## OFFEROR QUESTIONNAIRE

**1. Cost Proposal:**

1.1 Scenarios. Offerors are required to select and describe, as requested, all of the following scenarios for which they have provided firm fixed pricing for services described within Attachment II, failure to do so may result in an Offeror being deemed non responsive. Each scenario has intentionally been left without a service address as well as a county, as to not hinder an Offeror from responding based on the areas in which they provide service. Offerors are to state within their response to each scenario which county they are going to provide the service for within the Scenario so that it can be cross referenced with Attachment II.

Each scenario response shall have the following data provided:

- County to provide the scenario service;
- Corresponding Arizona Service ID as identified within Attachment II;
- MRC, if applicable to the service requested within the scenarios chosen; and
- NRC, if applicable to the service requested within the scenarios chosen.

1.1.1 Scenario One: Analog Line

Service requested: One (1) analog voice line with three features (transfer, call forward, and caller ID). Include cost to extend past demarcation point to customer provided location.

**RESPONSE**: The Scenario One "Analog Line", in the RFP Scope of Work, is classified as a Category 1 product (4.4.1.1.1) for analog voice lines. The Trans-West Network Solutions (TWNS) response is to use another Category 1 product as an effective substitute, per the Scope of Work (4.4.1.4.1.5 ) for Stand Alone VoIP Services.

The following is in our response.

County: Apache County

| | | |
|---|---|---|
| AZ Service ID: AZVS-00199 | NRC: $35.00 | MRC: $15.00 |
| AZ Service ID: AZOS-00001 | NRC: $245.00 | MRC: NA |
| TOTAL: | NRC: $280.00 | MRC: $15.00 |

1.1.2 Scenario Two: Metro Ethernet.

Service requested: Metro Ethernet for 20Mbs Access with minimum 2Mbs CoS/QoS.

**RESPONSE**: TWNS is Not bidding in this category, therefore we have no response here.

1.1.3 Scenario Three: MPLS or equivalent

Service requested: MPLS or equivalent, Bandwidth 3Mbps. Include cost to extend past demarcation point.

**RESPONSE**: TWNS is Not bidding in this category, therefore we have no response here.

1.1.4 Scenario Four: PSALI Request

Service requested: PSALI added to existing DID ranges (XXX)XXX-5780 thru 5999 And (XXX)XXX-7000 thru 9999. That is a total of 3,220 DID's.

The following is in our response.

| | | |
|---|---|---|
| AZ Service ID: AZVS-00148 | NRC: ICB | MRC: ICB |
| TOTAL: | NRC: ICB | MRC: ICB |

1.1.5 Scenario Five: MPLS with Ethernet Port service or equivalent

Service requested: MPLS Transport w/ Ethernet Port service at minimum line rate of 150 Mbps

**RESPONSE**:

| | |
|---|---|
| County: | ALL |
| Corresponding Arizona Service ID: | AZCN-00078 |
| MRC per Scenario: | $22,500 per month |
| NRC per Scenario: | $3,200 per side of installation |

1.1.6 Scenario Six: Stand Alone Internet Access service

Service requested: Stand Alone Internet Access with bandwidth of 50 Mbps download and 10 Mbps upload (must be provided with bundled DSL modem or Cable modem)

**RESPONSE**: TWNS is Not bidding in this category, therefore we have no response here.

1.1.7 Scenario Seven: High Speed Internet Access service

Service requested: High speed Internet Access service from Internet Point-of-Presence to customer location with bandwidth of 1Gbps. (Describe the transport and access service proposed)

**RESPONSE**:

| | |
|---|---|
| County: | ALL |
| Corresponding Arizona Service ID: | AZIA-00045 |
| MRC per Scenario: | $10,000 per month |
| NRC per Scenario: | $3,200 per side of installation |

1.1.8 Scenario Eight: Managed WiFi Access-Point service

Service requested: Managed WiFi Access-Point service with 100 Mbps Download and 10 Mbps upload "Best Efforts" Internet connection

The following is in our response.

County: Apache County

AZ Service ID: AZWF-00010 NRC: $500.00 MRC: $100.00

TOTAL: NRC: $500.00 MRC: $100.00

1.1.9 Scenario Nine: PRI

Service requested: Two (2) PRI that will terminate on existing DS3 with 20 DID, 2B Call Transfer, N12, and 10 digit dialing. Include cost to extend past demarcation point.

The Scenario Nine "PRI", in the RFP Scope of Work, is classified as a Category 1 product (4.4.1.2.3) for ISDN (BRI, PRI). The Trans-West Network Solutions (TWNS) response is to use another Category 1 product as an effective substitute, per the Scope of Work (4.4.1.4.1.6) SIP Trunking over Metro Ethernet Virtual Circuits and E-LANs.

The following is in our response.

County: Apache County

AZ Service ID: AZVS-00140 NRC: $200.00 MRC: $1000.00
AZ Service ID: AZVS-00140 NRC: $200.00 MRC: $1000.00
AZ Service ID: AZVS-00144 NRC: $250.00 MRC: $50.00
AZ Service ID: AZVS-00144 NRC: $250.00 MRC: $50.00
AZ Service ID: AZVS-00139 NRC: $20.00 MRC: $20.00
AZ Service ID: AZOS-00004 NRC: $1759.00 MRC: NA
AZ Service ID: AZOS-00004 NRC: $1759.00 MRC: NA

TOTAL: NRC: $4438.00 MRC: $2120.00

1.1.10 Scenario Ten: Fiber Lease service:

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Service requested: Lease of one dedicated pair of dark fiber, configured as a ring comprised a set of point-to-point routes, This ring will consist of 5 locations; the provider's point-of-presence (PoP) [location, A] and four customer locations (B,C,D,E). Locations A to B are connected by two 1-mile physically diverse routes of existing fiber. Location B to C, C to D, D to E, and E to B are each 5 mile point-to-point routes. Assume that all routes except A to B will require new fiber construction. Provide estimated conceptual Lease NRC and Lease and Maintenance MRCs and desired contract terms to be negotiated. Conceptual pricing shall include any provider assumptions with regard to demand aggregation Note fiber services are assumed by the state to be offered under Infrastructure expansion terms.

**RESPONSE**: TWNS is Not bidding in this category, therefore we have no response here.

1.1.11 Scenario Eleven: Regional transport network. Provide estimated conceptual Lease NRC and Lease and Maintenance MRCs and desired contract terms to be negotiated. Conceptual pricing shall include any provider assumptions with regard to demand aggregation.

Service requested: Three Node Off-Net MPLS Ethernet Port Network Bundled with VPN Access, Managed Router and MPLS Transport Service at Minimum Line Rate of 10 Gbps between each node. Each Node and its managed router is located at a customer location in a separate community. Each community is separated from the nearest other community by an average distance of 30 miles.

**RESPONSE**: TWNS is Not bidding in this category, therefore we have no response here.

**2. Method of Approach:** The Offeror shall provide a narrative response to each question that demonstrates the understanding of the Scope of Work and describes your company's overall method of approach for providing the services stated in this solicitation. Within the Offeror's response, the narrative shall include:

**RESPONSE:** TWNS recognizes the need for all Government Agencies to have access to robust Broadband Services regardless of their existing geographic location in Arizona. We have first-hand experience in working with a number of these public entities that are in great need of having access to the Voice and Data services TWNS is offering. TWNS believes that combining our application based Voice and Data services with an Enterprise Broadband solution will greatly improve the potential for success of a Government agency's technology goals.

2.1 E-Rate. Offeror shall provide the following information in response to this Request for Proposal to be considered for future business with E-Rate Eligible Entities. If Offeror is choosing not to do business with E-Rate Eligible Entities for the duration on a resultant contract, please state that in lieu of providing the number requested below.
**Service Provider Identification Number (SPIN): 143014940**

**RESPONSE:** TWNS is an active participant in the Universal Services Administrative Company (USAC) E-Rate program. We have been providing Priority 1 and Priority 2 services, and have been awarded numerous contracts to implement Voice and Data Services throughout Arizona since 2006. Currently TWNS is ranked in the top 100 Service Providers Nationally for Priority 2 service FRN's. We understand that the State of Arizona is in alignment with the USAC program goal of providing ubiquitous Internet and Broadband connectivity to all schools and libraries in Arizona. TWNS is taking action by providing the latest Eligible Services to be drafted by USAC and TWNS expects to leverage its excellent reputation by offering Wi-Fi as a Service in the same format that USAC has allowed.

2.2 Categories to be offered by County. Offeror shall confirm in writing, utilizing the table provided below, which of the five (5) categories they want to be considered for award. Within each cell please state one of the following responses

1.2.1 **Yes.** Meaning that the Offeror will provide this selected category to the entire county.

1.2.2 **Yes w/exception.** Meaning that the Offeror will only provide this selected category to certain cities. If this is a chosen response by the Offeror shall complete the table in section 2.3.

1.2.3 **No Bid.** Meaning that the Offeror will not provide this selected category within the specific county.

| County | Category 1 Circuits & Networks | Category 2 Voice Services | Category 3 WiFi | Category 4 Internet Services | Category 5 Fiber Services |
|---|---|---|---|---|---|
| Apache County | Yes | Yes | Yes | Yes | No Bid |
| Cochise County | Yes | Yes | Yes | Yes | No Bid |
| Coconino County | Yes | Yes | Yes | Yes | No Bid |
| Gila County | Yes | Yes | Yes | Yes | No Bid |
| Graham County | Yes | Yes | Yes | Yes | No Bid |
| Greenlee County | Yes | Yes | Yes | Yes | No Bid |
| La Paz County | Yes | Yes | Yes | Yes | No Bid |
| Maricopa County | Yes | Yes | Yes | Yes | No Bid |
| Mohave County | Yes | Yes | Yes | Yes | No Bid |
| Navajo County | Yes | Yes | Yes | Yes | No Bid |
| Pima County | Yes | Yes | Yes | Yes | No Bid |
| Pinal County | Yes | Yes | Yes | Yes | No Bid |
| Santa Cruz County | Yes | Yes | Yes | Yes | No Bid |
| Yavapai County | Yes | Yes | Yes | Yes | No Bid |
| Yuma County | Yes | Yes | Yes | Yes | No Bid |

2.3 Excluded Cities Serviced by County. Offeror shall confirm in writing, utilizing the table provided below, which jurisdictions cannot be services within a specific county in which they have selected to be considered for award in the above table.

| County | Specific jurisdiction excluded |
|---|---|
| Apache County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Cochise County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Coconino County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Gila County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Graham County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Greenlee County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| La Paz County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Maricopa County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Mohave County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Navajo County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Pima County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Pinal County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Santa Cruz County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Yavapai County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |
| Yuma County | TWNS VoIP and WiFi Services are limited availability of 1500kbs or more |

2.4 Compliance to Requested Services by Category: Any exceptions taken but not documented as instructed below will be deemed invalid and will not be considered.

The Offeror has read, understands and shall comply with all Services requested within Section 4 of the Scope of Work within this Request for Proposal. Offerors that accept the States requests shall check YES to clearly indicate their acceptance. Offerors who take exceptions shall check NO, and clearly indicate the exception according to the instructions below.

☑ **YES**, I acknowledge that I have read and understand the requested services to be provided within each category in which my firm is bidding, my Firm shall comply by providing all with in any resultant contract.

☐ **NO**, I acknowledge that I have read and understand the requested services to be provided within each category in which my firm is bidding, my Firm shall comply with the exceptions listed below.

**Exceptions (If checked NO)**

2.4.1 Offerors that take exception to any requested services shall justify their exception as well as propose alternate language for the State's consideration. Exceptions shall be within a separate document appropriately titled "Service Exceptions" and contain the paragraph number from the Scope of Work, rationale for exception and the proposed alternate language. Additional pages may be added as long as all exceptions are submitted as one document. Any exceptions not contained and submitted on this form or attached document shall not be reviewed or contained in any resultant contract.

2.4.2 Please note that exceptions taken to the Requirements described in the Scope of Work, the Instructions, or the Terms and Conditions of this solicitation may negatively affect the final evaluation score of the Offer. Both the number of exceptions and the severity of the exceptions can affect your score and may result in your Offer deemed non-responsive for this solicitation.

2.5 Expanding Geographic Availability for Tariffed and Non-Tariffed carrier telecommunication Services. Offerors who are registered CLEC's shall identify their strategy for establishing agreements with ILEC's in areas open to competition as defined by the Arizona Corporation Commission necessary to provide end-to-end service in these area. *Agreements shall be in effect at Contract award, if not already in place.* If Offeror is not a CLEC, please state so as your Firm's response to this question.

**RESPONSE**: Trans-West Network Solutions is not a CLEC; however, TWNS believes that our Voice and Data will increase the demand in the future.

2.6 Broadband Expansion. If your Firm is not wishing to participate in the Broadband expansion portion of a resultant contract, please state that as your response to this question. If your Firm wants to be considered for award within this provision please respond to the following questions accordingly.

**RESPONSE:** Trans-West Network Solution does not wish to participate in the Broadband expansion portion of a resultant contract.

2.6.1 Offeror shall provide their five (5) year plan for building new broadband infrastructure to and within regions or communities in which the Provider currently has no or insufficient broadband infrastructure and for which they intend to provide services under this contract.

2.6.1.1 At a minimum the plan shall include the following information:

2.6.1.1.1 Scope of Work.
2.6.1.1.2 Key Personnel, with contact information.
2.6.1.1.3 Responsibilities of Contractor and Customer.
2.6.1.1.4 Time Line.
2.6.1.1.5 Installation Cost, broken down by time and material.
2.6.1.1.6 Final Acceptance, service switched on date.

2.6.2 Offeror shall provide detailed maps of their current and planned broadband infrastructure in KMZ or an equivalent digital format for counties in which they intend to offer services under this contract, such maps need not include served buildings or any direct or indirect information with regard to served customers.

2.6.3 Submit to semi-annual meetings. Offeror shall state their compliance to having semi-annual meetings with the State Procurement Office and the ASET-Broadband department to provide assurance that commercially reasonable progress has been accomplished against their submitted infrastructure plans.

**3. Capacity of Offeror:** The Offeror shall provide a narrative response that describes their ability to provide all services stated in this solicitation. Within the Offeror's response, the narrative shall include at a minimum:

3.1 Overall Company Information. Provide the following as requested:

3.1.1 Brief overview of business operations, including the Company's Mission and Philosophy Statement;

**RESPONSE:** Overview of Trans-West Network Solutions:

Founded in 1981, Trans-West Telephone Co. Inc. established itself by providing Key Telephone Systems, PBX, and Cabling, in the Phoenix business community. Since that time, Trans-West has experienced continual growth while successfully installing more than 8,000 Voice and Data systems throughout the United States including Alaska and Hawaii. As technology advanced from traditional analog and digital voice systems to VoIP, it was obvious that the name "Trans-West Telephone" no longer completely represented the technical capacity of the organization. Hence the name was changed to d/b/a Trans-West Network Solutions ("TWNS"). TWNS recognizes the importance of reliable Broadband connectivity in Arizona and has built a large business portfolio of Enterprise Cloud and Premise based IT Solutions (i.e. VoIP, Wi-Fi, Switched Networks, Servers, Video Surveillance, etc.). TWNS, headquartered in Phoenix, Arizona for 34 years, has sustained a strong business model through the diversification in revenue from Enterprise business to Government, Education, and Medical Institutions.

Trans-West Network Solutions Operation's Department thrives on the implementation and maintenance of Enterprise Technology Solutions. For decades, our engineers have designed and configured complex efficient data networks using the newest industry standards. Following the design and engineering phase, a Project Manager (PM) is assigned to every new implementation so that strict timelines are kept while synchronizing a team of technicians installing various technologies. Our PM's provide a Scope of Work (SOW) document which is jointly reviewed with the Customer prior to the project start dates. After receiving the Customer's signed approval, our SOW becomes the road map to the success of the project. TWNS always complies with agreed upon

special terms and conditions related to the installation hours for completion. Upon the completion of every project, closeout and sign-off documentation is provided. All TWNS projects come with a minimum one-year warranty from the date of completion covering all the specifications detailed in the SOW. Hardware and Support Warranties are handled separately on a case-by-case basis based on the product or services purchased.

The TWNS Customer Service Department (CSD) is the backbone of our customer loyalty. Our CSD consistently responds to the very important needs of our clients. TWNS CSD operates in standard business hours Monday – Friday 8AM – 5PM MST. For those after hour instances, TWNS remains on call for critical outages. Service Orders are generated and tracked from "cradle-to-grave". TWNS believes in taking ownership and not passing the buck. TWNS upholds the highest standard of integrity and touts a clean reputation with no complaints filed with the Better Business Bureau. TWNS understands that customer service is not a "one-size-fits-all" solution. We strive to understand the support challenges facing companies today - networks are typically a complex mix of multiple providers. We always support our customers when they have problems, even when it's another company that is involved in the outage. For example, when a customer calls TWNS to report a problem with their phones and the issue is not with the TWNS provided service, we call the carrier and work through the problem with the carrier until it is resolved. We remain the single point of contact throughout the repair process.

**Our Mission:**

- To provide our customers with superior Voice and Data solutions through exceptional technical expertise in design, installation and service of quality and innovative communications products.
- To provide our employees, our greatest asset, the opportunity and resources to develop both professionally and personally, and to work in a supportive and challenging environment.
- To continuously develop our organization through self-evaluation that results in ongoing profitable operations.

**Our Vision, Our Values and Our Philosophy:**

- Trans-West Network Solutions will exceed our customers' expectation every time. We must give our customers proper expectations at the beginning of our relationship then work aggressively toward exceeding those expectations.
- The competition is not our benchmark. Trans-West Network Solutions will be the company others try to emulate. We raise the bar and are the kind of company that every customer will praise and recommend because we have the best people and the best solutions.
- We must form relationships with our customers, and give them the extra effort they deserve, keeping at the forefront that our customers are our future and hold the key to our success.
- To operate our business in an honest and ethical manner.
- To actively seek customer input to maximize our strengths and identify improvement opportunities.
- To seek opportunities that are mutually profitable for our customers and our organization.
- To maintain an environment that promotes teamwork, encourages contribution, rewards achievement, and fosters excellence.
- To hold our vendors and ourselves to the highest standards of performance.
- To be proactive rather than reactive.
- To maintain an atmosphere that our employees truly enjoy and value, which fosters a culture of success, profitability, personal and professional achievement.

3.1.2 Date Company was established;

**RESPONSE:** Trans-West Telephone Co., Inc. was established in August 1981, now DBA Trans-

West Network Solutions. TWNS has installed over 8,000 systems nationally and supports over 3,000 active customers. TWNS currently services and number of School Districts, City and County agencies in 11 Counties throughout Arizona.

3.1.3 Ownership (public, partnership, subsidiary, etc.);

**RESPONSE:** We are a privately held C Corporation.

3.1.4 Location in where the Offeror is incorporated:

**RESPONSE:** Trans-West Network Solutions is incorporated in the State of Arizona. Our corporate office is located at 5202 S. 39th Street, Phoenix, Arizona 85040.

3.1.5 Office location(s) responsible for performance of contract;

**RESPONSE:** Our wholly owned 14,000 sq. ft. Corporate office is located at 5202 S. 39th Street, Phoenix, Arizona 85040. This geographic location is the headquarters of TWNS and will be the base of operations for the execution of services offered within this contract.

3.1.6 Offeror's organizational chart relevant to this RFP, including contact information for the individual who is responsible for any clarifications or discussions regarding the submitted response;

**RESPONSE:** The organizational chart provided separately identifies some 50 individuals that will be engaged in responding to this contract. An organization chart relevant to this RFP has been provided as a separate attachment.

3.1.7 Offeror shall document the number of the firm's technical staff members dedicated to new development verses those assigned to support of existing applications.

**RESPONSE:** Trans-West Network Solutions (TWNS) has dedicated resources that are focused on new develop efforts related to Telephony, Network, and IT Solutions. This consists of one Technology Director and four senior staff members. These staff members work with manufacturers in aligning their roadmaps with that of TWNS so to provide leading edge solutions for its customer base.

3.1.8 A Statement of whether, in the last ten (10) years, the Offeror has filed (or had filed against it) any bankruptcy or insolvency proceeding, whether voluntary or involuntary, or undergone the appointment of a receiver, trustee, or assignee for the benefit of creditors, and if so, an explanation providing relevant details;

**RESPONSE:** There has been no bankruptcy or insolvency proceeding, whether voluntary or involuntary, or has TWNS undergone the appointment of a receiver, trustee or assignee for the benefit of creditors.

3.1.9 A Statement of whether there are any pending Securities Exchange Commission investigations involving the Offeror, and if such are pending or in progress, an explanation providing relevant details and an attached opinion of counsel as to whether the pending investigation(s) may impair the Offeror's performance in a Contract under this RFP;

**RESPONSE:** There are no pending Securities Exchange Commission investigations involving Trans-West Network Solutions.

3.1.10 A Statement documenting all open or pending litigation initiated by the Offeror or where the

Offeror is a defendant or party in an litigation that may have a material impact on Offeror's ability to deliver the contracted services;

**RESPONSE:** There is no pending litigation initiated by Trans-West Network Solutions or where we are a defendant or party in litigation that may have a material impact on our ability to deliver the contracted services. In our 33 years of business as a contractor we have had no complaints through our contractor's license or any other entities or agencies which handle such complaints.

3.1.11 A Statement documenting all open or pending litigation initiated by the Offeror or where the Offeror is a defendant or party in an litigation with a public sector client; and

**RESPONSE:** There is no open or pending litigation initiated by Trans-West Network Solutions or where Trans-West Network Solutions is a defendant or party in litigation with a public sector client. In our 33 years of public sector contracting, we have never been involved in any formal complaint process involving our products or services, including our two current State contracts, ADSPO12-024656 and ADSPO12-033470.

3.1.12 Full disclosure of any public sector contracts terminated for cause or convenience in the past five (5) years.

**RESPONSE:** There have been no public sector contracts terminated for cause or convenience in the past five years

3.2 Audited Financials. Offeror shall provide the last two years of audited or reviewed financial Statements either has hard copy uploaded PDF documents within ProcureAZ at time of submittal or Offeror shall provide the web address where the audited financials can be located.

**RESPONSE:** See provided PDF documents of the last two years of audited financials.

3.3 Subcontracting. If any part of the Offeror's business is subcontracted please identify as requested below:

**RESPONSE:** Not applicable at this time.

3.3.1 Offeror shall list each subcontractor's name, location, type of service to be provided, and the certifications they possess.

3.3.2 A description of how the Offeror will monitor and evaluate subcontractor performance; and

| Subcontractor Name | Location | Service to Perform | Certifications |
|---|---|---|---|
| Cogent | Scottsdale, AZ | Internet Access | |
| GovNet | Phoenix, AZ | Internet Access | |
| | | | |
| | | | |
| | | | |

length of the contractual relationship with each proposed subcontractor and provide details of future term dates of such contracts.

**RESPONSE:** TWNS has established subcontractor agreements with the above Internet Service Providers for the purpose of the fulfillment of Internet Access in order to more effectively deliver our Hosted VoIP and Managed Wi-Fi Services being offered.

3.4 **Current Customer Base**. The State intends to conduct reference checks for client references provided by Offerors. It may, at its sole discretion, contact additional clients not presented as references.

Offers shall provide at least **three (3) client references** that replicate or mirror the requirements of this RFP. All references shall be for engagements received and completed within the last five (5) years. **The following information shall be provided for references using the table structure:**

| Reference Information | Client One | Client Two | Client Three |
|---|---|---|---|
| Organization Name | Peoria Unified School | Whiteriver Unified School District | Colorado River Union High School District |
| Type of Contract Product and Services Delivered | Mitel 3300 VoIP System District Wide 40 Schools | Erate District Wide Network Upgrade Mitel VoIP System, Extreme Wireless Access Points, and Network switches and Cabling | District Wide Ruckus Wireless Access Points and Mitel VoIP System, Cisco Network Switches and Cabling |
| Contact Name, Mailing Address, Phone Number and E-mail Address | Ed Martin<br>6330 W. Thunderbird<br>Glendale, AZ 85306<br>emartin@peoriaud.k.12.az.us<br>623-486-6181 | Pierre Dehombreux<br>959 S. Chief Ave.<br>Whiteriver, AZ 85941<br>pdehombreux@wusd.us<br>928-358-5720 | Riley Frei<br>5774 Hwy. 95 #109<br>Fort Mohave 86426<br>rfrei@cruhsd.org<br>928-768-1665 |
| Contract Start and End Date | 07-11-2013<br>10-30-2013 | 07-01-2013<br>09-30-2014 | 09-05-2012<br>10-30-2012 |
| Contract Value | $1.4 Million | $5.5 Million | $485,000 |
| | | | |

| Reference Information | Client Four | Client Five | Client Six |
|---|---|---|---|
| Organization Name | Agua Fria Union High School District | Buckeye Unified School District | Laveen Elementary School District |
| Type of Contract Product and Services Delivered | District Wide Ruckus Wireless Access Points Installation and Configuration | District Wide Ruckus Wireless Access Point Installation and Configuration | District Wide Ruckus Wireless Access Point Installation and Configuration |
| Contact Name, Mailing Address, Phone Number and E-mail Address | Joe Brown<br>1481 N. Eliseo Felix Jr. Way #110 Avondale AZ 85323<br>jbrown@aguafria.org<br>928-300-3102 | Robert Werhanowicz<br>1000 E. Narramore<br>Buckeye AZ 85263<br>rwerhanowicz@buhsd.org<br>623-640-5644 | Eddie Lopez<br>9401 S. 51st Ave.<br>Laveen AZ 85339<br>elopez@laveeneld.org<br>623-910-7419 |
| Contract Start and End Date | 06-17-2014<br>09-30-2014 | 06-30-2014<br>08-30-2014 | 09-05-2012<br>12-15-2012 |
| Contract Value | $135,000 | $138,000 | $358,000 |

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|---|---|---|---|
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