

PROPOSAL NAME: Provide security system equipment maintenance, repairs, replacement, installation, etc. of an existing Security Access and Video Management System for the Department of Security.

PROPOSAL NO. 0443

PROPOSAL RECEIPT DATE AND TIME: September 27, 2022 at 3:30 p.m.

COVER LETTER

For over a decade, In-Telecom has been serving Louisiana businesses and its people by providing customized service for multiple areas of communications and business operations, including, but not limited to, consulting, security, data backup, and physical security. In-Telecom's unrivaled ability to provide technical expertise, while maintaining a high level of customer service, has allowed it to rise above many of its competitors in the industry and become a rapidly growing, homegrown success story in an industry dominated by out-of-state companies.

In-Telecom has built a team with a vast array of knowledge and experience, with decades of on-the-job training and know how. It has a wealth of combined expertise in the areas of access control and CCTV systems, including their design, installation, trouble shooting and replacement. When it comes to knowledge as to the subject matter of this bid, no other party can claim an advantage over this company.

Through the use of its software, Avigilon ACM and ACC, In-Telecom will be able to provide the Jefferson Parish Department of Security with seamless integration and maintenance, or if preferred by Jefferson Parish, maintenance of their existing systems. However, In-Telecom believes that this Avigilon system is the latest and greatest technology in this area and will improve Jefferson Parish's system and experience with its access control and CCTV systems. If Jefferson Parish wants to be on the cutting edge of its technical performance, now is the time to step into this state-of-the-art system. In-Telecom will also provide security consulting services on all updates and provide annual support and maintenance, as well as provide training and operator support services as needed. Further, In-Telecom can provide a minimum of 100 hours of onsite end user assistance, upon request. And with In-Telecom, who is itself fully licensed to provide these services, Jefferson Parish will be dealing with actual In-Telecom employees for the implementation, service, and maintenance of the services; not un-licensed outside third parties or independent contractors.

Throughout the term of the contract, In-Telecom will ensure that a certified technician is assigned to Jefferson Parish sites as needed, and is able to provide additional service for the security department. In-Telecom is ready to work with Jefferson Parish to fulfill any needs that arise. With In-Telecom's main location positioned in the Greater Metro area, technicians will be able to provide a response time within 60 minutes of request, not to mention provide access to In-Telecom's dedicated field service team and state of the art in-house service desk. As an end-to-end solutions company for IT, Cameras, Access Control, Managed Services, Phone Systems, Infrastructure and more, In-Telecom has all that is required to fulfill the Scope of Work and Services required by Proposal No. 0443.

In-Telecom does not just have customers; it strives to become trusted partners with those it does business with, ready to assist and act when called upon. Its customers' growth and success are integral to In-Telecom's growth and success and In-Telecom is ready to continue that success story by becoming a trusted partner with Jefferson Parish.



Shawn Torres, member and authorized agent for In-Telecom Consulting, LLC

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TECHNICAL PROPOSAL

Provide new equipment for card access, Identification Management, and CCTV on an as needed basis to upgrade existing parish wide security systems.

SCOPE OF WORK/SERVICES

In-Telecom and this bid

In-Telecom is the only locally grown company that can provide not only the system it is proposing, but also the dedicated service and oversight that can fully benefit Jefferson Parish. In-Telecom has dealt with a number of municipalities and Parishes, and is ready and able to fully integrate its services and high-level customer service to give Jefferson Parish a new and exciting system that is state of the art.

As the largest Avigilon dealer in the State of Louisiana, In-Telecom's connections to Avigilon will easily allow it to remedy any issues that may arise. However, those issues, given the sustained success and track record of Avigilon and In-Telecom, are unlikely to ever come about. In-Telecom is confident that the system it is proposing is the best choice for Jefferson Parish, while In-Telecom is the best and most active local partner Jefferson Parish can have in this industry.

In-Telecom's extensive experience in servicing large, multi-site organizations is a main factor in why clients choose In-Telecom. As part of this maintenance contract, In-Telecom will be providing a state-of-the-art Avigilon ACM system utilizing Jefferson Parish's existing infrastructure. The system will allow Jefferson Parish the ability to integrate Access Control and video through one single pane of glass. Jefferson Parish will be able to step into the future of Access Control and Video Monitoring systems to ensure the safety of its staff and citizens.

One great thing about In-Telecom and the Avigilon system is that they both completely abide by National Defense Authorization Act (NDAA) compliance. This ensures that with In-Telecom, there will be no issue with national security concerns causing an automatic suspension of services and the ability to continue maintaining the Parish's needs.

Further, In-Telecom through this bid is fully prepared to provide security consulting services on existing facilities and future endeavors with Jefferson Parish while also providing detailed training programs for Jefferson Parish employees. As previously stated, In-Telecom's employees are already trained and licensed with all aspects of the work and systems it is providing; there are no independent contractors needed for this company to work on your system. But it is In-Telecom's goal to teach your employees this system, so Jefferson Parish understands and realizes the full capabilities of what it is paying for. In-Telecom is constantly looking for ways to better improve and help its clients and is not afraid to provide suggestions or recommendations of how a client can better protect itself or innovate into better products while also saving money and time. In-Telecom will provide annual software and support to all systems it provides to Jefferson Parish, while also being a trusted partner as to its technology and systems questions.



To better understand the Avigilon's products and background, please see as follows:

Avigilon

Avigilon is a North American manufacturer of trusted security products, including 7k image performance, cybersecurity, camera platforms, high-definition stream management Smart code, and thermal technology. Avigilon's powerful software allows you to manage and search video with a simplified screen layout, intuitive controls and easy to use interface, making the company's ability to manage security much more efficient while providing exponential benefits to the end user. Avigilon's preloaded recorders feature custom designed software which enables high tech video analytics such as appearance search, unusual motion detection, mask detection, and temperature scanning. Avigilon's Control Center (ACC) software can be combined with Avigilon's Access Control Manager (ACM) to provide enhanced security and surveillance of Jefferson Parish facilities. Users are able to create rules for access control events, grant door access and perform identity verification from ACC. Avigilon's video, cloud & access control solutions seamlessly integrate across the end user's entire video security system to provide information in real time so that decisive actions can be made during crucial times. Avigilon's high- definition stream management technology preserves video image integrity while intelligently managing bandwidth. The end user is easily able to find scene changes, missing objects and monitor events with full control over video playback so evidence can be quickly retrieved. Combining Avigilon's ACC and ACM will provide Jefferson Parish end-to-end solutions for both security cameras and access control.

Upon implementation of ACC, there will be **NO COST** associated with integration between ACM and ACC. The use of ACM will allow Jefferson Parish to maintain predictable and budgeted costs. ACM has no recurring license fees for their system. Once the licenses for the doors have been acquired, the door licenses will be owned by Jefferson Parish. The licenses serve as "parking spots" on the server that can be moved to and from different doors. Further, ACM is browser based, and there is no charge for enrollment stations or badge printing stations due to the end user's ability to accomplish this from anywhere on the network.

In addition, Avigilon continuously provides innovations and updates to its end user making their system far superior to most in the industry. Over the last year, Avigilon has released at least three upgrades free of charge that have enhanced features inside of ACM and have continued to modernize the look and feel of ACM. Through the acquisition of OpenPath, Avigilon has been able to add a large team of designers aimed at providing further innovations and updates that will keep ACM on the front edge of design and operability. The upgrades released by Avigilon have continued to make its software easy to use with almost all actions being accessible with 2-3 clicks, including custom reporting. Avigilon also offers free lifetime training to the end user to ensure that all parties operating the system are current and up to date on new features and enhancements to software.

The Avigilon system will cover 987 existing parish wide access control readers which will all report back to the server at In-Telecom's place of business located at 573 JF Smith Ave, Slidell, LA 70460. In-Telecom will be responsible for moving the existing Jefferson Parish database from



the Frontier system to Avigilon, as more fully described in the Project Schedule. As the largest supplier and installer of Avigilon products in Louisiana, In-Telecom will be able to ensure an ease of integration and installation unparalleled by other competitors in the industry. In-Telecom is confident that Avigilon is right fit for Jefferson Parish and is excited for Jefferson Parish to see how advanced this system really is.

Products

Below is a detailed listing of some of the products that will be supplied to Jefferson Parish:

i. ACM

ACM provides a litany of services with minimal requirements including:

- Access Control Manager Virtual 6 - Web-Based PACS Virtual for 2048 Readers which includes: embedded 64-bit Linux OS & Open LDAP for configuration database
- Access Control Manager Security Management Software
- 2048 Reader Count Software License
- One (1) ACM Verify
- ACC Video Integration
- Five (5) partitions
- Identities CSV export, recurring, one-time, long & short format
- Total reader capacity cannot be expanded, Supports up to 512 controllers
- 500K identities and 150M stored events and Fifty (50) simultaneous operators (via browser)
- VMware software is required and not included.

ii. Camera Systems

Avigilon video security and physical access control systems offer an end-to-end unified solution that meets the important security standards of state and local government to achieve the following benefits:

- Ultra-high-definition cameras provide clearer images and capture more evidence with fewer cameras.
- Avigilon's assistive AI-powered video analytics facilitate greater efficiency and effectiveness across your security operations to combat attention fatigue and resource constraints while also providing:



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- Self-Learning and Next-Generation Analytics
- Focus of Attention
- Unusual Motion Detection
- Unusual Activity Detection
- Facial Recognition *
- License Plate Recognition *
- Appearance Search

*These features require additional software

- The system also allows for reduce investigations from days to minutes with intelligent forensic search capabilities. This technology supports collaborative camera sharing that allow businesses to integrate their security camera deployments with law enforcement operations to deliver critical insights and actionable intelligence.
- The camera system specifications include Turnkey FIPS solution with NIST RMF and STIGs hardening cybersecurity posture, that adhere to US Federal Government IT procurements guidelines (NDAA, FAR, TAA). Further, this allows the end user to increase ROI by leveraging embedded intelligence technologies that reduce man hours traditionally dedicated to monitoring screens and watching recorded video.
- All Avigilon cameras are ONVIF. In-Telecom will supply Avigilon ACC Software and camera equipment on any future install or replacement systems.

But even after the installation of the above, new and superior Avigilon camera systems, In-Telecom will still provide maintenance and assistance to Jefferson Parish's existing systems as follows:

- In-Telecom will maintain existing access control system until the software is converted over to Avigilon. The conversion will take approximately 3 months to complete.
- In-Telecom will work closely with Jefferson Parish security department on all existing maintenance and any new projects.
- In-Telecom will supply system designs and drawings of any new projects.
- In-Telecom will maintain all existing camera systems of Hik-Vision, IVMS-4200 Free client Software (**Hik-Vision and IVMS-4200 software is not NDAA approved**).
- Any future complete system replacements or new locations will be installed with Avigilon's ACC software and hardware.
- In- Telecom has built a job portal system for Jefferson Parish to submit work orders, see status of work orders and jobs.



Other Scope of Services Items

In the interest of caution, In-Telecom further provides the below responses to specific requests in the Scope of Services:

- In the event, any software and or video equipment is prohibited or becomes non-conforming due to national security concerns, then contract services shall be suspended up to a maximum of 60 days to allow the successful proposer an opportunity to secure other software and/or hardware suppliers to perform under the contract.
 - o In-Telecom acknowledges this stipulation.
- Provide security consulting service on all updates and provide annual software support and maintenance. This work will be part of the annual maintenance cost.
 - o In-Telecom acknowledges this stipulation. This will be addressed in the annual maintenance cost.
- Provide training/operator support services. This work will be part of the annual maintenance cost.
 - o In-Telecom acknowledges this stipulation. This will be addressed in the annual maintenance cost.
- Provide labor for a minimum of 100 hours for on-site end user assistance.
 - o In-Telecom acknowledges this stipulation. This will be addressed in the annual maintenance cost.
- Provide labeled drawings of all facilities with card access and/or video system to identify the location and type(s) of the existing and newly installed security devices.
 - o In-Telecom responds that labeled drawings will be provided on any new projects performed through In-Telecom and can be provided for existing buildings upon request and agreement.

Warranties

In-Telecom will provide a complete inventory of equipment installed, including description, manufacturer, model, and serial number, and submit any manufacturer's warranty or registration forms. If the manufacturer's warranty is longer than one year; such warranty shall be provided to the owner.

In-Telecom warrants all equipment to be free of defects in materials and workmanship for one year from the date of substantial completion of the project.

All In-Telecom equipment shall be maintained, repaired or replaced under this contract at no additional cost to Jefferson Parish. However, no equipment that has not been provided by In-Telecom shall be warrantied. However, In-Telecom will assist Jefferson Parish in seeking manufacturer warranty adherence for all pre-existing equipment.

All new equipment, software, hardware, etc. installed during this contract will be part of the "maintain, repair or replacement" agreement.



References

In-Telecom acknowledges that it adheres to the following published standards, tests or recommended methods, and such shall be adhered to for this bid and its work if applicable:

- a) National Electric Code (NEC)
- b) National Electric Manufacturer's Association (NEMA)
- c) American National Safety Institute (ANSI)
- d) Underwriter's Laboratory (UL)
- e) Electronic Industries Association (EIA)
- f) Occupational Safety and Health Administration (OSHA)
- g) Society of Motion Picture and Television Engineers (SMPTE)
- h) Society of Cable Telecommunications Engineers (SCTE)
- i) Building Industry Consulting Service International (BICSI)
- j) Audio System Design and Installation (ASDI)

Further, In-Telecom agrees to adhere to the Part V Performance Standards provided in the RFP.

Archiving

The Avigilon video archive is a high capacity, video storage expansion solution for security and IT Teams to cost effectively retain petabytes of video and comply with video retention policies and industry regulations. Avigilon's archiving system meets all requirements requested in this RFP. It is In-Telecom's understanding that Jefferson Parish does not currently have an archiving system or solution. As such a solution is a very detailed and case by cases oriented wherein Jefferson Parish will have to give its preferences as to what it wants and for how long which has not been detailed in the RFP, In-Telecom will be able to provide suggestions and solutions as to the reality of an Archiving solution upon it winning the bid.

CONFIRMATION OF PROPOSER QUALIFICATIONS AND EXPERIENCE

In-Telecom is a Louisiana based company founded in 2009 as a consulting and business telephone system solution provider, and since then has evolved into a full-service technology and communications company that also provides a wide range of security systems, including camera & access control, voice, data, and managed services. In-Telecom delivers unparalleled customer service along with quality workmanship from multiple experienced certified technicians. At In-Telecom, one of our core beliefs is that our clients' success is our success. Our certified technicians work diligently with clients to provide customized solutions and services so that we can become an integral part of our clients' success and growth. Over the years, In-Telecom has proudly developed a team of over 70 employees, with three office locations around the Greater Jefferson Parish area and a fourth location on the horizon. This bid and this project are exactly what In-Telecom does and is ready to show you how well it's team can do it.

In-Telecom is a licensed contractor in the state of Louisiana and is licensed by the Louisiana State Fire Marshall for security dealers, as evidenced by the certifications attached to this proposal. Further, In-Telecom possesses a Commercial License with the Louisiana State



Licensing Board for Contractors in the classification of Security, a copy of which has also been furnished with this Proposal. In-Telecom is also a certified dealer for the proposed system, Avigilon, and currently has six certified Avigilon technicians, six full time employees with audio/visual capabilities, two certified sales consultants and a Microsoft Certified Engineer on staff. With In-Telecom and these services, Jefferson Parish will actually be dealing with In-Telecom; not non-employed, independent contractors. In-Telecom has worked on similar projects of similar magnitude for a number of different companies and or entities including St. Tammany Parish Government, St. Tammany Parish Sherriff's office, and the University of Louisiana-Lafayette. In-Telecom maintains a fully staffed and equipped service facility located at 573 JF Smith Ave., Slidell LA 70460, and is a franchise dealer and service facility for all major manufacturer products that will be furnished under the Jefferson Parish contract. The company's location within the Greater Jefferson Parish area allows In-Telecom to provide a response time within 60 minutes of Jefferson Parish. As explained in further detail below, In-Telecom is experienced in the areas required by this Proposal and has the capability to oversee the project anticipated by this Proposal at all times.

INNOVATIVE CONCEPTS

It is believed that In-Telecom has provided a detailed description of what it proposes prior to this section. But as it relates to In-Telecom, it will state that it can guaranty a high level of service which averages 2 minutes to respond to all service requests. In-Telecom does not need to rely on Jefferson Parish's IT Staff to maintain this system. In-Telecom's extensive experience in network topology, server environments, and desktop applications is going to be a substantial benefit and perk to Jefferson Parish's choice to accept In-Telecom's bid.

In-Telecom has also consciously decided to split the responsibilities of service and new projects into two distinct and separate teams, so that it has dedicated teams to handle those very different, but too often combined (by other competitors) service areas. In-Telecom has dedicated project managers to ensure the efficiency and cost of a project abide by Jefferson Parish guidelines. To be frank, the amount of investment that In-Telecom has made into its workflow, its servicing department, call center, its dedicated IT Staff, and its processes is unmatched by any local competitor in the State of Louisiana.

Further, as to additional innovative concepts, Avigilon's AI and higher mega pixel cameras can help cut down on the number of cameras possibly needed at a new facility or updating one. Also, by using Avigilon's AI software it will cut down on search time of events and allow Jefferson Parish to respond more efficiently to events.

PROJECT SCHEDULE

Timeline of Maintaining Jefferson Parish Security Systems

Weeks 1 - 2

Upon the contract being awarded to In-Telecom, In-Telecom will immediately setup discovery meetings with Jefferson Parish to discover, document and validate information provided



by Jefferson Parish to assist in full maintenance take over schedule.

Weeks 3 - 4

In-Telecom will commence service onboarding with Jefferson Parish, who has access with open tickets, what those individuals are allowed to request, a process of working with Jefferson Parish IT, and training for Jefferson Parish IT as to the In-Telecom ticket process. Questions and Answer sessions and ongoing service tech meetings and usage plans will also take place. By week 4, In-Telecom will seek the collection of an “Issues” list affecting or plaguing systems, and In-Telecom will prioritize based upon severity level. Service should be taking place in earnest by the need of the fourth week.

Timeline to convert Frontier to Avigilon

Weeks 1 - 2

Upon the contract being awarded to In-Telecom, the Avigilon’s ACM Server will be ordered by In-Telecom’s procurement department. The server delivery is estimated to take up to two weeks. All existing components of door strikes, magnets, card readers, motions, push buttons will be reused. Further, all installation work will be protected by In-Telecom Insurance.

Weeks 3 - 4

In-Telecom’s implementation team will set up Avigilon’s ACM Server at the Yenni Building and copy access control files from Frontier Access Control System over to Avigilon ACM. All files will also remain on Frontier during the transfer period.

Weeks 5 - 11

The implementation team will visit each access control site and flash the control boards to move them from Frontier to Avigilon. Once a location is flashed and programmed, it will be controlled through the Avigilon ACM.

Week 12 or earlier

The implementation team will train Jefferson Parish selected employees on Avigilon ACM and link any sites that have Avigilon ACC with ACM.

Jefferson Parish Assistance during above process

- Client must provide access to all locations;
- Client must supply a Master list of door locations, per building;
- Client must supply all passwords and IP Addresses for all locations, Card information and any other information or assistance needed from Frontier or VMware.



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FINANCIAL PROFILE

Profit and Loss Statement and Balance Sheets are provided in the Appendices documentation provided for at the end of Appendices.

Request for Proposals #0443

Provide Security System Equipment Maintenance, Repairs, Replacement, Installation, Etc. of an Existing Security Access and video Management System

SIGNATURE PAGE

The Jefferson Parish Department of Purchasing is soliciting Request for Proposals (RFP'S) from qualified proposers who are interested in providing To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, Etc. of an Existing Security Access and Video Management System for the for the Jefferson Parish Security Department.

Request for Proposals will be received until 3:30 p.m. Local Time on: September 16. 2022.

Acknowledge Receipt of Addenda: Number: 1
Number: 2
Number: _____
Number: _____
Number: _____

Number: 2

Name of Proposer: In-Telecom Consulting LLC

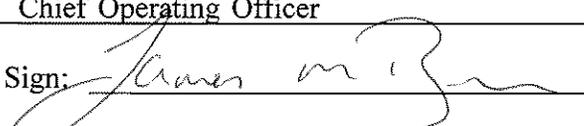
Address: 573 JF Smith Ave

Slidell, LA 70460

Phone Number: 985-326-0250 Fax Number 985-256-5011

Type Name of Person Authorized to Sign: James Burns

Title of Person Authorized to Sign: Chief Operating Officer

Signature of Person Authorized to Sign: 

Email Address of Person Authorized to Sign: jburns@in-telecom.com

Date: 9/27/22

This RFP signature page must be signed by an authorized Representative of the Company/Firm for proposal to be valid. Signing indicates you have read and comply with the Instructions and Conditions.

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ADDENDUM 1



JEFFERSON PARISH

DEPARTMENT OF PURCHASING

CYNTHIA LEE SHENG
PARISH PRESIDENT

RENNY SIMNO
DIRECTOR

September 14, 2022

ADDENDUM #1

RFP No.: 0443

Receipt Date: September 16, 2022 at 3:30 p.m.
Receipt Date Postponed to: September 27, 2022 at 3:30 p.m.

For: To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, Etc. of an Existing Security Access and Video Management System for the Department of Security

Clarifications and Questions:

1. What is the current card/badge stock that Jefferson Parish is using? Are they HID card or other proprietary cards? This will affect how we either build-on/add-on or if we have to procure cards directly from Frontier.

Answer: HID proximity/mag stripe cards and PVC-MS Credit card (CR-80) size, 30-mil, plain white image quality PVC cards with a 1/2" high coactivity magnetic stripe.

2. What security protocol are the access cards using Weigand, Proximity?

Answer: All proximity cards are 125 KHZ

3. The biometric readers that are used by Jefferson Parish, where do these databases reside in the Frontier system or another database. How many of these databases are there? What kind of biometric readers are there and what biometrics are being stored, eye pattern, finger prints.

Answer: The bio-metrics reside in the Frontier Server (1) using MorPho Trak Bio-Metric readers for finger prints only.

4. You mentioned Jefferson Parish has a Frontier Access Control System and it uses Mercury access control panels; what series and model number are these panels. Is there a breakdown of panel types? This will affect what panels can be reused and what will need to be replaced as it is not compatible. Are they LP Intelligent Controllers, MR Serial Input/output Series, or Legacy Controllers.

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EMAIL: PURCHASING@JEFFPARISH.NET

WEBSITE: WWW.JEFFPARISH.NET



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DEPARTMENT OF PURCHASING

CYNTHIA LEE SHENG
PARISH PRESIDENT

RENNY SIMNO
DIRECTOR

Answer: ACCESS CONTROL DEVICES

SUB-CONTROLLERS:

MR-50- 25
MR-52 -321
MR-16OUT- 8
MR16-IN- 30

CONTROLLERS:

EP-2500- 2
***EP-1501- 35**
***EP-1502- 32**

***NOTE: EP-1501 HAS MR-50 BUILT-IN**
EP-1502 HAS MR-52 BUILT-IN

READERS AND DOORS

MERCURY MAGSTRIPE READERS
HID MULTI-CLASS
HID MULTI-CLASS WITH MAG STRIPE
HID MULTI-CLASS WITH KEYPAD
HID MULTI-CLASS WITH MAGSTRIPE AND KEYPAD

DOORS
700 DOORS

5. Is the HiKvision CCTV system on physical hard servers or virtual servers? Is the video stored locally in government buildings? Are there video back-ups that have to be serviced and maintained?

Answer: Each location that has CCTV has a physical NVR/Server which records the video and stores it locally for a minimum of 45 days. There are no video back-ups.

6. On Attachment B Cameras, does Auto mean PTZ camera?

Answer: Yes

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PARISH PRESIDENT

RENNY SIMNO
DIRECTOR

7. Should camera brackets, mounts, IR rings etc. be listed in incidentals or can you make a separate section for the components?

Answer: Yes, please refer to RFP, a separate section will not be created.

8. What will this be used for? Provide labor for a minimum of 100 hours for on-site end user assistance?

Answer: Training and routine technical assistance.

9. Do drawings need to be provided on cameras and access control on existing buildings or on new or total replacement of a buildings cameras/Access Control?

Answer: Drawings SHALL be provided for all new and total installation replacement jobs.

10. On replacement equipment (repairs) if an existing camera or card reader fails and is deemed unrepairable can the parish be billed for the new piece of equipment?

Answer: No, refer to RFP.

11. If a system or a device is destroyed by vandalism, hurricane, act of god can it be billed to the parish for replacement as a new system?

Answer: The only exceptions to the maintenance contract is; declared CAT1 or higher hurricane, declared tornado damage, or declared civil unrest, with the exception of equipment that is still under manufactures warranty which will be replaced at no cost to Jefferson Parish.

12. Is there a unanimous consent form for the RFP that would go with a corporate resolution?

Answer: No, refer to RFP.

13. Is this RFP opportunity going into a jail/prison for Jefferson Parish?

Answer: Yes, refer to Attachment "C"

14. Will Attachment B be updated with the following sheets?

Answer: Yes, See attachments.

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DEPARTMENT OF PURCHASING

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PARISH PRESIDENT

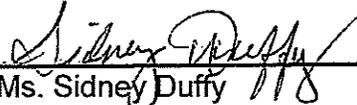
RENNY SIMNO
DIRECTOR

Revisions:

Remove Attachment "B" in its entirety, and replace with the attached Attachment "B" revised per Addendum No. 1.

**The RFP receipt date has been postponed until
3:30 p.m. on September 27, 2022.**

Sincerely,


Ms. Sidney Duffy
Buyer II

RFP SUBMISSION:

Proposer **must** acknowledge all addenda on the signature page. Proposer acknowledges receipt of this addendum on the signature page by entering the number that has been assigned to this addendum.

This addendum is a part of the contract documents and modifies the original RFP documents and specifications. The contents of this addendum shall be included in the contract documents. Changes made by this addendum shall take precedence over the documents of earlier date.

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Attachment B

EQUIPMENT PRICE LIST FOR NEW EQUIPMENT TO BE INSTALLED ON AN AS NEEDED BASIS

CAMERAS		UNIT	COST
VARIFOVAL	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
FIXED	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
WIDE	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
AUTO	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
FISHEYE	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
Multi-Sensor Camera	9 MP (3 x 3 MP)	1	
	12 MP (4 x 3 MP)	1	
	15 MP (3 x 5 MP)	1	
	20 MP (4 x 5 MP)	1	
	24 MP (3 x 8 MP)	1	
	32 MP (4 x 8 MP)	1	
Video License		1	
Camera License		1	

Attachment B

EQUIPMENT PRICE LIST FOR NEW EQUIPMENT- cont.			
DIGITAL VIDEO RECORDER/SERVER	4G	1	
	8G	1	
	12G	1	
	16G	1	
	24G	1	
	32G	1	
	4TB	1	
	8TB	1	
	12TB	1	
	16TB	1	
	24TB	1	
	32TB	1	
READERS	MAG STRIPE	1	
	PROX	1	
	BIOMETRIC THUMB PRINT	1	
	MAG W/KEYPAD	1	
MAG/PROX READER W/O KEYPAD		1	
MAG/PROX READER W/ KEYPAD		1	
MERCURY BOARDS	EP 1501	1	
	EP1502	1	
	EP2500	1	
WIRE/CABLE REQUIRED		FEET	
CAT 6 COMPOSITE ACCESS CONTROL CABLE	PLENUM	100	
	RISER	100	
BATTERY BACKUP		UNIT	

Revised per Addendum No. 1

000019

Attachment B

BATTERY BACKUP	MINIMUM 60 MINUTE BATTERY POWERED BACK-UP FOR ACCESS CONTROL AND VIDEO SYSTEM	1	
MORTISE LOCKSET ELECT. STRIKE		1	
ELECTRIC STRIKE		1	
DOOR MAGLOCK		1	
GATE MAGLOCK		1	
REQUEST TO EXIT		1	
PNEUMATIC PUSH TO EXIT		1	
8 PORT SWITCH		1	
24 PORT SWITCH(LOW POWER)		1	
24 PORT SWITCH(HIGHPOWER)		1	
2 DOOR CONTROLLER		1	
4 DOOR CONTROLLER		1	
BUILDING CONTROLLER		1	
LABOR		HOUR	COST
VENDOR SHOULD LIST ALL TRADES AND COST PER HOUR INVOLVED IN THE MAINTENANCE INSTALLATION OF NEW VIDEO AND CARD ACCESS SYSTEMS.	TECHNICIAN	1	
	HELPER	1	
PROJECT MANAGER		1	
FIELD SYSTEM DESIGNER		1	
SECURITY EQUIP. CONFIGURATION		1	

GRAND TOTAL _____

WIRING USED			
VENDOR SHOULD LIST ALL WIRE, CABLE, CONNECTORS, ETC. INVOLVED IN THE INSTALLATION OF NEW VIDEO AND CARD ACCESS SYSTEMS.			
INCIDENTIALS			

Attachment B

<p>VENDOR SHOULD LIST ALL HARDWARE IE; BRACKETS, POLE AND CAMERA MOUNTS, TIES, NUTS, BOLTS ETC. INVOLVED IN THE INSTALLATION OF NEW VIDEO AND CARD ACCESS SYSTEMS. <i>**Only true building materials shall be listed as incidentals. Anything else listed in this section will be cause for the proposal to be deemed UNRESPONSIVE.**</i></p>			
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Attachment B
Price Schedule Totals

1. Provide grand total from "EQUIPMENT PRICE LIST FOR NEW EQUIPMENT TO BE INSTALLED ON AN AS NEEDED BASIS"

A.) TOTAL: _____

Note: (Provide unit pricing with installation for each piece of all equipment. Dynamic pricing will be used during the duration of the contract.)

2. *Using "MAINTENANCE PROPOSAL AND CONTRACTORS SPECIFICATION", provide price per year maintenance of equipment.

Year One _____

Year Two _____

Year Three _____

B.) TOTAL: _____

3. *Provide price per hour for an embedded technician to perform additional programming, access control and video software data input, updates and software clean-up, as needed, up to 325 hours per year for a total of 975 hours.

Price per hour _____ x 975 hours = **C.)** _____

A + B + C = GRAND TOTAL _____

Financial Proposals are to be submitted per the instructions in section 1.6 in a separate sealed envelope and will not be included in the evaluation criteria.

* Each invoice for the maintenance contract, embedded technician services and new equipment installations shall include a brief written narrative describing the work accomplished during the invoice period showing man hours/labor cost by job position and work tasks being billed during the invoice period.

4. Incidentals will not be included in the cost proposal and will not be used for scoring this RFP. This list is to be used for all hardware, brackets, ties, etc. necessary for the installation of new video and/or a card access system on an as needed basis.

ADDENDUM 2



JEFFERSON PARISH
DEPARTMENT OF PURCHASING

CYNTHIA LEE SHENG
PARISH PRESIDENT

RENNY SIMNO
DIRECTOR

September 20, 2022

ADDENDUM #2

RFP No.: 0443

Receipt Date: September 27, 2022 at 3:30 p.m.

For: To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, Etc. of an Existing Security Access and Video Management System for the Department of Security

Clarifications:

1. As a point of clarity, will the winning proposer be required to replace as maintenance cost everything in the statement?

“Provide replacement equipment as needed to replace existing equipment which may become non-operational on an existing Frontier Security System-Frontier R4.5 Access Control Hardware/Software (ACHS) and an Identification Management System Security System consisting of, but not limited to, Access Control Hardware/Software (ACHS), card swipe with and without PIN code access, proximity, biometric readers, audio and/or visual equipment, recorders, etc. for a complete video management system, computer equipment (hardware and software) and an Identification Management System including printers, cameras, access cards, and all associated primary and peripheral equipment needed to provide a full security system. An equal system to the existing system will be allowed as per the proposer’s proposal. If the successful proposer proposes an equal and this proposal is accepted, it will be the responsibility of the proposer to replace all current equipment in order for the Security/ID Management Operations to remain the same or better than the existing system. This work will be part of the annual maintenance cost.”

Please provide a list of everything that is to be included under the maintenance cost. Please be specific in listing the items.

Answer: Refer to RFP.

JOSEPH S. YENNI BUILDING - 1221 ELMWOOD PARK BLVD - SUITE 404 - JEFFERSON, LA 70123 - PO BOX 10242 JEFFERSON, LA 70181-0242
OFFICE 504.364-2678

GENERAL GOVERNMENT BUILDING - 200 DERBIGNY ST - SUITE 4400 - GRETNA, LA 70053 - PO BOX 9 - GRETNA - LA 70054
OFFICE 504.364.2678

EMAIL: PURCHASING@JEFFPARISH.NET

WEBSITE: WWW.JEFFPARISH.NET



JEFFERSON PARISH

DEPARTMENT OF PURCHASING

CYNTHIA LEE SHENG
PARISH PRESIDENT

RENNY SIMNO
DIRECTOR

2. Archiving:

Please provide clarity. Is the Archiver a role that is given to the winning provider? The statement in the RFP is not clear in this regard.

Also, there is no specificity as to what the archiver is. Please define the archiver and specify its role.

Answer: Refer to RFP

There is no requested specification for "Varifocal" under the "Cameras" section in "Attachment B". Should proposers provide pricing for Motorized Varifocal cameras for the "Varifocal" section? Please advise.

Also, there is no requested specification for "Wide" under the "Cameras" section in "Attachment B". Should proposers provide pricing for 180-degree cameras specifically? Please advise.

Answer: Refer: to Addendum No. 2

Revisions:

Remove Attachment "B" from Addendum No. 1 in its entirety, and replace with the attached Revised Attachment "B" per Addendum No. 2.

Sincerely,


Ms. Sidney Duffy
Buyer II

RFP SUBMISSION:

Proposer must acknowledge all addenda on the signature page. Proposer acknowledges receipt of this addendum on the signature page by entering the number that has been assigned to this addendum.

JOSEPH S. YENNI BUILDING - 1221 ELMWOOD PARK BLVD - SUITE 404 - JEFFERSON, LA 70123 - PO BOX 10242 JEFFERSON, LA 70181-0242
OFFICE 504.364.2678

GENERAL GOVERNMENT BUILDING - 200 DERBIGNY ST - SUITE 4400 - GRETNA, LA 70053 - PO BOX 9 - GRETNA - LA 70054
OFFICE 504.364.2678

EMAIL: PURCHASING@JEFFPARISH.NET

WEBSITE: WWW.JEFFPARISH.NET



JEFFERSON PARISH

DEPARTMENT OF PURCHASING

CYNTHIA LEE SHENG
PARISH PRESIDENT

RENNY SIMNO
DIRECTOR

This addendum is a part of the contract documents and modifies the original RFP documents and specifications. The contents of this addendum shall be included in the contract documents. Changes made by this addendum shall take precedence over the documents of earlier date.

JOSEPH S. YENNI BUILDING - 1221 ELMWOOD PARK BLVD - SUITE 404 - JEFFERSON, LA 70123 - PO BOX 10242 JEFFERSON, LA 70181-0242
OFFICE 504.364-2678

GENERAL GOVERNMENT BUILDING - 200 DERBIGNY ST - SUITE 4400 - GRETNA, LA 70053 - PO BOX 9 - GRETNA - LA 70054
OFFICE 504.364.2678

EMAIL: PURCHASING@JEFFPARISH.NET

WEBSITE: WWW.JEFFPARISH.NET

Attachment B

EQUIPMENT PRICE LIST FOR NEW EQUIPMENT TO BE INSTALLED ON AN AS NEEDED BASIS

CAMERAS		UNIT	COST
VARIFOCAL	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
FIXED	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
WIDE	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
AUTO	1.3 MEGAPIXELS	1	
	3 MEGAPIXELS	1	
	5 MEGAPIXELS	1	
	6 MEGAPIXELS	1	
	8 MEGAPIXELS	1	
FISHEYE	1.3 MEGAPIXELS	1	
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	8 MEGAPIXELS	1	
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	12 MP (4 x 3 MP)	1	
	15 MP (3 x 5 MP)	1	
	20 MP (4 x 5 MP)	1	
	24 MP (3 x 8 MP)	1	
	32 MP (4 x 8 MP)	1	
Video License		1	
Camera License		1	

Attachment B

EQUIPMENT PRICE LIST FOR NEW EQUIPMENT- cont.			
DIGITAL VIDEO RECORDER/SERVER	4G	1	
	8G	1	
	12G	1	
	16G	1	
	24G	1	
	32G	1	
	4TB	1	
	8TB	1	
	12TB	1	
	16TB	1	
	24TB	1	
	32TB	1	
READERS	MAG STRIPE	1	
	PROX	1	
	BIOMETRIC THUMB PRINT	1	
	MAG W/KEYPAD	1	
MAG/PROX READER W/O KEYPAD		1	
MAG/PROX READER W/ KEYPAD		1	
MERCURY BOARDS	EP 1501	1	
	EP1502	1	
	EP2500	1	
WIRE/CABLE REQUIRED		FEET	
CAT 6 COMPOSITE ACCESS CONTROL CABLE	PLENUM	100	
	RISER	100	
BATTERY BACKUP		UNIT	

Attachment B

BATTERY BACKUP	MINIMUM 60 MINUTE BATTERY POWERED BACK-UP FOR ACCESS CONTROL AND VIDEO SYSTEM	1	
MORTISE LOCKSET ELECT. STRIKE		1	
ELECTRIC STRIKE		1	
DOOR MAGLOCK		1	
GATE MAGLOCK		1	
REQUEST TO EXIT		1	
PNEUMATIC PUSH TO EXIT		1	
8 PORT SWITCH		1	
24 PORT SWITCH(LOW POWER)		1	
24 PORT SWITCH(HIGHPOWER)		1	
2 DOOR CONTROLLER		1	
4 DOOR CONTROLLER		1	
BUILDING CONTROLLER		1	
LABOR		HOUR	COST
VENDOR SHOULD LIST ALL TRADES AND COST PER HOUR INVOLVED IN THE MAINTENANCE INSTALLATION OF NEW VIDEO AND CARD ACCESS SYSTEMS.	TECHNICIAN	1	
	HELPER	1	
PROJECT MANAGER		1	
FIELD SYSTEM DESIGNER		1	
SECURITY EQUIP. CONFIGURATION		1	

GRAND TOTAL _____

WIRING USED			
VENDOR SHOULD LIST ALL WIRE, CABLE, CONNECTORS, ETC. INVOLVED IN THE INSTALLATION OF NEW VIDEO AND CARD ACCESS SYSTEMS.			
INCIDENTIALS			

Attachment B

<p>VENDOR SHOULD LIST ALL HARDWARE IE; BRACKETS, POLE AND CAMERA MOUNTS, TIES, NUTS, BOLTS ETC. INVOLVED IN THE INSTALLATION OF NEW VIDEO AND CARD ACCESS SYSTEMS. **Only true building materials shall be listed as incidentals. Anything else listed in this section will be cause for the proposal to be deemed UNRESPONSIVE.**</p>			
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Attachment B
Price Schedule Totals

1. Provide grand total from "EQUIPMENT PRICE LIST FOR NEW EQUIPMENT TO BE INSTALLED ON AN AS NEEDED BASIS"

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Note: (Provide unit pricing with installation for each piece of all equipment. Dynamic pricing will be used during the duration of the contract.)

2. *Using "MAINTENANCE PROPOSAL AND CONTRACTORS SPECIFICATION", provide price per year maintenance of equipment.

Year One _____

Year Two _____

Year Three _____

B.) TOTAL: _____

3. *Provide price per hour for an embedded technician to perform additional programming, access control and video software data input, updates and software clean-up, as needed, up to 325 hours per year for a total of 975 hours.

Price per hour _____ x 975 hours = **C.)** _____

A + B + C = GRAND TOTAL _____

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4. Incidentals will not be included in the cost proposal and will not be used for scoring this RFP. This list is to be used for all hardware, brackets, ties, etc. necessary for the installation of new video and/or a card access system on an as needed basis.

Revised per Addendum No. 2

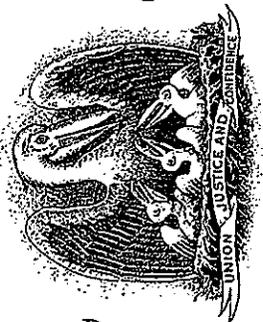
APPENDICES

1. QUALIFICATIONS REQUIREMENTS
 - a. License Contractor Certificate
 - b. LA State Fire Marshall for security dealers License
 - c. Microsoft Certified System Engineer Certificate
 - d. Authorized Dealer Certificate and proof of three (3) certified technicians
 - e. Three (3) References
 - f. Louisiana State Licensing Board for Contractors "Commercial" License per LSA-R.S. 37:2150-2163 in the classification of Security
 - g. Resumes
2. INSURANCE REQUIREMENTS
 - a. Worker's Compensation
 - b. Commercial General Liability
 - c. Comprehensive Automobile Liability
3. CORPORATE RESOLUTION
4. UNANIMOUS CONSENT
5. AFFIDAVIT
6. FINANCIALS

1.) QUALIFICATION REQUIREMENTS

A.) LICENCED CONTRACTOR CERTIFICATE

State of Louisiana



State Licensing Board for Contractors

This is to Certify that:

IN-TELECOM CONSULTING, LLC
573 J F Smith Ave
Slidell, LA 70460

is duly licensed and entitled to practice the following classifications

SPECIALTY: CLOSED CIRCUIT TV; SPECIALTY: TELECOMMUNICATIONS (EXCLUDING PROPERTY PROTECTION AND LIFE SAFETY SYSTEMS)



Witness our hand and seal of the Board dated,
Baton Rouge, LA 15th day of January 2020

M. B. McOy

Expiration Date: January 14, 2023

License No: 62671

Director

Lee Malott

Chairman

Andy D'Amico

Treasurer

This License Is Not Transferrable

**B.) LA STATE FIRE MARSHALL FOR
SECURITY DEALERS LICENSE**

Louisiana State Fire Marshal
Life Safety and Property Protection Licensing & Registration Division
Certificate of Firm Registration

The below named firm is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 ET SEQ. of Life Safety & Property Protection systems:

License Number: FI701

Endorsements: Security

Firm Name: IN-TELECOM CONSULTING LLC

Doing Business As:

Mailing Address: 573 J F SMITH AVE, APTSUITE

SLIDELL, LA 70460

Physical Location: 573 J F SMITH AVE, APTSUITE

SLIDELL, LA 70460

This license is not transferable and may be revoked or suspended with cause.

This license was issued on 10/1/2021 and will expire on 10/1/2022

**Louisiana State Fire Marshal
Life Safety and Property Protection Licensing & Registration Division
Certificate of Employee Registration**

The below named Employee is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 et seq. of Life Safety & Property Protection Systems:

License Number:

E22672

Firm License: **F1701**

Endorsements:

Security Technician

Qualifying Endorsements:

Firm:

**IN-TELECOM CONSULTING LLC
573 J F SMITH AVE, APT/SUITE
SLIDELL, LA 70460**

Employee:

**DARRELL CROSS
12410 ALLISON DRIVE
GRISMAR, LA 70734**

This license is not transferable and may be revoked or suspended with cause.

This License was issued on 10/1/2021 and will expire on 10/1/2022

Louisiana State Fire Marshal
Life Safety and Property Protection Licensing & Registration Division
Certificate of Employee Registration

The below named Employee is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 et seq. of Life Safety & Property Protection Systems.

License Number: E12270 **Firm License:** F1701

Endorsements: Security Technician

Qualifying Endorsements: Security

Firm: IN-TELECOM CONSULTING LLC
573 J F SMITH AVE, APT/SUITE
SLIDELL, LA 70460

Employee: JAMES M BURNS
523 N CALIB DRIVE
SLIDELL, LA 70461

This license is not transferable and may be revoked or suspended with cause.
This License was issued on 10/1/2021 and will expire on 10/1/2022

**Louisiana State Fire Marshal
Life Safety and Property Protection Licensing & Registration Division
Certificate of Employee Registration**

The below named Employee is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 et seq. of Life Safety & Property Protection Systems:

License Number: E11764

Firm License: F1701

Endorsements: Security Technician

Qualifying Endorsements:

Firm: IN-TELECOM CONSULTING LLC

573 J F SMITH AVE, APYSUITE

SLIDELL, LA 70460

Employee: JOSEPH LEDET

6009 CLEARWATER DRIVE

SLIDELL, LA 70460

This license is not transferable and may be revoked or suspended with cause.

This License was issued on 10/1/2021 and will expire on 10/1/2022

**Louisiana State Fire Marshal
Life Safety and Property Protection Licensing & Registration Division
Certificate of Employee Registration**

The below named Employee is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 et seq. of Life Safety & Property Protection Systems:

License Number:

E20707

Firm License: F1701

Endorsements:

Security Technician

Qualifying Endorsements:

Firm:

*IN-TELECOM CONSULTING LLC
573 J F SMITH AVE, APTS/SUITE
SLIDELL, LA 70460*

Employee:

*KYLE VERRNOTZY
409 SABLE DRIVE
ARABI, LA 70032*

This license is not transferable and may be revoked or suspended with cause.

This License was issued on 10/1/2021 and will expire on 10/1/2022

C.) MICROSOFT CERTIFIED SYSTEM
ENGINEER CERTIFICATE



Microsoft Certified Systems Engineer

GRANT A HEIDINGSFELDER

Has successfully completed the requirements to be recognized as a Microsoft Certified Systems Engineer: Windows Server 2003.

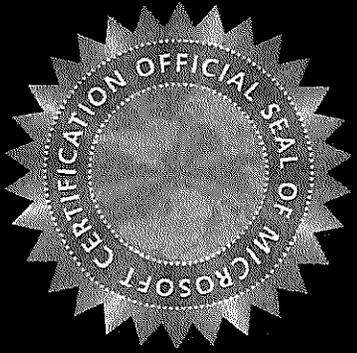
Date of achievement: May 24, 2008
Certification number: C073-0947

A handwritten signature in black ink, appearing to read "S. Nadella".

Satya Nadella
Chief Executive Officer

Part No. XE-84710

Microsoft
CERTIFIED
Systems Engineer



Microsoft Certified Solutions Associate

GRANT A HEIDINGSFELDER

Has successfully completed the requirements to be recognized as a Microsoft® Certified Solutions Associate: Windows Server 2008.

Date of achievement: April 16, 2012
Certification number: D715-5729

A handwritten signature in black ink, appearing to read "Satya Nadella".

Satya Nadella
Chief Executive Officer

Part No. XE-9394

Microsoft
CERTIFIED
Solutions Associate

D.) AUTHORIZED DEALER CERTIFICATE
AND PROOF OF THREE (3) CERTIFIED
TECHNICIANS

Sept 9, 2022

Whom It May Concern:

Avigilon High Definition Video Management and Access Control Solutions are distributed and installed by Avigilon Authorized Enterprise Certified Solution Partners (AECSP). These Authorized Partners are required to be extremely well versed in video surveillance, access control and data network systems design, installation and support.

In-Telecom is an Avigilon **Elite** Authorized Certified Solution Partner in good standing. In-Telecom has passed all of our training and support requirements and maintains a minimum of 6 certified technicians and 2 certified salespeople and is certified and authorized to distribute, install and program our complete line of high-definition video, video analytics and access control products.

If there are any further questions, please contact me directly at 251-648-0343

Thank you for allowing In-Telecom and Avigilon the opportunity to support you.

Respectfully;



Bill Wakefield
Regional Sales Director, Avigilon
Video Security & Access Control | Gulf Region

E.) THREE (3) REFERENCES



Reference Sheet

Client Name

University Of Louisiana Lafayette

Project Reference

In-Telecom services and maintain the Avigilon ACC system throughout the entire campus. Some of our installations for ULL has ranged from:

- Multi Story Parking Garages
- Multi Story Student Housing
- Maintenance Buildings
- Student Union
- Sports Facilities
- Cafeteria's

All cameras connect to a primary ACC Server centrally located with all buildings connected via transport and security VLANing across facilities.

Client Contact

Justin Mire
Sr. Physical Security Specialist
IT Security
The University of Louisiana Lafayette
justin.mire@louisiana.edu
337-482-1318



Reference Sheet

Client Name

St. Tammany Parish Sheriff Office

Project Reference

In-Telecom was chosen as a trusted partner with the St. Tammany Parish Sheriff's Office to streamline business operations by installing and integrating an Avigilon ACM system with Active Directory. The St. Tammany Parish Sheriff Office was looking for a partner to assist with onboarding and offboarding staff from a single system. In-Telecom successfully integrated Active Directory with the Avigilon ACM system to allow activating and deactivating user and assigning door access from one system. Since installation In-Telecom has serviced, maintained, and installed Avigilon access control and Avigilon camera systems through all the St. Tammany Parish Sheriff's Office facilities including thermal recognition cameras during the Covid pandemic.

Client Contact

Sheriff Randy Smith
701 North Columbia St.
Covington, La. 70433
985-809-8200
Randysmith@stpsa.com



IN-TELECOM

Reference Sheet

Client Name

St. Tammany Parish Government

Project Reference

In-Telecom has installed and services Avigilon Camera Systems for St. Tammany Government. Our projects have ranged from the below:

- Installed over 120 cameras at the 4-story government complex and 3 story parking deck.
- In-Telecom linked the system with existing security systems controlling access to the courts and holding areas and sally ports.
- In-Telecom is working with the government on updating 11 other sites totaling another 100 cameras.

Client Contact

W Grant Black III

Director of Technology

St. Tammany Parish Gov.

21490 Koop Dr.

Mandeville La 70471

985-898-2448

wgblack@stpgov.org

F.) LOUISIANA STATE LICENSING BOARD
FOR CONTRACTORS “COMMERCIAL”
LICENSE PER LSA-R.S. 37:2150-2163 IN THE
CLASSIFICATION OF SECURITY



Q CONTRACTOR SEARCH

CONTRACTORS

CONSUMERS



Contractor Detail

Q Start a new search

Contractor Information

Home
 About Us
 For Consumers
 For Contractors
 Contractor Violations
 Frequently Asked Questions
 Board Meeting Schedule
 Publications and News
 Contact Us
 Links
 Licensing Portal
 File a Complaint

Business Name IN-TELECOM CONSULTING, LLC
 Mailing Address 573 J F Smith Ave
 SLIDELL, LA 70460
 Phone Number (985) 326-0250
 Email Address jburns@in-telecom.biz
 Website <http://null>

Active Licenses

License Number	Type	Status	Effective	Expiration	First Issued
62671	Commercial License	LICENSED	01/15/2020	01/14/2023	01/14/2016

Classifications

- class
- BUSINESS AND LAW
- SPECIALTY: CLOSED CIRCUIT TV
- SPECIALTY: SECURITY
- SPECIALTY: TELECOMMUNICATIONS (EXCLUDING PROPERTY PROTECTION AND LIFE SAFETY SYSTEMS)

Qualifying Party

- James Mitchell Burns ALL
- James Mitchell Burns ALL
- James Mitchell Burns ALL

Parishes

- ALL
- ALL
- ALL

Q Start a new search

Interactive Web Portal

Click HERE to renew your license, schedule exams, update your contact information, print a copy of your certificate and more.

Weathering the Storm

Don't be a victim twice. Learn the proper steps to take before you hire a contractor for your home repairs. [Learn more](#)

Newsletter

Type your email address below and receive our newsletter to stay in the know!

Click HERE to view bulletins

Your email address

Register

G.) RESUMES



DARREL WAYNE CROSS

Security Project Engineer

PROFILE

Seasoned specialist in CCTV, Access Control, Project implementation, and project design.

Diligent in determining the proper product and techniques needed to ensure the proper installation.

CONTACT

PHONE:
225-573-7290

WEBSITE:
In-Telecom.com

EMAIL:
dcross@in-telecom.com

EDUCATION

East Ascension High School
1985
High School Diploma

WORK EXPERIENCE

In-Telecom – Slidell, LA Security Project Engineer

03/2019 - Present

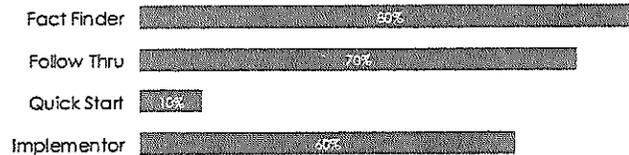
Knowledge in installation technique, product requirements, low voltage wire mapping, security systems design, CCTV system configuration, product maintenance, and building code requirements. Ensures all products are installed to current standards

Access Communications – Gonzales, LA Owner / Partner

03/2004 – 03/2019

Performed all tasks in owning / operating. Including sales, purchasing, installation, and billing. Supplied services in various CCTV, phone, data, cabling, paging, other types of business services.

SKILLS



Experience

Over Ten years experience of designing, selling, CCTV & Access Control Systems

March 2020 to Present. Security Sales Executive for In-Telecom.

Design, Propose & Sell, CCTV Systems and Access Control Systems

December 2017 to February 2020 Protection One/ADT –
Commercial Sales Consultant

Handle sales leads for Commercial Accounts and Small Business
Cold Call and prospect Commercial and Small Business Accounts
Process customer orders through Sales Central and Sales Pilot
Successfully handle any customer problems and concerns
Develop and maintain customer relationships.
Design alarm, CCTV, fire, access control systems.

May 2017 to November 2017 - Protection One/ ADT- Small Business Sales Manager New Orleans District

Manage a team of up to 7 sales reps.
Train reps in small business sales of alarms, CCTV & Access
Go on sales calls with reps and help negotiate pricing.
Forecast monthly sales
Handle weekly sales meeting with reps
Daily meetings with upper management on progress of sales
Help reps set up prospect list and cold calling of businesses.
Work with customers on pricing or closing deals after reps appts.

November 2015 to April 2017 Protection One – Commercial Sales Consultant

Handle sales leads for Commercial Accounts and Small Business

Classified - Internal use

Cold Call and prospect Commercial and Small business Accounts
Process customer orders through Sales Central and Sales Pilot
Successfully handle any customer problems and concerns
Develop and maintain customer relationships
Sales Lead 2016 and 2017 as appointed by Commercial Manager
Assist Employees in the Order Entry Process Designing CCTV &
Access Control Systems

**March 2013 – November 2015 USA Fire & Burglar Alarm - ASG Security /
Commercial and Residential Sales Consultant**

Handle sales leads for Commercial Accounts and Small Business
Cold Call and prospect Commercial and Small business Accounts
Process customer orders
Successfully handle any customer problems and concerns
Develop and maintain customer relationships
Commercial Salesman of the year 2013 and 2014
Sales Lead 2014 and 2015 as appointed by Commercial Manager

**2010 – March 2013 USA Fire & Burglar Alarm - ASG Security / Service
Coordinator**

Manage up to 10 service technicians
Hold training classes weekly
Schedule daily jobs for installation / service
Handle calls with customer issues
Successfully upsell customers added products and services
Handle disciplinary actions for technicians
Handle performance reviews for technicians
Work closely with sales and upper management to handle
customer issues Assist in design of CCTV systems

1990-2010 J. L. Roberts & Associates – Sales / Service Manager

Perform inside and outside sales calls.
Install, Sell & Service Access Control Systems
Install, Sell & Service Parking control systems

Education

Classified - Internal use

1990-1994 Electronics and General Studies Delgado Community College
1996 Dale Carnegie (Metairie, LA)

Skills

Successful sales experience
Ability to identify and solve challenging problems
Electronically trained and inclined
Quick learner with solid computer knowledge
Experienced with Dodge Plans and ISQFT programs
Use of sales programs , Sales Pilot, Sales Force, Sales Central
Well Versed in design of CCTV, Access Control & Fire Systems

References are available upon request.

Classified - Internal use



JOSEPH CREIGHTON LEDET

Security Project Lead

PROFILE

Focused Security Project Lead who strives in technically challenging environments.

Knowledgeable in effort to perform all tasks needed to complete the projects while educating the clients on their new systems and what the capabilities provide.

CONTACT

PHONE:
985-707-8303

WEBSITE:
In-Telecom.com

EMAIL:
jedet@in-telecom.com

EDUCATION

Leesville High School
2008
Graduated top 25 of senior class.

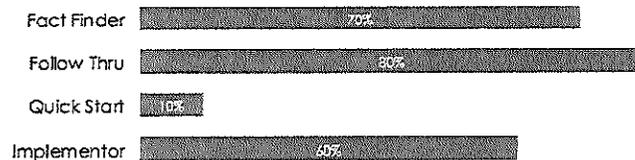
WORK EXPERIENCE

In-Telecom – Slidell, LA Security Project Lead
06/2018 - Present
Work to ensure the completion of Access Control and CCTV projects. Perform necessary documentation, communication, and direction needed over the course of a project. Verify the quality of work is up to standard practices. Maintain the cycle of the project and client relations throughout.

Execufone Systems of LA, INC - Metairie, LA Installation / Service Technician
08/2015 – 06/2018
Developed and configured overhead paging systems, phone systems, and sound masking systems. Installed various data networks. Applied troubleshooting skills when necessary.

Sound and Communication Systems, INC - Lafayette, LA Installation / Service Technician
03/2012 – 08/2015
Installed and maintained low voltage special systems such as nurse call, fire alarm, CCTV, Access Control, overhead paging, etc.

SKILLS





KYLE LOGAN VERNOTZY

Security Systems Supervisor

PROFILE

Detailed Security Engineer with more than 5 years Access Control and CCTV experience.

Able to handle a high volume of duties in a fast-paced environment, while maintaining emphasis on the highest quality of service.

Excellent learning and listening skills

CONTACT

PHONE:
615-866-8374

WEBSITE:
In-Telecom.com

EMAIL:
kvernotzy@in-telecom.com

EDUCATION

Station Camp High School – Gallatin, TN
08/2009 - 05/2012
High School Diploma

WORK EXPERIENCE

In-Telecom - Slidell, LA Security Systems Supervisor

11/2016 – Present

Work to manage calendar dates, create project designs, perform permitting or submittal documentation, ensure project timelines are communicated and updated. Certified for high level configurations and system designs both Access Control and CCTV with Avigilon. Experienced in hundreds of locking hardware types and configurations.

Comcast – Nashville, TN Communication Technician Level 4

10/2013 - 11/2016

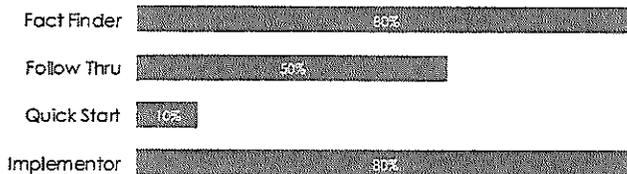
Certified in all low voltage and coax cabling. Installed A/V, Data and Telecom products. State certified in Tennessee for life safety for Commercial and Residential of security systems and CCTV. Maintained an above average rating in customer service with minimal call backs of over 28,000 customers in my territory.

Coca-Cola – Nashville, TN Merchandiser

05/2012 – 06/2013

Working nights making sure each store is ready for customers for the next day moving and organizing coke products. Filling shelves, coolers, displays, end caps, etc...

SKILLS



2.) INSURANCE REQUIREMENTS

**A.) GENERAL LIABILITY/WORKERS
COMPENSATION**



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
9/12/2022

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 Elite Insurance, LLC 3925 Hwy 59 Mandeville, LA 70471	985-892-6256 985-892-7002	CONTACT NAME: Rachael H Estopinal PHONE (A/C, No, Ext): 985-892-6256 E-MAIL ADDRESS: insurance@eliteinsla.com	FAX (A/C, No): 985-892-7002
INSURED In-Telecom Consulting, LLC 573 J F Smith Slidell, LA 70461		INSURER(S) AFFORDING COVERAGE	
		INSURER A: Hallmark Specialty Insurance Co	NAIC #
		INSURER B: AIG Specialty Insurance Company	
		INSURER C: Silver Oak Casualty, Inc	
		INSURER D: Houston Casualty Company	
		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, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC		G17405628-0	2/6/22	2/6/23	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
	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) \$ \$
B	<input type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION S		EBU 080694288	2/6/22	2/6/23	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 PROD COMP \$ 5,000,000
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N Y N/A	SVWCLA3028132022	9/23/22	9/23/23	<input checked="" type="checkbox"/> WC STATU-TORY LIMITS <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
D	Cyber / Professional		H22TG31838-00	2/6/22	2/6/23	\$2,000,000 agg / \$2,000,000 per occ

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)
Certificate holder is additional insured
Its Districts Departments And Agencies Under The Direction Of The Parish President And The Parish Council

CERTIFICATE HOLDER Jefferson Parish 200 Derbigny Street Suite 4400 Gretna, LA 70053 email:	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
------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

B.) COMPREHENSIVE AUTOMOBILE
LIABILITY

CUSTOMER NUMBER: 750765

RUN DATE: 05-24-22

COFFEY INS AGCY LLC
1900 FRONT ST
SLIDELL, LA 70458-3248

STATE OF LOUISIANA OFFICE OF STATE
PROCUREMENT.LA.GOV
1201 N 3D ST
BATON ROUGE, LA 70802

LOUISIANA CERTIFICATE OF INSURANCE

This certificate is issued for informational purposes only. It certifies that the policies listed in this document have been issued to the Named Insured. It does not grant any rights to any party nor can it be used, in any way, to modify coverage provided by such policies. Alteration of this certificate does not change the terms, exclusions or conditions of such policies. Coverage is subject to the provisions of the policies, including any exclusions or conditions, regardless of the provisions of any other contract, such as between the certificate holder and the Named Insured. The limits shown below are the limits provided at the policy inception. Subsequent paid claims may reduce these limits.

Certificate Holder: STATE OF LOUISIANA OFFICE OF STATE PROCUREMENT.LA.GOV 1201 N 3D ST BATON ROUGE, LA 70802	Named Insured: IN-TELECOM CONSULTING, LLC 573 J F SMITH AVE SLIDELL LA 70460-4687
---------------------------------------------------------------------------------------------------------------------------------	---------------------------------------------------------------------------------------------------

Automobile Liability			
Insurer Name: Allstate Insurance Company			
Policy Number: 648246658			
<input type="checkbox"/> 1 – Any Auto	<input type="checkbox"/> 2 – Owned Autos Only	<input type="checkbox"/> 3 – Owned Priv. Pass. Autos Only	
<input type="checkbox"/> 4 – Owned Autos Other Than Priv. Pass. Autos Only	<input type="checkbox"/> 5 – Owned Autos Subject to No Fault	<input type="checkbox"/> 6 – Owned Autos Subject to a Compulsory UM Law	
<input checked="" type="checkbox"/> 7 – Specifically Described Autos	<input checked="" type="checkbox"/> 8 – Hired Autos Only	<input checked="" type="checkbox"/> 9 – Non-owned Autos Only	
Policy Effective Date: 11-09-2021		Policy Expiration Date: 11-09-2022	
Limits Of Insurance:	\$ 1,000,000	Combined Single Limit (each accident)	
	BI Per Person	BI Per Accident	PD Per Accident
Description of Operations/Locations/Vehicles/Endorsements/Special Provisions			

Interested Party Type: CERTIFICATE HOLDER
THIS CERTIFICATE DOES NOT GRANT ANY COVERAGE OR RIGHTS TO THE CERTIFICATE HOLDER.
IF THIS CERTIFICATE INDICATES THAT THE CERTIFICATE HOLDER IS AN ADDITIONAL INSURED, THE POLICY(IES) MUST EITHER BE ENDORSED OR CONTAIN SPECIFIC LANGUAGE PROVIDING THE CERTIFICATE HOLDER WITH ADDITIONAL INSURED STATUS. THE CERTIFICATE HOLDER IS AN ADDITIONAL INSURED ONLY TO THE EXTENT INDICATED IN SUCH POLICY LANGUAGE OR ENDORSEMENT.

Producer: COFFEY INS AGCY LLC	
Authorized Representative:	
Date: 05-24-22	

LDI COI 263340-1 09 10

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3.) CORPORATE RESOLUTION

CORPORATE RESOLUTION

EXCERPT FROM MINUTES OF MEETING OF THE BOARD OF DIRECTORS OF
In-Telecom Consulting, LLC
INCORPORATED.

AT THE MEETING OF DIRECTORS OF In-Telecom Consulting, LLC
INCORPORATED, DULY NOTICED AND HELD ON 9/27/22,
A QUORUM BEING THERE PRESENT, ON MOTION DULY MADE AND SECONDED. IT WAS:

RESOLVED THAT Shawn Torres, BE AND IS HEREBY
APPOINTED, CONSTITUTED AND DESIGNATED AS AGENT AND ATTORNEY-IN-FACT OF
THE CORPORATION WITH FULL POWER AND AUTHORITY TO ACT ON BEHALF OF THIS
CORPORATION IN ALL NEGOTIATIONS, BIDDING, CONCERNS AND TRANSACTIONS WITH
THE PARISH OF JEFFERSON OR ANY OF ITS AGENCIES, DEPARTMENTS, EMPLOYEES OR
AGENTS, INCLUDING BUT NOT LIMITED TO, THE EXECUTION OF ALL PROPOSALS, PAPERS,
DOCUMENTS, AFFIDAVITS, BONDS, SURETIES, CONTRACTS AND ACTS AND TO RECEIVE
ALL PURCHASE ORDERS AND NOTICES ISSUED PURSUANT TO THE PROVISIONS OF ANY
SUCH PROPOSAL OR CONTRACT, THIS CORPORATION HEREBY RATIFYING, APPROVING,
CONFIRMING, AND ACCEPTING EACH AND EVERY SUCH ACT PERFORMED BY SAID AGENT
AND ATTORNEY-IN-FACT.

I HEREBY CERTIFY THE FOREGOING TO BE A TRUE
AND CORRECT COPY OF AN EXCERPT OF THE
MINUTES OF THE ABOVE DATED MEETING OF THE
BOARD OF DIRECTORS OF SAID CORPORATION,
AND THE SAME HAS NOT BEEN REVOKED OR
RESCINDED.



SECRETARY-TREASURER James Burns, COO

9/27/22

DATE

4) UNANIMOUS CONSENT

COMPANY RESOLUTION

(To be adopted by all companies for the purpose of demonstrating that the person signing documents and forms filed with, or submitted to, the Division of Financial Institutions, Consumer Finance Section, has the company's authority to sign on behalf of the company)

IN-TELECOM CONSULTING, LLC

(Name of Company)

AT A MEETING OF ITS PARTNERS HELD AT IN-TELECOM
(members, partners, managers, trustees or board of directors)
ON THE 6TH DAY OF SEPTEMBER, 20 22, PURSUANT TO LAWFUL NOTICE OR

WAIVER THEREOF, and at which meeting a quorum for the transaction of business was present, the following was duly adopted:

"BE IT RESOLVED, that CHIEF EXECUTIVE OFFICER
(Name of Individual and Company Title)
or JAMES BURNS, CHIEF OPERATING OFFICER
(Name of Individual and Company Title)

Of IN-TELECOM CONSULTING, LLC
(Name of Company)

Be authorized and directed by the Company's members, partners, managers, trustees or board of directors, to execute and submit filings and forms for, and all acts amendatory thereof and supplemental thereto, the Company, to the Division of Financial Institutions."

CERTIFICATION

The undersigned hereby certifies that he is the Chief Operating Officer of In-Telecom Consulting, LLC, a company organized and existing under the laws of the State of Louisiana; that the foregoing is a true and correct copy of a resolution duly adopted at a meeting of the members, partners, managers, trustees or board of directors of the company held on 6th day of September, 20 22, at which meeting a quorum was at all times present and acting; that the passage of said resolution was in all respects legal; and, that said resolution is in full force and effect.



IN-TELECOM

By James Burns
(Company Secretary - Signature)

Date 9/9/22

Company Seal

5.) AFFIDAVIT

Request for Proposal

AFFIDAVIT

STATE OF LOUISIANA

PARISH/COUNTY OF ST. TAMMANY

BEFORE ME, the undersigned authority, personally came and appeared: JAMES
BURNS, (Affiant) who after being by me duly sworn, deposed and said that he/she
is the fully authorized CHIEF OPERATING OFFICER of IN-TELECOM CONSULTING,
LLC (Entity), the party who submitted a proposal in response to RFP Number 0443, to the Parish
of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A X Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B _____ there are NO campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B X There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B X there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Affiant further said:

Subcontractor Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A _____ Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

Choice B X There are **NO** subcontractors which would require disclosure under Choice A of this section.

James M Burns
Signature of Affiant

James M Burns
Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME
ON THE 9 DAY OF September, 2022

M Fite
Notary Public

MELODY FITE
Printed Name of Notary

166311
Notary/Bar Roll Number



My commission expires at death.

In-Telecom

Date	Name	Account	Amount
02/24/2021	Dwayne J. Munch Campaign Fund	Chief of Police Jefferson	\$ 500.00
05/13/2021	Deano Bonano Campaign Fund	Jefferson Parish Council	\$ 2,000.00
02/02/2022	Scott Walker Campaign	Jefferson Parish Council	\$ 2,500.00
04/14/2022	Deano Bonano Campaign Fund	Jefferson Parish Council	\$ 1,000.00
04/19/2022	Committee to Elect Ricky Templet	Jefferson Parish Council	\$ 500.00
05/17/2022	Deano Bonano Campaign Fund	Jefferson Parish Council	<u>\$ (500.00)</u>
08/05/2022	Sheriff Joseph Lopinto		\$ 1,000.00

BT Real Estate

Date	Name	Account	Amount
10/23/2020	Committee to Elect Byron Lee	Jefferson Parish Council	\$ 2,500.00
05/11/2022	Deano Bonano Campaign Fund	Jefferson Parish Council	<u>\$ 1,000.00</u>

6.) FINANCIAL PROFILE

In-Telecom Consulting

Balance Sheet Summary

As of December 31, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	1,904,491.84
Accounts Receivable	888,765.26
Other Current Assets	820,457.31
Total Current Assets	\$3,613,714.41
Fixed Assets	1,854,991.50
Other Assets	350.00
TOTAL ASSETS	\$5,469,055.91
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	623,749.50
Credit Cards	265,811.60
Other Current Liabilities	697,690.70
Total Current Liabilities	\$1,587,251.80
Long-Term Liabilities	806,562.93
Total Liabilities	\$2,393,814.73
Equity	3,075,241.18
TOTAL LIABILITIES AND EQUITY	\$5,469,055.91

In-Telecom Consulting

Profit and Loss

January - December 2021

	TOTAL
Income	
4010 MRR Income	5,633,588.95
4020 Labor Income	1,891,312.77
4100 Product Sales	2,747,819.27
4110 Commissions Income	2,136.29
4130 Dispatch Fee Income	23,600.00
4135 Travel	7,740.30
4170 Shipping Income	4,479.45
4200 Other Income	-460.76
4300 Rebate/Incentive Income	1,398.23
Discounts Given	-33,383.65
Total Income	\$10,278,230.85
Cost of Goods Sold	
5000 Cost of Goods Sold	1,080,662.54
5020 Inventory Sold to Customer	1,977,778.85
5030 Subcontracted Services	173,515.90
5040 Inventory Adjustment	148,799.22
5050 Leased Equipment Depreciation	114,645.00
Inventory Shrinkage	212.44
Total Cost of Goods Sold	\$3,495,613.95
GROSS PROFIT	\$6,782,616.90
Expenses	
6000 Advertising and Promotion	48,819.15
6005 Marketing	132,408.67
6010 Automobile Expense	188,108.48
6015 Bad Debts	3,403.30
6020 Bank Service Charges	5,710.74
6030 Building Expenses	32,794.35
6035 Charitable Contributions	67,474.78
6040 Company Event	29,337.90
6045 Computer and Internet Expenses	6,085.19
6055 Continuing Education	22,304.86
6065 Depreciation Expense	148,273.96
6070 Dues and Subscriptions	23,839.18
6080 Equipment Purchase	5,746.83
6085 Equipment Rental	1,236.14
6090 Health Club Membership	4,435.29
6110 Insurance Expense	97,873.44
6115 Interest Expense	24,770.97
6120 Licenses and Permits	12,347.35
6125 Meals and Entertainment	145,246.58

In-Telecom Consulting

Profit and Loss

January - December 2021

	TOTAL
6130 Merchant Fees	51,863.00
6135 Miscellaneous Expense	327.63
6145 Equipment lease	14,766.60
6150 Office Supplies	64,759.89
6210 Admin Payroll Expenses	3,476,827.39
6220 Postage and Delivery	69,361.26
6225 Property Taxes	21,771.13
6230 Professional Fees	277,286.68
6240 Rent Expense	238,361.64
6250 Repairs and Maintenance	12,027.30
6260 Sales Tax Paid Internal	10,510.42
6270 Software Expense	267,742.03
6280 Travel Expense	119,453.29
6290 Uniforms	4,339.38
6300 Utilities	109,920.26
6350 Simple Expense	941.17
Amortization	39,779.00
Total Expenses	\$5,780,255.23
NET OPERATING INCOME	\$1,002,361.67
Other Income	
4200.3 Other Income- PPP	449,220.00
7000 Sales Tax	41,303.16
7000.1 Sales Tax- Vendors Comp	2,826.48
7000.2 Cash Back Rewards	14,806.98
7000.3 Other Commission Income	41,716.92
Interest Income	222.01
Total Other Income	\$550,095.55
Other Expenses	
8000 FCC Tax	52,302.42
8888 Corporate Overhead Allocation	0.00
Total Other Expenses	\$52,302.42
NET OTHER INCOME	\$497,793.13
NET INCOME	\$1,500,154.80

In-Telecom Consulting

Balance Sheet Summary

As of December 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	1,611,826.30
Accounts Receivable	848,592.67
Other Current Assets	1,168,873.60
Total Current Assets	\$3,629,292.57
Fixed Assets	988,892.82
Other Assets	2,117.30
TOTAL ASSETS	\$4,620,302.69
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	541,373.20
Credit Cards	97,438.69
Other Current Liabilities	1,152,689.22
Total Current Liabilities	\$1,791,501.11
Long-Term Liabilities	628,535.87
Total Liabilities	\$2,420,036.98
Equity	2,200,265.71
TOTAL LIABILITIES AND EQUITY	\$4,620,302.69

In-Telecom Consulting

Profit and Loss

January - December 2020

	TOTAL
Income	
4010 MRR Income	3,507,217.25
4020 Labor Income	1,551,331.57
4100 Product Sales	2,865,167.71
4110 Commissions Income	35,089.22
4130 Dispatch Fee Income	30,587.50
4170 Shipping Income	10,017.64
4200 Other Income	-11,570.73
4300 Rebate/Incentive Income	28,537.08
Discounts Given	-14,806.82
Total Income	\$8,001,570.42
Cost of Goods Sold	
5000 Cost of Goods Sold	636,327.43
5020 Inventory Sold to Customer	2,425,842.40
5030 Subcontracted Services	208,198.07
5040 Inventory Adjustment	160,462.61
Total Cost of Goods Sold	\$3,430,830.51
GROSS PROFIT	\$4,570,739.91
Expenses	
6000 Advertising and Promotion	24,182.82
6005 Marketing	73,601.86
6010 Automobile Expense	94,708.74
6015 Bad Debts	3,577.60
6020 Bank Service Charges	1,173.36
6030 Building Expenses	17,609.97
6035 Charitable Contributions	26,294.00
6040 Company Event	8,404.84
6045 Computer and Internet Expenses	9,045.63
6055 Continuing Education	25,422.25
6065 Depreciation Expense	135,326.00
6070 Dues and Subscriptions	13,670.64
6080 Equipment Purchase	257.85
6085 Equipment Rental	6,823.86
6090 Health Club Membership	4,110.81
6110 Insurance Expense	78,941.63
6115 Interest Expense	20,835.82
6120 Licenses and Permits	13,629.88
6125 Meals and Entertainment	54,621.20
6130 Merchant Fees	72,509.71
6135 Miscellaneous Expense	33,282.11
6140 Moving Expense	4,403.13

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Profit and Loss

January - December 2020

	TOTAL
6145 Equipment lease	14,644.02
6150 Office Supplies	28,408.24
6210 Admin Payroll Expenses	2,521,780.54
6220 Postage and Delivery	32,076.54
6225 Property Taxes	20,611.16
6230 Professional Fees	200,780.04
6240 Rent Expense	193,647.63
6250 Repairs and Maintenance	33,003.88
6260 Sales Tax Paid Internal	10,135.84
6270 Software Expense	178,256.64
6280 Travel Expense	15,802.26
6290 Uniforms	12,409.61
6300 Utilities	70,059.51
6350 Simple Expense	21,623.38
Amortization	17,798.04
Total Expenses	\$4,093,471.04
NET OPERATING INCOME	\$477,268.87
Other Income	
4200.2 Refunds	7,907.63
4200.3 Other Income- PPP	449,220.00
7000 Sales Tax	17,360.58
7900 Gain/Loss on Disposal	6,088.00
Total Other Income	\$480,576.21
Other Expenses	
8000 FCC Tax	4,355.50
Total Other Expenses	\$4,355.50
NET OTHER INCOME	\$476,220.71
NET INCOME	\$953,489.58

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Balance Sheet Summary

As of December 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	750,054.95
Accounts Receivable	1,383,430.91
Other Current Assets	19,711.02
Total Current Assets	\$2,153,196.88
Fixed Assets	203,128.44
Other Assets	2,117.30
TOTAL ASSETS	\$2,358,442.62
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	263,937.50
Credit Cards	301,339.75
Other Current Liabilities	437,010.99
Total Current Liabilities	\$1,002,288.24
Long-Term Liabilities	43,750.00
Total Liabilities	\$1,046,038.24
Equity	1,312,404.38
TOTAL LIABILITIES AND EQUITY	\$2,358,442.62

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Profit and Loss

January - December 2019

	TOTAL
Income	
4010 MRR Income	2,087,505.15
4020 Labor Income	2,257,037.57
4100 Product Sales	3,071,615.08
4110 Commissions Income	127,156.68
4130 Dispatch Fee Income	31,999.71
4150 Maintenance Income	437,266.19
4170 Shipping Income	973.76
4200 Other Income	-27,814.77
4300 Rebate/Incentive Income	39,748.95
49910 Returned Check Charges (deleted)	-1,305.54
Discounts Given	-38.38
Telecommunication Services	19,566.85
Total Income	\$8,043,711.25
Cost of Goods Sold	
5000 Cost of Goods Sold	636,750.69
5020 Inventory Sold to Customer	2,457,954.24
5030 Subcontracted Services	650,618.99
Total Cost of Goods Sold	\$3,745,323.92
GROSS PROFIT	\$4,298,387.33
Expenses	
6000 Advertising and Promotion	140,325.41
6005 Marketing	6,017.66
6010 Automobile Expense	128,513.28
6015 Bad Debts	22,654.90
6020 Bank Service Charges	5,762.07
6030 Building Expenses	39,590.59
6035 Charitable Contributions	2,000.00
6040 Company Event	750.00
6045 Computer and Internet Expenses	2,233.10
6055 Continuing Education	17,094.00
6065 Depreciation Expense	250,232.00
6080 Equipment Purchase	4,911.18
6085 Equipment Rental	15,885.19
6090 Health Club Membership	5,602.68
6110 Insurance Expense	49,221.98
6115 Interest Expense	10,311.61
6120 Licenses and Permits	7,754.93
6125 Meals and Entertainment	54,539.79
6130 Merchant Fees	39,044.44
6135 Miscellaneous Expense	894.78

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Profit and Loss

January - December 2019

	TOTAL
6140 Moving Expense	5,733.90
6145 Equipment lease	15,912.15
6150 Office Supplies	38,106.81
6210 Admin Payroll Expenses	1,988,050.23
6220 Postage and Delivery	39,778.46
6225 Property Taxes	-14,614.36
6230 Professional Fees	362,866.25
6240 Rent Expense	118,821.10
6270 Software Expense	2,450.30
6280 Travel Expense	49,341.41
6290 Uniforms	11,835.62
6300 Utilities	60,553.99
Advances Write Offs (deleted)	15,078.99
Amortization	3,750.00
Fraud (deleted)	1,501.73
Total Expenses	\$3,502,506.17
NET OPERATING INCOME	\$795,881.16
Other Income	
4200.2 Refunds	50,943.96
7900 Gain/Loss on Disposal	53,507.13
Total Other Income	\$104,451.09
NET OTHER INCOME	\$104,451.09
NET INCOME	\$900,332.25