; Conveyors; Sorters  
Metallurgy  
Materials Testing  
Measurement / Verification / Conservation Water Consumption Savings  
Mining and Mineralogy  
Medical Related  
Modular Systems Design; Fabricated Structures or Components  
Mold Investigation  
Museums  
Nuclear Facilities; Nuclear Shielding  
Office Buildings; Industrial Parks  
Outdoor Recreation  
Petroleum and Fuel (*Storage and Distribution*)  
Photogrammetry  
Pipelines (*Cross-Country - Liquid and Gas*)  
Phase I Environmental  
Prisons & Correctional Facilities  
Plumbing and Piping Design  
Prisons and Correctional Facilities  
Product, Machine Equipment Design Pneumatic Structures, Air-Support Buildings Power Generation, Transmission, Distribution Public Safety Facilities  
Radar; Sonar; Radio and Radar Telescopes  
Radio Frequency Systems and Shielding's  
Railroad; Rapid Transit  
Recreation Facilities (*Parks, Marinas, Etc.*)  
Refrigeration Plants/Systems  
Rehabilitation (*Buildings; Structures; Facilities*)  
Research Facilities  
Resources Recovery; Recycling  
Roof Infrared Imaging to Identify Water Leaks

Roofing  
Safety Engineering; Accident Studies; OSHA Studies  
Security Systems; Intruder and Smoke Detection  
Seismic Designs and Studies  
Sewage Collection, Treatment and Disposal  
Soils and Geologic Studies; Foundations  
Solar Energy Utilization  
Solid Wastes; Incineration; Landfill  
Special Environments; Clean Rooms, Etc.  
Structural Design; Special Structures  
Surveying; Platting; Mapping; Flood Plain Studies  
Sustainable Design  
Swimming Pools  
Storm Water Handling and Facilities  
Specifications Writing  
Toxicology  
Testing and Inspection Services  
Traffic and Transportation Engineering  
Topographic Surveying and Mapping  
Towers (*Self-Supporting and Guyed Systems*)  
Tunnels and Subways  
Traffic Studies  
Transportation  
Urban renewals; Community Development  
Utilities (*Gas and Steam*)  
Value Analysis; Life-Cycle Costing  
Warehouse and Depots  
Water Resources; Hydrology; Ground Water  
Water Supply; Treatment and Distribution  
Wind Tunnels; Research/Testing Facilities Design  
Waste Water Treatment Facility  
Water Well Rehabilitation; Water Well Work  
Zoning; Land Use Studies



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(If a firm has branch offices, complete for each specific branch office seeking work.)

1. **Annual Request for Qualifications**

a. FIRM (OR BRANCH OFFICE ) NAME:	Americas Communications LLC
b. FIRM (OR BRANCH OFFICE) STREET:	6100 W Gila Springs Place Suite 7
c. FIRM (OR BRANCH OFFICE) CITY:	Chandler
d. FIRM (OR BRANCH OFFICE) STATE:	Arizona
e. FIRM (OR BRANCH OFFICE) ZIP CODE:	85226

f. YEAR ESTABLISHED:	2002
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(g1). OWNERSHIP - TYPE:	S Corporation
(g2). OWNERSHIP - SMALL BUSINESS STATUS:	Small Business

h. POINT OF CONTACT NAME AND TITLE:	Silvia Villota / CFO
i. POINT OF CONTACT TELEPHONE NUMBER:	602 3041760 x 604
j. POINT OF CONTACT E-MAIL ADDRESS:	Silvia.villota@americasrf.com

k. NAME OF FIRM (If block 1a is a branch office):	
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**4. Resumes of Key Personnel Proposed for this Contract** (*Complete one Section #4 for each key person.*)

a. NAME Bernardo Portilla	b. ROLE IN THIS CONTRACT Senior RF Engineer	c. YEARS EXPERIENCE	
		1. TOTAL 9	2. WITH CURRENT FIRM 9

d. LOCATION (*City and State*) Chandler, Arizona

e. EDUCATION ( <i>DEGREE AND SPECIALIZATION</i> ) Master in Business Administration MBA	f. PROFESSIONAL TRAINING – REGISTRATIONS Aviat Certified Installer (ACI) Microwave Switching & Aviat Network Associate (ANA), Ceragon Networks Certification,
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g. OTHER PROFESSIONAL QUALIFICATIONS (*Organizations, Awards, etc.*) Tower Climbing Certification. Bilingual.

**H. RELEVANT PROJECTS**

	(1) TITLE AND LOCATION ( <i>City and State</i> )	(2) YEAR COMPLETED	
		Professional Services	Construction (if applicable)
1.	Naval Surface Warfare Center, Corona Division, New Pass Peak and Bombing.	2015	
	(3) BRIEF DESCRIPTION ( <i>Brief scope, size, cost, etc.</i> ) AND SPECIFIC ROLE Installation of Aviat Networks Microwave Equipment to Link New Pass Peak and Bombing Range B20 via RRU 6(TIS23 on White Mountain for Fallon Tactical Training Rang (TTR) \$143, 160.00	<input checked="" type="checkbox"/>	Check if project performed with current firm
2.	Arizona Telephone Company (TDS) Projects for Hyder and Harquhala, Arizona	2015	2015
	(3) BRIEF DESCRIPTION ( <i>Brief scope, size, cost, etc.</i> ) AND SPECIFIC ROLE For Hyder and Harquahala, installation of Self Support tower 100' including Foundation and waveguide. Geo-tech Study and Foundation design. Tower Erection & Foundation. \$338,179.52	<input checked="" type="checkbox"/>	Check if project performed with current firm
3.	NTUA –Navajo Tribal Utility Authority.	2015	
	(3) BRIEF DESCRIPTION ( <i>Brief scope, size, cost, etc.</i> ) AND SPECIFIC ROLE Complete Installation, testing and integration 4+0 MW Link Elden – Coalmine. Structural Analysis for many sites in Arizona, New Mexico, Colorado and Utah. Construction Drawings for many sites in Arizona, New Mexico, Colorado and Utah Site Candidate Information Package including, location, access, MW/fiber transport, pictures, Geotechnical Studies. Site Surveys. \$470.000.00	<input checked="" type="checkbox"/>	Check if project performed with current firm
4.	Cellular One of Arizona	2015	
	(3) BRIEF DESCRIPTION ( <i>Brief scope, size, cost, etc.</i> ) AND SPECIFIC ROLE Senior RF Engineering Services. Microwave Engineering Services \$345,000.00	<input checked="" type="checkbox"/>	Check if project performed with current firm
5.	Tuba Moenkopi and Library	2015	



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(3) BRIEF DESCRIPTION (Brief scope, size, cost, etc.) AND SPECIFIC ROLE

Tuba Moenkopi and Library

CPE Install at Tuba Moenkopi to Tuba South

Provide Non Penetrating Mount, cat 5 and miscellaneous installation accessories

Mobilization and T&L (shared with Tuba Library Install)

CPE Install at Tuba Moenkopi to Tuba South

Provide Non Penetrating Mount, cat 5 and miscellaneous installation accessories

Mobilization and T&L (shared with Tuba Library Install)

Check if project performed with current firm



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**5. EXAMPLE PROJECTS WHICH BEST ILLUSTRATE PROPOSED TEAM'S QUALIFICATIONS FOR THIS CONTRACT**

*(Present no more than five (5) projects. Complete one Section 5 for each project.)*

a. TITLE AND LOCATION <i>(City and State)</i> Microwave Communication Equipment Installation Services, Material/Equipment/ Supply New Pass Peak and Bombing.	b. YEAR COMPLETED	
	PROFESSIONAL SERVICES Preliminary Studies ,Eng. Standard for link Point to Point	CONSTRUCTION <i>(If applicable)</i>

**23. PROJECT OWNER'S INFORMATION**

c. PROJECT OWNER Naval Surface Warfare Center Corona Division	d. ORIGINAL BUDGET/NTE AMOUNT OF PROJECT	e. TOTAL COST OF PROJECT \$143,160.00
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f. BRIEF DESCRIPTION OF PROJECT AND RELEVANCE TO THIS CONTRACT (include scope, size, and length of project)

Installation services for New Pass Peak and Bombing Range, Material transportation to the site is customer responsibility - Antennas up to 10 Ft for demobilization and new installations (for installation we are using the antenna size as specified in the Microwave GFE list provided on 5/6) - Only MW related equipment including in this installation related antennas, cables, connectors, waveguides, mounts, stiff arms, radomes, dehydrators and accessories. The list of materials as specified in the Microwave GFE list provided on 5/6. - All materials as mentioned above will be provided by Customer on site - Americas Communications is responsible of providing miscellaneous installations materials.

Split mount installation.

- Power installation is not required. Power is already available at all sites.

- Site locations are as follows:

☐☐TIS23: Latitude 39° 58' 24.72" N Longitude 118° 01' 57.84" W

☐☐New Pass Peak: Latitude 39° 38' 47.00" N Longitude 117° 28' 60.00" W

☐☐B-20: Latitude 39° 54' 28.54" N Longitude 118° 23' 13.80" W

- Ensure proper operation of the new links and integration with existing Cisco routers specifically. Comms and data needs to be successfully transmitted and received across the new link.

- Installation time frame: any time between June- August. Winter months are not an option as snow starts to fall on mountains.



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6. ADDITIONAL INFORMATION

a. PROVIDE ANY ADDITIONAL INFORMATION YOU FEEL MAY BE NECESSARY TO DESCRIBE YOUR FIRMS QUALIFICATIONS. (ATTACH ADDITIONAL SHEETS AS NEEDED.)

Please see attachments.

7. ANNUAL AVERAGE PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS

a.	Percentage of Total Work Attributable to State, Federal and Municipal Government Work:	210,224.10
b.	Percentage of Total Work Attributable to Non-Government Work:	1,191,269.90

8. AUTHORIZED REPRESENTATIVE. The foregoing is a statement of facts.

Signature: \_\_\_\_\_

Date: \_\_Dec/21/2015\_\_\_\_\_

Name: \_\_Silvia P. Villota\_\_\_\_\_

Title: \_\_CFO\_\_\_\_\_