



**BID: CMGR-180039-MS**  
IT CONSULTING SERVICES



**BUSINESS CONFIDENTIAL**  
**11/30/2017**

Extensys, Inc.  
253 Pine Avenue North  
Oldsmar, FL 34677

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## Technical Proposal

### Executive Overview

Extensys, Inc. (Extensys) is an enterprise IT solutions integrator and managed services provider. The company has been delivering IT services and solutions since 2002. Extensys currently maintains our headquarters in Oldsmar, FL with a regional office in Miami, FL. Additionally, we have technical and supporting resources located throughout the state of Florida.

We partner with our clients to help design, implement, and manage infrastructure that supports mission-critical business applications.

What sets Extensys apart is our ability to leverage our broad technology expertise across various industries, coupled with a streamlined and flat organizational structure. This allows Extensys to be agile, and flexible while providing rapid response times to customer needs and challenges.

### Mission Statement

Our mission is to have a shared vision with our customers to deliver scalable technology solutions that seamlessly align IT with business initiatives. This is accomplished by leveraging our experience, methodology, certified engineers and customer advocacy approach in search of the most cost-effective solutions from our manufacturers.

Our deep skills in data center, network design and implementation allow us to provide complete solutions to customers regardless of the applications chosen.

### Values

- |   |   |
|---|---|
| <input type="checkbox"/> Integrity & Trust            | <input type="checkbox"/> Professionalism & Competence |
| <input type="checkbox"/> Sense of Ownership & Urgency | <input type="checkbox"/> Teamwork & Partnership       |

Extensys also has experts in the area of Internet of Things (IoT). IoT will be the backbone and cost effective innovation behind the “New American City”. The resources, talent, and time our team dedicates to IoT allows us to be a unique provider as we understand the full realm of technology solutions. Extensys has also been recognized by Cisco this year by being named the winner of the Innovation Award for our Internet of Things (IoT) life safety solution. Our smart city solution includes wired, wireless networking, access control, LED lighting, voice, and paging technologies.

### Internet of Things (IoT)

Extensys is leading the charge in Florida in the delivery of IoT solutions, enhancing unified communications with life safety; emergency notification and physical security for Local Government, Education and Non-Profit. We are rapidly expanding our IoT solutions to include energy management via smart lighting, access control, HVAC and sensor management.

Extensys has extreme capabilities, experience, and examples assessing, choosing, designing, and implementing technology solutions for Florida government institutions since our inception in 2002. Although not entirely relevant for this bid, we have assisted clients on a global scale with their technology needs. Very few clients can be experts in software selection as well as technology solutions. ERP is an application that needs the technology behind it to meet and exceed functionality goals. When refreshing your technology for this project, Extensys has the understanding of the marketplace and solutions that will allow City of Gainesville to spend the dollars to support the ERP system but – more importantly – to support current and future goals for your community.

### There are two fundamental points in this statement:

1. Extensys can assist with City of Gainesville technology refresh needed for their multiple and long City of Gainesville-CMGR-180039-MS

term needs (including but not limited to ERP) in an innovative and cost effective fashion (where our strength aligns with your City Vision)

2. Extensys is an expert in IoT – helping to create the “New American City” for City of Gainesville

This project will advance the next step in City of Gainesville technical infrastructure needed to develop the “New American City”. This will create a safer environment for your community members, increase jobs, and allow City of Gainesville to add to the following awards you have won thus far:

<http://www.cityofgainesville.org/Community/AboutGainesville/GainesvilleAwards&Recognition.aspx>

as well as assist in the creation of your new strategic plans:

<http://www.cityofgainesville.org/CityManager/StrategicPlanning/CityStrategicPlan.aspx>

The Extensys team welcomes the opportunity to present our solution in person followed by a question and answer period.

## Price Proposal

See Addendum #1 and Appendix #12

## Qualifications

### Appendix #1

**MIKE WILKINSON**  
**SENIOR CONSULTANT**



#### Core Strengths

- Server Infrastructure
- Network Security
- Database Administration
- Data Protection / DR
- VMware Expert
- Microsoft Expert
- Storage Infrastructure
- PCI/DSS Compliance
- Internet/System Forensics

#### Professional Experience

Mr. Wilkinson is a results-driven professional with 15 years of experience spanning server/storage management, network management, environment design, digital forensics, and system security. Dealing with Server/Storage Design, implementation, and a rule for following Industry Best Practices. He started out as programmer who worked his way into systems administration, then storage network administration, and onto managing the internal IT security team at a leading mortgage company, which has given him experience with a vast range of products and solutions. Mike is known for his troubleshooting ability and a strong desire to stay current with the latest technologies, broadening his skill set.

Prior to joining Extensys, Mike led the server/storage infrastructure team at Taylor, Bean & Whitaker Mortgage Corp and was responsible for designing the server and storage networks, growing the company from 30 servers to over 600.

#### Notable Assignments

##### **Masonite International**

Designed and implemented a SAN consolidation effort, reducing the environment down from 3 separate SANs to a single VMAX. Coordinated the migration from the old SANs to the new storage. After the migration to the new storage, designed and implemented a new backup storage system, replicating backups as they occur to an offsite datacenter, eliminating the need for daily tape copies.

##### **VeriFone, Inc.**

Designed and implemented a PCI complaint datacenter solution from the floor up. The company is migrating from existing fragmented datacenters to the new environment, resulting in streamlined operations.

##### **Infinite Energy**

Designed and implemented a full VMware infrastructure with underlying storage. This project allowed the company to move from many physical servers to a few virtual hosts, saving in datacenter space, power and cooling.

#### **Arbitration Forums**

Design and implemented a Storage environment with a corresponding VMware environment. The environment utilized SAN Replication and VMware Site Recovery Manager to replicate the environment to a DR facility and provide failover between sites.

#### **Laser Spine Institute**

Deployed a new backup infrastructure resulting in a 90% improvement in the backup window across all sites in the environment.

#### **Specialty Areas**

- **Data Protection and Disaster Recovery**
- **Server and Storage Infrastructure**
- **Server / Network Security**

#### **Certifications:**

- **ACE** – Access Data Certified Examiner
- **Cisco Data Center Unified Computing Design Specialist** – Cisco Nexus / UCS Design
- **Cisco Data Center Unified Fabric Design Specialist** – Cisco Nexus / SAN Fabric Design



**GREG RENNER**  
**VICE PRESIDENT OF**  
**SERVICES CCIE-#5869**

**Core Strengths**

- Strategic Network Planning
- WAN Network Engineering
- QoS Voice and Multimedia
- Network diagnosis & troubleshooting
- Core Network Protocols
- Firewall,Router & LAN switch configuration, deployment & support
- IBM SNA IP migration
- Wireless Networks
- Network Design & Implementation
- Complex LAN / WAN network design
- Requirements determination and analysis

**Professional Experience**

Mr. Renner has enjoyed a 17-year career in the Computer Networking industry. His background includes project experience with a wide variety of hardware and software platforms. Mr. Renner has demonstrated the ability to design, implement, and troubleshoot complex environments involving Cisco and HP networking equipment. Mr. Renner started his career seventeen years ago at the New York Stock Exchange as a Telecommunications Specialist, his training and experience has evolved with the demands of the field. The floor of the NYSE afforded him the experience of working under high pressure with great attention to detail on networks that were relied upon worldwide. His career path led him to the Department of the Treasury, where he designed, configured, and deployed networks that were heavily relied upon for speed, security and accuracy. As Senior Consultant for Dimension Data and Premier Systems, Mr. Renner was able to utilize this extensive experience to meet the demands of companies of all sizes. With the broad range of equipment, design, and implementation experience, Mr. Renner is able to help clients reach their networking technology goals and service demands for MDIntellesys.

**Notable Assignments**

**US Department of Treasury** – Design Engineer for the design, and implementation of IBM SNA IP migration. Replaced legacy IBM front end processors using DLSW+ , Cisco Channel Interface Processor cards, TN3270, and STUN. Responsible for design and implementation entire network infrastructure.

**International Mortgage Corporation Call Center**– Design Engineer responsible for creating a network infrastructure to support a global Voice over IP network. Mr. Renner designed, configured, and deployed a network infrastructure to support VOIP to India,



Japan, and Taiwan. The network which includes quality of service, high-availability, and comprehensive management supported remote call centers.

**International Manufacturing Corporation** – Design Engineer responsible for creating a secure global Virtual Private Network (VPN) network. Mr. Renner designed, configured, and deployed a secure VPN solution to over 60 sites. This network replaced an existing slow and costly frame-relay network.

**Large Health Insurance Corporation** – Design Engineer for the design, and implementation of IBM SNA IP migration. Deployed Channel Interface Processors (CIP) to connect multiple Main Frames within a large geographical area.

### **Specialty Areas**

**Planning** - Perform in-depth analysis of network infrastructure requirements, study business growth and requirements, and recommend short-term and long-term network strategies.

**Design** - Provide configurations and documentation for new security components and local and wide area networks utilizing TCP/IP, IPX, AppleTalk, VINES, DECnet, NetBIOS, and SNA protocols. Develop strategies for deployment of IP and VLAN schemes, including redundancy and implementation of routing protocols such as OSPF, EIGRP, RIP, and BGP and network protocols such as IP, IPX, AppleTalk, VINES, and DECnet.

**Implementation** – Responsible for project management, physical implementation, and complete documentation of multiple networks consisting of Cisco Firewalls; Cisco, 3Com and Nortel Networks routers; Cisco, 3Com, and Nortel Networks LAN switches; EIGRP, IGRP, OSPF, BGP, and RIP routing protocols; and IP, IPX, AppleTalk, VINES, and DECnet network protocols.

**Operations** - Provide network management and support using SNMP-based management platforms. Provide network analysis for WAN, Ethernet, and Token Ring networks using Network General Sniffer. Provide standardization guidelines for device software and configuration files.

### **Certifications:**

- Cisco Certified Internetworking Expert (CCIE #5869)
- Cisco Certified Network Professional (CCNP Voice Access)
- Cisco Qualified Specialist Content Networking
- HP Accredited Systems Engineer (ASE)

Cisco Qualified Specialist Wireless.

**VINCE BAUER**  
**PRINCIPAL CONSULTANT**



**Core Strengths**

- Leadership
- Enterprise Executive Management
- International Experience
- Vision and Strategy
- Data Center Relocations
- Mergers & Acquisitions
- Organization Building
- PMO Implementations
- Project Program Development
- IT Audits

**Professional Experience**

Successful 30 year career with a background in software development, infrastructure and executive management. I have led Development and IT management efforts for Fortune 500 companies, including Prudential Insurance, Verizon, VeriFone, Publix Supermarkets, Tech Data, and Kaiser Permanente.

My broad experience includes the executive management of an IT department for a \$500 million dollar HealthCare company dealing with critical patient life issues while maintaining a 24/7/365 environment in 3 different time zones.

I have managed the IT efforts of Corporate Acquisitions and Mergers of several companies while integrating the new company's computer systems.

I have successfully managed over 20 data center and relocation efforts utilizing our companies own data center relocation methodology.

I thrive in environments where I help clients achieve their strategic IT goals.

**Notable Assignments**

**International Health Care Corporation** – Led companies IT operations as Vice President of technology. Managed \$29 million budget and 120 people in 8 departments, including development, business analysis, production support, quality assurance, configuration management, data base management, networking, and telecommunications; actively managing 85 systems projects.

**International Tool Distribution Corporation** – Hired to consult with corporate CIO on creation of entirely new IT department and infrastructure to support new international business. Created program to seamlessly integrate new trading partners with B2B methodologies and support structures. Also consulted with CIO and executive board on corporations future IT technology roadmap.

**International Software Infrastructure Corporation** – Managed implementations of the core B2B product and developed interfaces for prospective business partners. Led development of integration software to provide efficient interfaces between companies in a virtual business park, using Java J2EE architecture, MQSeries, CICS, JCL, and XML Workflow Objects for communication between active components.

**Pinellas County Schools** – Created Program Office for \$1.35 billion dollar county governments wireless project to implement centralized wireless solution in 160 schools. Crafted all methodologies and processes for internal staff as well as external vendors. Responsible for creating process for scheduling and change control of all projects under program.

**National Utility Wireless Corporation** – Managed design and implementation of ‘Bleeding Edge’ wireless software to support Utility dispatch and field support operations for Utility service fleets.

**Law Enforcement** – Managed the construction and relocation of Data Center for largest county Sheriff’s department in the state of Florida. Lead all planning and implementations for main IT and Dispatch center as well as 10 remote departments. Program designed for full disaster recovery capability as well as hardware and software virtualization prior to relocation.

**VeriFone** – Lead management effort to construct new data centers in London England and Paris France. Planned and managed all phases of construction, coordination and communication for VeriFone

**Suncoast Hospice** – Consulted with Suncoast Hospice CIO to build the management effort to restructure Hospice’s IT department. Also managed efforts to migrate Hospice to the Citrix platform as well as re-engineering the company’s network and storage infrastructure

## Specialty Areas

### ■ Executive Management:

Managed complex IT organizations – Development, Business Analysis, Production Support, Quality Assurance, Configuration Management, Risk Management, Change Control Management, Data Base Management, Networking, and Telecommunications.

### ■ Project Management:

Direction of mission-critical systems. Designed of strategic corporate project methodologies for IT departments for future growth and scalability. Management of client relationships and expectations; resolved issues. Establishment of PMO offices. Creation of Enterprise Risk Management Programs .

■ **Software Development:**

Direction and Leadership of all aspects of the IT software development and maintenance life cycle. Direct and design software architecture utilizing best practices and approach for staffing and environmental structure

**Certifications:**

- Computer Science - James Madison University
- Villanova University – Project Management Masters cert
- Member Project Management Institute (PMI)

**CHRIS SCOTT**  
**SOLUTIONS ARCHITECT**



**Core Strengths**

- HP / Cisco Network
- SAN Infrastructure Planning & Design
- Enterprise Storage Planning and Design (EMC, HP, Dell/Equallogic)
- HP-UX Migrations
- Wireless (802.11) Network planning
- MS Active Directory
- MS SQL Server
- MS Exchange
- MS Terminal Services design
- IBM U2 Database
- HP Data Protector
- EMC Networker Planning
- Vmware ESX/Vsphere & Server planning
- Linux (REDHat, SuSE, CentOS) Migration

**Professional Experience**

Mr. Scott has 15 years of experience in the Information Technology Industry. Starting out at Southeastern College in Lakeland Florida, Chris worked side-by-side administrators to do many network upgrades, system level upgrades including migrating from an NT3.51 Domain to NT4 Domain. After 1 year of service at Southeastern, he moved into a System Administrator role at Integrated Supply Network in Lakeland Florida. Chris was responsible for everything from the network, to servers, to storage across 7 locations in the United States. Chris helped ISN through his technical knowledge support and grow from \$75 million/year company in 2000 when he arrived to \$150 million/year when he left in 2005. His notable achievements at ISN are as follows: Migrated from NT4.0 Domain to Active Directory 2000 Domain. Deployed Windows 2000 terminal services nation wide in a 150 user environment. Migrated from a sendmail based email system, to a more modern Exchange based email system. Went through several HP-UX upgrades from an old K based system to the current RX6600 in production today. Upgraded Frame Relay based network to a VPN based network, to eventually an MPLS based network for voice over IP. After 5 years (Jan 2000 – May 2005) at ISN Chris became a consultant for Extensys, Inc. where he works today. He has contributed to projects ranging from networking to storage. He has deployed networks end to end for Extensys, Inc. including the hardware configuration, software configuration, storage, networking, backup and built entire departments based on his knowledge and experience.

**Notable Assignments**

**Integrated Supply Network** – System Administrator for 5 years, continued consulting support. Helped plan, build, maintain their entire network infrastructure, server architecture, enterprise storage, enterprise application. Deployed an enterprise wide Terminal Services environment with over 150 users across 6 locations in the United States. Helped migrate from a HP-UX K-box to RX6600 (Itanium) including HP-UX software upgrades, Universe Database Level Upgrades, and 3<sup>rd</sup> party software upgrades. Upgraded and maintained enterprise storage system, upgraded from Adataco raid array to HP VA7100, to HP VA7110, to HP EVA3000, to the EMC CX4-120. Helped maintain and deploy an secure e-commerce system using Softshare. Setup frame relay, VPN, and

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MPLS networks across 7 locations in the US, VOIP is done over the MPLS network that stands today. Migrated them to a VMWare server environment for business continuity and to help leverage their hardware.

**Renaissance Steel**– Designed, engineered and deployed their entire datacenter including the network, the phone system (Mitel), servers, active directory, backup system (Veritas BackupExec), and production system. Setup VPN connectivity between their engineering site in Columbia South Carolina and their headquarters in Tampa Florida. VOIP is run over this network. Setup email system (Microsoft Exchange), and helped them deploy their remote email system on their Palm Trio's.

**Tampa Bay Workforce Alliance** – Designed their clustered Exchange environment, upgraded from Exchange 2000 to 2003 cluster. Helped design and implement terminal services in their environment at their Brandon location. Helped install their MSA1000 Storage Array, upgraded it recently including a secondary controller, upgraded memory. Migrated them to a VMWare server environment for business continuity and to help leverage their hardware.

**Hillsborough Community College** – Upgraded them from an HP-UX N4000 to an RP7420 environment including their custom applications and 3<sup>rd</sup> party applications. Helped them troubleshoot performance issues with the N4000 and 3<sup>rd</sup> party application. Migrated them to HP Data Protector and trained staff on how to use this product. Cleaned up SAN Switch level zoning to help performance and conflicts they were having. Made recommendations to help improve system performance at all levels, hardware, software, and storage. Documented entire system upgrade process for them to use in the future. Recently, Chris has again helped them reverse-engineer their WebAdvisor product and redeployed it on a virtual environment. Chris has helped them upgrade their SAN environment (CX4-240) including Disaster Recovery replication (SANCopy). Chris has also built up their infrastructure including getting them into VMware vSphere environment running on a HP C7000 Blade Chassis. Chris has helped them upgrade their load balancers as well from a Coyote Point to a Cisco based load balancer environment.

**Suncoast Schools Federal Credit Union** – Assisted them upgrade their Clariion CX400 to a CX3-40 and migrate off their Symmetrix to the CX3-40. Converted their SAN from McData to Cisco based, and helped them balance performance on their applications. Migrated imaging servers, clustered SQL servers, and clustered application servers. The servers serve their client base as well as their users.

**Masonite** – Implemented an email archiving solution for a 3000 mailbox exchange environment. Lead the project management of the project from start to finish. Tested backup and recovery, mailbox extension including integration with Outlook, and Outlook Web Access both local and remote. Documented the process and helped with the deployment to the end user. Saved the company an average of 40-50Gbyte per storage group in exchange by archiving all of their attachments older than 30 days.

**McNichols** – Implemented a brand new CX3-20 Clariion array into their Linux/VMWare environment. Installed EMC Networker and helped them create a backup schedule for

their environment. Built a 2.5TB backup to disk (EMC) backup server and cloned the backups to tape. Project managed and documented the project from start to finish.

**St. Petersburg College** - Upgraded two CX400 Clariion array's to CX3-40's, project managed the entire upgrade process from start to finish. Helped them re-partition their array to be more performance heavy. Setup asynchronous replication between the St. Pete CX3-40 to the Orlando CX3-40 and tested failover.

**Polk County Sheriff's office** - Chris has taken an integral role with the Polk County Sheriff's Office in upgrading their main infrastructure. Their main systems have been upgraded to include several C7000 Blade Chassis, EVA6400 Storage Array, EVA replication for disaster recovery (Continuous Access), VMware vSphere, in preparation for their new software Tiburon which is used to operate the Sheriff's Office on a day-to-day basis.

**Verifone** - Chris was placed in Verifone as a replacement for a let go system administrator. He assisted the other system administrators on a daily basis with normal administrative routines. More than that Chris helped bring VMware into full swing in the environment, including a 20-host cluster deployment with over 150 VMs that were P2V'd from physical machines. He installed their Equallogic storage array in the environment and designed the iSCSI network infrastructure for them. Chris also assisted with Disaster Recovery Planning sessions as well as day-to-day backup operations.

### **Specialty Areas**

**Planning** - Perform in-depth analysis of system infrastructure requirements, study business growth and requirements, and recommend short-term and long-term network strategies.

**Design** - Provide configuration and documentation across a wide variety of hardware and software from multiple vendors and manufacturers. Including networking, storage, Intel hardware, Microsoft software, Cisco hardware and software, HP hardware and software.

**Implementation** - Responsible for project management, physical implementation, and complete documentation of hardware, software, networking, storage including the following vendors: Intel, Microsoft, Cisco, HP, EMC, VMWare, IBM, Compellent.

**Operations** - Understands the interoperation of many components within an enterprise datacenter, can provide troubleshooting skills necessary to solve any operational issues regardless of area. Able to provide the generalized expertise that can help bring many different areas of technology together

### **Certifications:**

- HP Procurve Accredited Systems Engineer (ASE)
- EMC Storage Certified
- VMWare VCP 5

- Citrix CCEE
- Compellent Storage Certified



**MIKE SCHOOLEY**  
**SENIOR CONSULTANT**  
**CCIE# - 8127**



**Core Strengths**

- Strategic Network Planning
- Network Design and Implementations
- WAN Engineering
- Video Surveillance Multicasting
- Firewall, Router & LAN Switch Configuration, Deployment and Support
- Layer 7 Load Balancing
- Wireless
- LAN / WAN Network Design
- QoS Voice and Multimedia
- Network diagnosis and troubleshooting
- Acquisitions and Integrator
- Teambuilding
- Requirements determination and analysis

**Professional Experience**

Mr. Schooley has enjoyed a 19-year career in the Computer Networking industry. During this time he has varied his engagements enough to continuously expand his area of expertise while at the same time enhancing his core competence in network design and troubleshooting.

**Notable Assignments**

**VA Hospital** - Deployed Cisco wireless solution using Cisco wireless controllers, approximately 400 LWAPP access points, using FIPS compliant security with air fortress and 802.11i. During this engagement he also optimized the LAN infrastructure through the implementation of Cisco best practices.

**Mach** - Responsible for implementation of 1000 user VOIP solution using Trixbox CE. This solution spanned 6 countries 8 locations over Verizon MPLS backbone with QOS implemented. Developed RFP's for new three site Metro-Ethernet backbone in the US. Negotiated with vendors for hardware and circuits. Designed and implemented redundant WAN using BGP and OSPF for sites in India. Provided project plan within specified budget requirements.

**Computer Science Corporation** - Architected the move of over 700 users to a new location. This included working with other business functions like Facilities, Security, Engineering, etc. to manage the move of entire site with minimal to no downtime. Implemented Cisco wireless to support over 300,000 sq ft, and a new Call Manager VOIP system for the 700 users including Cisco Emergency Responder for e911, and coordinating this function with the carrier.

**Anixter, Inc., SBC Datacom** - Technology specialist responsible for the implementation of large-scale networks and integration projects. Responsibilities included contract

negotiations, detailed design presentations, resource and personnel management, as well as consulting and installation services.

Network projects have supported protocols and topologies such as IP, IPX, DLSw, RIP, OSPF, BGP4 AppleTalk, NetBIOS, Source Route Bridging, DECnet, Frame Relay, PPP, ISDN, ethernet, token ring, FDDI, ATM, remote access, routing, switching, firewalls, and intrusion detection systems.

### **Specialty Areas**

**Planning** - Perform in-depth analysis of network infrastructure requirements, study business growth and requirements, and recommend short-term and long-term network strategies.

**Design** - Provide configurations and documentation for new security components and local and wide area networks. Develop strategies for deployment of IP and VLAN schemes, including redundancy and implementation of routing protocols such as OSPF, EIGRP, RIP, and BGP.

**Implementation** - Responsible for project management, physical implementation, and complete documentation of multiple networks consisting of Cisco Firewalls; Cisco, 3Com and Nortel Networks routers; Cisco, 3Com, and Nortel Networks LAN switches; EIGRP, IGRP, OSPF, BGP, and RIP routing protocols.

**Operations** - Provide network management and support using SNMP-based management platforms. Provide network analysis for WAN, Ethernet, and Token Ring networks using Network General Sniffer. Provide standardization guidelines for device software and configuration files.

### **Certifications:**

- Cisco Certified Internetworking Expert (CCIE #8127)
- Masters of Science, Management Information Systems
- Cisco Optical Networking
- CCSA/CCSE Checkpoint



**BRIAN HAMM**  
**SECURITY CONSULTANT,**  
**CISSP #30400**

**Core Strengths**

- Wired and Wireless Security assessments
- Network Performance Analysis
- Network Design and Implementation
- Firewall, LAN/WAN/WLAN Switch Configuration, Deployment & Support
- Network Protocol Analysis Expert

**Professional Experience**

Mr. Hamm has worked in the Computer Networking industry since 1991. During the last 10 years at Extensys Mr. Hamm has worked with many customers designing and troubleshooting both wired and wireless networks including architecting and leading a global deployment of Cisco wireless for Lucent Technologies as well as a multisite solution with Network Access Control integration for Hillsborough County Government. Prior to Extensys Mr. Hamm built data networks for call centers for AT&T and was responsible for network services for Lucent's DMZ and Corporate Data Center. His experience ranges from, low level protocol analysis to technical product evaluations to project management. Mr. Hamm's strong protocol analysis skills have enabled him to troubleshoot complex networking problems in multi-vendor environments. With the broad range of equipment, design, and implementation experience, Mr. Hamm is able to help clients reach their networking technology goals and service demands for Extensys.

**Notable Assignments**

**Global Wireless Deployment for Lucent Technologies** – Architected designed and documented template deployments and then project managed its implementation across North America, Europe and Asia.

**Hillsborough County Government** – Designed and implemented wireless solution that integrated network access controls for client device security verification prior to access.

**Hillsborough County Public Schools** – Helped HCPS troubleshoot problematic fiber transceivers causing problems with their Sago WAN. Also identified cause of performance problems with network caches.

**Lucent/AT&T** – Supported DMZ and Corporate Data Center Networks. Responsible for design and implementation of Layer 2-7 switching and load balancing in addition to protocol analysis and performance management. Network Design and Implementation for 30 call centers and 17,000 agents across the US.

**Specialty Areas**

- **Security** - Perform network analysis of current security posture. Evaluate policies, processes and procedures, wired and wireless network perimeter, internal and DMZ architectures, access controls and accounting, disaster recovery and business continuity in the network and system arena.
- **Network Design & Implementation** – Layer 2, 3 and 4+ LAN designs with fault tolerance, monitoring and proactive response. Technologies often used include

Spanning Tree, Rapid Spanning Tree, OSPF, VLANs, VLAN Trunking, Multicasting, Content Switching.

- **Operations** - Provide network fault and performance management and support using SNMP-based management platforms. Perform network analysis of application response and network troubles using various types of protocol analyzers. Provide standardization guidelines for device naming and configuration.

### **Certification/Training**

- Computer Information Systems Security Professional (CISSP #30400)
- Cisco Certified Network Associate
- Cisco Certified Design Associate
- Certified Ethical Hacker (C|EH)

## Appendix #2

1. **Project Name:** Infrastructure Refresh

**Client Name:** City of Clearwater

**Timeline:** Aug '2016 – Dec '2016

**Cost:** \$564,000.00

**Number of Resources:** 4

2. **Project Name:** Infrastructure Implementation

**Client Name:** Saint Leo University

**Timeline:** Dec -15 – Dec '16

**Cost:** \$660,000.00

**Number of Resources:** 4

3. **Project Name:** IT Architecture & Design

**Client Name:** Pinellas County School District

**Timeline:** Jan '06 – Present

**Cost:** \$6 million

**Number of Resources:** 12

## Appendix #3

1. **Project Name:** Infrastructure Refresh

**Client Name:** City of Clearwater

**Timeline:** Aug '2016 – Dec '2016

**Cost:** \$564,000.00

**Number of Resources:** 4

2. **Project Name:** IT Architecture & Design

**Client Name:** Pinellas County School District

**Timeline:** Jan '06 – Present

**Cost:** \$6 million

**Number of Resources:** 12

3. **Project Name:** Remote desktop and storage

**Client Name:** City of Port Orange

**Timeline:** Feb '17 – June '17

**Cost:** \$221,000.00

**Number of Resources:** 3

## Appendix #4

1. **Project Name:** New Data Center Implementation

**Client Name:** Pinellas County Sheriff

**Timeline:** Jan '17 - Nov '17

**Cost:** \$256,000.00

**Number of Resources:** 2

3. **Project Name:** Wireless and Infrastructure Installation

**Client Name:** Hillsborough County Schools

**Timeline:** July '17 – Present

**Cost:** \$15,000,000.00

**Number of Resources:** 20

3. **Project Name:** Body Cam Infrastructure

**Client Name:** City of Miami Police

**Timeline:** June '17 – Nov '17

**Cost:** \$275,000.00

**Number of Resources:** 3

## Appendix #5

### Communication Plan Approach

<b>Project Name:</b> Example Plan	<b>Prepared By:</b> Extensys, Inc.	<b>Project Manager:</b> Vince Bauer	<b>Date Prepared:</b> November 27, 2017	<b>Document No:</b> 1
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#### Over all Approach

The overall approach for communication to the cities enterprise will be accomplished through several levels:

**General Corporate Level** – The overall status and informational updates will be accomplished with the submittal to the corporate news letter or other forms of general announcements (ie. Video, company gathering etc)

**Frequency:** Per corporate publication dates

**Executive Level** – A general informational email will be sent to the city executive level stakeholders informing them of the projects scope, timing, needs, and status.

**Frequency: Initial email, weekly status updates**

**Department Level** – Project team will send out project data information. Communication will include project description and data spreadsheets.

- Communicate with department on lead time for corporate information changes.
- Email and phone call as department prepares for cutover. 2 weeks prior

**Frequency: Weekly**

**Employee Level** – Request creation of tab on corporate intranet to contain FAQ's, training video and general

information for employees to review as they start employment with the city or have a change in their phone.

**Frequency: On-going**

Primary Internal Stakeholders	Location	Documents Sent to Primary Internal List	Date
	Department 1		
	Department 2		
	Department 3		
	Department 4		
	Department 5		
	Department X		

Primary External Stakeholders	Documents Sent to Primary External List	Date

Secondary Stakeholders	Documents Sent to Secondary List	Date



## Appendix #6

Yes, Extensys is very familiar and experienced working in both the remote and onsite model. Please see our team structure for further details.

## Appendix #7

The Extensys, Inc. HQ is located in Oldsmar, FL. Our team members reside throughout Florida with the main contact we are proposing for this bid residing out of Ocala, FL.

## Appendix #8

#1

City of Clearwater –

Planned Time: August '16 to December '16

Planned Budget: \$984,000.00

Actual Time: August '16 to December '16 (under budget)

Actual Budget: \$565,000.00

#2

Moffitt Cancer Center

Planned Time: March '17 – April '17

Planned Budget: \$550,000.00

Actual Time: March '17 – March '17 (under hours)

Actual Budget: \$519,000.00

#3

Pinellas County Sheriff

Planned Time: Jan '17 – Nov '17

Planned Budget: \$275,000.00

Actual Time: Jan '17 – Nov '17

Actual Budget: \$256,000.00

## Appendix #9

We actually do not have an extensive history of change orders. We require a risk analysis be done at the beginning of every project we deploy. In the case of The City of Gainesville, we would also key on a master set of requirements that would be approved by all stakeholders prior to work commencing. We normally perform this work in the Discovery Phase of our project methodology. While change controls are not uncommon with projects this large, they should have due diligence performed on them as compared to the base requirements to ensure that they fit the full current and future functionality of the implementation. It will also be essential to understand the Cities continuity of operations prior to the selection of any package. There are many 'off the books' processes that normally grow over time that are not documented. Part of our methodology will be to confirm the cities continuity of operations prior to a full requirements approval. This will also serve as a basis for the cities disaster recovery approach and eventual solution.

## Appendix #10

### Project Approach:

Extensys utilizes an ITIL methodology and 3 main phases to ensure a successful project. This methodology will be utilized for all scopes of this project: **High Level Review**

#### **Phase I: Requirements & Discovery**

- Understand the current systems landscape which includes “as-is” diagrams
- Document business and continuity requirements (including existing and perceived SLA’s)
- Document solution and project requirements
- Document staff knowledge gap and training requirements
- Document and confirm strategic and long term requirements (Executive stakeholders)
- Determine estimated new FTE and support gap analysis
- Document current system performance metrics (LAN/WAN, Storage, Server, VoIP)
- Create full gap report and roadmap for future implementation in each operational area
- Define project approach (Pilot, Parallel, Cutover etc)
- Customer sign-off

#### **Phase II: Planning & Design**

- Determine use of a Pilot deployment
- Create full risk analysis and mitigation plan that will feed continuity and disaster recovery efforts
- Project planning, team formation, cutover dates, system change request
- Create estimated budgets, required FTE involvement times
- “To-be” diagrams, port mappings, BOM, finalized budget (build out)
- Customer sign-off

#### **Phase III: Execution**

- Execution of plan & design
- “As built” diagrams
- Knowledge transfer
- Customer Sign-off

## Appendix #11

In addition to our review in Appendix #9, Extensys, Inc. does ongoing risk analysis and solve the issues before they arise. Through mitigation strategies, we have developed and executed several situations.

## Appendix #12

### Project Team

Team Member	Project Position	Rate (under 481 hrs per person)	Rate (over 480 hrs per person)
Mike Wilkinson	Enterprise Solution Architect	\$195/hr	\$175.50 /hr
Vince Bauer	Project Management	\$200/hr	\$180.00 /hr
Alina Hamm	Business Process Analyst	\$195/hr	\$175.50 /hr
Camille Taber	Account Management	\$0.00	\$0.00
Roland Feijoo	Executive Sponsor	\$0.00	\$0.00
<b>Technical Staff</b>			
Gregory Renner	Network CCIE	\$210/hr	\$189.00 /hr
Mike Schooley	Network CCIE	\$210/hr	\$189.00 /hr
Chris Scott	IoT / New American City	\$225/hr	\$202.50 /hr
Chris Jordan	Server Storage / Cloud	\$195/hr	\$175.50 /hr
John Russell	Voice Collaboration / WiFi	\$210/hr	\$190.00 /hr

Addendum #1

**ADDENDUM NO. 1**

Date: November 16, 2017

Bid Date: November 30, 2017  
at 3:00 P.M. (Local Time)

Bid Name: IT Consulting Services

Bid No.: CMGR-180039-MS

NOTE: This Addendum has been issued only to the holders of record of the specifications and to the attendees of the pre-bid conference held on November 14, 2017.

The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:

1. Any questions shall be submitted in writing to the City of Gainesville Purchasing Division by 5:00 p.m. (local time), November 20, 2017. Questions may be submitted as follows:
  - Email: [sowersma@cityofgainesville.org](mailto:sowersma@cityofgainesville.org)
  - or
  - Faxed (352) 334-3163
  - Attention: Melanie Sowers
  
2. Please find attached:
  - a) Copy of the black out period information (Financial Procedures Manual Section 41-423 Prohibition of lobbying in procurement matters) distributed during mandatory pre-bid meeting.
  - b) List of pre-bid meeting attendees. NOTE: This was a non-mandatory pre-bid meeting.
  - c) Copy of pre-bid presentation.
  - d) Evaluation Criteria Format to replace page 30 (Exhibit E) of the bid documents. Please use this form to submit your requirements and price proposal.
  
3. Melanie Sowers, Purchasing Division, discussed bid requirements.
  - a. Sign-in Sheet is circulating. If you are attending via phone, please email me your Company name, your name, address and contact information.
  - b. Bids are to be received by the Purchasing office no later than 3:00 p.m. on November 30, 2017. Any bids received after 3:00 p.m. on that date will not be accepted.
  - c. Send questions in writing to Melanie Sowers via email or fax.
    - i. All communication through Melanie only. Do not communicate with other City staff.
  - d. Discussed bid due date, time and delivery location.
    - i. Deliver (or have delivered) to Purchasing by 3 PM on November 30, 2017.
  - e. Various forms (i.e. Tabulation of Subcontractor and Material Suppliers) are to be completed and returned with your bid.
    - i. Sign, date and return all Addenda. Make sure to sign your bid form.



4. Ginny Ahuja, Project Manager, discussed the project scope
- a. The purpose of this RFP is to hire an experienced, full-service IT contractor team to provide technical support services for the City's ERP initiative. A single company, not a group of representatives from different companies, must submit a proposal as the prime contractor.
  - b. We did mention within the RFP document that we have 2,200 employees. Our organization is structured such that General Government employees are under the City Manager and Gainesville Regional Utilities (GRU) report to the City Commission. The 2,200 employees are comprised of both organizations. Our IT Services are supported by GRU. GRU is currently using SAP as their ERP product.
  - c. The City has been using the existing technology for the last 20-30 years. The City has the vision of moving towards being the New American City. We are looking for a strong technological baseline. The ERP Project is the first step to get that framework ready by evaluating our as-is status in term of processes and technology.
  - d. This is an estimated timeline – Implementation planned to start before January 2019 by onboarding experts: IT Consulting Firm Selection, Product Selection, Service Implementer Selection, and Implementation. These are the project milestones.
  - e. The entire ERP program budget is \$7 million to include all the project phases. Please provide us with your best cost for evaluation purposes. IT Consulting is only the first step.
  - f. The City's ERP Team is made up of Executive Sponsors, Sponsors, Project Manager and Functional Leads. This existing team is already in place.
  - g. The scope of work defined in high-level: We are looking for consulting throughout the life cycle of the ERP project. Starting from product selection to implementation and transition to operations. We are expecting the IT consulting firm to conduct a technical feasibility study that includes the IT Architecture readiness. The IT Consultant is expected to be a part of the RFP evaluation team for the ERP Product as well as the Service Implementer.
  - h. Exhibit E will be revised and attached to this addendum. This form contains the layout to be used for all submissions of the qualifications and the minimum requirements. It also shows how the evaluation points will be compiled.

The following are answers/clarifications to questions received at the pre-bid conference:

5. Question: This question is in regards to GRU. Is that going to be included in the scope from the architectural standpoint for General Government?  
Answer: We must evaluate GRUs architecture also as their architecture impacts the General Government IT Services.
6. Question: In terms of the process, is the expectation for the consulting firm to actually do the implementation or oversight only?  
Answer: Oversight only, not implementation.
7. Question: You mentioned keeping the implementation on track, does this mean the IT implementation, the ERP implementation, or both?  
Answer: Both

- 8. Question: Do you know when the last penetration test was performed on the City's Architecture?  
Answer: No, however we are planning an internal in 2018 and external in 2019.
- 9. Question: I had a question about the technical feasibility study. Is that referring to a study of the IT architecture and not the feasibility study on the actual ERP product itself because the product is not picked yet?  
Answer: Correct. Just on the city and not the product.
- 10. Question: Are you looking for pricing to be fixed or hourly rates on consulting services?  
Answer: We are looking for the best pricing on the proposals. We are leaning towards time and materials but we would definitely like to know the supplement tables if you have them showing staff and hourly rates.
- 11. Question: Regarding the budget, if there are infrastructure upgrades and recommendations for enhanced firewalls, is that included in the \$7 million budget?  
Answer: We aren't sure at this time what the needs will be and how much that will cost. The consulting firm will help us in analyzing the architecture, which will help us decide which direction to take.
- 12. Question: Back to the pricing. We aren't sure about the timeline to quote a fixed price. Would you be open to a hybrid model? Some could be fixed and some could be time and material?  
Answer: Yes, we are open to that.
- 13. Question: References deal with the ERP but could IT feasibility studies dealing with similar size and scope of projects count?  
Answer: Yes, and should definitely relate to the government side of it.
- 14. Question: You mentioned cyber security within the RFP and the GRU is the data center, so that is included so that would have to be evaluated to see where we are going?  
Answer: Yes.

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 1 by his or her signature below, **and a copy of this Addendum to be returned with proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 1 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER: Extensys, Inc.  
BY: Roland Feijoo  
DATE: November 28, 2017



CITY OF \_\_\_\_\_  
GAINESVILLEFINANCIAL SERVICES  
PROCEDURES MANUAL**41-423      Prohibition of lobbying in procurement matters**

Except as expressly set forth in Resolution 060732, Section 10, during the black out period as defined herein no person may lobby, on behalf of a competing party in a particular procurement process, City Officials or employees except the purchasing division, the purchasing designated staff contact. Violation of this provision shall result in disqualification of the party on whose behalf the lobbying occurred.

Black out period means the period between the issue date which allows for immediate submittals to the City of Gainesville Purchasing Department for an invitation for bid or the request for proposal, or qualifications, or information, or the invitation to negotiate, as applicable, and the time the City Officials and Employee awards the contract.

Lobbying means when any natural person for compensation, seeks to influence the governmental decision making, to encourage the passage, defeat, or modification of any proposal, recommendation or decision by City Officials and Employees, except as authorized by procurement documents.

## Purpose of RFP

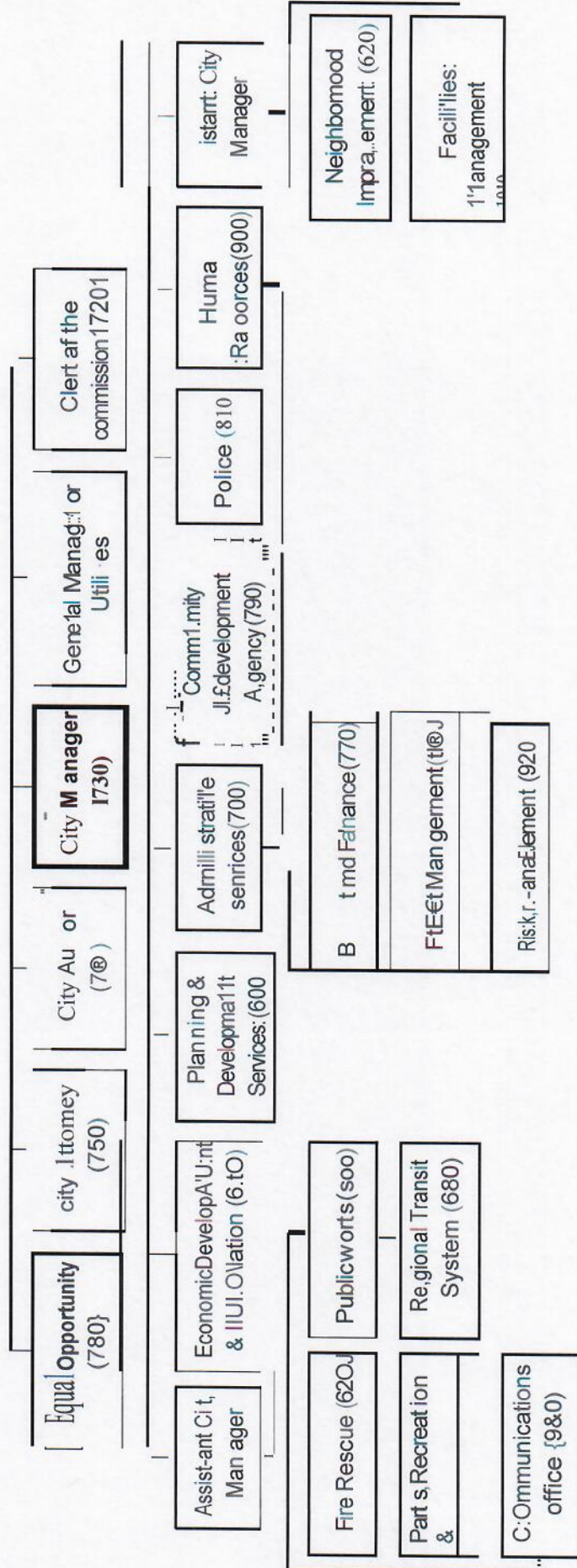
Hire an experienced, full-service IT contractor team to provide technical support services for the City's ERP project

A single company, not a group of representatives from different companies, must submit a proposal as the prime contractor.

**of Gainesville**  
**ulting Firm RFP**  
**D. CMGR-180039-MS**  
**andatory Pre-bid call**  
**2017**  
**M EST**

# Citizens of Gainesville

City of Gainesville+  
 Gainesville Regional  
 Utilities (GRU)  
 2,200 Employees



# Key Notes

- ./ The City has been on the existing technology from last 20-30 years
- ./ The City is moving towards the vision of being the New American City through a strong technological baseline
- ./ ERP Project is the first step to get that framework ready by evaluating our AS-IS state in terms of processes and technology



# ERP Program Overview

./ Project Timeline - Implementation planned to start before Jan 2019 by onboarding experts

IT Consulting Firm Selection

Product Selection

Service Implementer Selection  
Implementation

./ Total ERP Project Budget - \$7 million

./ City's ERP Team - Executive Sponsor, Sponsors,  
Project Manager, and Functional Leads

# IT Consulting Firm Scope

- ./ Consulting throughout the life cycle of the ERP Project
- ./ Expected to conduct Technical Feasibility Study that includes IT Architecture readiness
- ./ Expected to be a part of the RFP evaluation team for ERP Product and service implementer
- ./ Evaluation Sheet - Exhibit E will be uploaded

# Project Connect - IT Consulting Firm RFP - Evaluation Criteria Format

Technical	100
Writing	100
Pricing	30%
Oral	100

this form to provide the requested information and pricing.

## Technical Evaluation = 100

### Ability of Professional Personnel - 55 points

<p>Has your firm developed a methodology/approach/ workplan for this kind of the project in past? Explain in detail</p>	20	<p>Has the firm done this type of work in the past? Please provide the information requested below for the last 3 projects</p>	10	<p>Does the firm have experience working in local government with projects of this nature?</p>	5	<p>Does the firm have experience adhering to Florida state, laws, ordinances?</p>	<p>What is your communication plan?(training, knowledge transfer etc)</p>
<p>Yes See Appendix #1</p>	5	<p>Yes See Appendix #2</p>	<p>Yes See Appendix #3</p>	<p>Yes See Appendix #4</p>	<p>1 5</p>	<p>See Appendix #5</p>	

Extensys, Inc.

Camille Taber  
(813) 403-5539

### Capability to Meet Time and Budget Requirements - 45 points

<p>Has your firm worked in the remote model or onsite model to get the scope of services completed?</p>	15	<p>Do you have the proximity or familiarity with City's needs?</p>	10	<p>Do you have a history of change orders?</p>	10
<p>Both See Appendix #6</p>	<p>Yes See Appendix #7</p>	<p>See Appendix #8</p>	<p>No See Appendix #9</p>		

Extensys, Inc.

Camille Taber  
(813) 403-5539

## Written Evaluation = 100

<p>Has your firm developed a methodology/approach/ workplan for this kind of the project in past? Explain in detail</p>	20	<p>How does your firm deal with unforeseen changes to meet the timeline and budget?</p>	20	<p>What is your proposed approach for the City's project?</p>	20	<p>What are your differentiating factors compared to the market?</p>	20	<p>What is your team structure based on your proposed approach?</p>
<p>Yes See Appendix #10</p>	<p>Yes See Appendix #11</p>	<p>See Appendix #10</p>	<p>See Appendix #10 &amp; Executive Summary</p>					

Extensys, Inc.

Camille Taber  
(813) 403-5539

## Oral Evaluation = 100

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s  
o

**Pricing = 30%**

The City will like to see a detailed level pricing based on the scope of services outlined in the RFP .  
 The City is not looking for any change orders during the term of the contract, we encourage to list all the details of the cost with no hidden fees.

This should be your best price for us to evaluate our needs.

**Price Categories:**

Technical Feasibility Study	\$ 355,200.00 fixed (Full technical & continuity assessment)
Bids Evaluation	\$ T&M PM/SA
Knowledge Transfer	\$ T&M SA/technical team
Documentations	\$ T&M SA/technical team
Recommendations	\$ T&M SA/technical team
Support	\$ AM / T&M PM/SA
Expenses	\$ Billed as actual
Total Cost	\$ 355,200.00 + T&M and Expenses (See Appendix #12)

**Minimum Qualification**

Project Requirements	
Question	Yes/ No
Is your firm a sister concern of any ERP product and/or ERP service implementer?	No
Are you going to bid for ERP Product/implementation RFP?	No
Are you planning to have sub -contractors?	No
Have you completed the Response Form reference listing with details of the projects?	Yes
Do you have experience with IT cross-functional team (networking, hardware & application support) possessing experience in consulting and technology services for design, development, software integration and successful implementation of a custom ERP in the Government sector?	Yes
Will your firm require the City to provide laptops, cell phones and all applicable licenses?	No
Does your firm have successful Enterprise Solution Architecture experience?	Yes
Are you at par with latest IT industry standards/best practices?	Yes
Does your firm have experience in RFP evaluations and contract negotiations?	Yes
Is your firm aligned to the success of the City's ERP project initiative?	Yes

Does your firm have the experienced and qualified professional as per the RFP requirements? (IT Enterprise Solution Architect , IT technical experts	Yes
Will your firm adhere to the onsite presence requirement?	Yes

## Bid Documents

- Drug Free Workplace
- Certification of Compliance with Living Wage
- Proposal Response Form – Signature Page

## DRUG-FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that

Extensys, Inc. does:  
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.

Vincent J. Bauer

Bidder's Signature

November 28, 2017

Date

### CITY OF GAINESVILLE

### CERTIFICATION OF COMPLIANCE WITH LIVING WAGE

**The undersigned** hereby agrees to comply with the terms of the Living Wage Ordinance and to pay all covered employees, as defined by City of Gainesville Ordinance 020663 as amended at 030168 (Living Wage Ordinance), during the time they are directly involved in providing covered services under the contract with the City of Gainesville for IT Consulting Services a living wage of \$11.8269 per hour to covered employees who receive Health Benefits from the undersigned employer and \$13.08 per hour to covered employees not offered health care benefits by the undersigned employer.

Name of Service Contractor/Subcontractor: <u>Extensys, Inc.</u>
Address: <u>253 Pine Avenue North</u>
Phone Number: <u>(813) 855-3909</u>
Name of Local Contact Person <u>Camille Taber</u>
Address: <u>253 Pine Avenue North</u>
Phone Number: <u>(813) 855-3909</u>
\$ <u>TBD</u> (Amount of Contract)

Signature: Vincent F Bauer Date: 11/28/17  
Printed Name: VINCENT F BAUER  
Title: Principal Consultant



**LIVING WAGE COMPLIANCE**  
See Living Wage Decision Tree (Exhibit C hereto)

Check one:

- Living Wage Ordinance does not apply  
(check all that apply)
  - Not a covered service
  - Contract does not exceed \$100,000
  - Not a for-profit individual, business entity, corporation, partnership, limited liability company, joint venture, or similar business, who or which employees 50 or more persons, but not including employees of any subsidiaries, affiliates or parent businesses.
  - Located within the City of Gainesville enterprise zone.
  
- Living Wage Ordinance applies and the completed Certification of Compliance with Living Wage is included with this bid.

NOTE: If Contractor has stated Living Wage Ordinance does not apply and it is later determined Living Wage Ordinance does apply, Contractor will be required to comply with the provision of the City of Gainesville's living wage requirements, as applicable, without any adjustment to the bid price.

**PROPOSAL RESPONSE FORM – SIGNATURE PAGE****(submit this form with your proposal)**

TO: City of Gainesville, Florida  
200 East University Avenue  
Gainesville, Florida 32601

PROJECT: IT Consulting Services

RFP#: CMGR-180039-MS

RFP DUE DATE: November 30, 2017

Proposer's Legal Name: Extensys, Inc.

Proposer's Alias/DBA: \_\_\_\_\_

Proposer's Address: 253 Pine Avenue North

Oldsmar, FL 34677

PROPOSER'S REPRESENTATIVE (to be contacted for additional information on this proposal)

Name: Camille Taber Telephone Number (813) 855-3909

Date: November 27, 2017 Fax Number (813) 855-3922

Email address camille.taber@extensysinc.com

**ADDENDA**

The Proposer hereby acknowledges receipt of Addenda No.'s 1, \_\_\_\_\_, \_\_\_\_\_, to these Specifications.

**TAXES**

The Proposer agrees that any applicable Federal, State and Local sales and use taxes, which are to be paid by City of Gainesville, are included in the stated bid prices. Since often the City of Gainesville is exempt from taxes for equipment, materials and services, it is the responsibility of the Contractor to determine whether sales taxes are applicable. The Contractor is liable for any applicable taxes which are not included in the stated bid prices.

**LOCAL PREFERENCE (check one)**

Local Preference requested:  YES  NO

A copy of your Business tax receipt and Zoning Compliance Permit should be submitted with your bid if a local preference is requested.

**QUALIFIED LOCAL SMALL AND/OR DISABLED VETERAN BUSINESS STATUS (check one)**

Is your business qualified as a Local Small Business in accordance with the City of Gainesville Small Business Procurement Program? (Refer to Definitions)  YES  NO

Is your business qualified as a Local Service-Disabled Veteran Business in accordance with the City of Gainesville Small and Service-Disabled Veteran Business Procurement Program? (Refer to Definitions)  YES  No

**SERVICE-DISABLED VETERANS' BUSINESS (check one)**

Is your business certified as a service-disabled veterans' business?     YES     NO

**LIVING WAGE COMPLIANCE**

See Living Wage Decision Tree (Exhibit C hereto)

**Check One:**

- Living Wage Ordinance does not apply (check all that apply)
  - Not a covered service
  - Contract does not exceed \$100,000
  - Not a for-profit individual, business entity, corporation, partnership, limited liability company, joint venture, or similar business, who or which employees 50 or more persons, but not including employees of any subsidiaries, affiliates or parent businesses.
  - Located within the City of Gainesville enterprise zone.
- Living Wage Ordinance applies and the completed Certification of Compliance with Living Wage is included with this bid.

NOTE: If Contractor has stated Living Wage Ordinance does not apply and it is later determined Living Wage Ordinance does apply, Contractor will be required to comply with the provision of the City of Gainesville's living wage requirements, as applicable, without any adjustment to the bid price.


**SIGNATURE ACKNOWLEDGES THAT: (check one)**

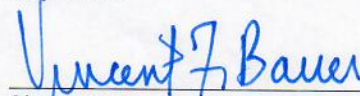
- Proposal is in full compliance with the Specifications.
- Proposal is in full compliance with specifications except as specifically stated and attached hereto.

Signature also acknowledges that Proposer has read the current City of Gainesville Debarment/Suspension/Termination Procedures and agrees that the provisions thereof shall apply to this RFP.

ATTEST:

(CORPORATE SEAL)  
PROPOSER:

  
 Signature \_\_\_\_\_  
 By: BRYAN TABER  
 Title: ACCOUNT MANAGER

  
 Signature \_\_\_\_\_  
 By: VINCENT F. BAUER  
 Title: Principal Consultant

## References

**Response Form – Reference Listing  
(to be completed by all Respondents)**

List a minimum of five references for similar projects and contracts, preferably governmental or non-profits, which you have completed within the past three years. References close to the City of Gainesville, Florida are preferred, in the event a site visit is required.

1. CUSTOMER NAME: City of Clearwater  
ADDRESS: 100 S. Myrtle Ave., Clearwater FL, 33756  
  
TELEPHONE: ( 727 ) 562-4671 Email: sabrina.chute@myclearwater.com  
CONTACT NAME: Sabrina Chute  
DATE OF COMPLETION OF PROJECT: Dec 2016  
CONTRACT AMOUNT: \$ 565,000.00
  
2. CUSTOMER NAME: Pinellas County Schools  
ADDRESS: 301 4TH St. SW, Largo, FL 33770  
  
TELEPHONE: ( 727 ) 588-6059 Email: galvind@pcsb.org  
CONTACT NAME: Dave Galvin  
DATE OF COMPLETION OF PROJECT: July '15 - June '17  
CONTRACT AMOUNT: \$ 1,600,000.00
  
3. CUSTOMER NAME: City of Gulfport  
ADDRESS: 2401 53rd Street South, Gulfport, FL 33707  
  
TELEPHONE: ( 727 ) 893-1075 Email: dmather@mygulfport.us  
CONTACT NAME: David Mather  
DATE OF COMPLETION OF PROJECT: On-going  
CONTRACT AMOUNT: \$ 120,000.00
  
4. CUSTOMER NAME: City of Port Orange  
ADDRESS: 1000 City Center Cir. ,Port Orange, FL 32129  
  
TELEPHONE: ( 386 ) 506-5545 Email: jhicks@port-orange.org  
CONTACT NAME: James Hicks  
DATE OF COMPLETION OF PROJECT: On-going  
CONTRACT AMOUNT: \$ 221,000.00
  
5. CUSTOMER NAME: Saint Leo University  
ADDRESS: 33701 FL-52, St Leo, FL 33574  
  
TELEPHONE: ( 352 ) 588-8200 Email: darren.cooper@saintleo.edu  
CONTACT NAME: Darren Cooper  
DATE OF COMPLETION OF PROJECT: December '16  
CONTRACT AMOUNT: \$ 660,000.00

My company has been in this type of business for 15 years