

Cabling

Communications Systems


Bid # ADSP017-00007125

Prepared for



Submitted by Aspen Communications LLC



	Solicitation Amendment		State of Arizona
	Solicitation No.: ADSP017-00007125	Page 1 OF	State Procurement Office
	Description: Cabling Communication Systems		100 N. 15TH Avenue, Suite 201 Phoenix, AZ 85007
Amendment No.: One (1)			

Pursuant to the Uniform Instructions to Offerors, Solicitation Amendments, the above referenced solicitation shall be amended as follows:

1. Exhibit 1 of Part 2-B Pricing Document: Pricing Sheet is deleted and replaced with the attached Exhibit 1 v2 of Part 2-8 Pricing Document: Pricing Sheet.
2. For the avoidance of doubt, the following clarifications have been made to the Pricing Sheet:
 - a. Column 3, the Item Description may be used to describe one product or a category of products;
 - b. Column 4, Price List Title & Date/No refers to any Product Lists or catalogues that the Offeror maintains. If no such list exist, please mark as N/A;
 - c. Column 5, if a Price List is provided, or of the Offeror chooses to Cost plus , the Offer is not required to fill in the List Price column and should mark as N/A;
 - d. The Offeror may choose to submit their offer for each Item below as Discount % off List Price OR Cost Plus but not both;
 - e. GIS Mapping and BIM Modelling are optional, the Offeror may choose whether to offer or not.
 - f. GIS Mapping is using Geographic Information Systems (GIS) to map out where fiber or other cables are installed and used to allow the State to see where it can better connect into a fiber (or other cabling) system.
 - g. Building Information modelling (SIM) involves the generation and management of digital representations of physical and functional characteristics of places;

ALL OTHER PROVISIONS OF THE SOLICITATION SHALL REMAIN IN THEIR ENTIRETY.	
Offeror hereby acknowledges receipt and understanding of the above amendment.	The above referenced amendment is hereby executed this date by the State.
 <div style="display: flex; justify-content: space-between; width: 100%;"> Signature Date </div> <p>3/17/2017</p> <p><i>Don Richardson President/CEO</i> Printed/Typed Name and Title</p>	 <div style="display: flex; justify-content: space-between; width: 100%;"> Signature Date </div> <p>Reem Prendiville State Procurement Manager</p>

Attachment 1 Offer and Acceptance Form

SUBMISSION OF OFFER: Undersigned hereby offers and agrees to provide Error! Reference source not found. in compliance with the Solicitation indicated above and our Offer indicated by the latest dated version below:

Initial Offer:	1. <u>3/17/2017</u> date	DR initial				
	2. _____ date#1	initial				
Revised Offers:	5. _____ date#4	initial	6. _____ date #5	initial	7. _____ date#6	initial
	8. _____ date	initial				

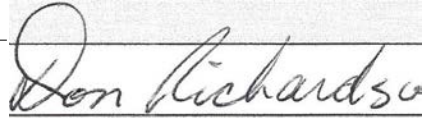
Aspen Communications

Offeror company name

Address

City | State | ZIP

Federal tax identifier (EIN or SSN)



Signature of person authorized to sign Offer Initials

Don Richardson, President/CEO

Printed name and title

Shawn Al-Maskeen, Capture Manager

Contact name and title

smaskeen@asptelco.com

Contact Email Address

928255274

Contact phonenumber

CERTIFICATION: By signature in the above, Offeror certifies that it:

1. will not discriminate against any employee or applicant for employment in violation of Federal Executive Order 11246, [Arizona] State Executive Order 2009-9 or A.R.S.§§ 41-1461 through 1465;
2. 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 will result in rejection of the Offer. Signing the Offer with a false statement will void the Offer, any resulting contract, and may be subject to legal penalties under law;
3. complies with A.R.S.§ 41-3532 when offering electronics or information technology products, services, or maintenance; and
4. is not debarred from, or otherwise prohibited from participating in any contract awarded by federal, state, or local government.

ACCEPTANCE OF OFFER: State hereby accepts the initial Offer, Revised Offer, or Best and Final Offer identified by number _____ at the top of this form, and which was dated date (the Accepted Offer). Offeror is now bound (as Contractor) to carry out the Work under the attached Contract, of which the Accepted Offer forms a part. Contractor is cautioned not to commence any billable work or to provide any material or perform any service under the Contract until Contractor receives the applicable Order or written notice to proceed from Procurement Officer.

State's Contract No. is: A0SPO17-0000 7125

The effective date of the Contract is: 4/10/2017 Contract awarded

Procurement Officer signature

Procurement Officer, Reem Prendiville

Attachment 2-A Experience and Capacity Questionnaire

STATE MAY DETERMINE YOUR PROPOSAL IS NON-RESPONSIVE IF YOU DO NOT ANSWER ALL QUESTIONS FULLY.

The Offeror shall provide a narrative response to each question that demonstrates their understanding of the Scope of Work requirements and describes your company's overall method of approach for providing the service stated in this solicitation. If there is a question that is not applicable to the services required by the Scope of Work, you may mark it N/A.

EXPERIENCE AND CAPACITY QUESTIONS:

Question 1: Company Profile

The Offeror must include a detailed narrative description of its organization. The narrative must include the following:

- 1.1 Brief overview of business operations, with an emphasis on experience providing call center services, services software/technological solutions, telecommunications, experienced call center personnel deployment, and personnel training.
- 1.2 Date established;
- 1.3 Ownership (public, partnership, subsidiary, etc.);
- 1.4 Location in which the Offeror is incorporated;
- 1.5 Office location(s) responsible for performance of proposed tasks;
- 1.6 Offeror's organizational chart relevant to this project, specifically identifying the key point of contact for all questions related to the submitted offer;
- 1.7 Full disclosure of any potential conflict of interest (e.g. serving as a reseller of computer hardware, software or business relationships between the Offeror and any State employee who functions or has responsibilities in the review or approval of the undertaking or carrying out of the project);
- 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;
- 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;
- 1.10 A Statement documenting all open or pending litigation initiated by Offeror or where Offeror is a defendant or party in any litigation that may have a material impact on Offeror's ability to deliver the contracted services;
- 1.11 A Statement documenting all open or pending litigation initiated by Offeror or where Offeror is a defendant or party in any litigation with a public sector client;
- 1.12 Full disclosure of any public sector contracts terminated for cause or convenience in the past five (5) years; and
- 1.13 Full disclosure of any criminal or civil offense.

- 1.14 Offeror shall provide evidence of any Arizona required business license to provide these services.
- 1.15 Offeror shall provide copies of any professional or industry certifications that represent the services detailed in this RFP.

Offeror Response:

Aspen Communications, LLC, is an Information and Communications Technology Infrastructure Design/Build Integrator founded and incorporated in Flagstaff, Arizona in March of 1999 as a partnership (LLC-P). **(Q1.2, Q1.3, Q1.4)** Aspen's industry certified design and installation experts work in concert to provide customer focused solutions that are designed to increase flexibility, efficiency, and reliability for current and next generation IT, Network, Software/Technological and personnel training needs. We also train all of our customers on basic maintenance of upkeep of the systems we install, and our systems are in place with discerning clients all over Arizona. **(Q1.1)**

Our commitment to excellence through certification, credentialing, and ongoing education has allowed Aspen to become a leading Telecommunications and Security company. Aspen is an SBA certified Service Disabled Veteran Owned (SDVOSB), HUBZone (Historically Underutilized Business Zone), and 8(a) (socially and economically disadvantaged) company. A Baldrige Quality firm, Aspen adheres to quality as a byword in everything we do. Aspen is licensed, bonded and insured.

Aspen Communications maintains two strategically located permanent offices from which to execute performance of this contract, an office in Prescott, AZ, in Yavapai County and another in Flagstaff, AZ, in Coconino County. **(Q1.5)**

Aspen Communications, in the last ten (10) years, has not 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. **(Q1.7)**

There are no pending Securities Exchange Commission investigations involving Aspen Communications. **(Q1.8)**

There is no open or pending litigation initiated by Aspen Communications or where Aspen Communications is a defendant or party in any litigation that may have a material impact on Aspen Communications' ability to deliver the contracted services. **(Q1.10)**

There is no open or pending litigation initiated by Aspen Communications or where Aspen Communications is a defendant or party in any litigation with a public sector client. **(Q1.11)**

Aspen has not had any public sector contracts terminated for cause or convenience in the past five years. **(Q1.12)**

Aspen has not been accused of or convicted of any criminal or civil offenses. **(Q1.13)**

(Q1.6)

ASPEN ORGANIZATION CHART

Don Richardson - President/CEO - Sales and Capture/Business Development - BSBA/MBA from NAU - Retired USN CWO4 – BICSI RCDD/OSP

Sheila Richardson –Executive Vice President/CFO – BA English/History from ASU, Graduate Accounting and Finance from NAU - Oversight of all financial actions.

Eric Bedell – Vice President/COO – BSBA/CIS from NAU –Project Manager - BICSI Technician - Oversees all operations, and all projects. Supervises all personnel within the Operations Department. Nick Roach assists Eric in Flagstaff as required.

Shawn Al-Maskeen – BSBA (Finance) Comptroller, Capture Manager, Proposal Writer

- **Cindy Spheeris** – Administrative Assistant

FLAG OFFICE

Nick Roach – Lead Technician/Network Specialist – BS GIS, NAU
BICSI Technician

Kiel Yellowhair – Lead Installation Tech - BICSI Technician - Journeyman

Orlando Yellowhair – Installer – BICSI Level 2 Installer

Brandon Mazzone – Installer - Apprentice

John Rivera – Electrician - Journeyman (PT)

PRESCOTT OFFICE

Dan Beppu – Senior Design and Estimator, RCDD

Jon Decker – Engineering technician and Lead
Installation Tech – BICSI Technician - Journeyman

Dave Fisher – Lead Installation Tech – BICSI Technician -
Journeyman

Dave Brisco – BSTM/MS from DeVry – Trainer,
BICSI Level 2 Fiber Installer

Jesi Martinez – Fiber Installer - Apprentice

Stylianios Sheridan – Labor

(Q1.6)

Anthony Hartsook, BS, MS - Director Business Development/Capture Management
Works for Aspen under a Professional Services Agreement

Vern Reed – BSEE/MSSE from Naval Postgraduate School – Specialty: Telecommunications Engineer
Works for Aspen under a Professional Services Agreement

Steve Randall – RCDD – Audio/Visual (A/V) Design and Project Manager
Works for Aspen under a Professional Services Agreement

Steve Fowler – RCDD – Military and OSP Design and Project Manager
Works for Aspen under a Professional Services Agreement

(Q1.14)

3/20/2017

Contractor Information ROC297066 Aspen Communications LLC B-1 COMMERCIAL 297066



DISCLAIMER

The data supplied below is based on your specific request(s) and is correct to the best of our knowledge as of the date and time it was extracted from our data files. The information is provided without personal research or analysis. The data is subject to change on a daily basis. You may obtain additional public records related to any licensee, including dismissed complaints and nondisciplinary actions and orders, by contacting the ROC directly. If this information is required for legal purposes, you may request an affidavit or certified copies for a fee as specified in A.R.S. 32-1104A3. Please read our Standard Disclaimer at www.azroc.gov/LegalDisclaimer.html

Please note: The company or individuals listed on this license may hold other Arizona contracting licenses. To view information, status and complaint history for the past two years on other licenses held, go to the License Inquiry page and do a "Company Name and Personnel" search by entering the name of the company or individuals listed on the license.

Details for License Number 297066 (Monday, March 20, 2017 11:32:21 AM)			
Contractor		License	
Name/ Address/ Phone	Status/ Action	Class Type Entity	Issued/Renewal
Aspen Communications LLC 7 Kiji Dava Cir Ste A Prescott, AZ 86301-5691 Phone: (928) 774-0992	CURRENT	B-1 COMMERCIAL LLC	First Issued: 04/09/2015 Renewed Thru: 04/30/2017

3/20/2017

Contractor Information ROC248277 Aspen Communications LLC C-11 COMMERCIAL 248277



DISCLAIMER

The data supplied below is based on your specific request(s) and is correct to the best of our knowledge as of the date and time it was extracted from our data files. The information is provided without personal research or analysis. The data is subject to change on a daily basis. You may obtain additional public records related to any licensee, including dismissed complaints and nondisciplinary actions and orders, by contacting the ROC directly. If this information is required for legal purposes, you may request an affidavit or certified copies for a fee as specified in A.R.S. 32-1104A3. Please read our Standard Disclaimer at www.azroc.gov/LegalDisclaimer.html

Please note: The company or individuals listed on this license may hold other Arizona contracting licenses. To view information, status and complaint history for the past two years on other licenses held, go to the License Inquiry page and do a "Company Name and Personnel" search by entering the name of the company or individuals listed on the license.

Details for License Number 248277 (Monday, March 20, 2017 11:30:22 AM)			
Contractor		License	
Name/ Address/ Phone	Status/ Action	Class Type Entity	Issued/Renewal
Aspen Communication: LLC 7 Kiji Dava Cir # 7A Prescott, AZ 86301-5691 Phone: (928) 774-0992	CURRENT	C-11 COMMERCIAL LLC	First Issued: 08/18/2008 Renewed Thru: 08/31/2018

3/20/2017

Contractor Information ROC145414 Aspen Communications LLC CR67 DUAL 145414



DISCLAIMER

The data supplied below is based on your specific request(s) and is correct to the best of our knowledge as of the date and time it was extracted from our data files. The information is provided without personal research or analysis. The data is subject to change on a daily basis. You may obtain additional public records related to any licensee, including dismissed complaints and nondisciplinary actions and orders, by contacting the ROC directly. If this information is required for legal purposes, you may request an affidavit or certified copies for a fee as specified in A.R.S. 32-1104A3. Please read our Standard Disclaimer at www.azroc.gov/LegalDisclaimer.html

Please note: The company or individuals listed on this license may hold other Arizona contracting licenses. To view information, status and complaint history for the past two years on other licenses held, go to the License Inquiry page and do a "Company Name and Personnel" search by entering the name of the company or individuals listed on the license.

Details for License Number 145414 (Monday, March 20, 2017 11:28:31 AM)			
Contractor		License	
Name/ Address/ Phone	Status/ Action	Class Type Entity	Issued/Renewal
Aspen Communications LLC 7 Kiji Dava Cir # 7A Prescott, AZ 86301-5691 Phone: (928) 774-0992	CURRENT	CR67 DUAL LLC	First Issued: 05/21/1999 Renewed Thru: 05/31/2017

(Q1.15)



(Q1.15)

Information Technology Systems

The designation of
BICSI ITS TECHNICIAN
is awarded to
Nicholas E Roach
by BICSI® in recognition of having successfully completed
BICSI's registration and examination requirements.

Designator # 171155H
Valid Through 12/12/2014 - 12/12/2017

is a BICSI Technician in the BICSI Cabling
Installation Program

Designator # 171155H
Valid Through 12/12/2014 - 12/12/2017

Signature: Tony Wherry
Title: BICSI Executive
Signature: Visha Mendonca
Title: Director of Credentialing

Bicsi
ITS TECHNICIAN

advancing the information and communications technology community

This is to certify that
David P Fisher
Designator # 171155H
Valid Through 12/12/2014 - 12/12/2017
is a BICSI Technician in the BICSI Cabling
Installation Program

Bicsi
TECHNICIAN

Building Industry Consulting Service International

THE PROFESSIONAL DESIGNATION OF
BICSI TECHNICIAN
IS AWARDED TO
Kiel Yellowhair
by BICSI in recognition of having successfully completed BICSI's registration and examination requirements.

Designation Number: 8814017
Registration Start Date: 8/1/2015
Registration End Date: 8/1/2018

Signature: Tony Wherry
Title: Chair, Registration & Credentialing Supervision Committee

B

Bicsi
TECHNICIAN
Since 8/1/2015
Director of Credentialing

Building Industry Consulting Service International

THE PROFESSIONAL DESIGNATION OF
**BICSI INSTALLER 2,
OPTICAL FIBER**
IS AWARDED TO
David R Brisco
by BICSI in recognition of having successfully completed BICSI's registration and examination requirements.

Designation Number: 8815576
Registration Start Date: 3/24/2015
Registration End Date: 3/24/2018

Signature: Tony Wherry
Title: Chair, Registration & Credentialing Supervision Committee

B

Bicsi
INSTALLER 2
Since 3/24/2015
Director of Credentialing

Building Industry Consulting Service International

THE PROFESSIONAL DESIGNATION OF
BICSI INSTALLER 2, COPPER
IS AWARDED TO
Orlando Yellowhair
by BICSI in recognition of having successfully completed BICSI's registration and examination requirements.

Designation Number: 8815260
Registration Start Date: 6/15/2015
Registration End Date: 6/15/2018

Signature: Tony Wherry
Title: Chair, Registration & Credentialing Supervision Committee

B

Bicsi
INSTALLER 2
Since 6/15/2015
Director of Credentialing

Question 2: Company Experience

- A. What market(s) are your current clients primarily in?
- B. What experience do you have serving clients in Services Desk and Arizona State Business Markets?
- C. What is the range in size of your current clients?
- D. What type of case studies do you have that exhibit your experience with different clients?
- E. How long have you provided services to your longest tenured client?
- F. Why did your last three former clients cancel their contracts?
- G. With what relevant trade associates are you involved? How does this participation give you an advantage over your competition?

Offeror Response:

- A. Aspen Communications' clients cover a broad spectrum of markets, ranging from smaller commercial customers to federal customers across many agencies. The majority of our work is performed in central and northern Arizona where we have a significant geographic advantage over our southerly competitors.
- B. Aspen is not actively engaged in serving clients in the Services Desk client market, but we are confident in our ability to do so based on our current capabilities. We do have many years experience working with state and governmental agencies, both independently and through the previous iteration of this contract.
- C. Our clients range from small clinics to U.S. Federal agencies in scale
- D. Aspen has performed case studies for Corning Fiber and Drake Cement, as well as feasibility studies for the Navajo Nation, Yavapai Prescott Indian Tribe, the VA, and many others.
- E. Aspen has been performing work regularly for the VA for ten years.
- F. Aspen's only cancelled contracts have all been a result of budgetary shortfalls/government shutdowns. Aspen has never had a contract cancelled due to performance.
- G. Aspen's primary trade association affiliation is BICSI, an internationally recognized and respected telecommunications standards organization and certification agency. This allows us a training standard as well as the ability to prove the ability and competence of our technicians and engineers.

We are also a member of several industry and trade organizations which allows us to stay current with the latest technologies, techniques, trends, and materials.

Additionally, while not strictly trade associates, Aspen partners very closely with the Arizona's Small Business Association. This allows us to certify our special designations which give us an advantage over our competition on many projects with a governmental footprint or diversity spending goals. Aspen is an 8(a) company which means we have been certified as a socially and economically disadvantaged small business. We are also SDVO which indicates we are owned by a service disabled veteran. Lastly, we reside on a Hubzone, which gives us a price advantage against large businesses on full and open projects.

Aspen is also the only communications company in the state with a State of Arizona approved and registered apprenticeship program.

Question 4: Proposed Project Members and Organization

Utilize Attachment 3-B to identify Key Personnel to be utilized to perform services within a resultant contract.

In addition, also state the Members related experience with large local, state or federal government agencies.

Offeror Response:

Please see attachment 3-B. All three key members utilized therein have been with the company for over ten years, and so all share a wealth of experience with large local, state, and federal government agencies.

Question 5: Subcontractors

Utilize Attachment 3-C to identify Proposed Subcontractors to be utilized to perform services within a resultant contract.

Offeror Response:

Please see attachment 3-C. It would be Aspen Communications' intent to self perform all work on this contract. Should the need arise for a subcontractor to perform work outside of our competency, Aspen would request approval from State of Arizona, as well as the individual buyer.

Question 6: Arizona Baseline Security Controls

All offerors must be prepared to comply with a request to submit to a State of Arizona Baseline Security Controls questionnaire. The evaluation committee will require all short-list offeror's to complete the questionnaire. Completed questionnaires will be submitted to ADOA-ASET for review and evaluation. To review the questionnaire, visit the site below. Within the Offeror Response below, please state your willingness to comply with this requirement.

<https://aset.az.gov/resources/policies-standards-and-procedures>

Offeror Response:

Aspen is happy and willing to comply with the requirement and will complete a questionnaire upon request.

EXPERIENCE REFERENCES:

The State intends to conduct reference checks for account referenced provided by Offerors. It may, at its sole discretion, contact additional clients not presented as references.

Offerors shall provide at least three (3) client references for assignments that replicate or mirror the requirements of this RFP. At least one (1) of the projects referenced must be Arizona government related. **All assignments shall be for assignments received and completed within the last five (5) years.**

1	Client Company/Address	Contact	Begin Date	End Date
	(AZ Related) Northern Arizona University 0 S San Francisco, AZ 86011	Paul Trujillo	10/15/2016	3/1/2017
	Phone Number	Email Address		
	(928) 523-2905	Paul.Trujillo@nau.edu		
Project Scope and deliverables, include number of resources engaged in project, timeline of project(major milestones)				
Job Order Contract for Telecommunications Construction Projects, IDIQ Format, 3 years remaining. Most recent project was a complete Telecom renovation on Gammage Building. Major milestones included several prioritized phases based on employees rotating vacation schedules, to alleviate downtime.				
List job positions provided and technologies utilized to supplement services.				
Laborer, Certified Installer, Technician, Project Manager, Superintendent, Engineer. Standard tools & equipment.				

2	Client Company/Address	Contact	Begin Date	End Date
	Veterans Administration 500 AZ-89, Prescott, AZ 86301	Robert Walters	5/29/2015	10/20/2015
	Phone Number	Email Address		
	(928) 445-4560	Robert.Walters2@va.gov		
Project Scope and deliverables, include number of resources engaged in project, timeline of project(major milestones)				
Multiple Award Task Order Construction Contract. Largest recent project was all telecommunications for new Mental Health Building.				
List job positions provided and technologies utilized to supplement services.				
Certified Installer, Electrician, Technician, Project Manager, Superintendent, Engineer.				

3	Client Company/Address	Contact	Begin Date	End Date
	Phoenix Indian Medical Center 4212 North 16th Street	Mark Downing	3/16/16	8/10/2016
	Phone Number	Email Address		
	(602) 263-1516	Mark.Downing2@ihs.gov		
Project Scope and deliverables, include number of resources engaged in project, timeline of project(major milestones)				
Design and Assessment for Technology Upgrades				
List job positions provided and technologies utilized to supplement services.				
Design Engineer, OSP Engineer, Engineering Technician				

4	Client Company/Address	Contact	Begin Date	End Date
	Drake Cement	Geoff Stout	11/1/16	10/31/2017
	Phone Number	Email Address		
	(928) 636-6004	gstout@DrakeUS.com		
Project Scope and deliverables, include number of resources engaged in project, timeline of project(major milestones)				
Annual Maintenance/Repair Agreement				
List job positions provided and technologies utilized to supplement services.				
Technician, Project Manager, Certified Installer, Design Engineer, OSP Engineer, Site Superintendent				

End of Attachment 2-A

Attachment 2-B
Organization Profile

RESERVED – NOT UTILIZED FOR THIS RFP!

End of Attachment 2-B

Attachment 3-A
Method Proposal(Method of Approach)

The Offeror shall provide a narrative response to each question that demonstrates their understanding of the Scope of Work requirements and describes your company's overall method of approach for providing the service stated in this solicitation. If there is a question that is not applicable to the services required by the Scope of Work, you may mark it N/A.

Question 1: Executive Summary.

In the Executive Summary, the Offeror must condense and highlight the contents of their proposal in such a way as to provide the State with a broad understanding of the proposal in no more than five (5) pages. Offerors must provide a concise summary of the proposed products to be utilized in the performance of the project and any proposed services, and how these proposed products and services address the requirements presented in the RFP.

Offerors must present a summary of their planned approach, their past successful public sector assignments that mirror the Scope of Work, and highlight the relevant public sector experience and previous projects worked jointly by all proposed key personnel included in the proposal.

Offeror Response:

It is Aspen Communications' intent to offer a full and complete solution to the State of Arizona. Since its inception, with its staff of certified BICSI level design and Outside Plant engineers (RCDDs, OSPs), Aspen has specialized in design/builds of complete Communications Cabling Systems (CCS). We are equally capable of performing any number of individual tasks within this broader scope, as identified in section 5.1.1 of the solicitation documents. We are also pleased to offer our full product line at, we hope you'll agree, a very reasonable markup.

We feel we have many advantages to offer the State that makes us stand out from our competition. The scope calls for all major CCS elements to be implemented *per BICSI standards*. In our experience, the only installers truly capable of performing work to BICSI standard are genuine BICSI certificate holders. After all, if they knew everything about BICSI standards, why wouldn't they opt to get the certificate? *All* of Aspen's design engineers, technicians, and installers are BICSI certified.

Our locations in Prescott and Flagstaff offer us a significant geographic advantage over our competitors for work in the central and northern sections of the state. We also feel we will be competitive with our southerly neighbors in the bottom portion of the state on mission critical projects on which the buyer would appreciate a full complement of permanent on-staff BICSI RCDDs. (There are approximately 700 RCDDs in the world, and five of them work at Aspen!) While not strictly a State of Arizona consideration, Aspen also resides in a Historically Underutilized Business District (HUBZone), is an 8(a) certified socially and economically disadvantaged company, and is a Service Disabled Veteran-Owned (SDVO) small business.

Aspen's full complement of engineering staff is another immense advantage both for us and for our customers. Having engineers in-house on a construction or installation project allows us to make adjustments very quickly when changes are needed, and at a minimal cost and delay to a buyer compared with working with a design firm. We can also sometimes spot a costly error in an existing design or plan before the cost is incurred. Being both a design and construction firm, not only can we be certain that what you want is what you need, but also that what you want is what you really get.

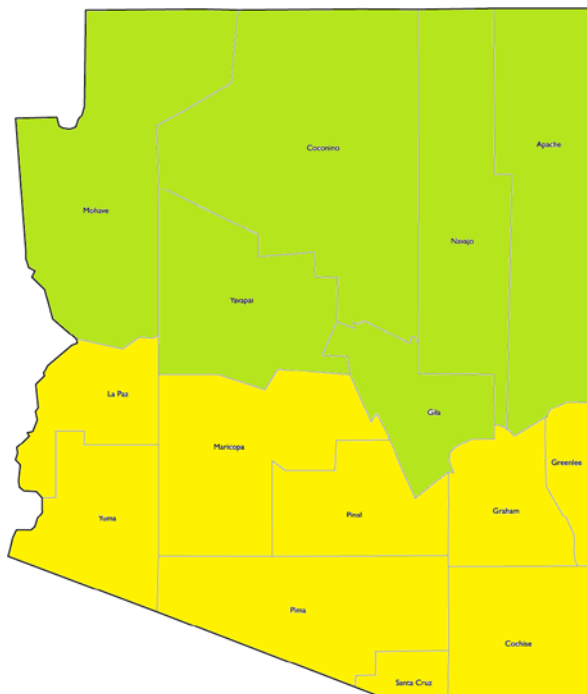
Aspen's approach to the execution of this contract will be similar to our approach on similar contracts. In an emergency outage situation, we are capable of dispatching from either or both of our offices in a very short time frame. Contract performance will be managed by key personnel Don Richardson, CEO, and Eric Bedell, COO. Depending on the nature, size, and scope of the project, a mutually agreeable schedule will be created through communication with the buyer, and staff will be dispatched as necessary.

While in recent years Aspen has not done as much work as we would like with the State (other than our work with NAU and their job order contract), much of Aspen's past performance is with the Federal Government. As such, we enjoy a large footprint of public sector assignments that mirror this scope of work, as well as an excellent performance history. We regularly do work for the Veterans' Administration, National Park Service, U.S. Air Force, and other federal agencies. We also maintain two GSA schedules, both being fairly similar in scope and nature to this task order based contract. The core Aspen project team has been working together for well over a decade, through countless projects. We are confident in our ability to deliver a wide array of products and services to match your scope of work.

Question 2: Offerors must describe their ability to provide the Cabling Material including labor and support services. The response to this requirement should, at a minimum, include a map of the State of Arizona with an indication of the locations where products may be delivered plus the number and type of support personnel or other resources that may be employed. The narrative in response to this specification should include, at a minimum, a general overview of the proposed services and an overview of how the services are to be provided in the locations indicated.

Offeror Response:

Aspen is capable of providing its full line of Cabling Materials and Labor & Support services anywhere in the state, from either of its locations subject to standard travel/shipping policies. This will include but is not limited to installation, testing, assessments, site surveys, OSP, splices, etc. We will naturally be most competitive in central and northern Arizona.



Yellow = Available for service & support
 Green = Preferred work zone

We currently have 12 employees between our two locations available for dispatch anywhere in the state with Aspen's full resources behind them.

Question 3: **Quality Control. Describe your company's quality control processes.**

Offeror Response:

In order to ensure quality in all of our projects, we utilize a three-pronged approach. Firstly, all of our technical staff maintain BICSI certification, and undergo a rigorous course of ongoing education to ensure that they are kept abreast of all the latest cutting edge developments in our field. Secondly, we utilize project supervision by both a project manager and a design engineer. Lastly, all of our work is tested with an Optical Time Domain Reflectometer (OTDR).

Aspen also understands that in order for a buyer to schedule work efficiently, it is paramount that contractors follow through with their proposed timelines as accurately as possible. Aspen is able to provide very accurate construction schedules, due in part to our excellent estimating staff, but also thanks to our many years of experience performing projects of all sizes, and our ability to react swiftly and appropriately to most any "hiccup".

Question 4: Offerors must submit customer satisfaction statistics or survey results concerning the quality of the products and/or services offered.

Offeror Response:

Aspen enjoys excellent an excellent performance history. Here is the summary page from our most recent third party survey:



Question 5: Offerors must thoroughly describe their ability to provide value added technical services including installation, training or directly related optional services and the geographic area where the services may be provided.

Offeror Response:

Aspen Communications' staff of engineers, technicians, and installers can provide a wide array of value added technical services. Installation, configuration, design, consulting, training, testing, feasibility/expandability studies, etc can all be performed in any area of the state, subject to standard AZ State travel policy.

Question 6: Offerors must describe any energy efficiency program (s) by identifying the Products that meet Energy Star or other recognized programs for energy efficiency. In addition, Offerors must describe how Products are identified as energy efficient on their web site.

Offeror Response:

N/A

Question 7: Offerors should submit detailed information on how technical support is handled and controlled. Also include what time frame can be expected for this service and all other additional pertinent or important information relating to this program.

Offeror Response:

We are confident in the training we are able to provide our customers, which includes dealing with common and simple to fix problems they are likely to encounter. In the event there is a more serious issue that merits a technical support call, this is handled on a case by case basis. Response time will be heavily determined by the severity of the issue. Phone support can be performed same day in most cases.

Question 8: Offerors must include all detail of their maintenance programs including but not limited to the processes, locations sites, any maintenance agreement forms, coterminous alternatives, pricing, etc. A detailed narrative of what is including in your maintenance program and what is required. Please identify your warranty period and if you allows maintenance to be paid before the end of a warranty period.

Offeror Response:

Aspen provides a 2 year warranty on all workmanship. By virtue of our certified installer status with many of our material suppliers, we are also often able to pass along a 20-25 year (in some cases lifetime) warranty on materials that we ourselves install.

Training on basic maintenance is provided to our customers with the installation of a new system, however, no further maintenance outside warranty is included in our standard pricing. We hold several maintenance agreements currently and would be pleased to offer such a service to Arizona State customers under a separate agreement or as an extension to the original contract. We *would* allow maintenance hours to be paid before the end of a warranty period.

Question 9: If Offeror is proposing the utilization of Subcontractors/Channel Partners, provide detail of who they are, location, number of years as a Subcontractor/Channel Partner, and how they will be utilized, what tasks and or services they will perform. Additional information shall include the structure of the program, any administrative requirements, and how this utilization will ensure a successful Contract. Offerors must thoroughly explain any dependencies or obstacles regarding the receiving and handling of purchase orders and how receivables need to be received and or managed.

Offeror Response:

N/A

Question 10: Offerors must submit proof, acceptable to the State, of the cost for all materials utilized prior to invoicing.

Offeror Response:

Aspen takes no issue with this. If it please the State, Aspen will submit vendor quotes and/or invoices alongside all billings, however we will also likely need to include a small consideration for miscellaneous consumables that would not be ordered specifically for a given job.

Question 11: Offers must describe any special programs that your company offers that will improve customers' ability to access products, on-time delivery or other innovative strategies.

Offeror Response:

While not part of any special programs, Aspen enjoys excellent and longstanding relationships with all of our core suppliers. We are also a certified installer with most major brands. This paired with our high sales volume allows us to purchase materials at a great price, allowing us to pass the savings on to you. Our personal relationships with our vendors also means even in times of peak ordering, our orders take precedent, and we very rarely see any delays in shipping. In a time critical situation when a customer is faced with a long lead time, it is sometimes possible for our staff of engineers to redesign a project in such a way that it can use an alternative part with a shorter lead.

Question 12: Offers must describe the capacity of your company to broaden the scope of the contract and keep the product offerings current and ensure that latest products, standards and technology.

Offeror Response:

Aspen enjoys not only an AZ low voltage license, but AZ high voltage electrical and general contracting licenses as well. As such, the sky is the limit when it comes to expanding the potential scope of this contract. We are also familiar with some more obscure branches of telecommunications like Building Automation Systems, Power Quality Analysis, as well as security, access control, cameras, and perimeter fences. Through continuous education, our staff is always kept abreast of the latest products, standards, and technologies, and we are always excited to share them with our customers!

End of Attachment 3-A

Attachment 3-B Key Personnel Proposal

Answer all questions thoroughly in the spaces provided. **Complete this form in full for each one of the key personnel proposed to be involved in carrying out the Work.** Insert or attach a separate resume if desired, but any attached resumes are supplemental to this form and do not substitute for this form. If there are more than three (3) Key Personnel, please utilize the same form for each additional Personnel.

1	Name:	Donald Richardson	How long with company?	18 years
	Current position in company:	President/CEO	How long in position?	18 years
	Position for the Services:	Superintendent/Design Engineer	How much of time will be dedicated to the Services?	As required, based on sales.
	What primary functions will be assigned?	Supervision, Site Visits, Design, Engineering		
	Describe person's experience in performing services like those that are to be assigned:	Continuous experience work in similar services since 1987.		
	List person's job-related training and education:	BSBA Business Administration Master's in Business Administration BICSI RCDD Certification BICSI OSP Certification 15+ years meeting BICSI continuing education requirements		
	Resume:			

2	Name:	Eric Bedell	How long with company?	17 years
	Current position in company:	Chief Operations Officer	How long in position?	7 years
	Position for the Services:	Project Manager	How much of time will be dedicated to the Services?	As required, based on sales.
	What primary functions will be assigned?	Supervision, Scheduling, Orders, Crew Assignments, etc.		
	Describe person's experience in performing services like those that are to be assigned:	Many years' experience managing staff and projects similar to ones we might expect from this contract.		
	List person's job-related training and education:	BSBA Business Administration PMP (Project Management Professional) Certification in progress 15+ years of completing BICSI continuing education requirements		
	Resume:			

End of Attachment 3-B

Attachment 3-C Proposed Subcontractors

Check "NO" if you WILL NOT subcontract any portion of the Work and will therefore be carrying out all of the Work with your own personnel.

<input checked="" type="radio"/>	NO, the Offeror will not subcontract any portion of the Work.
----------------------------------	---

If you WILL subcontract any portion of the Work, check "YES" below and list name of persons or companies you propose to use as subcontractors.

1. Fill in the information for every significant subcontractor – indicate the type of work the subcontractor will perform under the Contract, and their approximate percentage of the total Contractwork.
2. Provide copies of relevant certifications each one possesses in the AttachmentSupplements section.
3. Provide description of quality assurance methods and quality control measures that you will use to ensure that Subcontractor work meets the Contract requirements.
4. State may demand additional information about proposed subcontractors as a precondition of award.

<input type="radio"/>	YES, the Offeror will use the Subcontractors listed below:
-----------------------	--

	Name and contact information	Small Business	Work to be performed	%
1.	Name	select		
1.	Name	select		
2.	Name	select		
3.	Name	select		
4.	Name	select		
5.	Name	select		
6.	Name	select		
7.	Name	select		
8.	Name	select		
9.	Name	select		

End of Attachment 3-C

Attachment 3-D
Performance Guarantee

RESERVED

All performance Service Level Agreements will be identified within each resultant Task Order.

End of Attachment 3-D



Request for Proposal
 Solicitation No.
ADSP017-00007125
 Description:
Cabling Communication Systems

Arizona Department of Administration
State Procurement Office
 100 N 15th Ave., Suite 201
 Phoenix, AZ 85007

Attachment 3-E
Boycott of Israel Disclosure

All materials submitted as part of a response to a solicitation are subject to Arizona public records law and will be disclosed if there is an appropriate public records request at the time of or after the award of the contract. Recently legislation has been enacted to prohibit the state from contracting with companies currently engaged in a boycott of Israel. To ensure compliance with A.R.S. §35-393.01. This form must be completed and returned with the response to the solicitation and any supporting information to assist the State in making its determination of compliance.

As defined by A.R.S. §35-393.01:

1. "Boycott" means engaging in a refusal to deal, terminating business activities or performing other actions that are intended to limit commercial relations with Israel or with persons or entities doing business in Israel or in territories controlled by Israel, if those actions are taken either:
 - (a) In compliance with or adherence to calls for a boycott of Israel other than those boycotts to which 50 United States Code section 4607(c) applies.
 - (b) In a manner that discriminates on the basis of nationality, national origin or religion and that is not based on a valid business reason.
2. "Company" means a sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, limited liability company or other entity or business association, and includes a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate.
3. "Direct holdings" means all publicly traded securities of a company that are held directly by the state treasurer or a retirement system in an actively managed account or fund in which the retirement system owns all shares or interests .
4. "Indirect holdings" means all securities of a company that are held in an account or fund, including a mutual fund, that is managed by one or more persons who are not employed by the state treasurer or a retirement system, if the state treasurer or retirement system owns shares or interests either:
 - (a) together with other investors that are not subject to this section.
 - (b) that are held in an index fund.
5. "Public entity" means this State, a political subdivision of this State or an agency, board, commission or department of this State or a political subdivision of this State.
6. "Public fund" means the state treasurer or a retirement system.
7. "Restricted companies" means companies that boycott Israel.
8. "Retirement system" means a retirement plan or system that is established by or pursuant to title 38.

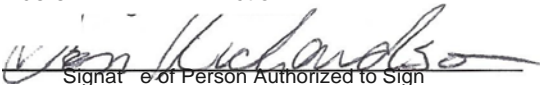
All offerors must select one of the following:

 X My company **does not** participate in, and agrees not to participate in during the term of the contract, a boycott of Israel in accordance with A.R.S. §35-393.01. I understand that my entire response will become public record in accordance with A.A.C. R2-7-C317.

 My company **does** participate in a boycott of Israel as defined by A.R.S. §35-393.01.

By submitting this response, proposer agrees to indemnify and hold the State, its agents and employees, harmless from any claims or causes of action relating to the State's action based on the above representations, including the payment of all costs and attorney fees incurred by the State in defense of the action.

Aspen Communications
 Company Name
7 Kiji Dava Circle Suite A
 Address
Prescott AZ 86301
 City State Zip


 Signature of Person Authorized to Sign
Don Richardson
 Printed Name
President/CEO
 Title

End of Attachment 3-E

Attachment 4
Pricing Sheet

End of Attachment 4



Request for Proposal

Solicitation No.
ADSP017-00007125

Description:
Cabling Communication Systems

Arizona Department of Administration
State Procurement Office
100 N 15th Ave., Suite 201
Phoenix, AZ 85007

Exhibit 1 v2 of Part 2-B Pricing Document: Pricing Sheet

Materials				Offeror Name Aspen Communications		
1. This is a list of Materials that will be under contract.						
2. Please note that in the detail of the Specifications (Exhibit 1 to the Scope of Work) attached to this RFP, some of the categories may have limitations on the Manufacturers.						
3. Column 3, the Item Description may be used to describe one product or a category of products;						
4. Column 4, Price List Title & Date/No refers to any Product Lists or catalogues that the Offeror maintains. If no such list exist, please mark as N/A.						
5. Column 5, if a Price List is provided, or of the Offeror chooses to Cost plus , the Offer is not required to fill in the List Price column and should mark as N/A.						
6. The Offeror may choose to submit their offer for each Item below as Discount % off List Price OR Cost Plus but not both.						
Item	Manufacturer Name	Description	Price List Title & Date/No	List Price	Discount % off List Price or	*Cost plus %
1	Hubbell	Entire Product Line	N/A	N/A		10
2	Leviton	Entire Product Line	N/A	N/A		10
3	Panduit	Entire Product Line	N/A	N/A		10
4	OCC	Entire Product Line	N/A	N/A		10
5	ICC	Entire Product Line	N/A	N/A		10
6	Dynacom	Entire Product Line	N/A	N/A		10
7	General Cable	Entire Product Line	N/A	N/A		10
8	Berk-Tek	Entire Product Line	N/A	N/A		10
9	PureNet	Entire Product Line	N/A	N/A		10
10	Comtran Cable	Entire Product Line	N/A	N/A		10
11	Belden	Entire Product Line	N/A	N/A		10
12	HCM	Entire Product Line	N/A	N/A		10
13	Arrow	Entire Product Line	N/A	N/A		10
14	AFL	Entire Product Line	N/A	N/A		10
15	Draka	Entire Product Line	N/A	N/A		10
16	Tappan	Entire Product Line	N/A	N/A		10
17	ADC	Entire Product Line	N/A	N/A		10
18	Carol Brand	Entire Product Line	N/A	N/A		10
19	Bosch	Entire Product Line	N/A	N/A		10
20	ComNet	Entire Product Line	N/A	N/A		10
21	Signamax	Entire Product Line	N/A	N/A		10
22	BlueWave	Entire Product Line	N/A	N/A		10
23	Samsung	Entire Product Line	N/A	N/A		10
24	Altronix	Entire Product Line	N/A	N/A		10
25	Speco Technologies	Entire Product Line	N/A	N/A		10
26	Chief	Entire Product Line	N/A	N/A		10
27	Da-Lite	Entire Product Line	N/A	N/A		10
28	Bogen	Entire Product Line	N/A	N/A		10
29	Hoffman	Entire Product Line	N/A	N/A		10
30	B-Line	Entire Product Line	N/A	N/A		10



Request for Proposal

Solicitation No.
ADSP017-00007125

Description:
Cabling Communication Systems

Arizona Department of Administration
State Procurement Office
100 N 15th Ave., Suite 201
Phoenix, AZ 85007

31	Stiffy	Entire Product Line	N/A	N/A		10
32	Caddy Fasteners	Entire Product Line	N/A	N/A		10
33	Mag Daddy	Entire Product Line	N/A	N/A		10
34	WBT	Entire Product Line	N/A	N/A		10
35	MPHusky	Entire Product Line	N/A	N/A		10
36	Snake Tray	Entire Product Line	N/A	N/A		10

Labor		Offeror Name				
Item	Class-Item Description	Quantity	Unit	Unit Price	Discount	Total
1	OSP Cabling Technician	1.00	HR	58.50	0	58.50
2	ISP Cabling Technician	1.00	HR	58.50	0	58.50
3	Cabling Lead Forman / Supervisor	1.00	HR	65.00	0	65.00
4	Project Manager, Cabling	1.00	HR	70.00	0	75.00
5	CAD Drafter	1.00	HR	70.00	0	70.00
Subtotal:						327.00
Tax:						0.00
Freight:						0.00
Discount:						0.00
TOTAL:						327.00

Optional Services, the Offeror may whether to offer or not.

Labor (Optional only)		Offeror Name				
Item	Class-Item Description	Quantity	Unit	Unit Price	Discount	Total
1	GIS Mapping : Using Geographic Information Systems (GIS) to map out where fiber or other cables are installed and used to allow the State to see where it can better connect into a fiber (or other cabling) system.	1.00	HR	N/A		
2	BIM Modelling: Building Information modelling (BIM) involves the generation and management of digital representations of physical and functional characteristics of places	1.00	HR	N/A		

Attachment 5-A Confidential Information Designation

All materials submitted as part of a response to a solicitation are subject to Arizona public records law and will be disclosed if there is an appropriate public records request at the time of or after the award of the contract. Recognizing there may be materials included in a solicitation response that are proprietary or a trade secret, a process is set out in A.A.C. R2-7-103 (copy attached) that will allow qualifying materials to be designated as confidential and excluded from disclosure. For purposes of this process the definition of "trade secret" will be the same as that set out in A.A.C. R2-7-101(52).

Complete this form return it with your Offer along with the appropriate supporting information to assist State in making its determination as to whether any of the materials submitted as part of your Offer should be designated confidential because the material is proprietary or a trade secret and therefore not subject to disclosure.

STATE WILL NOT CONSIDER ANY MATERIAL IN YOUR OFFER "CONFIDENTIAL" UNLESS DESIGNATED ON THIS FORM.

Check one of the following - if neither is checked, State will assume that as equivalent to "DOES NOT":

0	<p>This response DOES NOT contain proprietary or trade secret information. I understand that my entire response will become public record in accordance with A.A.C. R2-7-C317.</p>
<input checked="" type="radio"/>	<p>This response DOES contain trade secret information because it contains information that:</p> <ol style="list-style-type: none"> 1. Is a formula, pattern, compilation, program, device, method, technique or process, AND 2. Derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use; AND 3. Is the subject of efforts by myself or my organization that are reasonable under the circumstances to maintain its secrecy.

NOTE: Failure to attach an explanation may result in a determination that the information does not meet the statutory trade secret definition. All information that does not meet the definition of trade secret as defined by A.A.C. R2-7-101(52) will become public in accordance with A.A.C. R2-7-C317. State may make its own determination on materials in accordance with A.A.C. R2-7-103.

If State agrees with Offerer's designation of trade secret or confidentiality and the determination is challenged, the undersigned hereby agrees to cooperate and support the defense of the determination with all interested parties, including legal counsel or other necessary assistance.

By submitting this response, Offerer agrees that the entire Offer, including confidential, trade secret and proprietary information may be shared with an evaluation committee and technical advisors during the evaluation process. Offerer agrees to indemnify and hold State, its agents and employees, harmless from any claims or causes of action relating to State's withholding of information based on reliance on the above representations, including the payment of all costs and attorney fees incurred by State in defending such an action.

Aspen Communications LLC

Offeror Company Name

7 Kiji Dava Circle Suite A

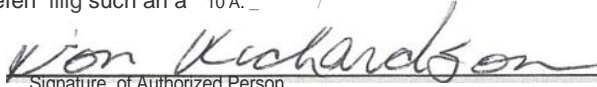
Address

Prescott, AZ 86301

City

State

Zip



Signature of Authorized Person

Don Richardson

Printed Name

President/CEO

Title

End of Attachment 5-A



*Copy of A.A.C. R2-7-103 [Confidential Information]
as was current at time of Solicitation issuance*

PROVIDED FOR REFERENCE ONLY

- A. *If a person wants to assert that a person's offer, specification, or protest contains a trade secret or other proprietary information, a person shall include with the submission a statement supporting this assertion. A person shall clearly designate any trade secret and other proprietary information, using the term "confidential". Contract terms and conditions, pricing, and information generally available to the public are not considered confidential information under this Section.*
- B. *Until a final determination is made under subsection (C), an agency chief procurement officer shall not disclose information designated as confidential under subsection (A) except to those individuals deemed by an agency chief procurement officer to have a legitimate state interest.*
- C. *Upon receipt of a submission, an agency chief procurement officer shall make one of the following written determinations:*
 - 1. *The designated information is confidential and the agency chief procurement officer shall not disclose the information except to those individuals deemed by the agency chief procurement officer to have a legitimate state interest;*
 - 2. *The designated information is not confidential; or*
 - 3. *Additional information is required before a final confidentiality determination can be made.*
- D. *If an agency chief procurement officer determines that information submitted is not confidential, a person who made the submission shall be notified in writing. The notice shall include a time period for requesting a review of the determination by the state procurement administrator.*
- E. *An agency chief procurement officer may release information designated as confidential under subsection (A) if:*
 - 1. *A request for review is not received by the state procurement administrator within the time period specified in the notice; or*
 - 2. *The state procurement administrator, after review, makes a written determination that the designated information is not confidential.*

- - -

Attachment 5-B Conformance Statements

STATE WILL NOT CONSIDER ANY EXCEPTIONS UNLESS DESIGNATED ON THIS FORM.

READ PARAGRAPH **ERROR! REFERENCE SOURCE NOT FOUND.** OF THE INSTRUCTIONS TO OFFERORS BEFORE TAKING ANY EXCEPTIONS – TAKING EXCEPTIONS CAN BE GROUNDS FOR STATE REJECTING OR DOWN-GRADING YOUR OFFER IN EVALUATION.

CONFORMANCE TO THE INSTRUCTIONS: (PART 1 OF THE SOLICITATION)

Check one of the following – if neither is checked, State will assume that as equivalent to “YES”:

- YES – Offeror acknowledges that it has read and understands the Solicitation Summary in Section 1-A of the Solicitation Documents and the Instructions to Offerors in Section 1-B of the Solicitation Documents and the and attests that its Offer complies with both.
- NO – Offeror acknowledges that it has read and understands the Solicitation Summary in Section 1-A of the Solicitation Documents and the Instructions to Offerors in Section 1-B of the Solicitation Documents, and attests that its Offer complies with both EXCEPT FOR the exceptions listed in **Attachment 5-B Supplement 1**.

CONFORMANCE TO THE TECHNICAL DOCUMENTS: (PART 2 OF THE SOLICITATION)

Check one of the following – if neither is checked, State will assume that as equivalent to “YES”:

- YES – Offeror acknowledges that it has read and understands the Scope Document and the Pricing Document in Part 2 of the Solicitation Documents and attests that its Offer complies with both.
- NO – Offeror acknowledges that it has read and understands the Scope Document and the Pricing Document in Part 2 of the Solicitation Documents and attests that its Offer complies with both EXCEPT FOR the exceptions listed in **Attachment 5-B Supplement 2**.

CONFORMANCE TO THE CONTRACT TERMS AND CONDITIONS: (PART 3 OF THE SOLICITATION)

Check one of the following – if neither is checked, State will assume that as equivalent to “YES”:

- YES – Offeror acknowledges that it has read and understands the Special Terms and Conditions and the Uniform Terms and Conditions, along with their respective Exhibits and Appendices, in Part 3 of the Solicitation Documents and attests that its Offer complies with both.
- NO – Offeror acknowledges that it has read and understand the Special Terms and Conditions and the Uniform Terms and Conditions, along with their respective Exhibits and Appendices in Part 3 of the Solicitation Documents and attests that its Offer complies with both EXCEPT FOR the exceptions listed in **Attachment 5-B Supplement 3**.

ATTACHMENT 5-B Supplement No. 1:

Exceptions to Instructions **No Exceptions Taken**

Article / Paragraph or Exhibit Reference	Proposed Changes / Alternate Language	Rationale for Proposed Change
Section 1-A: Solicitation Details		
x	x	x
x	x	x
x	x	x
Section 1-B: Instructions to Offerors		
x	x	x
x	x	x
x	x	x

Aspen Communications

Company Name


Signature of Person Authorized to Sign

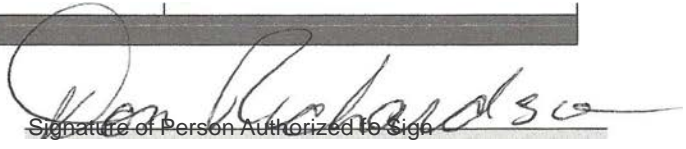
ATTACHMENT 5-B Supplement No. 2:

Exceptions to Scope of Work and Pricing No Exceptions Taken

	P; po; d C	nge-	lternat-e Lan uag	---	---	Ratio	le for Propo d Cha :
Section 2-A: Scope of Work							
x	x					x	
x	x					x	
x	x					x	
x	x					x	
x	x					x	
Section 2-8: Pricing Document							
x	x					x	
x	x					x	
x	x					x	
x	x					x	
x	x					x	

Aspen Communications

 Company Name



 Signature of Person Authorized to Sign

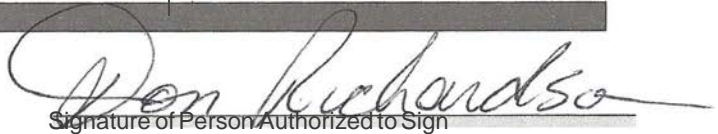
Exceptions to Contract Terms & Conditions **No Exceptions Taken**

Paragraph or Exhibit Reference	Proposed Changes / Alternate Language	Rationale for Proposed Change
Section 3-A: Special Terms & Conditions		
x	x	x
x	x	x
x	x	x
x	x	x
x	x	x

Paragraph or Appendix Reference	Proposed Changes / Alternate Language	Rationale for Proposed Change
Section 3-B: Uniform Terms & Conditions		
x	x	x
x	x	x
x	x	x

Aspen Communications

Company Name


Signature of Person Authorized to Sign

End of Attachment 5-B

Attachment 5-C
Insurance and Bonding Evidence

Please provide a copy of your current insurance certificate that meets or exceeds the requirements set forth in Special Terms and Conditions, Section 6.2, Contractor Insurance Requirements.

Aspen does not currently maintain the Professional Liability Coverage levels specified, however, Aspen would be willing to immediately acquire this coverage upon a successful contract award.

End of Attachment 5-C

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/OD/YYYY)

03/21/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELO W. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(\$), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be end orsed d. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Flagstaff Insurance, Inc. 1300 E. Butler Ave Suite 100 Flag staff , AZ 86001	SI?ti cT Weston Thew
	g.N:o, Extl: (928) 771-6631 FAX /AVC, Not
	*AJ - wes@flagstaffi ns.com
	INSURERISIAFFORDING COVERAGE NAIC#
INSURED Aspen Communications LLC Don & Sheila Richardson 7 Kiji Dava Circle #A Pres c ott , AZ 86301	INSURERA : Owners Ins Co
	INSURER e: AutoOwners Insurance
	INSURERC:
	INSURER D:
	INSURER E:
	INSURER F:

COVERAGES CERTIFICATE NUMBER REVISION NUMBER

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED . NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONSAND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

TYPE OF INSURANCE	SUBROGATION	POLICY NUMBER	POLICY EFF	POLICY EXP	LIMITS
A <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input checked="" type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR AGGREGATE LIMIT APPLIES PER: POLICY D re>T D Loe OTHER:	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	45066909	09/20/2016	09/20/2017	EACH OCCURRENCE \$ 1,000,000 j U 9 EN'. 2.nM \$ 300,000 MEDEXP (Anvnone oerson) \$ 10,000 PERSONAL & ADVINJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS-COMP/OPAGG \$ 1,000,000
A AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO OWNED <input checked="" type="checkbox"/> AUTOS ONLY <input checked="" type="checkbox"/> NON-NE <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-NE	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	4206690900	09/20/2016	09/20/2017	COMBINED SINGLE LIMIT \$ 1,000,000 ar-rront. BODILY INJURY /Peroerson) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE Per accident \$
B <input checked="" type="checkbox"/> UMBRELLA LIAB OCCUR <input checked="" type="checkbox"/> EXCESS LIAB CLAIMS-MADE COED RETENTION \$	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	4206690901	09/20/2016	09/20/2017	EACH OCCURRENCE \$ 1,000,000 AGGREGATE \$ 1,000,000
WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE (Mandatory or NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y IN D N/A				E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYE< \$ E.L. DISEASE - POLICY LIMIT \$

DESCRIPTION OF OPERATIONS | LOCATIONS | VEHICLES (ACORD 101 , Additional Remarks Schedule may be attached if more space is required)
 Solicitation No. ADSP017-00007125 - Cabling Communication Systems - The State o Arizona, its departments, agencies, boards, commissions , universities and its officers, officials, agents and employees shall be named as additional insureds with respect to liability arising out of the activities performed by or on behalf of the contractor.
 Additional Insured and Waiver of Subrogation provided under form 55091

CERTIFICATE HOLDER Arizona State Procurement Office 100 N 15th Ave, Suite 201 Phoenix, AZ 85007	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE Mu6 Iv. 27'/:
--	---



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

03/21/2017

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER CopperPoint Insurance Companies 3030 N. 3rd Street Phoenix AZ 85012-3068	CONTACT NAME: CopperPoint Insurance Companies PHONE (A/C, No, Ext): 602.631.2300 or 866.284.2694 E-MAIL ADDRESS:	FAX (A/C, No): 602.631.2599
	INSURER(S) AFFORDING COVERAGE	
INSURED Aspen Communications LLC 7 Kiji-Dava Circle Ste A Prescott AZ 86301	INSURER A: CopperPoint Mutual Insurance Company	NAIC # 14216
	INSURER B:	
	INSURER C:	
	INSURER D:	
	INSURER E:	
	INSURER F:	

COVERAGES

CERTIFICATE NUMBER: 463

REVISION NUMBER:


THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE	\$
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$
							MED EXP (Any one person)	\$
							PERSONAL & ADV INJURY	\$
							GENERAL AGGREGATE	\$
							PRODUCTS - COMP/OP AGG	\$
								\$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident)	\$
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
							PROPERTY DAMAGE (Per accident)	\$
								\$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE	\$
							AGGREGATE	\$
								\$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input type="checkbox"/> (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A	X	1018431	11/01/2016	11/01/2017	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
							E.L. EACH ACCIDENT	\$ 1,000,000
							E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
							E.L. DISEASE - POLICY LIMIT	\$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Job #: ADSP017-00007125 Location: Statewide Cabling
 6325-CONDUIT CONST FOR CABLE/WIRE

CERTIFICATE HOLDER**CANCELLATION**

State of Arizona, Arizona Department of Administration ATTN: State Procurement Office 100 North 15th Avenue Suite 201 Phoenix AZ 85007	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE 
--	--

© 1988-2014 ACORD CORPORATION. All rights reserved.

WAIVER OF OUR RIGHT TO RECOVER FROM OTHERS ENDORSEMENT

We have the right to recover our payments from anyone liable for an injury covered by this policy. We will not enforce our right against the person or organization named in the Schedule. (This agreement applies only to the extent that you perform work under a written contract that requires you to obtain this agreement from us.)

This agreement shall not operate directly or indirectly to benefit anyone not named in the Schedule.

Schedule

State Waiver:

Cert Holder Name: State Waiver

Verbiage: State of Arizona, its departments, agencies, boards, commissions, universities and its officers, officials, agents, and employees' losses arising from work performed by or on behalf of the Contractor.

This endorsement changes the policy to which it is attached and is effective on the date issued unless otherwise stated.

(The information below is required only when this endorsement is issued subsequent to preparation of the policy.)

Endorsement Effective 03/21/2017
Insured Aspen CommunicationsLLC

Policy No. 1018431

Endorsement No. 9
Premium \$ 0 .00

Insurance Company CopperPoint Mutual Insurance Company

Countersignedby */j*

WC000313
(Ed. 4-84)

WAIVER OF OUR RIGHT TO RECOVER FROM OTHERS ENDORSEMENT

We have the right to recover our payments from anyone liable for an injury covered by this policy. We will not enforce our right against the person or organization named in the Schedule. (This agreement applies only to the extent that you perform work under a written contract that requires you to obtain this agreement from us.)

This agreement shall not operate directly or indirectly to benefit anyone not named in the Schedule.

Schedule

Blanket Waiver: Anyone for whom you have agreed to provide this Waiver subject to the terms of this endorsement.

This endorsement changes the policy to which it is attached and is effective on the date issued unless otherwise stated.

(The information below is required only when this endorsement is issued subsequent to preparation of the policy.)

Endorsement Effective 11/01/2016
Insured Aspen Communications LLC

Policy No. 1018431

Endorsement No. 3
Premium \$ 500

Insurance Company CopperPoint Mutual Insurance Company

Countersigned by *ld* (✓4)

WC 00 0313
(Ed. 4-84)

Attachment 5-0 Offer Checklist

STATE MAY DETERMINE YOUR PROPOSAL IS NON-RESPONSIVE IF YOU DO NOT SUBMIT ALL ATTACHMENTS.

	DOCUMENT	SUBMITTED
1.	Attachment 1: Offer and Acceptance Form	YES D no
2.	Attachment 2-A: Experience and Capacity Questionnaire	YES Ono
3.	Attachment 2-8: Organization Profile	0 YES !KI no (l/,4
4.	Attachment 3-A: Method Proposal	YES D no
5.	Attachment 3-8: Key Personnel Proposal	tJ YES D no
6.	Attachment 3-C: Proposed Subcontractors	YES D no
7.	Attachment 3-D: Performance Guarantee	DYES (X1 non/,4,
8.	Attachment 3-E: Israel Boycott Disclosure	YES Ono
9.	Attachment 4: Pricing Sheet	[j]YES Ono
10	Attachment 5-A: Confidential Information Designation	lj)YES Ono
11.	Attachment 5-8: Conformance Statements	is6 YES Ono
12	Attachment 5-C: Insurance and Bonding Evidence	It]YES Ono
13.	Attachment 5-D: Offer Checklist	[j]_YES Ono

End of Attachment 5-D