

## **AGREEMENT WITH AMERICAN INTEGRATED SECURITY GROUP, INC., TO PROVIDE ON-CALL NETWORK CABLING SERVICES FOR THE CITY OF SANTA ANA**

THIS AGREEMENT is made and entered into on this 16th day of August, 2022 by and between American Integrated Security Group, Inc., a California corporation ("Contractor"), and the City of Santa Ana, a charter city and municipal corporation organized and existing under the Constitution and laws of the State of California ("City").

### **RECITALS**

- A. On March 23, 2022, the City issued Request for Proposal ("RFP") No. 22-032, by which it sought a qualified contractor to provide on-call network cabling services for the City's Information Technology Department.
- B. Contractor submitted a responsive proposal that was among those selected by the City. Contractor represents that it is able and willing to provide the services described in the scope of work that was included in RFP 22-032.
- C. In undertaking the performance of this Agreement, Contractor represents that it is knowledgeable in its field and that any services performed by Contractor under this Agreement will be performed in compliance with such standards as may reasonably be expected from a professional consulting firm in the field.

**NOW THEREFORE**, in consideration of the mutual and respective promises, and subject to the terms and conditions hereinafter set forth, the parties agree as follows:

### **1. SCOPE OF SERVICES**

On an on-call basis, and at the City's sole discretion, Contractor shall perform the services described in the scope of work that was included in RFP No. 22-032, which is attached as **Exhibit A**, and as more specifically delineated in Contractor's proposal, which is attached as **Exhibit B** and incorporated in full.

### **2. COMPENSATION**

- a. City neither warrants nor guarantees any minimum or maximum compensation to Contractor under this Agreement. Contractor shall be paid only for actual services performed under this Agreement at the rates and charges identified in **Exhibit B**. Contractor is one of three (3) contractors selected to provide network cabling services on an on-call basis under RFP 22-032. The total annual compensation for the services provided by all such contractors selected under RFP 22-032 shall not exceed the aggregate amount of One Hundred Thousand Dollars and Zero Cents (**\$100,000**) including extension periods, if any, for a total aggregate amount not to exceed Six Hundred Thousand Dollars and Zero Cents (**\$600,000**).
- b. Payment by City shall be made within 45 days (forty-five) days following receipt of proper invoice evidencing work performed, subject to City accounting procedures. Payment need not

be made for work which fails to meet the standards of performance set forth in the Recitals which may reasonably be expected by City.

### **3. TERM**

This Agreement shall commence on the date first written above and terminate on August 16, 2025, unless terminated earlier in accordance with Section 16, below. The term of this Agreement may be extended for up to three (3) one-year periods upon a writing executed by the City Manager and City Attorney.

### **4. PREVAILING WAGES**

Contractor is aware of the requirements of California Labor Code Section 1720, et seq., and 1770, et seq., as well as California Code of Regulations, Title 8, Section 16000, et seq., ("Prevailing Wage Laws"), which require the payment of prevailing wage rates and the performance of other requirements on "public works" and "maintenance" projects. If the services being performed are part of an applicable "public works" or "maintenance" project, as defined by the Prevailing Wage Laws, and the total compensation is \$1,000 or more, Contractor agrees to fully comply with such Prevailing Wage Laws. Contractor shall defend, indemnify and hold the City, its elected officials, officers, employees and agents free and harmless from any claim or liability arising out of any failure or alleged failure to comply with the Prevailing Wage Laws.

### **5. INDEPENDENT CONTRACTOR**

Contractor shall, during the entire term of this Agreement, be construed to be an independent contractor and not an employee of the City. This Agreement is not intended nor shall it be construed to create an employer-employee relationship, a joint venture relationship, or to allow the City to exercise discretion or control over the professional manner in which Contractor performs the services which are the subject matter of this Agreement; however, the services to be provided by Contractor shall be provided in a manner consistent with all applicable standards and regulations governing such services. Contractor shall pay all salaries and wages, employer's social security taxes, unemployment insurance and similar taxes relating to employees and shall be responsible for all applicable withholding taxes.

### **6. OWNERSHIP OF MATERIALS**

This Agreement creates a non-exclusive and perpetual license for City to copy, use, modify, reuse, or sublicense any and all copyrights, designs, and other intellectual property embodied in plans, specifications, studies, drawings, estimates, and other documents or works of authorship fixed in any tangible medium of expression, including but not limited to, physical drawings or data magnetically or otherwise recorded on computer diskettes, which are prepared or caused to be prepared by Contractor under this Agreement ("Documents & Data"). Contractor shall require all subcontractors to agree in writing that City is granted a non-exclusive and perpetual license for any Documents & Data the subcontractor prepares under this Agreement. Contractor represents and warrants that Contractor has the legal right to license any and all Documents & Data. Contractor makes no such representation and warranty in regard to Documents & Data which were provided to Contractor by the City. City shall not be limited in any way in its use of the Documents and Data at any time, provided that any such use not

within the purposes intended by this Agreement shall be at City's sole risk.

## 7. INSURANCE

Prior to undertaking performance of work under this Agreement, Contractor shall maintain and shall require its subcontractors, if any, to obtain and maintain insurance as described below:

### a. Minimum Scope and Limit of Insurance

1. **Commercial General Liability (CGL):** Insurance Services Office Form CG 00 01 covering CGL on an "occurrence" basis, including products and completed operations, property damage, bodily injury and personal & advertising injury with limits no less than **\$1,000,000** per occurrence. If a general aggregate limit applies, either the general aggregate limit shall apply separately to this project/location (ISO CG 25 03 or 25 04) or the general aggregate limit shall be twice the required occurrence limit.
2. **Automobile Liability:** ISO Form Number CA 00 01 covering any auto (Code 1), or if Contractor has no owned autos, hired, (Code 8) and non-owned autos (Code 9), with a limit no less than **\$1,000,000** per accident for bodily injury and property damage.
3. **Workers' Compensation:** as required by the State of California, with Statutory Limits, and Employer's Liability Insurance with limit of no less than **\$1,000,000** per accident for bodily injury or disease.
4. **Broader Coverage:** if the Contractor maintains broader coverage and/or higher limits than the minimums shown above, the City requires and shall be entitled to the broader coverage and/or the higher limits maintained by the Contractor. Any available insurance proceeds in excess of the specified minimum limits of insurance and coverage shall be available to the City.

### b. Other Insurance Provisions

1. **Additional Insured Status:** The City, its officers, officials, employees, and volunteers are to be covered as additional insureds on the CGL policy with respect to liability arising out of work or operations performed by or on behalf of the Contractor including materials, parts, or equipment furnished in connection with such work or operations. General liability coverage can be provided in the form of an endorsement to the Contractor's insurance (at least as broad as ISO Form CG 20 10 11 85 or if not available, through the addition of **both** CG 20 10, CG 20 26, CG 20 33, or CG 20 38; **and** CG 20 37 if a later edition is used).
2. **Primary Coverage:** For any claims related to this contract, the Contractor's insurance coverage shall be primary coverage at least as broad as ISO CG 20 01 04 13 as respects the City, its officers, officials, employees, and volunteers. Any insurance or self-insurance maintained by the City, its officers, officials, employees, or volunteers shall be excess of the Contractor's insurance and shall not contribute with it.

3. **Notice of Cancellation:** Each insurance policy required above shall provide that coverage shall not be canceled, except with notice to the City.
4. **Waiver of Subrogation:** Contractor hereby grants to City a waiver of any right to subrogation that any insurer of said Contractor may acquire against the City by virtue of the payment of any loss under such insurance. Contractor agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether or not the City has received a waiver of subrogation endorsement from the insurer.
5. **Self-Insured Retentions:** Self-insured retentions must be declared to and approved by the City. The City may require the Contractor to purchase coverage with a lower retention or provide proof of ability to pay losses and related investigations, claim administration, and defense expenses within the retention. The policy language shall provide, or be endorsed to provide, that the self-insured retention may be satisfied by either the named insured or City.
6. **Acceptability of Insurers:** Insurance is to be placed with insurers authorized to conduct business in the state with a current A.M. Best's rating of no less than A:VII, unless otherwise acceptable to the City.
7. **Verification of Coverage:** Contractor shall furnish the City with original Certificates of Insurance including all required amendatory endorsements (or copies of the applicable policy language effecting coverage required by this clause) and a copy of the Declarations and Endorsement Page of the CGL policy listing all policy endorsements to City before work begins. However, failure to obtain the required documents prior to the work beginning shall not waive the Contractor's obligation to provide them.

The City reserves the right to require complete, certified copies of all required insurance policies, including endorsements required by these specifications, at any time.

8. **Subcontractors:** Contractor shall require and verify that all subcontractors maintain insurance meeting all the requirements stated herein, and Contractor shall ensure that City is an additional insured on insurance required from subcontractors. For CGL coverage, subcontractors shall provide coverage with a form at least as broad as CG 20 38 04 13.
9. **Special Risks or Circumstances:** City reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

## 8. INDEMNIFICATION

Contractor agrees to defend, and shall indemnify and hold harmless the City, its officers, agents, employees, contractors, special counsel, and representatives from liability: (1) for personal injury,



damages, just compensation, restitution, judicial or equitable relief arising out of claims for personal injury, including death, and claims for property damage, which may arise from the negligent operations of the Contractor, its subcontractors, agents, employees, or other persons acting on its behalf which relates to the services described in section 1 of this Agreement; and (2) from any claim that personal injury, damages, just compensation, restitution, judicial or equitable relief is due by reason of the terms of or effects arising from this Agreement. This indemnity and hold harmless agreement applies to all claims for damages, just compensation, restitution, judicial or equitable relief suffered, or alleged to have been suffered, by reason of the events referred to in this Section or by reason of the terms of, or effects, arising from this Agreement. The Contractor further agrees to indemnify, hold harmless, and pay all costs for the defense of the City, including fees and costs for special counsel to be selected by the City, regarding any action by a third party challenging the validity of this Agreement, or asserting that personal injury, damages, just compensation, restitution, judicial or equitable relief due to personal or property rights arises by reason of the terms of, or effects arising from this Agreement. City may make all reasonable decisions with respect to its representation in any legal proceeding. Notwithstanding the foregoing, to the extent Contractor's services are subject to Civil Code Section 2782.8, the above indemnity shall be limited, to the extent required by Civil Code Section 2782.8, to claims that arise out of, pertain to, or relate to the negligence, recklessness, or willful misconduct of the Contractor.

#### **9. INTELLECTUAL PROPERTY INDEMNIFICATION**

Contractor shall defend and indemnify the City, its officers, agents, representatives, and employees against any and all liability, including costs, for infringement of any United States' letters patent, trademark, or copyright infringement, including costs, contained in the work product or documents provided by Contractor to the City pursuant to this Agreement.

#### **10. RECORDS**

Contractor shall keep records and invoices in connection with the work to be performed under this Agreement. Contractor shall maintain complete and accurate records with respect to the costs incurred under this Agreement and any services, expenditures, and disbursements charged to the City for a minimum period of three (3) years, or for any longer period required by law, from the date of final payment to Contractor under this Agreement. All such records and invoices shall be clearly identifiable. Contractor shall allow a representative of the City to examine, audit, and make transcripts or copies of such records and any other documents created pursuant to this Agreement during regular business hours. Contractor shall allow inspection of all work, data, documents, proceedings, and activities related to this Agreement for a period of three (3) years from the date of final payment to Contractor under this Agreement.

#### **11. CONFIDENTIALITY**

If Contractor receives from the City information which due to the nature of such information is reasonably understood to be confidential and/or proprietary, Contractor agrees that it shall not use or disclose such information except in the performance of this Agreement, and further agrees to exercise the same degree of care it uses to protect its own information of like importance, but in no event less than reasonable care. "Confidential Information" shall include all nonpublic information. Confidential information includes not only written information, but also information transferred orally, visually, electronically, or by other means. Confidential information disclosed to either party by any subsidiary

and/or agent of the other party is covered by this Agreement. The foregoing obligations of non-use and nondisclosure shall not apply to any information that (a) has been disclosed in publicly available sources; (b) is, through no fault of the Contractor disclosed in a publicly available source; (c) is in rightful possession of the Contractor without an obligation of confidentiality; (d) is required to be disclosed by operation of law; or (e) is independently developed by the Contractor without reference to information disclosed by the City.

## **12. CONFLICT OF INTEREST CLAUSE**

Contractor covenants that it presently has no interests and shall not have interests, direct or indirect, which would conflict in any manner with performance of services specified under this Agreement.

## **13. NON-DISCRIMINATION**

Contractor shall not discriminate because of race, color, creed, religion, sex, marital status, sexual orientation, gender identity, gender expression, gender, medical conditions, genetic information, or military and veteran status, age, national origin, ancestry, or disability, as defined and prohibited by applicable law, in the recruitment, selection, teaching, training, utilization, promotion, termination or other employment related activities or any services provided under this Agreement. Contractor affirms that it is an equal opportunity employer and shall comply with all applicable federal, state and local laws and regulations.

## **14. EXCLUSIVITY AND AMENDMENT**

This Agreement represents the complete and exclusive statement between the City and Contractor, and supersedes any and all other agreements, oral or written, between the parties. In the event of a conflict between the terms of this Agreement and any attachments hereto, the terms of this Agreement shall prevail. This Agreement may not be modified except by written instrument signed by the City and by an authorized representative of Contractor. The parties agree that any terms or conditions of any purchase order or other instrument that are inconsistent with, or in addition to, the terms and conditions hereof, shall not bind or obligate Contractor or the City. Each party to this Agreement acknowledges that no representations, inducements, promises or agreements, orally or otherwise, have been made by any party, or anyone acting on behalf of any party, which is not embodied herein.

## **15. ASSIGNMENT**

Inasmuch as this Agreement is intended to secure the specialized services of Contractor, Contractor may not assign, transfer, delegate, or subcontract any interest herein without the prior written consent of the City and any such assignment, transfer, delegation or subcontract without the City's prior written consent shall be considered null and void. Nothing in this Agreement shall be construed to limit the City's ability to have any of the services which are the subject to this Agreement performed by City personnel or by other contractors retained by City.

## **16. TERMINATION**

This Agreement may be terminated by the City upon thirty (30) days written notice of termination.

In such event, Contractor shall be entitled to receive and the City shall pay Contractor compensation for all services performed by Contractor prior to receipt of such notice of termination, subject to the following conditions:

- a. As a condition of such payment, the Executive Director may require Contractor to deliver to the City all work product(s) completed as of such date, and in such case such work product shall be the property of the City unless prohibited by law, and Contractor consents to the City's use thereof for such purposes as the City deems appropriate.
- b. Payment need not be made for work which fails to meet the standard of performance specified in the Recitals of this Agreement.

## **17. WAIVER**

No waiver of breach, failure of any condition, or any right or remedy contained in or granted by the provisions of this Agreement shall be effective unless it is in writing and signed by the party waiving the breach, failure, right or remedy. No waiver of any breach, failure or right, or remedy shall be deemed a waiver of any other breach, failure, right or remedy, whether or not similar, nor shall any waiver constitute a continuing waiver unless the writing so specifies.

## **18. JURISDICTION - VENUE**

This Agreement has been executed and delivered in the State of California and the validity, interpretation, performance, and enforcement of any of the clauses of this Agreement shall be determined and governed by the laws of the State of California. Both parties further agree that Orange County, California, shall be the venue for any action or proceeding that may be brought or arise out of, in connection with or by reason of this Agreement.

## **19. PROFESSIONAL LICENSES**

Contractor shall, throughout the term of this Agreement, maintain all necessary licenses, permits, approvals, waivers, and exemptions necessary for the provision of the services hereunder and required by the laws and regulations of the United States, the State of California, the City of Santa Ana and all other governmental agencies. Contractor shall notify the City immediately and in writing of its inability to obtain or maintain such permits, licenses, approvals, waivers, and exemptions. Said inability shall be cause for termination of this Agreement.

## **20. MISCELLANEOUS PROVISIONS**

- a. Each undersigned represents and warrants that its signature herein below has the power, authority and right to bind their respective parties to each of the terms of this Agreement, and shall indemnify City fully, including reasonable costs and attorney's fees, for any injuries or damages to City in the event that such authority or power is not, in fact, held by the signatory or is withdrawn.
- b. All Exhibits referenced herein and attached hereto shall be incorporated as if fully set forth in the body of this Agreement.
- c. In the event of any conflict or inconsistency between the terms and conditions in this

Agreement and any terms or conditions set forth in any Exhibit, purchase order, or other document relating to the transactions contemplated by this Agreement, the terms and conditions set forth in this Agreement shall prevail.

- d. This Agreement is the final and complete agreement and any prior or contemporaneous agreement(s) for similar services between the parties is superseded by this Agreement.

## **21. NOTICE**

Any notice, tender, demand, delivery, or other communication pursuant to this Agreement shall be in writing and shall be deemed to be properly given if delivered in person or mailed by first class or certified mail, postage prepaid, or sent by fax or other telegraphic communication in the manner provided in this Section, to the following persons:

To City:

Clerk of the City Council  
City of Santa Ana  
20 Civic Center Plaza (M-30)  
P.O. Box 1988  
Santa Ana, CA 92702-1988  
Fax: 714- 647-6956

With courtesy copies to:

Chief Technology and Information Officer  
Information Technology Department  
City of Santa Ana  
20 Civic Center Plaza (M-42)  
P.O. Box 1988  
Santa Ana, California 92702  
Fax: 714-647-5381

To Contractor:

Marian C. Pavel, Director of Operations Western Region  
American Integrated Security Group  
2580 Corporate Place #F108  
Monterey Park, CA 91754  
[mpavel@aisg-online.com](mailto:mpavel@aisg-online.com)  
951-205-3243

A party may change its address by giving notice in writing to the other party. Thereafter, any communication shall be addressed and transmitted to the new address. If sent by mail, communication shall be effective or deemed to have been given three (3) days after it has been deposited in the United States mail, duly registered or certified, with postage prepaid, and addressed as set forth above. If sent by fax, communication shall be effective or deemed to have been given twenty-four (24) hours after the time

set forth on the transmission report issued by the transmitting facsimile machine, addressed as set forth above. For purposes of calculating these time frames, weekends, federal, state, County or City holidays shall be excluded.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the date and year first above written.

**ATTEST:**

**CITY OF SANTA ANA**


\_\_\_\_\_  
Daisy Gomez  
Clerk of the Council

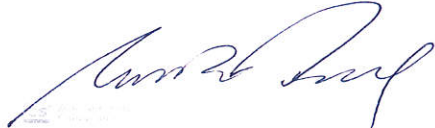
\_\_\_\_\_  
Kristine Ridge  
City Manager

**APPROVED AS TO FORM:**


**AMERICAN INTEGRATED SECURITY  
GROUP:**

SONIA R. CARVALHO  
City Attorney

By:   
Brandon Salvatierra  
Deputy City Attorney

  
\_\_\_\_\_  
Marian C. Pavel  
Director of Operations Western Region

**RECOMMENDED FOR APPROVAL:**

  
\_\_\_\_\_  
Jack Ciulla  
Chief Technology and Information Officer  
Information Technology Department

## **EXHIBIT A**



## APPENDIX A

### CITY OF SANTA ANA REQUEST FOR PROPOSALS 22-032 FOR ON-CALL NETWORK CABLING SERVICES

#### SCOPE OF WORK

The City of Santa Ana is (CITY) is seeking proposals from qualified companies to provide all labor and material for the installation of network cabling at various locations in Santa Ana on an on-call basis.

**Minimum Requirements/Qualifications:** Proposers who do not meet the City's minimum qualifications or fail to provide proof of the qualifications below will be disqualified from the RFP process and will not be considered in the RFP process.

- Proposer or principal operators of the proposed company must be in business for a minimum of 5 years, operating as a C-7 contractor with one or more RCDD employed for the last 5 years.
- Proposer must provide copies of current certificate(s) and BICSI registration number verifying that one or more RCDD are currently employed by proposer and will be assigned to the City.
- Proposer must include copies of *all product or industry certifications, including manufacture certification for installation of proposed materials and systems.*
- Proposer must include abbreviated resumes of individuals that will have a direct role in the delivery and supervision of these services demonstrating their experience and technical capabilities.

#### I. Proposer's Responsibilities

- A. The Proposer will be responsible for determining cabling distances either by onsite visit or site plan review.
- B. The Proposer is responsible for obtaining any permits in order to fulfill the required terms of this contract, including each job performed hereunder. (Note: The City does not typically require permits for low voltage work for City projects. However, should the scope of work include conduit installation and/or other tasks, permits would be required.)
- C. The Proposer will supply all test equipment and resources required in order to provide the City with all requisite acceptance testing.

- D. The Proposer will dispose of all debris and rubbish from the site that is a direct result of performing any system installation or modification. The Proposer will leave the workspace clean at the end of each workday and all associated materials removed. If the Proposer uses City dumpsters, all cardboard boxes must be broken down (flattened) and all debris sorted and placed into the appropriate containers. Should Proposer not comply with rules regarding dumpsters, they shall be liable for additional charges incurred by the City.
- E. The Proposer may be responsible for removing and laying aside ceiling tiles during installation, depending upon the scope of the project. When the work is complete or by the end of each workday, the tiles must be placed back in the ceiling. Ceiling tiles must be back in place by the end of each workday.
- F. The Proposer will take adequate measures to maintain protection of each City facility. Any damage to any part of the facility by the Proposer or designee will be repaired or replaced at the Proposer's expense and to the complete satisfaction of the City.
- G. The Proposer must adhere to all sign-in and sign-out procedures at all City locations and wear company uniform and/or badge at all times.

## II. Cabling Guidelines

- A. The Proposer will install cabling in accordance with City standards and the most recent edition of BICSI publications.
  - a. BICSI--Telecommunications Distribution Methods Manual
  - b. BICSI--Cabling Installation Manual
- B. Under no circumstances shall any cabling be secured directly to or interfere with the proper operation of building sprinkler systems.
- C. The Proposer will fire stop all core holes and sleeves used for riser and tie cabling installations between floors or through fire-rated walls.
- D. All cables will clearly be identified with computer-generated labeling according to the City's standard numbering schemas as directed:
  - a. on the jacket at each end,
  - b. on the jack faceplate at the station end,
  - c. and on the patch panel at the MDF/IDF end.
- E. A minimum 10' cable maintenance service loop will be implemented at both ends of all cabling to allow for any future modifications to the original installation, unless otherwise directed by the City.

F. The following clearances will be maintained from EMI sources:

- a. Power Cable: 6"
- b. Fluorescent Lighting: 12"
- c. Electrical Transformer: 36"

III. Copper Cabling Specifications.

A. The Proposer will be required to provide, install, repair/replace, modify, and terminate copper cable and related components.

B. The City of Santa Ana Minimum Standards.

a. The current copper cable specifications used by the City for data and voice include 4-pair UTP (Unshielded Twisted Pair) plenum, Category 6, and 6a. All new copper installations will require a minimum of Category 6a. The City reserves the right to add or modify standard copper cabling types as needed throughout the duration of the resulting contract.

b. The Proposer will comply with all TIA/EIA Telecommunications Wiring Standards as adopted by the City, including the ANSI/EIA/TIA, and NEC standards, as well as BICSI design and installation methods for all materials, installation, testing, configuration and documentation of the City Telecommunications Infrastructure. These guidelines are based upon widely used industry standards such as, but not limited to, EIA/TIA 568, 569, 570, 606A, 607, including all TSB's, and the NEC codes related to Telecommunications Infrastructures. This would include any new or updated standards adopted by the ANSI/EIA/TIA, and new or updated NEC code, as well as any updated or new BICSI design and installation practices.

C. The City reserves the right to request the use of any industry standard cable color depending on location and type of installation.

D. Cabling Termination

- a. All copper cabling will be terminated using the 568B standard.
- b. Cables will be terminated onto Category 6a plugs and panels in the respective MDF/IDF at the closet end and Category 6a data jacks at the station end, unless otherwise directed.

E. Testing Procedures

- a. Each installed cable will have a wire map test for continuity, opens, shorts, polarity, and reversals on all pairs and/or conductors performed
- b. Each installed cable will be tested for installed length using a TDR-type device. Cables will be tested from patch panel to patch panel, block to

block, patch panel to station outlet, or as appropriate.

- c. Each installed cable will be performance verified by providing results for the following tests, indicating the worst-case result, the frequency at which it occurs, the limit at that point, and the margin:
  - Pair-to-Pair Near End Crosstalk (NEXT)
  - Power Sum Near End Crosstalk (PSNEXT)
  - Equal Level Far End Crosstalk (ELFEXT)
  - Power Sum Equal Level Far End Crosstalk (PSELFEXT)
  - Attenuation to Crosstalk Ratio (ACR)
  - Power Sum Attenuation to Crosstalk Ratio (PSACR)
  - Return Loss (RL)
- d. When required, all test results will be printed directly from test unit or software in conjunction with test unit. No handwritten test results will be accepted.

IV. Fiber-Optic Cabling Specifications.

- A. The Proposer will be required to provide, install, repair/replace, modify and terminate cable and related components.
- B. The City Minimum Standards
  - a. The current cable specifications used by the City for fiber-optic installations include OM3 multimode 50/125 and/or 62.5/125 and OS1/OS2 single mode 9/125, 4-strand, 6-strand, 12- strand, and 24-strand. The City reserves the right to add or modify standard fiber-optic cabling types as needed throughout the duration of the resulting contract.
  - e. All fiber-optic bend radii must comply with manufacturer specifications
  - f. There will be no splices on any fiber runs.
  - g. All fiber-optic patch panels will be installed according to manufacturer's specifications.
  - h. Any fiber strands with losses higher than established standards will be repaired or replaced at no cost to the City.
- C. Testing Procedures
  - a. Each installed fiber-optic strand will be tested for end-to-end attenuation with an optical power meter and light source. Cable length and attenuation will be tested and reported using an Optical Time Domain Reflectometer (OTDR).
  - b. The Proposer will measure all horizontal and backbone multimode fiber attenuation at 850 nm (nanometers) and 1300 nm, and all single mode fiber attenuation at 1310 nm and 1500 nm, using an LED light source and

power meter.

- c. All test results will be printed directly from test unit or software in conjunction with test unit. No handwritten test results will be accepted.

V. CATV (Coaxial) Cabling Specifications.

A. The Proposer will be required to provide, install, repair/replace, modify, and terminate CATV and related components.

B. The City Minimum Standards

- a. The current cable specifications used by the City for coaxial cable installations include RG-11 and RG-6. The City reserves the right to add or modify standard coaxial cabling types as needed throughout the duration of the resulting contract.
- b. The system will provide ten (10) dBmV (+- 5 dBmV) at each outlet when a signal of 50 dBmV is applied from the head end cable.
- c. All station cables must be installed to the nearest distribution device as specified by the City.
- d. Trunk lines between MDF/IDF/Demarcation will not be tapped for service connection out to station outlets, unless specifically directed by the City.
- e. All indoor cabling and connectors will be plenum rated. All outdoor cabling and connectors will be rated for use in all weather conditions.
- f. All connectors will be compression-type and be terminated using the appropriate compression tool(s).
- g. The minimum bending radius of the coaxial cable is 16 times the cable diameter, or manufacturer's specifications, whichever is greater.

C. Testing Procedures.

- a. All installed cables will be tested using a signal strength meter capable of measuring RF signal. All test results will be printed directly from test unit or software in conjunction with test unit. No handwritten test results will be accepted.

VI. Public Address, Security (Intrusion Detection), Fire Alarm Cabling Specifications.

A. The Proposer will be required to provide, install, repair/replace, and modify cable and related components.

B. The City Minimum Standards

- a. The current cable specifications used by the City for non-network-based Public Address, Security, and Fire Alarm interior installations include:
  - Public Address: 24 AWG, 4 Conductor, Solid, Unshielded, Plenum

- Security: 18 AWG, 4 Conductor, Stranded, Unshielded, Plenum  
18 AWG, 2 Conductor, Stranded, Shielded, Plenum
- Fire Alarm: 14 AWG, 2/4 Conductor, Solid, Shielded, Plenum  
16 AWG, 2/4 Conductor, Solid, Shielded, Plenum

- The City reserves the right to add or modify cabling types as needed throughout the duration of the resulting contract. All cables will be installed from point to point, as requested, but cabling will not be terminated. Excess cabling length, as directed, will be left at both ends of the cable to allow for terminations at a later time.
- Since the Proposer will not be installing electronic security equipment and devices, nor connecting cabling to such, a Department of Criminal Justice Services (DCJS) certification is not required of the Proposer.
- For all projects requiring exterior installations, the Proposer will utilize outdoor cabling rated for use in all-weather conditions.

C. Testing Procedures

- No formal testing procedures are required for Public Address, Security, Fire Alarm cabling.

VII. Warranty

The Proposer will warrant the cabling system against defects in products and workmanship for a period of one (1) year from the date of system acceptance. The warranty will be included at no additional cost to the City. The warranty will cover all labor and materials necessary to correct a failed portion of the system and to demonstrate performance within the original installation specifications after repairs are accomplished.

VIII. Documentation and Deliverables

- A documentation package will be submitted to the City when requested, either in print or electronic format (at the discretion of the City), and will include:
  - Manufacturer specification sheets with part numbers for each component installed in system
  - Pass/Fail summary report with cable lengths documented and detailed reports for each cable tested, except for Public Address, Security, and Fire Alarm cabling
  - Cable route drawing identifying copper and fiber-optic cabling between MDF/IDF/Demarcation. Each cable type must be clearly identifiable. If requested at the time of quote, successful Proposer shall include as a separate line.
- The documentation package must be submitted, received, and accepted by the City before final sign-off of the project and final payment is made.



- C. Final "as-built" drawings will be delivered within thirty (30) days of acceptance by the City. All drawings will be corrected to show any changes or deviations from the original design prior to delivering to the City.

IX. Service Level Agreement

- A. For purposes of calculating actual response and completion times, the City's regular working hours will be defined as Monday through Friday from 7:30 a.m. until 5:30 p.m. The City will include available working hours in the statement of work.
- B. Response time is defined as the time elapsed in regular working hours (as defined above) from initiation of a service request until the time when the Proposer's qualified representative is on-site to initiate problem determination and corrective action.
- C. Completion time is defined as the time elapsed in regular working hours from the time a service request is initiated until satisfactory installation, repair/maintenance or replacement of failed equipment.
- D. Installation SLA:
- Routine installation- 5 business days or less
  - Priority cabling installation - 24 business hours
  - Special projects - according to timetable/schedule outlined in request for quote or statement of work

X. Inventory & Parts Requirements

- A. Materials and inventory parts will be based upon a percentage discount off the manufacturer's list price.
- B. Manufacturer's catalog from which discounts will be taken will be provided upon request and updates provided to the City as often as manufacturers update their catalogs.

XI. Inspection & Acceptance:

Services will be deemed accepted by the City upon notification to the Proposer. The Proposer will use commercially reasonable efforts to make any changes as required to correct any deficiencies subject to the warranty provisions herein.

- a. Signature on work ticket does not constitute acceptance.
- b. The City will inspect completed work within seven (7) business days of notification of completion.
- c. The City reserves right to conduct random re-test of up to 5% of cable plant to confirm results.
- d. Acceptance will be subject to completion of all work, successful post-

installation testing yielding 100% pass rating, and receipt of all deliverables.

- e. Corrections and/or modifications resulting from unsatisfactory inspection will be completed within three (3) business days.

XII. Installation/Formal Quote:

The Proposer is required to have established processes, procedures, staff resources and relevant tools in place for the installation of cabling and other technology items, either (a) on a time and materials basis, or (b) upon request of a formal quotation or issuance of a statement of work.

- A. The Proposer will indicate its hourly rate(s) for installation based on job title. Installation may include, but not limited to, such associated tasks as: hanging a wireless access point, installing a protective cage over wireless access point, mounting a network switch in telecom rack, reorganization of cabling/equipment within telecom rack, mounting an interactive projector to wall and installing customer-provided cabling to station end.
- B. All formal quotations will include:
  - a. The City will request that the Proposer prepare a formal quote for all major cabling jobs; such jobs will typically include multiple workstation cables (more than five); build out of a new retrofitted wire closet; LAN and other data communications connectivity work; tie and feeder cable installation; and all cabling associated with an existing location.
  - b. The City will specify the type of cabling topology ("home run" or "gray box") applicable to the project.
  - c. The Proposer's quote will be itemized by quantity, man- hours/type of materials required, and cost. Line-item pricing is required, as well as the total cost for the proposed job. No more than ten percent (10%) of the total cost of the quotation may be for materials that are not itemized (i.e., miscellaneous supplies).
  - d. The formal quote, once accepted by the City, will constitute a firm price for the completion of the job. The charges for the accepted quote may not increase or decrease by the awarded Proposer unless, (a) quantities increase or decrease as authorized by The City of Santa Ana Project Officer, (b) modification to the design of the installation as authorized by The City of Santa Ana Project Officer could reasonably increase or decrease the costs of the installation work. In either case, the increased or decreased charges will be approved by The City of Santa Ana prior to implementing the work.

## **EXHIBIT B**



Marian C. Pavel  
Director of Operations Western Region  
American Integrated Security Group  
2580 Corporate Pl #F108  
Monterey Park, CA 91754  
951.205.3243 (m)  
[mpavel@aisg-online.com](mailto:mpavel@aisg-online.com)  
[aisg-online.com](http://aisg-online.com)



Request for Proposal (RFP)

## City of Santa Ana

### RFP#22-032 – On Call Network Cabling Services

April 26, 2022

Submitted to:

City of Santa Ana Information  
Technology Department Second Floor  
City Hall 20 Civic Center Plaza Santa  
Ana, CA 92701 Attention: Mike Fetner

YOUR WORLD IS SAFE WITH US



2580 Corporate Pl #F108  
Monterey Park, CA 91754  
626.377.4524

April 26, 2022  
City of Santa  
Ana  
Information  
Technology  
Department  
ATTN: Mike Fetner

## **RFP#22-032 – On Call Network Cabling Services**

Dear Mike Fetner,

We understand that the City of Santa Ana (City) Information Technology Department is seeking qualified and experienced vendors in providing on call network cabling services at various locations throughout the City of Santa Ana.

It is our understanding that the City requests this service to be on an on-call basis as work arises and that the City is not able to forecast the frequency of this requested service.

American Integrated Security Group (AISG), a privately-owned company founded in 2007, is an award-winning national security integration and security dealer as well as structured cabling, network equipment, and audio and video equipment company.. We are committed to building long-term relationships with clients, providing outstanding service and support from initial contact through security system design, implementation, service, and monitoring. We are prepared to be responsible for all parts, labor, and other associated apparatus necessary to completely service, maintain, repair, install, configure, test, and turnover the On Call Network Cabling Services required by the City.

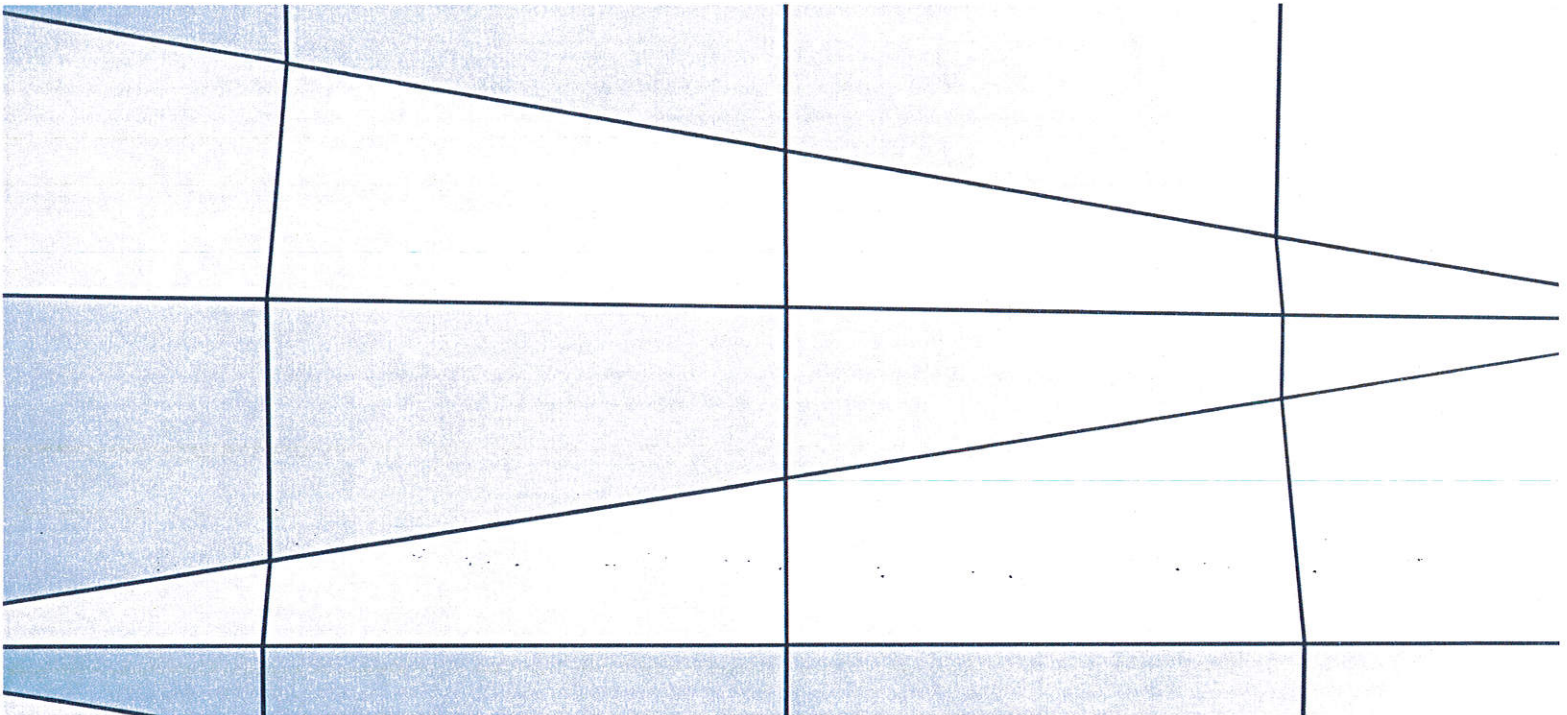
We look forward to the opportunity of working with the City on this important matter. If you have any questions or require additional information, please contact me.

Sincerely,

Marian C. Pavel  
Director of Operations Western Region, American Integrated Security Group  
951.205.3243 (m) | [mpavel@aisg-online.com](mailto:mpavel@aisg-online.com)

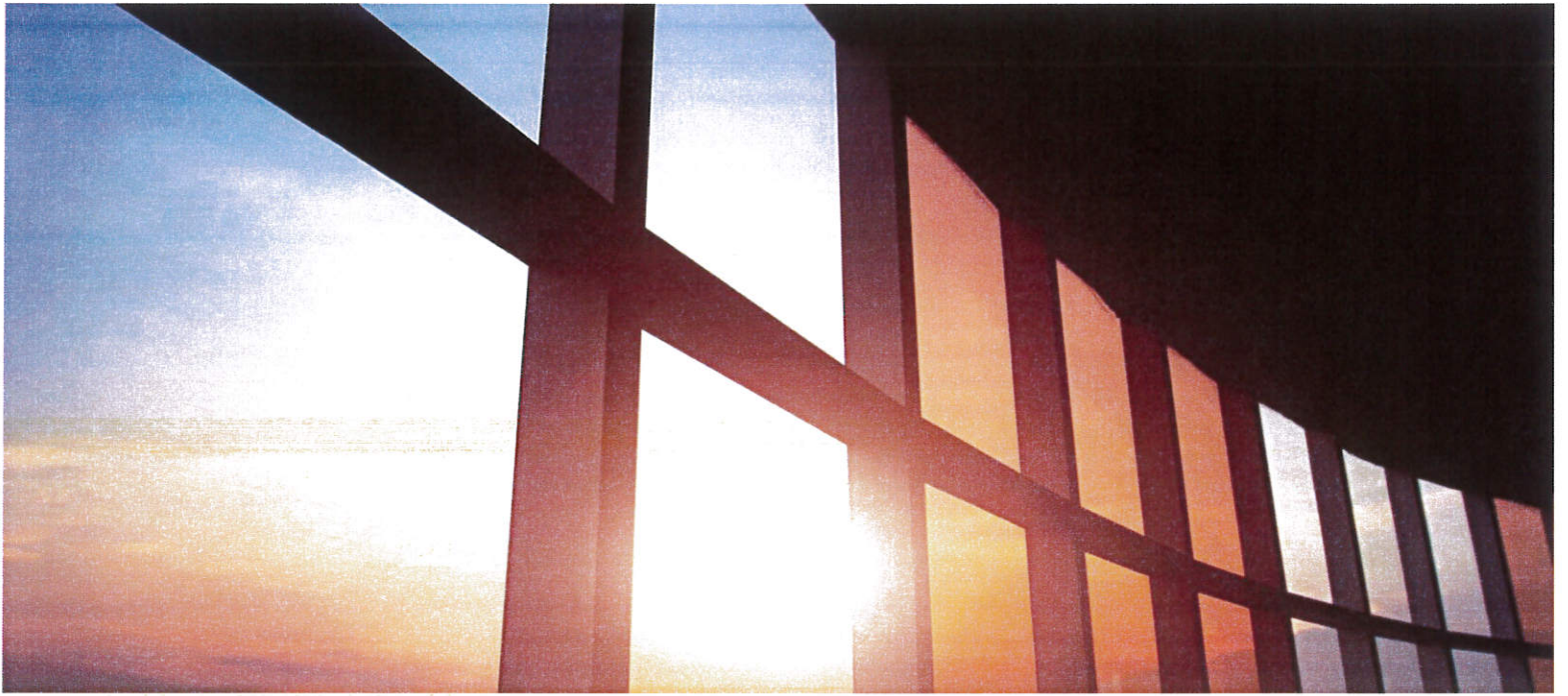


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# QUALIFICATIONS+ EXPERIENCE

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## FIRM PROFILE

American Integrated Security Group (AISG) is North America's fastest growing full-service security and structured cabling integrator - from airports to higher learning institutions, and everything in between, AISG is the premier one stop destination for integrated security and structured cabling services in North America. Our services are focused on protecting people, not just property and providing quality installations. Therefore, we take pride in being a trusted provider of the many services and solutions we provide, each of which is tailored to the specific needs of every client we serve. Working with our trusted advisors, businesses can work together with AISG to develop a comprehensive solutions which may include system installation and service, monitoring, maintenance, support, and other professional services, all of which can keep employees and company assets secure. As an integration company and dealer, we can design and engineer solutions, install, program, and service the solutions, and with our video and alarm monitoring centers, provide professional systems monitoring so you don't have to. As a nationwide company, we enjoy significant dealer pricing which we pass along to our customers. Innovative Technology is AISG's focus. That focus demands that we stay abreast of new, ever evolving technology innovations and trends, to better design, maintain, repair, install, and support the best solutions at the best price.

## DISTINGUISHING QUALIFICATIONS



AISG specializes in the deployment of open platform integrated systems.



AISG has more than 12 years of experience with structured cabling systems and 8 years experience with CCTV surveillance.



AISG maintains a state of the art, in-house central station command post to deliver 24/7 monitoring services.



AISG maintains a California C-7 Low Voltage License.



AISG provides Subject Matter Expertise in security + technology design and consulting, assessments, and tabletop exercises.



AISG has more than 12 years of experience providing security systems design and consulting for California cities and municipalities.



AISG Provides 24/7 technical support as well as on going customer training services.



AISG maintains a Los Angeles office location and deploy technicians all throughout the state of California

## KEY DATA

### Years in Business:

- 15 years - AISG

### Size of Firm:

AISG maintains 62 employees across 6 national office locations.

### Office Performing Work:

AISG California  
2580 Corporate Place #F108  
Monterey Park, CA 91754

## TEAM QUALIFICATIONS



AISG is a privately-owned company founded in 2007. An award-winning national security integration and security dealer as well as structured cabling services provider. AISG is committed to building long-term relationships with clients to

provide outstanding service and support from initial contact through security system design, implementation, service, and monitoring. Our experienced and talented team is passionate about current integration techniques and understands what is required to meet each customer's needs, reach new levels of efficiency, and provide enhanced safety with cutting edge technology.

The AISG team has an extensive history of developing and supporting top of the line low voltage systems within the commercial, retail, corporate, energy, and government industries both in the U.S. and around the world.

We have a proven long-term track record of assessing, engineering, and designing, deploying, managing, and maintaining large scale technology projects, as well as an intimate understanding of the extreme demands placed on these systems. Our team members hold subject matter expertise in Security Access Control Systems (SACS), Video Management Systems (VMS), Structured Cabling, Fiber Cabling, as well as all other aspects of low voltage systems.

AISG adheres to applicable local, state, and federal laws, and serves as a full partner to federal agencies and customers. We are familiar with workplace safety guidelines set forth by OSHA, NEC, and other recognized state and local government standards. Our team members are fully aware of issues surrounding manufacturer's country of origin or the inherent susceptibility of certain technologies so our clients can be assured that our designs meet current and future regulatory compliance requirements.



# COMPREHENSIVE SOLUTIONS

## AISG SERVICES

AISG provides fully integrated systems that provide a complete web of protection. Our comprehensive security services include:

- Video Surveillance
- Access Control
- Intrusion Detection
- Perimeter Security
- Interactive Monitoring
- Virtual Security as a Service (VSaaS)
- Structured cabling and network infrastructure
- Fiber Installation, splicing, and terminating

## OTHER SERVICES

**Consulting** – AISG’s consulting services are operationally-centric and supported by excellent technology design. We deploy a holistic planning approach and a comprehensive risk assessment methodology to address the unique needs and challenges faced by any company. Our analysis and reporting focuses on the three (3) core pillars of planning: physical, operations, and technology. We evaluate the organizational security program and assess the individual needs of each location or business unit, including each facility’s capabilities and realistic potential. Our team will help you achieve a true third-party, top- level perspective and assist with balancing the needs of your business within the limitations of budgets, timelines, and systems through our proven solutions and targeted strategies.

**Design** - AISG’s team delivers complex unified electronics systems design packages for video surveillance, access control, visitor management, intrusion alarm systems, and structured cabling services to support successful realization of operational vision for clients. We understand the need for sustainable and scalable solutions, and we are uniquely qualified to support clients as we bring a comprehensive design, consulting, and systems management approach to projects. Our team possess certifications in leading market systems, and often serves as the owner’s representative during the construction phase to ensure that the design intent achieves operational needs, and the final security system installation is commissioned to intended programming and performance expectations.

## SELECT PROJECT EXPERIENCE

### **CLEAR ENERGY RATTLESNAKE WIND PROJECT | RITZVILLE, WA**

AISG's Central Monitoring Station is securing and monitoring this 160-MW wind energy facility located in Adams County Washington. The system includes a one gate intercom system, 2,500 feet of perimeter fiber detection, 20 infra-red cameras and sensor equipment all working hand in hand with a 10 door access control system to detect and record any attempted access to the facility. AISG designed Aviglion and Honeywell system.

### **JFK INTERNATIONAL AIRPORT | NEW YORK, NEW YORK**

AISG provided security upgrades to JFK International Airport's terminals seven and eight. The existing, aging system at the U.S. Customs and Border Protection facilities was upgraded from outdated CRT monitors and cameras to IP network cameras, servers and communications devices, allowing for increased overall coverage. AISG installed a full turnkey system including Bosch IP cameras and NVR and Louroe Electronics microphones at all international arrival entry booths to ensure that all persons entering the country were recorded on camera with audio.

### **CALIFORNIA HIGHWAY PATROL | SACRAMENTO, CA**

AISG is performing the design, installation, maintenance, and service for California Highway Patrol (CHP) facilities throughout California. This service includes the installation of the access control, camera systems as well as the programming, training, and commissioning at numerous facility locations.





#### **TOWNSITE SOLAR PROJECT | BOULDER CITY, NV**

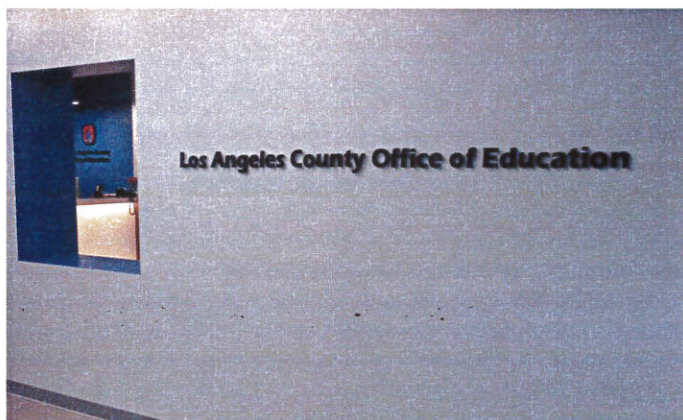
The 500K-MW solar energy storage facility located 20 minutes outside of Las Vegas in Boulder City, NV is secured and monitored 24/7 by AISG's Central Monitoring Station. The system includes a one gate intercom system, 12 infra-red cameras and sensor equipment, all working hand in hand with a 6-door access control system to detect and keep record of any attempted access to the facility. AISG designed an Avigilon and Honeywell system.

#### **LOS ANGELES COUNTY OFFICE OF EDUCATION (LACOE) | LOS ANGELES, CA**

AISG is providing systems design and consulting services to LACOE – Phase 2 Upgrade. AISG performed a site assessment and a network performance test, to test existing efficiency and identify gaps. The findings and recommendations helped to facilitate and shape a design in support of electronic security systems enhancement and upgrade. The work included network and telecom infrastructure design and consulting. AISG will oversee the contractor's progress, invoices, and report of issues during construction.

#### **SANTA CLARITA SHERIFF'S SUB-STATION | SANTA CLARITA, CA**

AISG provided low voltage systems design services for the construction of the Santa Clarita Sheriff's Station, located in Santa Clarita, CA. The project involved the construction of approximately 50,000 sq. ft. of space to house the Los Angeles County Sheriff's staff. AISG provided electronic security systems including access control, alarm monitoring, and detention door monitoring systems, telecommunications infrastructure, distributed antenna system (DAS), and audiovisual systems and infrastructure design.





#### **CITY OF PALM SPRINGS | PALM SPRINGS, CA**

AISG is providing security systems consulting and design services to enhance the safety and security of multiple City of Palm Springs buildings. The buildings include City Hall, Police Department, City Yard and Fleet Building, and various Fire Stations. The project includes the upgrade of the existing access control system to a modern and more functional Enterprise system which will support the City moving forward. The new system will provide fully integrated City-wide access control and alarm monitoring on an easy to manage software platform.



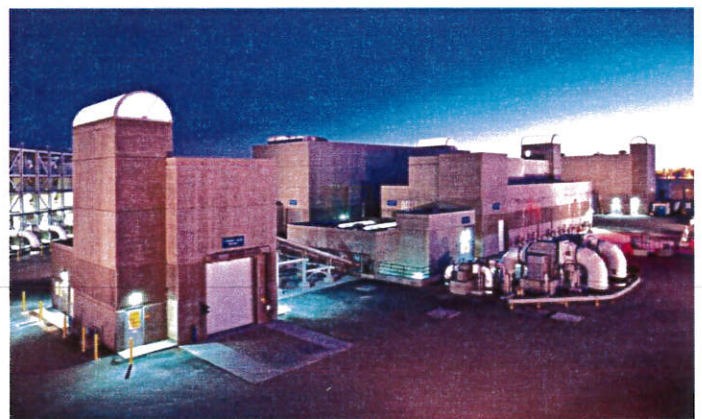
#### **COUNTY OF SAN BERNARDINO | SAN BERNARDINO, CA**

AISG provided on-call security services for San Bernardino County-owned facilities that included libraries, administrative centers, public health facilities, justice facilities, schools, recreational centers, and medical buildings. The team's comprehensive planning and compliance monitoring embodies the concepts of integrated Emergency Management, specifically mitigation, preparedness, and response and recovery. AISG is conducting site, building, physical, and operational security assessments.

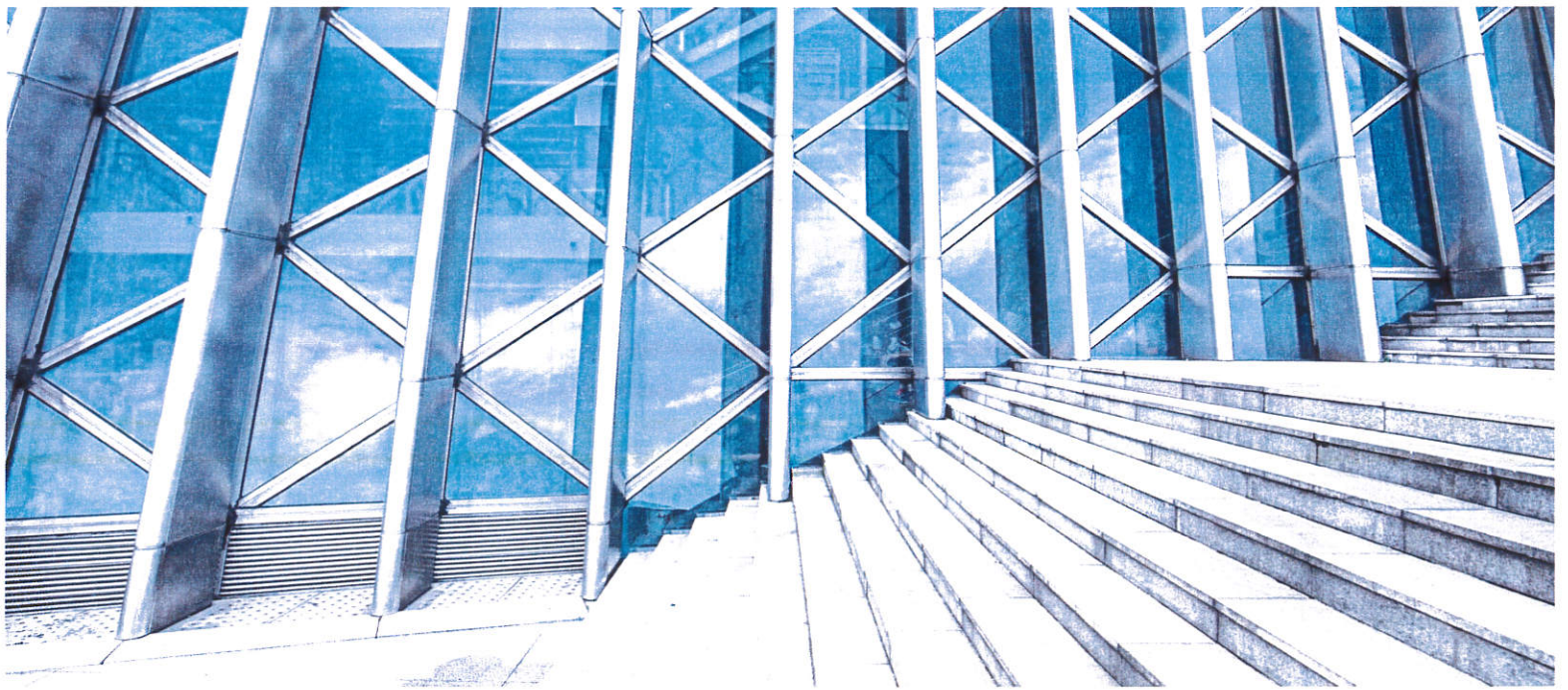


#### **ORANGE COUNTY SANITATION DISTRICT | FOUNTAIN VALLEY, CA**

AISG is providing security consulting, security design engineering, and project management services for the Orange County Sanitation District new administrative headquarters building and perimeter security projects. The headquarters security design includes access control, video surveillance, intrusion detection, security communications, and a security office to support the security program. AISG also performed a review of existing perimeter protection measures. Identifying weakness and vulnerabilities that were factored into the new security technology systems to support strengthening perimeter protection.







# BACKGROUND, CURRENT LICENSES + CERTIFICATIONS

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## FIRM'S BACKGROUND + HISTORY

AISG specializes in the design and development of open platform integrated systems including IP video surveillance, access control and security intrusion, perimeter protection and a full range of related wireless security technologies. AISG is a privately-owned company founded in 2007 by a team of seasoned security and IT professionals with global business expertise. AISG prides itself on exceeding customer expectations through efficient project delivery, a high-level of customer support and a keen understanding of today's security and environmental challenges. AISG stays on top of innovative trends in security and video surveillance. The experienced and talented team at AISG is passionate about current integration technologies and boasts 12 years of access control systems experience, 10 years in interactive monitoring, 8 years in CCTV Surveillance and 7 years in Solar/Industrial Control Systems.

### **Number of years in business:**

- 15 years - AISG

### **Number of years providing services to public sector agencies:**

- 15 years - AISG

### **Contact Information:**

AISG California  
2580 Corporate Place, #F108  
Monterey Park, CA 91754  
626.377.4524 (T)  
Marian C Pavel  
[mpavel@aisg-online.com](mailto:mpavel@aisg-online.com)

---

Shirley N. Weber, Ph.D.  
 California Secretary of State

## Business Search - Entity Detail

The California Business Search is updated daily and reflects work processed through Sunday, February 13, 2022. Please refer to document [Processing Times](#) for the received dates of filings currently being processed. The data provided is not a complete or certified record of an entity. Not all images are available online.

**C3491468 AMERICAN INTEGRATED SECURITY GROUP INC.**

<b>Registration Date:</b>	06/26/2012
<b>Jurisdiction:</b>	NEW YORK
<b>Entity Type:</b>	FOREIGN STOCK
<b>Status:</b>	ACTIVE
<b>Agent for Service of Process:</b>	MARIAN PAVEL 2580 CORPORATE PLACE, SUITE F108 MONTEREY PARK CA 91754
<b>Entity Address:</b>	114-02 15TH AVE, 3RD FLOOR COLLEGE POINT, NY NY 11356
<b>Entity Mailing Address:</b>	114-02 15TH AVENUE 3RD FLOOR COLLEGE POINT NY 11356

 [Certificate of Status](#)

A Statement of Information is due EVERY year beginning five months before and through the end of June.

Document Type	 File Date	 PDF
SI-NO CHANGE	03/12/2020	
SI-COMPLETE	08/02/2019	
REGISTRATION	06/26/2012	



## Contractor's License Detail for License # 1014037

**DISCLAIMER:** A license status check provides information taken from the CSLB license database. Before relying on this information, you should be aware of the following limitations.

CSLB compliant disclosure is restricted by law (B&P 7124.5) if this entity is subject to public complaint disclosure click no link that will appear below for more information. Click here for a definition of disqualifiable actions.

Only construction related civil judgments reported to CSLB are disclosed (B&P 7071.17).

Arbitrations are not listed unless the contractor fails to comply with the terms.

Due to workload, there may be relevant information that has not yet been entered into the board's license database.

Data current as of 3/11/2022 3:03:59 AM

AMERICAN INTEGRATED SECURITY GROUP INC  
114-02 15TH AVE 3RD FL  
COLLEGE POINT, NY 11356  
Business Phone Number: (626) 377-4524

Entity Corporation  
Issue Date 05/11/2016  
Expire Date 05/31/2022

This license is current and active.

All information below should be reviewed.

C-7 - LOW VOLTAGE SYSTEMS

### Contractor's Bond

This license filed a Contractor's Bond with AMERICAN CONTRACTORS INDEMNITY COMPANY.

Bond Number: 100304895

Bond Amount: \$15,000

Effective Date: 03/18/2016

### Bond of Qualifying Individual

This license filed Bond of Qualifying Individual number 100438357 for MARIAN COSMIN PAVEL in the amount of \$12,500 with AMERICAN CONTRACTORS INDEMNITY COMPANY.

Effective Date: 03/25/2019

This license has workers compensation insurance with the NORGUARD INSURANCE COMPANY

Policy Number: AMWC232317

Effective Date: 05/07/2021

Expire Date: 05/07/2022

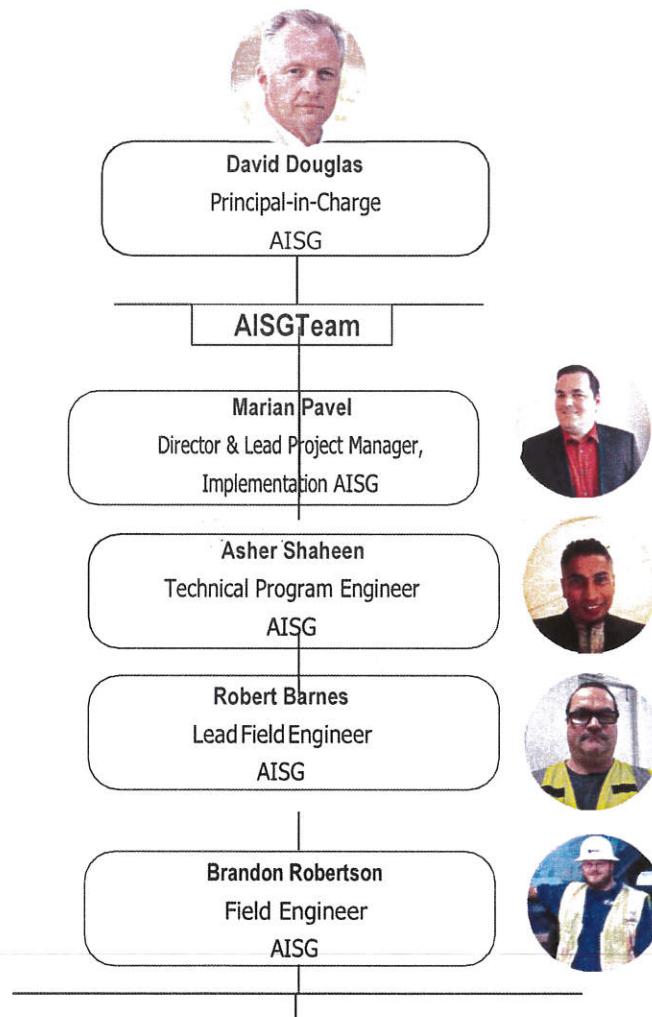
Workers' Compensation History

Personnel listed on this license (current or disassociated) are listed on other licenses.



## KEY PERSONNEL

The AISG team members possess the technical qualifications, the availability, and the required resources to deliver this project on time, on budget, and to the City's satisfaction. Our team structure follows:







## DAVID DOUGLAS

PROJECT PRINCIPAL  
AISG

### EDUCATION

- California State Long Beach, CA

### CERTIFICATIONS

- Business Development
- Law Enforcement
- College Instructor
- Risk Management

### ASSOCIATIONS

- International Association of Emergency Mangers
- FBI InfraGard Counter Terrorism
- International Chiefs of Police Association
- BYPD Shield

### LENGTH OF EMPLOYMENT WITH FIRM

- 5 years

David Douglas, is part of our senior leadership with a 30-year law enforcement career (retired) in Southern California, and our proposed Program Manager for the City of Irwindale, was a Texas A & M University and Riverside Community College instructor for Homeland Security & Emergency Management. He has an extensive background in security program planning and design, critical infrastructure protection, emergency operations planning (EOP), continuity of operations/ government planning (COOP/COG), traffic and parking operations management, special event management, certified trainer, recognized expert in the management of security planning, homeland security planning, training, and exercises. David previously served at the 9/11 World Trade Center attacks and has worked in counter terrorism, security, and emergency management initiatives to include planning for Presidential Summits and acted as incident commander on numerous public safety operations and disasters. David has an extensive background supporting public policy at all levels of government and the private sector. He uses the All Hazards planning approach within all his nationwide physical security programs and often includes federal grant support for public entities in their security initiatives.

### AREAS OF EXPERTISE

- Access Control
- Video Surveillance
- Network Infrastructure
- Intrusion Detection
- Project Management

### MUNICIPAL/PUBLIC SECTOR EXPERIENCE

- 30 years



## MARIAN PAVEL

DIRECTOR & LEAD PROJECT MANAGER -  
IMPLEMENTATION AISG

Marian Pavel brings to the team vast experience as Director of West Coast Operations, handling a broad range of projects from inception to completion while overseeing the daily operations of office personnel.

Mr. Pavel started out as a technician working in the IT field, working his way up to his current position. Due to this career trajectory he has a great understanding of a project from all dimensions. In his current role, he is proficient at directing teams that deliver accurate, on time customer centered services. He is adept at streamlining processes in order to increase effectiveness, is a skilled trainer and project leader.

Mr. Pavel has experience working on complex technology projects in multiple verticals, including, but not limited to, solar complexes, retail, health care facilities, data centers, government facilities, aviation, banks, multi-family residential buildings and more.

Mr. Pavel is also certified in AMAG, Avigilon and holds an active C-7 Low Voltage License. He is currently working on gaining additional knowledge and certifications in the field and is in the process of becoming PMP and RCDD BICSI certified.

Mr. Pavel is also a veteran who served in the United States Navy. He speaks both English and Romanian.

### EDUCATION

- Computer Science, Riverside City College

### CERTIFICATIONS

- C7 Low Voltage License California
- PMP (in progress)
- RCDD BICSI (in progress)
- FAA Licensed Pilot
- OSHA 30
- NECA
- AMAG
- Avigilon
- Axis
- CCNA

### ASSOCIATIONS

- Building Industry Consulting Services International (BICSI) -384312

### LENGTH OF EMPLOYMENT WITH FIRM

- 4 years

### MUNICIPAL/PUBLIC SECTOR EXPERIENCE

- 5 years

### AREAS OF EXPERTISE

- Operations & Project Management
- Low Voltage
- Structured Cabling
- Access Control
- Security
- Audiovisual



## ASHER SHAHEEN

TECHNICAL PROGRAM ENGINEER  
AISG

---

Asher Shaheen brings to the team vast experience as Project Manager, handling a broad range of projects from installation to completion of the commissioning to ensure that the system is functioning properly.

Mr. Shaheen started out as web designer/developer, working his way up to his current position. Due to this career trajectory, he has a great understanding of a project from all dimensions. In his current role, he is proficient at managing teams that deliver accurate, and on time services.

Mr. Shaheen has experience working on complex projects in multiple verticals, including, but not limited to, solar complexes, retail, government facilities, aviation, multi-family residential buildings and more.

Mr. Shaheen is also certified and has experience in multiple programming languages and frameworks. He is currently working on gaining additional knowledge and certifications in the field as well.

### AREAS OF EXPERTISE

- Web Developer / Programming
- Project Management
- Systems Commissioning

### EDUCATION

- Gilmer High School

### CERTIFICATIONS

- Web Development, Algorithms & Data Structures, Dom Manipulation, Databases, Web-sockets.
- Javascript, Ruby, HTML/ CSS, SQL (familiar) Python.
- React, React-Native, Redux, Redux-Thunk, Bootstrap, Material UI, Sass, Socket-io, jQuery, Firebase, AWS, Nginx, Webpack, Babel, AWS Services, Virtual Private Servers, Heroku.
- Javascript, Ruby, SQL, HTML5, CSS3, Node.js/ Express, React, Redux, jQuery Bootstrap, Ruby on Rails, EJS/ERB, MongoDB, Sinatra, Socket-io, Firebase, Mocha/Chai, Firebase, Git, Github, Heroku.

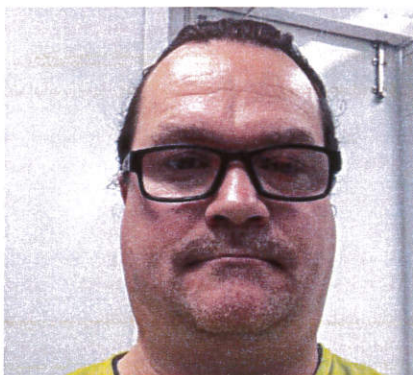
### LENGTH OF EMPLOYMENT WITH FIRM

- 6 years

### MUNICIPAL/PUBLIC SECTOR EXPERIENCE

- 3 years





## ROBERT BARNES

LEAD FIELD ENGINEER  
AISG

---

Robert Barnes started out as a technician working in the IT field, working his way up to his current position of Lead Field Engineer. In his current role, he is proficient at leading crews/teams that deliver accurate, on time customer centered services. He is adept at streamlining processes in order to increase effectiveness, is a skilled trainer and project leader.

### EDUCATION

- Gilmer High School

### CERTIFICATIONS

- Avigilon
- Honeywell
- Pelco
- Flir
- Axis
- Video Insight
- AMAG
- OSHA 10
- OSHA 30

### ASSOCIATIONS

- Building Industry Consulting Services International (BICSI)

### LENGTH OF EMPLOYMENT WITH FIRM

- 8 years

### MUNICIPAL/PUBLIC SECTOR EXPERIENCE

- 4 years

### AREAS OF EXPERTISE

- Low Voltage
- Fiber
- CCTV
- Access Control
- Structured Cabling
- Voice
- Data
- Audio/Video



# BRANDON ROBERTSON

FIELD ENGINEER  
AISG

Brandon Robertson started out as a technician working in the IT field, working his way up to his current position. Due to this career trajectory, he has a great understanding of a project from all dimensions. In his current role, he is proficient at directing teams that deliver accurate, on time customer centered services. He is adept at streamlining processes to increase effectiveness, is a skilled trainer and project leader.

## EDUCATION

- Redlands High School

## CERTIFICATIONS

- Avigilon
- Honeywell
- Pelco
- Flir
- Axis

## ASSOCIATIONS

- Building Industry Consulting Services International (BICSI)

## LENGTH OF EMPLOYMENT WITH FIRM

- 5 years

## MUNICIPAL/PUBLIC SECTOR EXPERIENCE

- 2 years

## AREAS OF EXPERTISE

- Low Voltage
- Fiber
- CCTV
- Access Control
- Structured Cabling
- Voice
- Data
- Audio/Video



# COST ESTIMATE

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## EXHIBIT A SCOPE OF SERVICES

PROJECT MANAGEMENT SERVICES: \$75.00

LEAD TECHNICIAN: \$75.00

INSTALLATION TECHNICIAN: \$75.00

CONFIGURATION TECHNICIAN: \$75.00

### **Sample Job #1:**

Scope of Work: Provide and install four (4) Category 6a cables to a new office. Cable run is 200 feet each, in an air return ceiling area. The four cables will be terminated into a contractor-provided 24-port patch panel on one-side and 8P8C-type Category 6a modules on the station side, two on one wall and two on an adjacent wall. Assume a clear path in the ceiling to the patch panel and the station side, utilizing Erico, or similar, J-hooks in the ceiling for cable pathway support. On the station side, assume there is flex conduit running from a single gang outlet box to the top of each wall, in a stub-out fashion.

- 1) Provide a breakdown of hours to be billed.
- 2) Provide a breakdown of cost of materials.
- 3) Provide details and amounts of any and all other charges that would be billed to the City.
- 4) Provide approximation of elapsed time to complete work, beginning from authorization to final acceptance.

SEE BELOW...

Materials Worksheet									
Qty		Material Description		Unit Cost			Unit Sell	Extended Sell	
1		CAT6 CABLE					\$253.85	\$253.85	
2		SURFACE MOUNT BOX					\$9.25	\$18.49	
2		2-PORT FACEPLATE					\$2.71	\$5.42	
8		10FT PATCH CABLES					\$9.51	\$76.06	
1		24 PORT PATCH PANEL CAT6					\$176.92	\$176.92	
25		J-HOOKS					\$6.69	\$167.31	
1		VELCRO					\$41.54	\$41.54	
								Mat. Sell	
								\$739.58	
				Sales Tax (Cost / Sell Price): 10%				\$73.96	

Labor Hours Worksheet									
	<b>Total Units</b>	<b>AISG</b>	<b>Labor Hours</b>	<b>Labor Hours</b>				<b>AISG</b>	<b>AISG</b>
	<b>Per Task</b>	<b>Description of Labor Task</b>	<b>Per Task</b>	<b>Extended</b>				<b>Labor Rate</b>	<b>Labor Sell</b>
	1	Physical Site Survey / Project Research / Recommendations	4.00	4.00				\$75.00	300.00
	2	Cable/Install (2) Cat6 Cables for Universal "Dual" Office Outlet	3.00	6.00				\$75.00	450.00
	2	No Physical Single-Gang Outlet Box. New Single-Gang Mud-Ring Cut-in/Installed	1.50	3.00				\$75.00	225.00
	2	Travel Charge	1.00	2.00				\$75.00	150.00
	1	Small Project Final Deliverables (Floor Plans, Cat6 Test Results, Digital Photos)	2.00	2.00				\$75.00	150.00
				<b>Total Labor Hours</b>					
				<b>17.00</b>					
									<b>AISG Labor Sell</b>
									<b>\$1,275.00</b>
				<b>Labor Sales Tax 10%</b>					<b>\$127.50</b>

PROJECT TOTAL LABOR & MATERIAL: \$2,014.58 + TAX IF APPLICABLE.  
 WORK TO BE COMPLETED IN 1-2 DAYS.

**Sample Job #2:**

Scope of Work: Contractor shall provide and install one 12-strand single-mode fiber optic cable running from the basement MDF to the 8<sup>th</sup> floor IDF.

- Fiber optic cable will terminate in the basement MDF onto a contractor-provided fiber patch panel with ST-type connectors.
- In the 8th floor IDF, fiber optic cable should terminate onto a contractor-provided fiber patch panel with ST-type connectors.
- Rack space required exists at both termination points.
- Fiber optic cable should be rated for 10 Gig over the entire installation length and meet all fire standards for this type of installation.
- One, empty 4-inch conduit exists between the MDF in the basement and the basement IDF (the basement IDF is vertically stacked with the IDF's on the floors above, including the destination 8th floor IDF).
- Contractor shall provide and install four (4) one-inch, non-plenum, corrugated innerduct from the basement MDF to the basement IDF via existing 4-inch conduit noted above which is 150 ft in length.
- At the exit point of the conduit in the basement IDF, transition one (1) of four (4) installed innerduct to one (1) one-inch, riser-rated, corrugated innerduct, which will traverse from the basement IDF through the IDF on each floor above, up to the 8th floor.
- Contractor shall provide (1) 4-inch core hole between the basement IDF and the 1st floor IDF.
- Building Facilities Management has determined that floor is clear of obstruction for a 4-inch core.
- Core hole shall be sleeved, and fire stopped per local, state, and industry standard codes.
- Remaining floors have an existing conduit for the riser-rated, corrugated innerduct to pass through.

- 1) Provide a breakdown of hours to be billed.
- 2) Provide a breakdown of cost of materials.
- 3) Provide details and amounts of any and all other charges that would be billed to the City.
- 4) Provide approximation of elapsed time to complete work, beginning from authorization to final acceptance.

**SEE BELOW...**



## Materials Worksheet

[illegible]

## Labor Hours Worksheet

-	-	-	-	-	-	-	-	-
	<b>Total Units</b>		<b>Labor Hours</b>				<b>AISG</b>	<b>AISG</b>
	<b>Per Task</b>	<b>Description of Labor Task</b>	<b>Extended</b>				<b>Labor Rate</b>	<b>Labor Sell</b>
	1	Physical Site Survey / Project Research / Recommendations	4.00				\$75.00	300.00
	8	Assemble/Install 20-foot section of 2" FIBER Pathway/Cable Conesalment at IDF/MDF	12.00				\$75.00	900.00
	500	Cable/Install 12-Strand (OM3) Fiber Backbone from MDF to IDF-1 (500-ft)	15.00				\$75.00	1,125.00
	24	Terminate/Label/Test (OM3) Fiber connectors per strand	12.00				\$75.00	900.00
	2	Assemble/Install (1U) Rack-Mount Fiber Housing at IDF/MDF for Fiber Connector Panels	2.00				\$75.00	150.00
	2	Core Drill	6.00				\$75.00	450.00
	2	Travel Charge	2.00				\$75.00	150.00
	1	Small Project Final Deliverables (Floor Plans, Cat6 Test Results, Digital Photos)	2.00				\$75.00	150.00
-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-
			<b>Total Labor Hours</b>					
			<b>51.00</b>					<b>AISG Labor Sell</b>
								<b>\$3,825.00</b>
			<b>Labor Sales Tax 10%</b>					<b>\$382.50</b>

PROJECT TOTAL LABOR & MATERIAL: \$7,334.94 + TAX IF APPLICABLE.  
 WORK TO BE COMPLETED IN 1-3 DAYS.



EXHIBIT B



COMPENSATION

Fee Proposal including hourly rates if applicable

Minimum two hour charge.

Project Hourly Rates:

PROJECT MANAGEMENT SERVICES: \$75.00

LEAD TECHNICIAN: \$75.00

INSTALLATION TECHNICIAN: \$75.00

CONFIGURATION TECHNICIAN: \$75.00

Service Hourly Rates:

Normal Business Hours 2-Hour Response: \$95.00

After Business Hours 2-Hour Response: \$125.00

Normal Business Hours 4-Hour Response: \$95.00

After Business Hours 4-Hour Response: \$125.00

Normal Business Hours 24-Hour Response: \$95.00

Normal Business Hours 48-Hour Response: \$85.00

Normal Business Hours 72-Hour Response: \$85.00

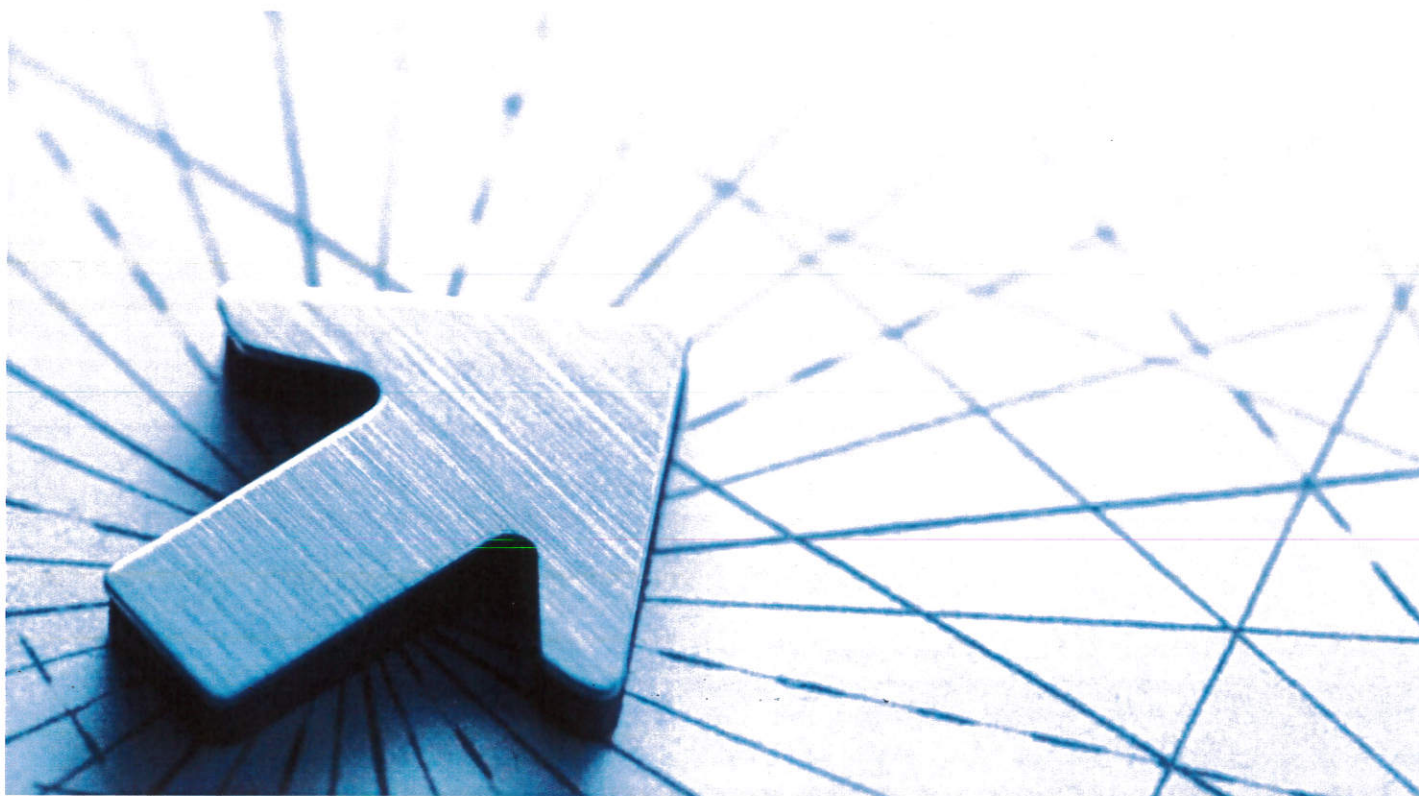
Travel Charge: \$75.00



# REFERENCES

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1. Client and Site: ConEd - Mt. Vernon Substation  
Value of Project: \$15,504.72  
Location: Mt. Vernon, New York  
Year Completed: July-August 2020  
Project Type: Video Surveillance Upgrade  
Project Description: Conduit, Cable run and upgrade CCTV System  
Client Contact: Brian Kennedy  
Email: KennedyB@coned.com  
Phone: 917.921.1358
2. Client and Site: Signal Energy - Intersect Titan Project  
Value of Project: \$212,272.00  
Location: Chattanooga, TN 37421  
Year Completed: August 2020 - March 2021  
Project Type: Perimeter, Switchyard, O&M Electronic Security - Video Surveillance and ACS System  
Project Description: Video Surveillance for Perimeter Security of Substation, O&M Building and Access Control  
Client Contact: Brian Christie  
Email: Brian.Christie@signalenergy.com  
Phone: 423.541.7110
3. Client and Site: Clearway Energy - Rattlesnake Wind Project  
Value of Project: \$226,603.53  
Location: Ritzville, WA 99169  
Year Completed: March 2021 - June 2021  
Project Type: Fiber Perimeter Security, Switchyard, O&M Electronic Security - Video Surveillance and ACS System  
Project Description: Perimeter, Switchyard, O&M Electronic Security - Video Surveillance, Inground Perimeter Security and ACS  
Client Contact: Philip Gong  
Email: Philip.Gong@clearwayenergy.com  
Phone: 928.566.9878
4. Client and Site: Rosendin Electric - Townsite Solar Project  
Value of Project: \$241,311.14  
Location: Boulder City, NV 89005  
Year Completed: December 2021  
Project Type: Security, Switchyard, O&M Electronic Security - Video Surveillance and Access Control System  
Project Description: Perimeter, Switchyard, O&M Electronic Security - Video Surveillance, PTZ Perimeter Security and ACS  
Client Contact: Bill Blose  
Email: bblose@rosendin.com  
Phone: 702.258.1430



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**American Integrated Security Group**

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