



Purchasing

ORIGINAL

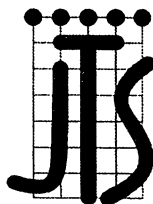
Support, Maintenance, and Consulting Services for Williamson County Wireless Radio Backbone System

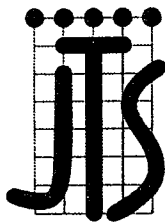
Proposal #09WCP803

Prepared for: Jonathan Harris
Williamson County Purchasing Department
301 SE Inner Loop, Suite 106
Georgetown, TX 78626

Prepared by: JTS
Dallas, TX

Date: November 25, 2008





JTS

5310 S. Cockrell Hill Road
Dallas, TX 75236

T 972-620-1435

F 972-247-5023

sales@jts.net

November 25, 2008

Jonathan Harris
Williamson County Purchasing Department
301 SE Inner Loop, Suite 106
Georgetown, TX 78626

REF: PROPOSAL #09WCP803

Dear Mr. Harris:

JTS presents this proposal for Support, Maintenance, and Consulting Services for Williamson County Wireless Radio Backbone System.

In reviewing your requirements, we found that the work specified in this RFP is an ideal fit for JTS, as we have a team of certified radio installers and ComTrain certified tower climbers. We are a Motorola Authorized Channel Partner. We have a certified RCDD on staff: Jim C. Johnston, who is Owner/President of JTS.

Since 1988, JTS has been leveraging its expertise in data, voice, and video connectivity to deliver dependable, cost-effective solutions to our customers. JTS' extensive expertise and experience in wireless and wired networks has enabled us to help our customers find the best solutions to their connectivity problems.

We hope that you will give our proposal diligent consideration, and select us for this project. Should you need any additional information please let us know. Thank you.

Sincerely,

Kyle Fuller
Business Development Manager
JTS
Office: 972-620-1435 x.125
kyle@jts.net

Architects and Builders of Data, Voice, and Video Highways



JTS Company Profile

Company Details:

JTS

5310 S. Cockrell Hill Road

Dallas, TX 75236

Website: www.jts.net

Phone: 972-620-1435

Fax: 972-247-5023

Email: sales@jts.net

Year and State of Incorporation: 1995, Texas (under Johnston Technical Services, Inc.)

Number of Employees: 22 Full-Time

Classifications: Vietnam Era Veteran-Owned SBE

CMBL #: 1-75-262-1300-800 83180

DUNS #: 191882836

TAX ID #: 752621300

Wireless Certifications: Cisco, Motorola, Alvarion, Bridgewave, Nera Networks, Orthogon Systems, Stratex Networks, Wi-LAN Inc., Meru Networks, Proxim Wireless, Western Multiplex, Andrew Corporation, Cielo Networks, Exalt Communications.

Tower Certifications: ComTrain Tower Climbing Safety & Rescue, ComTrain Certified Tower Safety Trainer, ComTrain Basic Tower Construction

Wireline Certifications: RCDD, Numerous BICSI, Berk-Tek/Oasis, Leviton, AMP, CommScope Uniprise, SYSTIMAX.

Company Background:

JTS was started in 1988, specializing in voice and data networking. JTS began installing computer networks over wireless systems for rural banks and medical clinics. Since that time, JTS has been integrating voice, data and video systems over copper, fiber and wireless systems for governments, hospitals, schools as well as private users such as banks and oil & gas companies.

The founder of JTS, Jim Johnston, has a background in Microwave radio systems dating back to 1966 when he was a Microwave Radio Systems instructor in the US Army. After military service, Jim worked for telephone companies installing and supporting traditional microwave systems and associated equipment before founding Interecom, Inc. in 1980, followed by starting JTS in 1988.



Areas of Expertise:

JTS understands connectivity. For 20 years, JTS has been leveraging its expertise in data, voice, and video connectivity to deliver dependable, cost-effective solutions to our customers. JTS' extensive expertise and experience in wireless and wired networks has enabled us to help our customers find the best solutions to their connectivity problems.

Planning

JTS can provide complete wired and wireless network planning and implementation. Detailed planning is a key to cost effective execution of projects and optimum network performance.

Wireless Services

JTS has in-house expertise to design and install licensed and unlicensed wireless systems. Expertise with a wide range of vendor products and customer applications gives us the knowledge to plan your network for the best value for your money.

Network Services

JTS has years of experience deploying networks. With certified tower, wireless, cable, and fiber technicians on staff, JTS can rapidly build a hybrid network using the best network technology for the application.

Deployment Services

JTS can act as primary contractor and provide turnkey installation services to take the headache out of managing and coordinating multiple vendors and trades. Rapid installation, flexibility, and implementation are a hallmark of JTS. They can also perform a subset of installation services, working with other trades and contractors to help get a project completed on time.

Project Management Approach:

JTS Project Management will organize internal resources and materials necessary to complete this project in the allotted timeframe, with full coordination with the customer. Some key tasks the JTS Project Manager will perform include, but are not limited to, the following:

- Identify critical path schedule, verifying material lead times and necessary personnel
- Stage parts and necessary installation tools & materials, verifying completeness to avoid re-trips
- Coordinate with customer personnel on project installation dates
- Coordinate any pre-construction meetings as required
- Provide customer with periodic reports (including current status, problems encountered, checklist of sites completed, materials delivered, and a list of delays with reason) via email
- Provide customer with test results and installation records as required
- Assure site is cleaned and debris removed upon completion of work
- Work with customer to evaluate installation quality, in accordance with customer specifications as well as applicable standards (e.g. ANSI/EIA/TIA) and codes (e.g. NEC, OSHA, other state/local) which may apply



Reference #1

Business Name: Tulsa Technology Center

Address: 6111 East Skelly Drive, Tulsa, OK 74147

Contact: Eric Guthrie, Network Engineer

Contact Phone: 918-809-0658

Contact Mobile: 918-828-5074

Contact email: eric.guthrie@tulsatech.org

Since 2003, JTS has provided installation, support services, and annual maintenance agreements for TulsaTech, which has seven campuses within Tulsa and the surrounding area, as well as its links to various are high schools. The equipment installed and supported during this timeframe includes Motorola PTP, Proxim Wireless, Ceragon, and Meru Networks.

Reference #2

Business Name: Devon Energy

Address: 20 N. Broadway, Suite 1500, Oklahoma City, OK 73102

Contact: Sean Graham, Infrastructure/Field Services Engineer

Contact Phone: 713-265-6339

Contact Mobile: 832-331-6339

Contact email: sean.graham@dvn.com

Since 2003, JTS has provided installation, support services, and annual maintenance agreements for Devon Energy and their facilities in Texas, Oklahoma, New Mexico, and Wyoming. The equipment installed and supported during this timeframe includes Motorola PTP, Ceragon, and Alvarion.

Reference #3

Business Name: Chesapeake Energy

Address: 6100 N. Western, Oklahoma City, OK 73118

Contact: Jeremy Finefrock, Field Systems Engineer

Contact Phone: 405-767-4166

Contact Mobile: 405-990-8130

Contact email: jfinefrock@chkenergy.com

Since 2006, JTS has provided installation, support services, and annual maintenance agreements for Chesapeake Energy and their facilities in Texas and Oklahoma. The equipment installed and supported during this timeframe includes Motorola PTP, Bridgewave, and Cisco APs.



Clients:

The following is a list of clients with similar links with whom JTS has provided more than two years of maintenance and support:

Enterprise Clients

- Boyer Inc.
- Business Information Group (BIG) Inc.
- Chesapeake Energy
- Computer Solutions
- Devon Energy
- EOG Resources
- Lamar County Electric Cooperative
- Neiman Marcus
- XTO Energy

School & Government Clients

- Aledo ISD
- City of Coppell
- City of Denton
- City of Lewisville
- City of Midlothian
- Colorado City ISD
- Crowley ISD
- Denton County
- Denton ISD
- Quinlan ISD
- San Angelo ISD
- Tarrant County
- Tulsa Technology Center
- University of Texas at Dallas
- UT Southwestern Medical Center

JTS Qualifications: Services and Warranty

- **7 years or more of direct RF systems experience including designing, implementing, troubleshooting, maintenance and support.**

JTS has 20 years of direct experience with these types of RF systems.

- **A minimum of 50 point-to-point links installations**

Since 1988, JTS has installed and configured over 200 point-to-point links among the customers listed in our Client list on the previous page. In 2007, JTS installed over 30 Motorola PTP links.

- **Motorola Canopy Point-to-Point Authorization**

JTS is a Motorola Authorized Channel Partner, and is trained and certified on the Canopy product line.

- **Licensed point-to-point link design and implementation, including FCC licensing**

JTS uses software such tools as Micropath, TOPO USA, and Google Earth for point-to-point link design and implementation, as well as vendor-specific tools such as the Motorola PTP LINKPlanner software. JTS is able to arrange coordination and documentation of licensing for any link.

- **Internally maintain the proper tools such as spectrum analyzers to be able to properly troubleshoot RF problems**

JTS technicians use the Anritsu Site Master product for troubleshooting RF problems. We also use such test equipment as the the Megger ground tester, Fluke Networks DSP-4300 Level III Digital Cable Analyzer, JDSU TP300 Coax Resi-Tester, and various test kits for fiber-optic cable.

- **Have an understanding of the RF currently in the area and be able to provide frequency coordination with companies and Internet service providers utilizing the same frequencies**

JTS can perform a spectrum analysis study for any given site and/or link to determine existing RFs, and can provide frequency coordination with companies and Internet service providers utilizing the same frequencies as needed.

- **Have a complete understanding of how the radios interact with the County's Cisco switches and routers and be able to provide network engineering with this regard as needed by the County**

JTS has a Cisco certified CCNA/CCDA on staff, and has complete understanding of these network engineering requirements.

- **Be able to provide a client list of similar links and clients with more than 2 years of support and maintenance for those links**

Refer to the Client list on the previous page.

REMOTE MONITORING: JTS uses the SolarWinds (www.solarwinds.net) Orion Network Performance Monitor software for remote access of real-time and historical performance monitoring as well as fault management. Simply provide us your VPN, and we can monitor your radio links. Orion has the capability to alert via email, pager, SNMP trap, text-to-speech, Syslog messages, and more. Orion monitors such parameters as availability, network latency, bandwidth utilization, interface errors/discards, CPU and memory utilization, volume utilization, node/interference/volume status, and buffer usage and errors.

WARRANTY: JTS warrants all of its services for a period of one year. All warranties on equipment installed (and cabling) are pass-through from OEM.

PROPOSAL EVALUATION CRITERIA

Williamson County is seeking support, maintenance, and consulting services for its wireless backbone system. The system consists of various unlicensed band radios that provide data links to various sites within the County. The radios are the primary source of communications between each of these sites. The current system consists of various Motorola Canopy point-to-point radios operating in various unlicensed band frequencies. The distance between the links varies between 2 and 20 miles. The links are located on various buildings and towers throughout the County.

Proposals will be evaluated on the following (4) four criteria. Please provide thorough responses to these criteria items. Service Specifications can be found on page 6. In answering the (4) four criteria below, the Proposal should be limited to twelve (12) single-sided pages with 12pt font. The Williamson County Proposal Form, the Williamson County Conflict of Interest Statement, and Specification Variances will **not** count against the 12-page limit.

1. Prices, following the Service Specifications found on page 6
2. Warranty/Guarantee to be provided to Williamson County
3. Years of experience firm has been providing requested services
4. References from (3) three similar customers where the firm has provided more than 2 years of support and maintenance

All proposals will be reviewed and ranked by Williamson County staff. An oral interview/presentation may be held if necessary. The staff will make its recommendation to the Williamson County Commissioners Court which will award the contract to the overall best proposer.

If there are any variances in what is listed in the **Service Specifications (Description of Services, Vendor Qualifications, and Vendor Service Pricing)** and what you are providing, please note this below, "**Specification Variances**". If needed, please attach additional page(s) listing variances.

Specification Variances:

- 1) On the Proposal Form, JTS has added a trip charge for on-site services (see the note on our completed form).
- 2) On the Proposal Form, for "Telephone Support", JTS has provided pricing for both telephone support during traditional business hours as well as for after-hours, weekend, and holidays.
- 3) On the Proposal Form, for "System Monitoring - remote", JTS has priced this on a "per device per month basis", as this would be easier to manage and price this way given that this is an ongoing 24/7 function.

WILLIAMSON COUNTY PROPOSAL FORM
Support, Maintenance, and Consulting Services for the Williamson
County Wireless Radio Backbone System

PROPOSAL NUMBER: 09WCP803

NAME OF PROPOSER: Johnston Technical Services, Inc. (dba JTS)

Mailing Address: 5310 S. Cockrell Hill Road

City: Dallas State: TX Zip: 75236

Email Address: kyle@jts.net

Telephone: (972) 620-1435 x.125 Fax: (972) 247-5023

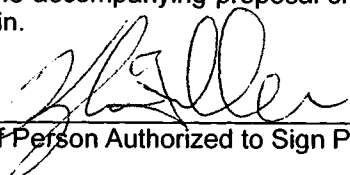
Mobile Phone: (214) 334-6136

Note: A trip charge of \$400.00 will be applied per trip for on-site support work (ex. if the work required for a project requires multiple consecutive days, the trip charge will still be \$400.00)

- RF Engineering and Design Service Rate \$ 120.00 per hour
- Tower Work – new and maintenance \$ 160.00 per hour
- Telephone Support \$ 0.00 8am-5pm M-F and \$85.00 otherwise per hour
- System Maintenance – off site \$ 120.00 per hour
- System Maintenance – on site \$ 160.00 per hour
- System Monitoring – remote \$ 20.00 per device per month
- System Support – radio operations \$ 160.00 per device

Minimum Time Increment for Billing Purposes: 2 Hours

The undersigned, by his/her signature, represents that he/she is authorized to bind the proposer to fully comply with the terms and conditions of the attached Request for Proposal, Specifications, and Special Provisions for the amount(s) shown on the accompanying proposal sheet(s). By signing below, you have read the entire document and agreed to the terms therein.

 Date of PROPOSAL: 11/25/08
Signature of Person Authorized to Sign Proposal

Printed Name and Title of Signer: Kyle Fuller, Business Development Manager

ACORD CERTIFICATE OF LIABILITY INSURANCE

OP ID TS
JOHNS-1

DATE (MM/DD/YYYY)
05/20/08

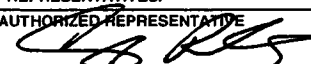
PRODUCER Rekerdres & Associates P.O. Box 140139 Dallas TX 75214-0139 Phone: 214-954-0800 Fax: 214-720-4471		THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.	
INSURED Johnston Technical Services, Inc. 5310 S Cockrell Hill Road Dallas TX 75236		INSURERS AFFORDING COVERAGE	NAIC #
		INSURER A: American Casualty Co /Reading	
		INSURER B: Transportation Insurance Co.	20494C
		INSURER C: Ohio Casualty	
		INSURER D:	
		INSURER E:	

COVERAGES

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. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS
A	GENERAL LIABILITY	B1079213564	02/07/08	02/07/09	EACH OCCURRENCE \$ 1,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY				DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000
	<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				MED EXP (Any one person) \$ 10,000
					PERSONAL & ADV INJURY \$ 1,000,000
					GENERAL AGGREGATE \$ 2,000,000
					PRODUCTS - COMP/OP AGG \$ 2,000,000
					GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC
A	AUTOMOBILE LIABILITY	B1079209515	02/07/08	02/07/09	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000
	<input type="checkbox"/> ANY AUTO				BODILY INJURY (Per person) \$
	<input checked="" type="checkbox"/> SCHEDULED AUTOS				BODILY INJURY (Per accident) \$
	<input checked="" type="checkbox"/> HIRED AUTOS				PROPERTY DAMAGE (Per accident) \$
	<input checked="" type="checkbox"/> NON-OWNED AUTOS				
	GARAGE LIABILITY				AUTO ONLY - EA ACCIDENT \$
	<input type="checkbox"/> ANY AUTO				OTHER THAN EA ACC \$
					AUTO ONLY: AGG \$
C	EXCESS/UMBRELLA LIABILITY	EU053311112	02/07/08	02/07/09	EACH OCCURRENCE \$ 5,000,000
	<input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE				AGGREGATE \$ 5,000,000
					\$
	<input type="checkbox"/> DEDUCTIBLE				\$
	<input checked="" type="checkbox"/> RETENTION \$ 10,000				\$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	WC179197575	02/07/08	02/07/09	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED?				E.L. EACH ACCIDENT \$ 500,000
	If yes, describe under SPECIAL PROVISIONS below				E.L. DISEASE - EA EMPLOYEE \$ 500,000
					E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Property Section	B1079213564	02/07/08	02/07/09	Building 440,000
	Inland Marine	LEASED EQUIPMENT	02/07/08	02/07/09	Equipment 100,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

CERTIFICATE HOLDER SAMPLE 1 SAMPLE ONLY	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 10 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO DO SO SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES. AUTHORIZED REPRESENTATIVE 
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WILLIAMSON COUNTY CONFLICT OF INTEREST STATEMENT

I hereby acknowledge that I am aware of the Local Government Code of the State of Texas, Section 176.006 regarding conflicts of interest and will abide by all provisions as required by Texas law.

Printed name of person submitting form:

Kyle Fuller

Name of Company:

Johnston Technical Services, Inc. (dba JTS)

Date:

11/20/08

Signature of person submitting form:

A handwritten signature in black ink, appearing to read "Kyle Fuller", is written over a horizontal line.

Notarized:

Sworn and subscribed before me

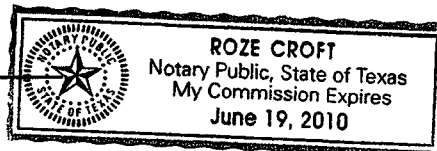
by:

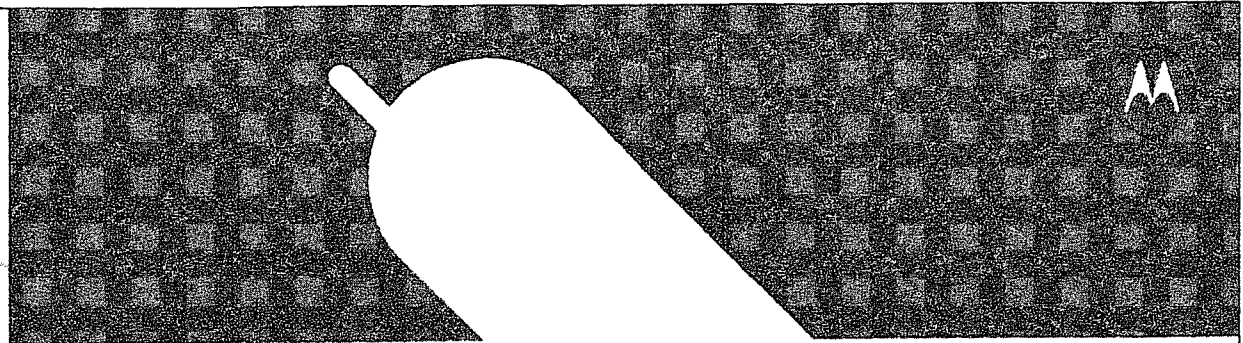
A handwritten signature in black ink, appearing to read "Roze Croft", is written over a horizontal line.

on

11-20-08

(date)





This document certifies that
Johnson Technical Services

is a Motorola Authorized Channel Partner,
Fixed Wireless Broadband Solutions

Mark Kroh, Vice President MSSI, North America Government and Commercial Markets




Cisco Career Certifications

Jim Johnston

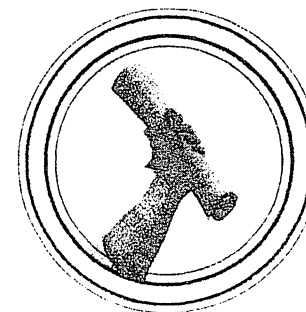
HAS SUCCESSFULLY COMPLETED THE
CISCO CAREER CERTIFICATIONS TEST REQUIREMENTS
AND IS RECOGNIZED AS A

Cisco Certified Network Associate - CCNA

CISCO ID# CSCO10014684



John Chambers
President and CEO
Cisco Systems, Inc.



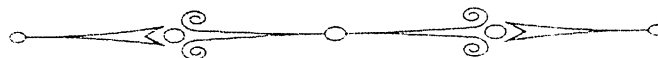
CISCO SYSTEMS



Professional Designation

RCDID

REGISTERED COMMUNICATIONS DISTRIBUTION DESIGNER



is awarded to

Jim C. Johnston

*by BICSI in recognition of having successfully
completed BICSI's registered communications distribution requirements*

January 1, 2007

December 31, 2009

John Belmonte

Don Z. Don





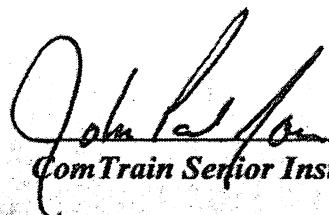
ComTrain LLC

Adrian Barboza

**Is certified as an instructor of
ComTrain's
'Tower Climbing Safety & Rescue'
for**

Johnston Technical Services Inc

**Certified 8/31/2006
in
Austin, TX**


ComTrain Senior Instructor

1374-16893-2