

APPROVED FOR PROCESSING
BY SUPERINTENDENT'S OFFICE
6-27-17
Date
Signature

TITLE: APPROVAL OF AGREEMENT A18.052 FOR DESIGN OF SECURITY CAMERA, RADIO/REPEATER, AND MDF/IDF FIBER PROJECTS BETWEEN SIMI VALLEY UNIFIED SCHOOL DISTRICT AND J & S CONSULTING ENGINEERS

Business & Facilities
Consent #12

June 27, 2017
Page 1 of 1

Prepared by: Ron Todo, Associate Superintendent
Business & Facilities

Background Information

On May 23, 2017, the district requested responses from interested engineering firms, already a part of the district's pre-approved list, for the design of Information Technology projects. The specific projects identified were the design of a new district-wide security camera system for the district's school sites, a radio/repeater system, and district-wide internal fiber replacement between MDF and IDF network cabinets. Three responses were received. A review was performed by a selection committee consisting of district staff, scoring responses in various categories. The firm that received the highest score for project design is J & S Consulting Engineers.

Fiscal Analysis

The estimated cost for project design is \$223,182.00 per the attached agreement, Exhibit "A". These Project Design Services will be funded by Measure X.

Recommendation

It is recommended that the Board of Education approve Agreement A18.052 for Design of Security Camera, Radio/Repeater, and MDF/IDF Fiber Projects with J & S Consulting Engineers

On a motion # 262 by Trustee Blough seconded by Trustee LaBelle and carried by a vote of 4/0/1, the Board of Education approved, by roll-call vote, Agreement A18.052 for Design of Security Camera, Radio/Repeater, and MDF/IDF Fiber Projects with J & S Consulting Engineers

Motion # 262 Ayes: Blough, LaBelle,
Lundstrom, Daniels; Noes: 0;
Absent: White; Abstain: 0

Absent: 1 Abstained: 6

**PROJECT ASSIGNMENT AMENDMENT, AGREEMENT A18.052
TO
AGREEMENT FOR ON-GOING ENGINEERING SERVICES**

This Project Assignment Amendment ("PAA") is entered by and between **Simi Valley Unified School District** and **J & S Consulting Engineers, Inc.** ("Engineer") as of June 28, 2017.

Whereas, the District entered into a written Agreement entitled Agreement A18.051 for On-Going Engineering Services ("Agreement") generally establishing terms and conditions for the Engineer's design professional services for Projects assigned by the District to the Engineer.

Whereas, this PAA sets forth the specific terms and conditions applicable to the District assignment of the Assigned Project to the Engineer for completion of design professional services.

NOW THEREFORE, the District and Engineer and agree as follows:

1. Assigned Project Description. The Assigned Project is **DESIGN OF DISTRICT-WIDE SECURITY CAMERA, RADIO/REPEATER, AND MDF/IDF FIBER PROJECTS** as further described in the attached Proposal from Engineer dated June 4, 2017 (Attachment "A").
2. Assigned Project Construction Budget. The Construction Budget for the Assigned Project is a total of Three Million Dollars (\$3,000,000).
3. Assigned Project Basic Services. The Basic Services for the Assigned Project are:

Basic Services Phases	
Planning, Field Investigations & Development of Preliminary Plans	
Development of 100% Construction Plans & Specifications	
Bidding Support	

4. Assigned Project Schedule. The Engineer's Completion of Basic Services for the Assigned Project shall be in accordance with the following:

Basic Services Phases	Number of Calendar Days
Planning, Field Investigations & Development of Preliminary Plans	90
Development of 100% Construction Plans & Specifications	70
Bidding Support	30

[CONTINUED NEXT PAGE]

5. Assigned Project Contract Price. The Contract Price for completion of the Assigned Project Basic Services is a **fixed-fee of Two-Hundred Twenty-Three Thousand One-Hundred Eighty-Two Dollars (\$223,182.00)**. The Contract Price is allocated to the Basic Services Phases as follows:

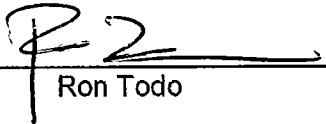
Basic Services Phases	Contract Price Allocation
Planning	\$ 20,000
Field Investigations & Preliminary Plans	\$ 80,000
100% Construction Plans & Specifications	\$110,000
Bidding	\$ 13,182
Total Contract Price:	\$223,182

6. Agreement Terms. All terms of the Agreement are incorporated herein and applicable to the Assigned Project, except as modified by the terms of this PAA.

The District and Engineer have executed this PAA as of the date set forth above.

"District"

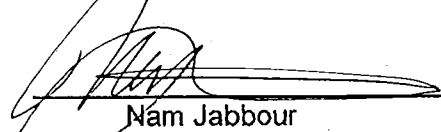
SIMI VALLEY UNIFIEDSCHOOL DISTRICT

By: 
Ron Todo

Title: Associate Superintendent,
Business & Facilities

"Engineer"

J & S Consulting Engineers, Inc.

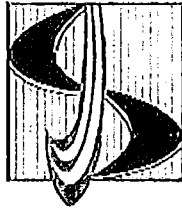
By: 
Nam Jabbour

Title: Principal

REQUEST FOR QUALIFICATIONS AND
PROPOSAL (RFQ)
Security Camera Project
Radio/Repeater Project
MDF/IDF Fiber Project

ATTACHMENT
"A"
A18.052

SIMI VALLEY UNIFIED SCHOOL DISTRICT
PROPOSAL DATE OF June 4, 2017



J & S Consulting Engineers, Inc.
Electrical Mechanical Plumbing

MAIN OFFICE

3111 WINONA AVENUE
SUITE 102
BURBANK, CA 91504
PHONE: (818) 841-0303
FAX#: (818) 841-8531
EMAIL: namj@jandsconsulting.com

VENTURA OFFICE

470 HELGA CT.
NEWBURY PARK, CA 91320
PHONE: (818) 398-5793



June 5, 2017

Simi Valley Unified School District
85 E. Cochran St.
Simi Valley, CA 93065

Re: REQUEST FOR QUALIFICATIONS AND PROPOSAL
ELECTRICAL ENGINEERING SERVICES

Attention: Pedro Avila

J&S Consulting Engineers is extremely interested in assisting the Simi Valley Unified School District with its various construction, modernization and renovation projects by participating in the electrical design process. As a firm highly experienced with SVUSD projects, our qualifications and familiarity with procedures, codes, standards and practices will continue to be a true advantage to SVUSD.

For your consideration, we are pleased to present our qualifications as required in the Request for Qualifications and Proposal. We are certain that J&S's qualified multi-discipline team would offer the District the greatest potential for successful execution of the projects related to electrical engineering.

Key Elements:

J & S Consulting Engineers was established in 1985 and offers complete electrical and low voltage signaling systems engineering services.

The Principals, Nam Jabbour and Igor Shnaider, represent an aggregate of more than 70 years leadership experience, along with more than 90 years of engineering experience. Their consulting activity in California, as well as Arizona, Nevada, Oregon and Washington, encompasses engineering services to architects, school districts, governmental and institutional agencies, public works and utilities, contractors and other consulting engineers, and individual owners.

With our select staff of key personnel and with the Principals' immediate involvement in all projects, J&S Consulting Engineers is ideally suited to undertake this assignment.

Through talented people, a business philosophy based on integrity, and a commitment to success, J&S strives to achieve total satisfaction on each project. Our registered and graduate engineers have experience and talent. Their level of professionalism is unsurpassed – except, perhaps, by their sincere interest in protecting your interests.

To better service SVUSD on this project J & S propose to team up with Infinity Communications & Consulting, Inc., which specializes in Low Voltage Systems, as required for this project.

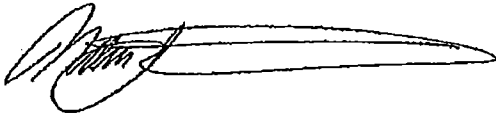
Please refer to the attached RFQ and RFP provided by Infinity Communications and Consulting Inc.

J&S provides maximum effort using proven and innovative approaches toward efficient and timely completion of projects. We invite you to hold us responsible for providing quality engineering. You can count on us to engineer and design safe, practical, economical, and quality electrical, mechanical and fire alarm systems for your project.

The nominated J&S team(s) will be carefully selected to meet your projects' requirements. All team members have extensive experience in the areas of electrical and mechanical engineering as related to design and construction of educational facilities. The spectrum of J&S's experience covers a wide variety of past and current assignments for numerous alteration, improvement and new construction specifically the Simi Valley Unified School District. Ultimately, J & S 's goal is to not only meet, but to exceed clients expectations.

J&S Consulting Engineers welcomes the opportunity to provide electrical and mechanical engineering services to the Simi Valley Unified School District, and we look forward to your favorable consideration. Please, do not hesitate to contact our office if any additional information is required.

Very Truly Yours,



Nam Jabbour

Contact Information:

J & S Consulting Engineers, Inc.
3111 Winona Ave., Suite 102
Burbank, CA 91504

Branch Office:
470 Helga Court
Newbury Park, CA 91320

Contact Person:
Nam Jabbour
Office: (818) 841-0303
Cell: (818) 398-5793
email: namj@jandsconsulting.com

Scope of work provided by J & S:

1. Attend design kickoff meeting at 1st school site.
2. Attend (3) design review meetings.
3. Review proposed design by Infinity and provide comment.
4. Stamp and sign all design drawings.
5. Attend (1) pre-bld meeting
6. Attend (1) post award meeting.
7. Project Management/Construction phase service will be provided by Infinity under direct contract with SVUSD.

ENGINEERING FEES:

It is proposed to furnish the desired engineering services in accordance with the Scope of Work outlined in the Infinity proposal and by J & S for the following fees:

Field Investigation & Design

See attached proposal from Infinity	\$ 183,820.00
J & S Mark up (10%)	\$ 18,382.00
Sub-Total =	\$ 202,202.00

J & S Services:

a. First School Site kick off meeting			
Project Engineer	8.0 hrs @ \$ 150.00	=	\$ 1,200.00
b. Design Review Meetings			
Project Engineer	18.0 hrs @ \$ 150.00	=	\$ 2,700.00
c. Design Review			
Project Engineer	48.0 hrs @ \$ 150.00	=	\$ 7,200.00
Sr. Engineer	64.0 hrs @ \$ 125.00	=	\$ 8,000.00
CAD Operator	8.0 hrs @ \$ 85.00	=	\$ 680.00
d. Pre-Bld Meeting			
Project Engineer	4.0 hrs @ \$ 150.00	=	\$ 600.00
e. Post Award			
Project Engineer	4.0 hrs @ \$ 150.00	=	\$ 600.00
Sub-Total			= \$ 20,980.00
Total Fee			= \$ 223,182.00



PROPOSAL

REQUEST FOR QUALIFICATIONS
SECURITY CAMERA PROJECT
RADIO / REPEATER PROJECT
MDF/IDF FIBER PROJECT

SUBMITTED TO:



J & S CONSULTING ENGINEERS, INC.
ELECTRICAL • MECHANICAL • FIRE PROTECTION

3111 WINONA AVE, SUITE 102
BURBANK, CA 91504

PRESENTED BY:

Al Rossi
Business Development Manager - II
Infinity Communications & Consulting, Inc.
4909 Calloway Drive, Suite 102
Bakersfield, California 93312
Office & Cell: (661) 376-0150
Fax (661) 716-1841
Blog: E-Rate & Stuff
arossi@infinitycomm.com

TABLE OF CONTENTS

J & S SCOPE OF WORK.....

ENGINEERING FEES.....

1. INFINITY COVER SHEET.....page 2

2. EXPERIENCE AND QUALIFICATIONS..... page 4

- 1. Experience & Qualifications page 5
- 2. Staff & Bios associated with this project (resumes upon request) page 6
- 3. Organization. page 6
- 4. References of similar projects.....page 7
- 5. 3 detailed references..... page 8

3. APPROACH / METHODS USED TO PERFORM PROJECT page 9

- a. Scope of Work.....page 10
- b. Understanding of services provided.....page 11
- c. Complete methodology for all three (3) projects.....page 11
- d. Description of methodology and/or system utilized to determine oversight of each project.....page 12
- e. Estimated number of calendar days each project will take.....page 12

4. TRAINING AND ASSISTANCE.....page 14

5. COST PROPOSAL.....page 15

6. TIMELINE.....page 16

Cover Letter:

On behalf of the management staff at Infinity Communications & Consulting, Inc. we are pleased to present this best and final proposal to assist J&S Consulting Engineers, Inc in providing SIMI VALLEY UNIFIED SCHOOL DISTRICT with the district's Security Camera Project, Radio / Repeater Project and MDF/IDF Fiber Project. We also understand this would be a collaborative effort working with J&S, as well as District Facilities, Technology, and Bond departments, and the other team members including the Project Administration, Architectural Services, and Program Planning and Design Management firms. Our staff thrives in this type of environment and we believe we can bring value to the relationship since we have done hundreds of similar California school projects since our firm was established in 2003.

We feel privileged to represent 275+ public school districts throughout the United States and Territories. Our services include: developing district-wide master plans for IT systems (sample available upon request), developing budgets, developing district standards and specifications, evaluating low voltage systems, IT design services, assist or take the lead in procuring and bidding out the low voltage systems, bond and/or E-rate fund coordination, contract negotiations, and we also provide low-voltage Project Administration and Inspection services. Infinity is also one of the largest E-rate consulting firms in the United States so we can integrate your Category Two E-rate funding into the Bond X program seamlessly if you choose to do so. We also work on the design team for nine of the largest school architectural design firms in California. We also follow a strict CODE OF ETHICS which can be provided upon request.

Infinity has a staff of 25 people. We would be dedicating a team of staff members to the SIMI VALLEY UNIFIED SCHOOL DISTRICT project(s) which includes a team liaison, senior designer, field staff person, administrative staff support and most likely, some involvement from Martin Skiby, our General Manager, and/or myself. Staff assigned to this project would be coming from our Bakersfield corporate offices. We do not envision using any sub consultants from outside the company or doing any type of joint venture.

We all have a passion for education & excellence and it would be an honor to assist J&S in providing these services to the SIMI VALLEY UNIFIED SCHOOL DISTRICT for these projects.

Contact Information:

Al Rossi
Business Development Manager - II
661 376 0150 | Office & Mobile
661 716 1841 | Fax
arossi@infinitycomm.com
[Infinity Blog](#) | [Infinity Website](#)



Corporate Office:
Infinity Communications &
Consulting, Inc.
4909 Calloway Drive, Suite 102
Bakersfield, California 93312
(661) 716-1840 Office
(661) 716-1841 Fax
Website: www.infinitycomm.com

Satellite Offices:

Sacramento Office
971 Castlada Way
Sacramento, California 95822
(661) 889-2900

Fresno Office

2423 E. Soquel Circle
Fresno, California 93720
(559) 324-8444

San Diego Office
9581 Paseo Montril
San Diego, California 92129

2.0 EXPERIENCE and QUALIFICATIONS

2.1 The following is a brief description of the experiences and qualifications.

Infinity Communications & Consulting has a proven record of accomplishment of Technology Design and Planning experience both as Low Voltage Systems Designers, Funding Administration, and Project Administration Services. *Infinity currently represents 270+ of the most complex client networks imaginable;* school districts and County Offices of Education in the state of California, Colleges/Universities, Large Local, County, State Government buildings, Commercial and Industrial projects, American Samoa and the Washington Department of Education. As you can see from reviewing our project experience documentation, Infinity Communications & Consulting has a strong portfolio to accomplish the Scope-Of-Work outlined.

- Infinity has designed hundreds of low voltage systems up and down the state of California since 2003.
- We can design any type of low voltage system; any type of data system, data centers, telephone systems, video distribution, security cameras, burglar alarm, A/V, card access, paging, auditorium sound systems, intercom, master clock, etc.
- We have a history of significantly driving down the cost of the projects by (1) pulling out complete bid packages that eliminate doubt or confusion and (2) getting several bids on each project. I.e., we have hundreds of contractors and manufacturers who follow our projects on our Infinity Projects website. It's not unusual that our projects will see 20% to 25% savings more than offsetting our design fees.
- While we have a statewide presence and most of our Design and Project Administration staff work out of our Bakersfield office, we can respond to all your needs quickly and efficiently. During the design phase, we spend as much time as needed with your staff to understand your needs and then will keep district staff updated throughout the entire project.
- Many of our customers also require we manage the bidding process and are quite adept at doing so. We keep up to date on all procurement laws and best practices to ensure compliance and to avoid potential bid protests.
- If the district does not have the manpower or technical expertise to do their own low-voltage Project Administration, Infinity can manage this part of the project. We will make sure the project is installed per the contract.
- Our staff has extensive experience designing the systems listed below:

Local Area Network Systems	Wireless LAN Systems	Surveillance Camera Systems
Wide Area Network Systems	Intercom/Pa Systems	Master Clock Systems
Telephone/VoIP Systems	Classroom A/V Systems	Performing Arts Sound Systems
Data Centers	Burglar Alarm Systems	UPS/Battery Backup Systems
Raceway/Conduit Systems	Servers	Assistive Listening Systems
Video Conferencing Systems	Bell Systems	Video Surveillance Systems

2.2 Listing and bios of proposed staff member(s)

The staff assigned to the SIMI VALLEY UNIFIED SCHOOL DISTRICT project(s) come from a variety of backgrounds, but the one item they all have in common, is a long work history working on schools and working with school district staff.

Fred Brakoman – President

Has worked in the Instructional Technology industry since 1987. Received his Registered Communications Distribution Designer (RCDD) in 1996. Received his E-Rate Management Professional Certification in 2011. He is a member and frequent seminar presenter at California Educational Technology Professional's Association (CETPA) and California Association of School Business Officials (CASBO). He is a member of Californian's Coalition for Affordable School Housing (CASH), Construction Specifications Institute (CSI), and Associate Member of the American Institute of Architects. He is the immediate past President of the E-rate Management Professional's Association Board of Directors. He has worked on hundreds of school design projects.

Martin Skiby – General Manager

Has worked in school construction since mid-1980's. He holds a General (B) Contractors license, Electrical Contractors (C-10) license, Low-voltage (C-7) contractor's license, and is a Registered Communications Distribution Designer (RCDD). Both as a contractor and a planner, Mr. Skiby has worked on hundreds of school projects.

Ray Valenzuela – Senior Designer

Ray came out of the low-voltage contracting industry as a low-voltage construction project manager. After joining Infinity in 2007, he quickly rose through the ranks and now leads our design, project planning and Project Administration departments. He has been heavily involved in our current San Mateo-Foster City USD, Irvine USD, Turlock USD, and Kern High School District planning and design projects. Ray also was the lead person when we worked on the Chico USD 10-Year Facilities Master Plan/Bond Project.

Kyle Gallimore – Designer

Kyle came to Infinity from an AutoCAD background and worked his way through the AutoCAD department and has been designing systems for several years. Kyle takes the lead on all Infinity projects that involve working with school architects. He worked on our Chico USD 10-Year Master Plan, Irvine USD, San Mateo-Foster City USD and is currently working on the District-wide camera project we are doing for Kern High School District.

Chris Meade – Designer

Chris has a degree in Electrical Engineering and is a Registered Communications Distribution Designer (RCDD). He has been working in the IT industry for many years and took the lead to do all the field work for our Irvine USD District-wide data cabling project and now is managing the day to day Project Administration portion of the project.

Lorin Gretler – Field Inspector

Lorin is the newest member of our team having joined our firm several months ago. He is a licensed journeyman electrician and has worked in the low voltage industry for many years. Since joining our firm, he has managed the day to day construction and inspections projects we are managing for San Mateo-Foster City USD, Salinas City School District, Vineland School District, Richland School District, and several other projects that are ending soon. He also is managing the change orders and RFIs for these projects.

2.3 A brief description of the organization:

As stated in our (1.0) COVER LETTER and (2.0) EXPERIENCE and QUALIFICATIONS, our services include developing district-wide master plans for IT systems, developing budgets, developing district standards and specifications, evaluating low voltage systems, IT design services, assist or take the lead in procuring and bidding out the low voltage systems, bond and/or E-rate fund coordination, contract negotiations, and we also provide low-voltage Project Administration and Inspection services. Infinity is also one of the largest E-rate consulting firms in the United States so we can integrate your Category Two E-rate funding into the Bond program seamlessly if you choose to do so. We also work on the design team for nine of the largest school architectural design firms in California.

90% of all our annual income comes from the Educational marketplace and it has been that way since we started the firm in 2003. We have worked on hundreds of school projects like the buildings we will be working on at SIMI VALLEY UNIFIED SCHOOL DISTRICT. While it's easier to work on new schools, most of the school sites we work on are more than 30 years old, some of them 100+ years old and/or historical landmarks, which bring with them a variety of "challenges" and we are experts at handling these situations.

Our staff has extensive experience designing the systems listed below:

Local Area Network Systems	Wireless LAN Systems	Surveillance Camera Systems
Wide Area Network Systems	Intercom/Pa Systems	Master Clock Systems
Telephone/VoIP Systems	Classroom A/V Systems	Performing Arts Sound Systems
Data Centers	Burglar Alarm Systems	UPS/Battery Backup Systems
Raceway/Conduit Systems	Servers	Assistive Listening Systems
Video Conferencing Systems	Card Access Systems	Mass Notification Systems
Low Voltage Charging Stations	Interactive Whiteboards	

The senior staff persons who will be assigned to this project are all seasoned professionals.

2.4 A list of school districts:

The following is a sample list of school projects which Infinity has conducted similar technology services (within the past five years).

Infinity has completed many projects similar to the SIMI VALLEY UNIFIED SCHOOL DISTRICT projects. The best way to address our capabilities is to outline the work we have done for some current school projects. Please see below.

- **Chico Unified School District Measure K \$152 million dollar bond program.**
After Measure K was passed, Chico Unified School District hired Darden Architects to complete a 10-Year Master Plan. Infinity, in turn, was hired by Darden to develop the low voltage/IT portions of the master plan. Infinity staff was responsible for working with District staff to (1) determine what low voltage systems were to be included in the plan, (2) visit each site, (3) determine budgets for each site, (4) develop district standards, (5) write specifications and (6) write a detailed report to be included in the 10-Year Master Plan.

After publishing the 10-Year Master Plan, the District hired Darden Architects to then work on the first bond site, Chico Middle School Modernization Project and Infinity was hired to do the low-voltage systems. This project is currently under construction.
- **Irvine Unified School District District-Wide Data Cabling Project**
In 2016, Irvine Unified School District staff was directed to install new data cabling at every school site in the District. Infinity was hired to work with District staff to (1) determine scope, (2) develop standards and specifications, (3) visit each school site, (4) establish budgets for each school site, (5) work with District staff on which sites will be bundled together for upcoming bids, (6) design the systems, and (7) provide drawings and specifications. It was decided to bid the projects out in two bid packages and stagger the projects to get the most number of bidders. Once the bids were received, we assisted in the evaluation of the bids and then were hired to provide staff to provide Project Administration and Inspection services. Phase 1 construction is about 25% complete. Phase 2 contracts were recently awarded to the contractor and construction has just begun.
- **San Mateo-Foster City Unified School District District-Wide Technology Project**
Almost exact same scope of work as Irvine USD but with additional equipment. Bids have gone out for data cabling, LAN/Wireless equipment and installation, VoIP/Intercom/Pa equipment & installation, and Servers. Cabling and LAN/Wireless systems are currently under construction. VoIP/Intercom/Pa equipment & installation, and Servers are currently out to bid. Since we are the District's E-rate consultant, we also are integrating E-rate funding into the project.
- **Turlock Unified School District-Wide LAN Network and Cabling Project**
Almost exact same scope of work as San Mateo-Foster City USD but with additional equipment. The systems are currently under construction. E-rate and bond funds were used for this project. We are not the District's E-rate consultant but Infinity established the Bond/E-rate budgets for the projects and delivered over to the District's E-rate consultant all the required E-rate support documents and forms so they could file for the E-rate funding.
- **Kern High School District**
The Kern High School District (KHSD) is headquartered in Bakersfield, California and serves the county of Kern located at the southern end of the San Joaquin Valley. The Kern High School District is California's largest 9-12 high school district with more than 35,000 students and 3,500 employees. Providing design drawings and specifications to project architects to modernize the low voltage system and bring the systems in-line with the district standard. This includes but not limited to: modernization of existing campuses, Low-Voltage design for new campuses, district-wide Video Surveillance.

2.5 Recent client references:

San Mateo-Foster City USD
Dwane Camp
Director of Technology
(630)312-7281
dcamp@smfc.k12.ca.us

West Contra Costa USD
Mary Phillips
Chief Technology Officer
(510)231-1123
mphillips@wccusd.net

Chico USD
Jason Gregg
Chief Technology Officer
(530)416-2372
Jason.Gregg@losrios.edu

Turlock USD
Jay Brem
Director – Technology and Data Systems
(209)664-1138
JBrem@turlock.k12.ca.us

Irvine USD
Brianna Ford
Chief Technology Officer
(949)936-5311
BriannaFord@iusd.org

Kern High School District
Matthew Gulnn
Director of Business Administration
(661)827-3145
matt_gulnn@kernhigh.org

3.0 APPROACH/METHODS:

The following is a detailed description of the services and methods by which the work set forth in the RFQ's "Detailed Scope of Work" will be performed. The description shall include the following items:

- A. Infinity Communications completely understands the project scope and expectations. These include RFP design utilizing the provided specifications. Working with the District on these specifications to assist in clarification and details needed to engineer competitive and complete proposals for the projects.

The fiber upgrade is similar to projects we have done in other districts many times throughout the State of California and American Samoa.

The video security system is similar in scope to many projects we have completed and we are currently in process of a complete design for Kern High School District, Greenfield Union School District (Kern) and Arvin Union School District.

For the IP based Radio project, our management staff has previous experience in radio systems including enhancements for coverage in weak areas. A complete radio enhancement of the Orange Coast Mall for security and emergency services was one of the many projects he has worked on.

- B. Infinity Communications has a very thorough process that we follow to allow the District and Infinity team members to interface on the required projects. We will use the following processes, which are included in our standard design services offering that we have done for dozens of other clients.

Low Voltage Design Services:

1. Perform a preliminary evaluation of the Client's provided programming requirements, project schedule, budget, and perform a pre-design site walk, to determine a proposed scope of work.
2. Provide Design Estimates for the proposed scope of work.
3. Coordinate the Project Design with the Client's Staff, including (but not limited to); Facilities/Tech Department, Electrical Engineer, Construction Manager, etc.
4. Provide System specification(s) in the 2004 CSI Master Format.
5. Provide Drawings of floor plans, wall elevations, system single lines and installation details.

Bid Management Services:

1. Assist Client to determine a Procurement process (Formal Bid, Informal Bid, State Master Contract, etc.) that adheres to the Local/State rules and regulations.
2. Prepare "Bidding Documents" for distribution to prospective bidders. Documents include (but are not limited to); Bid Manual, General Conditions, Bid Forms, Specifications, Drawings, Addenda, etc.
3. Assist the Client in the preparation of a "Notice of Advertisement" for public works bid packages.
4. Distribute, in electronic form only, "Bidding Documents" to prospective bidders thru Infinity's "Projects" website.
5. Manage and Track the project "Bidding Documents" and "Prospective Bidder's List" thru Infinity's "Projects" website.
6. Perform One (1) Pre-Bid Job Walk/Bidder's Conference, per project.
7. Prepare and distribute project clarification(s) and addenda(s) to address questions from prospective bidders.

C. Scope of work:

1. Provide Design and Engineering for a new district wide Security Camera System, Radio/Repeater System and replacement of existing fiber optic cables for (28) schools and (1) transportation yard.
2. The Scope of Work to include the following:

During the design phase there will be an extensive discovery done for each campus and system. This will entail the discovery of existing pathways for the fiber project and determining whether these can be utilized or if new pathways will be required. In this discovery we will be utilizing existing drawings (as they exist) as well as opening pull boxes and closets to verify the existing routing and the ability to add to this or not. We will also at this time be looking at each location for the camera placement and determining pathways for cable routing to each. We will determine the proper pathway and conduit or raceway needed to access each area. Wall penetrations and mounting requirements will also be identified for each location to be noted in the plans and specifications. All the completion of the design phase we will provide drawings of all items found during discovery. All final drawings will be reviewed by Infinity and the district for accuracy and content before accepted as bid documents. A complete set of specifications will also be delivered to insert in the RFP or RFQ document sets as required by the district. The appropriate bid documents will be determined after discussion with the district on procurement avenues and requirements. We will present a fully assembled set of bid documents for distribution to prospective bidders. This set may contain information from both the district in the form of standard contracts or bidding requirements as well as a fully customized set of specifications specific to each project and a full set of drawings that will depict the site requirements for installation. In some cases, we may also be using verbiage or drawings provided by the previous radio survey as well.

Bidding Phase:

We will respond to any questions regarding the projects from prospective bidders. Create and provide addendums for publication as necessary. In addition to the previously mentioned Infinity will also coordinate (if required) and attend/conduct a pre-bid meeting.

3. **E-Rate Consideration:**
As a value add to this proposal Infinity Communications will file for any eligible items allowable for the fiber project as part of our E-rate consulting fee. The project documents will be structured to allow for E-Rate compliance and bidding structure.

3a. Proposer's understanding of the services to be provided.

Infinity Communications completely understands the project scope and expectations. These include RFP drafting utilizing the provided specifications. Working with the District on these specifications to assist in clarification and details needed to draw competitive and complete proposals for the projects.

The fiber upgrade is similar to projects we have done in other districts many times throughout the State of California and American Samoa.

The video security system is similar in scope to many projects we have completed and we are currently in process of a complete design for Kern High School District and Arvin Union School District.

For the IP based Radio project, our management staff has previous experience in radio systems including enhancements for coverage in weak areas. A complete radio enhancement of the Orange Coast Mall for security and emergency services was one of the many projects he has worked on.

We will pull on experience as well as new information on these systems to provide an RFP that can be competitive as well as meet the state requirements and future growth of the systems.

3b. Complete methodology to complete all three projects.

Infinity Communications has a very thorough process that we follow to allow the District and Infinity team members to interface on the required projects. We will use the following processes, which are included in our standard design services offering that we have done for dozens of clients.

Low Voltage Design Services:

- Perform a preliminary evaluation of the Client's provided programming requirements, project schedule, budget, and perform a pre-design site walk, to determine a proposed scope of work.
- Provide Design Estimates for the proposed scope of work.
- Coordinate the Project Design with the Client's Staff and Design/Construction Professionals, including (but not limited to); Facilities/Tech Department, Architect, Electrical Engineer, Construction Manager, etc.
- Provide System specification(s) in the 2004 CSI Master Format.
- Provide Drawings of floor plans, wall elevations, system single lines and installation details.

3.c - Description of the methodology and/or system you utilize to determine oversight quality of each project.

Infinity Communications uses a totally hands on approach to determine the quality of the work being provided. Our experienced project team has worked in the field for years and knows the ins and outs of projects. We can spot when shortcuts are being taken as well as identify and work with contractors on improved methods for installation and testing that can improve the overall quality of the project. We not only work with the managers of the construction companies, but also with the workers to make sure there is a synergy of expectations to outcome.

Each project will have a different timeframe depending on the finalized scoping of the projects. The security camera project will have the largest impact on each campus and will take the longest time to complete and test. We estimate that this project would take 18 months to complete in its' entirety. The Radio project could be done in as little as 90 days but up to 120 or longer depending on the final scope and licensing requirements. The fiber project could be done in 6 months with the proper contractor and scheduling for the work. In any case, we estimate that all projects could be completed in parallel and in an 18-month period from contract award.

3.d - Estimated number of calendar days each project will take.

Infinity estimates the timing for the project as follows:

Project planning phase: 60-80 Days

This time would be spent on verifying infrastructure capability and noting all pertinent information needed for the detailed drawings. Enhancement of the specifications thru meetings with Siml staff will also be done during this time.

RFP Development Phase: 45-60 Days

Drafting all documents and specifications needed to complete bidding documents for publishing

This project is now "out for bid".

Pre-Bidding Phase: 15 Days

This will be the time needed to verify all bidding documents with the IT staff from Siml to ensure that all expectations and requirements have been meet for the projects.

We estimate that it is possible to have this project out to bid no later than Jan 1, 2018 with a July 1st, 2017 start date for the discovery. That time can be compressed in some cases depending on the time needed to do discovery and conditions found at each location.

Project Phase: Estimated 8-12 Months after the issuance of Notice to Proceed documents. This time could be longer depending on licensing time needed by the radio company and any permitting needed for tower structures.

SVUSD - TRI PROJECTS TENTATIVE TIMELINE						
All dates and durations are estimates & tentative						
NO	TASK	START	FINISH	DURATION		NOTES
1	Project Planning phase	7/10/2017	10/8/2017	91	65	Project planning phase: 60-90 Days This time would be spent on verifying infrastructure capability and noting all pertinent information needed for the detailed drawings. Enhancement of the specifications thru meetings with Siml staff will also be done during this time.
1.1	Meet with Key Staff at SVUSD	7/10/2017	7/14/2017	5	5	5-days
1.2	Work at sites	7/17/2017	10/8/2017	84	60	Gathering data and information for Video Surveillance, IDF/MDF and Radio Repeater Survey
2	RFP Development ALL Phases	10/9/2017	12/19/2017	72	62	RFP Development Phase: 45-60 Days Drafting all documents and specifications needed to complete bidding documents for publishing This project is now "out for bid"
3	SVUSD Winter Break	12/21/2017	1/9/2018			December 21, 2017 - January 9, 2018
4	Meet with SVUSD staff	12/22/2017	12/22/2017	1	1	Tri's meeting is optional
5	Pre-Bid Phase	12/27/2017	1/16/2018	21	16	Pre-Bidding Phase: 16 Days This will be the time needed to verify all bidding documents with the IT staff from Siml to ensure that all expectations and requirements have been met for the project.
6	Bidding Period	1/17/2018	2/27/2018	42	30	Bids will stay open for 30 work days
7	Evaluation and awards	3/1/2018	3/7/2018	7	5	Time to assemble, analysis and recommend to SVUSD
8	Meet with SVUSD staff	3/8/2018	3/8/2018	1	1	Provide analysis, recommendations
9	Board Packet Due Date	3/23/2018	3/23/2018	1	1	17-calendar days before Board meeting
10	Board Meeting Date	4/10/2018	4/10/2018	1	1	Receive Board approval to move forward.
11	All 5 Projects Implementation running simultaneously.	4/16/2018	4/16/2019	365	261	Project Phase: Estimated 12 Months after the issuance of Notice to Proceed documents. This time could be longer depending on licensing time needed by the radio company and any permitting needed for tower structures.
		Estimated Start Date 7/1/2017	Estimated End Date 4/1/2019	Estimated Calendar Days 400	Estimated Work Days 432	

4.0 - Training and Assistance.

- A. The tools and training necessary for the successful administration and use of the systems during and after the installation will be developed with each successful vendor. As the specific manufactures have not yet been finalized it would be difficult to specify the methods needed for this task. Each manufacture will have their own tools and methods that will apply directly to their product. Infinity will work with each vendor on a schedule for training Siml staff and to provide the necessary tools for ongoing support and care of the systems. These may include:
- Software for use of the systems as well as maintenance and changes needed for future upgrades etc.
 - Testing hardware (If necessary) for evaluation of signal strength, video quality, and fiber integrity.
 - On-site training for staff to efficiently utilize the new systems in place.

5.0 - Cost Proposal

The following section should contain a complete breakdown of all costs relating to the content of the proposal, including the maximized total cost, as well as an itemized breakdown of the compensation required to accomplish the full performance of all tasks outlined in the proposal.

Our design services as listed in Tab 4 of the response are consistent with services that we have performed dozens of times for our clients. As a full-service telecommunications consultant, we have provided design services and assisted in gaining funding for our clients over the years. In the last 10 years alone we have designed and managed projects, and gained E-Rate funding for many of over 250 million dollars.

Our approach to the projects is straight forward and proven. We offer the following cost proposal based in the information as provided in the RFQ and subsequent questions and answers. We feel the cost may be able to be reduced in some areas after negotiation and solidified scope of work and expectations. We look forward to having discussions with the District on ways to successfully and efficiently procure and deploy these projects.

We offer the following cost proposal based in the information as provided in the RFQ and subsequent questions and answers.

Infinity's Design Services fee will be a one-time flat rate fee of \$183,820.00 for the Client's desired project. This fee includes all travel and other reimbursables needed to complete the design and bidding phases of the projects.

If additional services are requested by the Client that require a change order, Infinity will bill 5% of the change order amount.

PAYMENT SCHEDULE: DESIGN SERVICES

DESIGN SERVICES:

Infinity will invoice the Client for completed and approved Design Services rendered under this Agreement in various phases as follows:

Project Planning Phase	Twenty Five percent (25%) of the Design Fee
Field Discovery Phase	Thirty percent (30%) of the Design Fee
Design Phase	Forty percent (40%) of the Design Fee
<u>Bidding Phase</u>	<u>Five percent (5%) of the Design Fee</u>
Total Compensation for Design Services:	One Hundred percent (100%) of the Design Fee

Project planning phase:

Billing for this phase occurs after a meeting with the client to discuss the scope of the project and a project and review of the findings.

Design Phase:

At the completion of the design phase we will provide drawings of all items found during discovery. All final drawings will be reviewed by Infinity and the district for accuracy and content before accepted as bid documents. A complete set of specifications will also be delivered to insert in the RFP or RFQ document sets as required by the district. The appropriate bid documents will be determined after discussion with the district on procurement avenues and requirements. We will present a fully assembled set of bid documents for distribution to prospective bidders. This set may contain information from both the district in the form of standard contracts or bidding requirements as well as a fully customized set of specifications specific to each project and a full set of drawings that will depict the site requirements for installation. In some cases, we may also be using verbiage or drawings provided by the previous radio survey as well.

Bidding Phase:

Billing for this phase will occur when the bids are received and a contractor has been chosen to do the work.

Standard Hourly Rates Schedule

For additional works that is required outside the scope of the original project, the hourly rates listed will be charged. Standard Hourly Rates are subject to review and adjustment. Any additional charges will be presented to the District for approval prior to any additional work being done. The hourly rates effective on the date of the Agreement are:

Principal	\$175.00/hour
Sr. Systems Designer	\$145.00/hour
Systems Designer	\$105.00/hour
CAD Operator	\$ 70.00/hour
Project Administration on-site	\$ 95.00/hour
Contracts Administrator	\$ 61.00/hour

Reimbursable Expenses Schedule

Reimbursable Expense rates not included in the scope of work are subject to annual review and adjustment. The rates effective on the date of the Agreement.

Newspaper Advertisement	at cost + 15%
8"x11" Copies/Impression	\$0.05/sheet
Blue Print Copies	at cost + 15%
Reproducible Copies (Mylar)	at cost + 15%
Reproducible Copies (Paper)	at cost + 15%
Long Distance Phone Calls	at cost + 15%
Legal Counsel	at cost + 15%
Travel Expenses:	
Mileage (auto)	\$0.535/mile
Airfare	at cost + 15%
Meals	at cost + 15%
Lodging	at cost + 15%
Standard Labor Rate	See Hourly Rate Schedule Above

6.0 - Timeline - Provide your proposed time schedule and steps in that schedule deemed necessary to commence project work.

Infinity estimates the timing for the project as follows:

Field Investigation and Project planning phase: 60-80 Days

This time would be spent on verifying infrastructure capability and noting all pertinent information needed for the detailed drawings. Enhancement of the specifications thru meetings with Siml staff will also be done during this time.

RFP Development Phase: 45-60 Days

Drafting all documents and specifications needed to complete bidding documents for publishing

This project is now "out for bid"

Pre-Bidding Phase: 15 Days

This will be the time needed to verify all bidding documents with the IT staff from SVUSD to ensure that all expectations and requirements have been met for the projects.

We estimate that it is possible to have this project out to bid no later than Jan 1, 2018 with a July 1st 2017 start date for the discovery. That time can be compressed in some cases depending on the time needed to do discovery and conditions found at each location.