

PART IA - TECHNICAL PROPOSAL

TAB I - TITLE PAGE

Request for Proposal: 3280

For

**WIRING, CABLING AND FIBER
COMMUNICATIONS INFRASTRUCTURE**

**Diversified Communications Solutions Inc.,
Ltd. (DCSI)**

6213 Desert Haven Rd

Las Vegas, NV 89130

Proposal Opening Date: February 22, 2017

Proposal Opening Time 2:00 PM

PART IA - TECHNICAL PROPOSAL
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PART IA - TECHNICAL PROPOSAL
TAB III - VENDOR INFORMATION SHEET

VENDOR INFORMATION SHEET FOR RFP 3280

Vendor Must:

- A) Provide all requested information in the space provided next to each numbered question. The information provided in Sections V1 through V6 will be used for development of the contract;
- B) Type or print responses; and
- C) Include this Vendor Information Sheet in Tab III of the Technical Proposal.

| | | | |
|----|--------------|--|--|
| V1 | Company Name | Diversified Communications Solutions Inc., Ltd. (DCSI) | |
|----|--------------|--|--|

| | | | |
|----|----------------|----------------------|--|
| V2 | Street Address | 6213 Desert Haven Rd | |
|----|----------------|----------------------|--|

| | | | |
|----|------------------|---------------------|--|
| V3 | City, State, ZIP | Las Vegas, NV 89130 | |
|----|------------------|---------------------|--|

| | | | |
|----|------------------|------------------|------------|
| V4 | Telephone Number | | |
| | Area Code: 702 | Number: 312-6126 | Extension: |

| | | | |
|----|------------------|------------------|------------|
| V5 | Facsimile Number | | |
| | Area Code: 702 | Number: 312-6132 | Extension: |

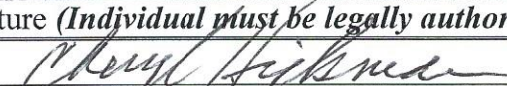
| | | | |
|----|------------------|---------|------------|
| V6 | Toll Free Number | | |
| | Area Code: | Number: | Extension: |

| | | | |
|----------------------------------|--|--|--|
| V7 | Contact Person for Questions / Contract Negotiations, including address if different than above | | |
| | Name: Cheryl Hickman | | |
| | Title: Member | | |
| | Address: 6213 Desert Haven Rd, Las Vegas, NV 89130 | | |
| Email Address: cheri@dcsiltd.com | | | |

| | | | |
|----|-------------------------------------|------------------|------------|
| V8 | Telephone Number for Contact Person | | |
| | Area Code: 702 | Number: 312-6126 | Extension: |

| | | | |
|----|-------------------------------------|------------------|------------|
| V9 | Facsimile Number for Contact Person | | |
| | Area Code: 702 | Number: 312-6132 | Extension: |

| | | | |
|-----|---|---------------|--|
| V10 | Name of Individual Authorized to Bind the Organization | | |
| | Name: Cheryl Hickman | Title: Member | |

| | | | |
|-----|--|--------------|--|
| V11 | Signature <i>(Individual must be legally authorized to bind the vendor per NRS 333.337)</i> | | |
| | Signature:  | Date: 2-4-17 | |

PART IA - TECHNICAL PROPOSAL

TAB IV - STATE DOCUMENTS

ATTACHMENT A – CONFIDENTIALITY AND CERTIFICATION OF INDEMNIFICATION

Submitted proposals, which are marked “confidential” in their entirety, or those in which a significant portion of the submitted proposal is marked “confidential” **will not** be accepted by the State of Nevada. Pursuant to NRS 333.333, only specific parts of the proposal may be labeled a “trade secret” as defined in NRS 600A.030(5). All proposals are confidential until the contract is awarded; at which time, both successful and unsuccessful vendors’ technical and cost proposals become public information.

In accordance with the Submittal Instructions of this RFP, vendors are requested to submit confidential information in separate binders marked “**Part I B Confidential Technical**” and “**Part III Confidential Financial**”.

The State will not be responsible for any information contained within the proposal. Should vendors not comply with the labeling and packing requirements, proposals will be released as submitted. In the event a governing board acts as the final authority, there may be public discussion regarding the submitted proposals that will be in an open meeting format, the proposals will remain confidential.

By signing below, I understand it is my responsibility as the vendor to act in protection of the labeled information and agree to defend and indemnify the State of Nevada for honoring such designation. I duly realize failure to so act will constitute a complete waiver and all submitted information will become public information; additionally, failure to label any information that is released by the State shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

This proposal contains Confidential Information, Trade Secrets and/or Proprietary information as defined in *Section 2 “ACRONYMS/DEFINITIONS.”*

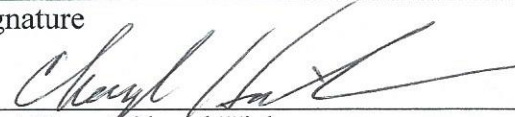
Please initial the appropriate response in the boxes below and provide the justification for confidential status.

| Part IB – Confidential Technical Information | | | |
|---|--|----|---|
| YES | | NO | x |
| Justification for Confidential Status | | | |
| | | | |

| A Public Records CD or Flash Drive has been included for the Technical and Cost Proposal | | | |
|---|---|---------------------|--|
| YES | x | NO (See note below) | |
| <i>Note: By marking “NO” for Public Record CD or Flash Drive included, you are authorizing the State to use the “Master CD or Flash Drive” for Public Records requests.</i> | | | |

| Part III – Confidential Financial Information | | | |
|--|---|----|--|
| YES | x | NO | |
| Justification for Confidential Status | | | |
| Private Financials | | | |

Company Name
 Diversified Communications Solutions Inc.,
 Ltd.

Signature


Print Name Cheryl Hickman

Date 2-9-17

This document must be submitted in Tab IV of vendor’s technical proposal

ATTACHMENT C – VENDOR CERTIFICATIONS

Vendor agrees and will comply with the following:

- (1) Any and all prices that may be charged under the terms of the contract do not and will not violate any existing federal, State or municipal laws or regulations concerning discrimination and/or price fixing. The vendor agrees to indemnify, exonerate and hold the State harmless from liability for any such violation now and throughout the term of the contract.
- (2) All proposed capabilities can be demonstrated by the vendor.
- (3) The price(s) and amount of this proposal have been arrived at independently and without consultation, communication, agreement or disclosure with or to any other contractor, vendor or potential vendor.
- (4) All proposal terms, including prices, will remain in effect for a minimum of 180 days after the proposal due date. In the case of the awarded vendor, all proposal terms, including prices, will remain in effect throughout the contract negotiation process.
- (5) No attempt has been made at any time to induce any firm or person to refrain from proposing or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal. All proposals must be made in good faith and without collusion.
- (6) All conditions and provisions of this RFP are deemed to be accepted by the vendor and incorporated by reference in the proposal, except such conditions and provisions that the vendor expressly excludes in the proposal. Any exclusion must be in writing and included in the proposal at the time of submission.
- (7) Each vendor must disclose any existing or potential conflict of interest relative to the performance of the contractual services resulting from this RFP. Any such relationship that might be perceived or represented as a conflict should be disclosed. By submitting a proposal in response to this RFP, vendors affirm that they have not given, nor intend to give at any time hereafter, any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor, or service to a public servant or any employee or representative of same, in connection with this procurement. Any attempt to intentionally or unintentionally conceal or obfuscate a conflict of interest will automatically result in the disqualification of a vendor's proposal. An award will not be made where a conflict of interest exists. The State will determine whether a conflict of interest exists and whether it may reflect negatively on the State's selection of a vendor. The State reserves the right to disqualify any vendor on the grounds of actual or apparent conflict of interest.
- (8) All employees assigned to the project are authorized to work in this country.
- (9) The company has a written equal opportunity policy that does not discriminate in employment practices with regard to race, color, national origin, physical condition, creed, religion, age, sex, marital status, sexual orientation, developmental disability or handicap.
- (10) The company has a written policy regarding compliance for maintaining a drug-free workplace.
- (11) Vendor understands and acknowledges that the representations within their proposal are material and important, and will be relied on by the State in evaluation of the proposal. Any vendor misrepresentations shall be treated as fraudulent concealment from the State of the true facts relating to the proposal.
- (12) Vendor must certify that any and all subcontractors comply with Sections 7, 8, 9, and 10, above.
- (13) The proposal must be signed by the individual(s) legally authorized to bind the vendor per NRS 333.337.

Diversified Communications Solutions Inc., Ltd.

Vendor Company Name

Vendor Signature

Cheryl Hickman

Print Name

2-9-17

Date

This document must be submitted in Tab IV of vendor's technical proposal


ATTACHMENT J – CERTIFICATION REGARDING LOBBYING

Certification for Contracts, Grants, Loans, and Cooperative Agreements

The undersigned certifies, to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
- (3) The undersigned shall require that the language of this certification be included in the award documents for all sub awards at all tiers (including subcontracts, sub grants, and contracts under grants, loans, and cooperative agreements) and that all sub recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

By:  2-9-17
Signature of Official Authorized to Sign Application Date

For: Diversified Communications Solutions Inc., Ltd.
Vendor Name

Wiring, Cabling, and Fiber Communications Infrastructure
Project Title

This document must be submitted in Tab IV of vendor's technical proposal

BUSINESS LICENSE

City of Las Vegas • Las Vegas, Nevada

IN ACCORDANCE WITH THE PROVISIONS OF THE LAS VEGAS MUNICIPAL CODE, AS AMENDED, LICENSE IS HEREBY GRANTED TO OPERATE THE BUSINESS REFERENCED BELOW.

LICENSE #: C25-04300

RENEWAL DATE: 11/01/2016

3000004474

EXPIRE DATE: 05/01/2017

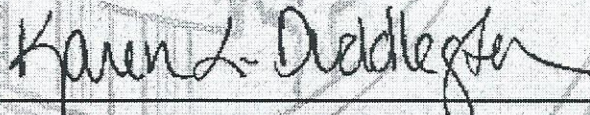
TYPE OF LICENSE: C25 - CONTRACTOR
CONTRACTOR

BUSINESS LOCATION: 6213 DESERT HAVEN RD

ISSUED TO:

DIVERSIFIED COMMUNICATIONS SOL
6213 DESERT HAVEN RD
LAS VEGAS, NV 89130

Authorized Jurisdictions: Clark County



Deputy Director, Planning Department

*Failure to maintain an active state license or SNHD health permit,
if required, renders this business license invalid.*

Post in a conspicuous place.

Southern Nevada Office
2310 Corporate Circle, Suite 200
Henderson, Nevada 89074
(702) 486-1100

Northern Nevada Office
9670 Gateway Drive, Suite 100
Reno, Nevada 89521
(775) 688-1141

STATE CONTRACTORS BOARD

The Nevada State Contractors Board certifies that

DIVERSIFIED COMMUNICATIONS SOLUTIONS INC LTD

Licensed since August 09, 2006

License No. **0054519A**

Is duly licensed as a contractor in the following classification(s):

PRINCIPALS:

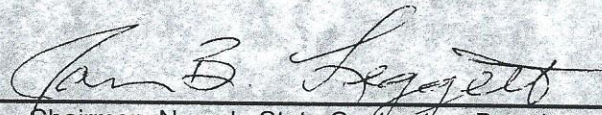
CHERYL ANN HICKMAN, Member Qualifier

MURRAY LEE HICKMAN, Member Qualifier

C-2D-LOW VOLTAGE

LIMIT: \$100,000

EXPIRES: 08/31/2018


Chairman, Nevada State Contractors Board



SECRETARY OF STATE



LIMITED LIABILITY COMPANY CHARTER

I, DEAN HELLER, the Nevada Secretary of State, do hereby certify that **DIVERSIFIED COMMUNICATIONS SOLUTIONS, INC., LTD** did on October 21, 2005, file in this office the Articles of Organization for a Limited Liability Company, that said Articles of Organization are now on file and of record in the office of the Nevada Secretary of State, and further, that said Articles contain all the provisions required by the laws governing Limited Liability Companies in the State of Nevada.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Great Seal of State, at my office on October 27, 2005.



Dean Heller

DEAN HELLER
Secretary of State

By

Teri Gray

Certification Clerk



775 888-7497



775 328-6425



702 261-5161

Nevada Unified Certification Program

This is to Certify that:

DIVERSIFIED COMMUNICATIONS SOLUTIONS, INC., LTD

Is registered as a Disadvantaged Business Enterprise in the Nevada Unified Certification Program

Under the Provisions of 49 CFR Part 26

And is Therefore Recognized This 24th Day of March, 2011

And supersedes any certification or listing previously issued

Certificate No. NV00625UCPN





STATE OF NEVADA
DEPARTMENT OF TAXATION



POST IN CONSPICUOUS PLACE

DIVERSIFIED COMMUNICATIONS SOLUTIONS INC, LTD

6213 DESERT HAVEN RD
LAS VEGAS NV 89130

IN ACCORDANCE WITH TITLE 32 OF NEVADA REVISED STATUTES, PURSUANT TO PROPER APPLICATION DULY FILED AND PAYMENT OF APPROPRIATE PRESCRIBED FEES/SECURITY, THE ABOVE NAMED IS HEREBY GRANTED THE FOLLOWING LISTED PERMIT (SALES/USE TAX) OR CERTIFICATE (USE TAX) FOR BUSINESS ACTIVITIES CONDUCTED WITHIN THE STATE OF NEVADA.

| PERMIT OR CERTIFICATE | REGISTRATION # | DATE OF ISSUE |
|-----------------------|----------------|---------------|
| SALES/USE TAX | 1003089860-001 | 10/30/2012 |

LOCATION: DIVERSIFIED COMMUNICATIONS SOLUTIONS INC, LTD
6213 DESERT HAVEN RD
LAS VEGAS NV 89130

The above listed permit or certificate, shall be considered valid unless canceled, suspended or revoked for good cause, in accordance with Title 32.

This document is not transferable and IS NOT issued in lieu of any locally required business license, permit or registration.

THIS DOCUMENT IS NOT ISSUED IN LIEU OF A NEVADA STATE BUSINESS LICENSE



PART IA - TECHNICAL PROPOSAL

TAB V - ATTACHMENT B

**ATTACHMENT B – TECHNICAL PROPOSAL CERTIFICATION OF COMPLIANCE
WITH TERMS AND CONDITIONS OF RFP**

I have read, understand and agree to comply with *all* the terms and conditions specified in this Request for Proposal.

YES x I agree to comply with the terms and conditions specified in this RFP.

NO I do not agree to comply with the terms and conditions specified in this RFP.

If the exception and/or assumption require a change in the terms in any section of the RFP, the contract, or any incorporated documents, vendors *must* provide the specific language that is being proposed in the tables below. If vendors do not specify in detail any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Diversified Communications Solutions Inc., Ltd.

Company Name

Signature

Cheryl Hickman
Print Name

2-9-17
Date

Vendors MUST use the following format. Attach additional sheets if necessary.

EXCEPTION SUMMARY FORM

| EXCEPTION # | RFP SECTION NUMBER | RFP PAGE NUMBER | EXCEPTION (Complete detail regarding exceptions must be identified) |
|-------------|--------------------|-----------------|--|
| | | | |
| | | | |
| | | | |

ASSUMPTION SUMMARY FORM

| ASSUMPTION # | RFP SECTION NUMBER | RFP PAGE NUMBER | ASSUMPTION (Complete detail regarding assumptions must be identified) |
|--------------|--------------------|-----------------|--|
| | | | |
| | | | |
| | | | |

This document must be submitted in Tab V of vendor's technical proposal

PART IA - TECHNICAL PROPOSAL

TAB VI - SECTION 3

SCOPE OF WORK

3.5 VENDOR'S NARRATIVE

3.5.1 Vendors must specify which service area(s) and service types they are proposing to serve. Vendors may submit proposals for:

3.5.1.1 Any or all of the service areas or counties; and
DCSI shall service the Clark County proposal area.

3.5.1.2 Either wiring and/or telephone services for each service area submitted.
DCSI shall provide both wiring and telephone services for the Clark County proposal area.

3.5.2 Vendors must provide a narrative which, at a minimum, must include, but is not limited to, the vendor's methodology for the following:

3.5.2.1 Recruiting technician(s) to include but not be limited to:

- A. Work Experience;
 - B. Technical Skills;
 - C. Education;
 - D. Certifications; and
 - E. Criminal History and/or Bonding Requirements;
- DCSI's methodology for recruiting technicians will be to go through a staffing agency that will provide us with employees that have at least three years of work experience; technical skills in service, repair, and M.A.C. labor of all data, voice, fiber and audio/visual cable, plus experienced in Norstar equipment. The employee(s) must also have training and be certified in Norstar equipment, have no criminal history and meet all of the bonding requirements set forth by our carrier. DCSI carries a \$100,000.00 bond.***

3.5.2.2 Number of permanent technicians on staff;
DCSI currently has 2 permanent technicians on staff.

3.5.2.3 Contract management (i.e., communicating with the State regarding technician and/or service issues);
The contract management for this RFP shall be Murray or Cheryl Hickman of DCSI

- 3.5.2.4 Managing technician's issues and resolution process;
- 1. DCSI technicians are required to contact the DCI dispatcher whenever problems are encountered; changes in the job or location.***
 - 2. The dispatcher, shall notify the appropriate EITS Telecommunications contact or Facility contact immediately about the issue. In the event of a dispute concerning work performed from a service request, DCSI will have one of the owners dispatched immediately and provide written notice of the particulars to the appropriate EITS Telecommunications contact. DCSI agrees that, during the time that the parties are attempting to resolve any dispute in accordance with the provisions of the contract, all parties to the contract shall diligently perform their duties thereunder.***
 - 3. If any issue resolution results in schedule, cost and/or scope changes, a revised purchase order or a State of Nevada Board of Examiners Contract Amendment will be required, whichever is appropriate.***
- 3.5.2.5 Communicating with the State from initial purchase order service request through completion of work order;
- 1. The State can contact DCSI via telephone or fax with the purchase order number and service description. DCSI shall make up a work order and dispatch the crew within the project time frames.***
 - 2. Upon completion of the work order, the technician will mark DCSI's work order as complete.***
 - 3. The technician will then have the on site customer sign DCSI's work order, indicating that the work was performed to the State's satisfaction.***
 - 4. The technician will call the office to inform them of completion of the order.***
 - 5. Should any work not meet the approval of the State, DCSI shall return, at no charge, and complete the work to the State's satisfaction. Should any of the return calls be due to the negligence of the site contact or some other contractor's work, there shall be a change order required by the State, to enable DCSI to receive payment for the return call.***

- 3.5.2.6 Responding to and covering requested changes in the project time frames;
- 1. DCSI shall respond to Repairs:**
 - Service Affecting Failure: Within two (2) business hours.**
 - Non-Service Affecting Failure: Within eight (8) business hours.**
 - DCSI shall respond to all Adds/Moves/Changes and Installations:**
 - Service Affecting Work: Within eight (8) business hours.**
 - Non-Service Affecting Work: Within three (3) business days.**
 - 2. DCSI shall have at least one technician available for such calls.**
 - 3. DCSI shall coordinate with the State contact to provide service and MAC work needed before and after normal business hours.**
 - 4. DCSI shall document all change order requests and notify the State's Contract Administrator for approval whenever the customer's request exceeds the authorization specified in the agreement or by the State Contract Administrator.**
- 3.5.2.7 Methodology for responding to State generated issues;
- 1. The State may contact our Contract Administrator.**
 - 2. The Contract Administrator will respond immediately.**
 - 3. The issues shall be discussed and resolved by both parties.**
 - 4. All issues will be properly documented.**
- 3.5.2.8 Quality control for each service request;
- 1. Each employee will be instructed on the specific need for each order.**
 - 2. The Contract Administrator will review all orders to make sure they are being processed according to the proposed agreement and there will be random on site inspections with regular follow up meetings with customers.**
- 3.5.2.9 Proposed methodology for documentation of installation;
- 1. DCSI's technician shall have a work order with the proposed work to be performed.**
 - 2. At the time of the completion of the requested work to be performed, an agency site contact will be required to**

sign DCSI's work order stating the work has been completed to their satisfaction.

3.5.2.10 Certification/verification of installation; and
1. At the time of the completion of the requested work to be performed, an agency site contact will be required to sign DCSI's work order stating the work has been completed to their satisfaction.

3.5.2.11 Warranting the installation.
1. DCSI shall warranty new parts and labor for a minimum of one (1) year from project completion date.

PART IA - TECHNICAL PROPOSAL

TAB VII - SECTION 4

COMPANY BACKGROUND

AND REFERENCES

4.1 VENDOR INFORMATION

4.1.1 Vendors must provide a company profile in the table format below.

| Question | Response |
|--|--|
| Company name: | Diversified Communications Solutions Inc., Ltd. (DCSI) |
| Ownership (sole proprietor, partnership, etc.): | Partnership |
| State of incorporation: | Nevada |
| Date of incorporation: | 10/21/2005 |
| # of years in business: | 28 years |
| List of top officers: | Cheryl Hickman, Murray Hickman |
| Location of company headquarters: | Nevada |
| Location(s) of the company offices: | Nevada |
| Location(s) of the office that will provide the services described in this RFP: | 6213 Desert Haven Rd., LV, NV 89130 |
| Number of employees locally with the expertise to support the requirements identified in this RFP: | Three |
| Number of employees nationally with the expertise to support the requirements in this RFP: | Not Applicable |
| Location(s) from which employees will be assigned for this project: | 6213 Desert Haven Rd., LV, NV 89130 |

4.1.2 **Please be advised**, pursuant to NRS 80.010, a corporation organized pursuant to the laws of another state must register with the State of Nevada, Secretary of State’s Office as a foreign corporation before a contract can be executed between the State of Nevada and the awarded vendor, unless specifically exempted by NRS 80.015.

4.1.3 The selected vendor, prior to doing business in the State of Nevada, must be appropriately licensed by the State of Nevada, Secretary of State’s Office pursuant to NRS76. Information regarding the Nevada Business License can be located at <http://nvsos.gov>.

| Question | Response |
|---------------------------------|---|
| Nevada Business License Number: | C255-04300 |
| Legal Entity Name: | Diversified Communications Solutions Inc., Ltd. |

Is “Legal Entity Name” the same name as vendor is doing business as?

| | | | |
|-----|---|----|--|
| Yes | x | No | |
|-----|---|----|--|

If “No”, provide explanation.

4.1.4 Vendors are cautioned that some services may contain licensing requirement(s). Vendors shall be proactive in verification of these requirements prior to proposal submittal. Proposals that do not contain the requisite licensure may be deemed non-responsive.

4.1.5 Has the vendor ever been engaged under contract by any State of Nevada agency?

| | | | |
|-----|---|----|--|
| Yes | x | No | |
|-----|---|----|--|

If “Yes”, complete the following table for each State agency for whom the work was performed. Table can be duplicated for each contract being identified.

| Question | Response |
|-------------------------------------|---|
| Name of State agency: | DOIT / Dept. of Information Technology |
| State agency contact name: | John Bright |
| Dates when services were performed: | 1999 to 2003 |
| Type of duties performed: | Wiring, Cable and Fiber Communications Infrastructure |
| Total dollar value of the contract: | \$600,000.00 |

| Question | Response |
|-------------------------------------|---|
| Name of State agency: | DOIT / Dept. of Information Technology |
| State agency contact name: | John Bright |
| Dates when services were performed: | 2003 - 2008 |
| Type of duties performed: | Wiring, Cable and Fiber Communications Infrastructure |
| Total dollar value of the contract: | \$2,000,000.00 |

| Question | Response |
|----------------------------|--|
| Name of State agency: | DOIT / Dept. of Information Technology |
| State agency contact name: | John Bright |

| Question | Response |
|-------------------------------------|---|
| Dates when services were performed: | 2008 - 2010 |
| Type of duties performed: | Wiring, Cable and Fiber Communications Infrastructure |
| Total dollar value of the contract: | \$2,000,000.00 |

| Question | Response |
|-------------------------------------|---|
| Name of State agency: | EITS - Enterprise Information Technology Services |
| State agency contact name: | John Bright |
| Dates when services were performed: | 2011 - Present |
| Type of duties performed: | Wiring, Cable and Fiber Communications Infrastructure |
| Total dollar value of the contract: | \$2,000,000.00 |

4.1.6 Are you now or have you been within the last two (2) years an employee of the State of Nevada, or any of its agencies, departments, or divisions?

| | | | |
|-----|--------------------------|----|-------------------------------------|
| Yes | <input type="checkbox"/> | No | <input checked="" type="checkbox"/> |
|-----|--------------------------|----|-------------------------------------|

If “Yes”, please explain when the employee is planning to render services, while on annual leave, compensatory time, or on their own time?

If you employ (a) any person who is a current employee of an agency of the State of Nevada, or (b) any person who has been an employee of an agency of the State of Nevada within the past two (2) years, and if such person will be performing or producing the services which you will be contracted to provide under this contract, you must disclose the identity of each such person in your response to this RFP, and specify the services that each person will be expected to perform.

4.1.7 Disclosure of any significant prior or ongoing contract failures, contract breaches, civil or criminal litigation in which the vendor has been alleged to be liable or held liable in a matter involving a contract with the State of Nevada or any other governmental entity. Any pending claim or litigation occurring within the past six (6) years which may adversely affect the vendor’s ability to perform or fulfill its obligations if a contract is awarded as a result of this RFP must also be disclosed.

Does any of the above apply to your company?

| | | | |
|-----|--|----|---|
| Yes | | No | x |
|-----|--|----|---|

If “Yes”, please provide the following information. Table can be duplicated for each issue being identified.

| Question | Response | |
|---|----------|-------------|
| Date of alleged contract failure or breach: | | |
| Parties involved: | | |
| Description of the contract failure, contract breach, or litigation, including the products or services involved: | | |
| Amount in controversy: | | |
| Resolution or current status of the dispute: | | |
| If the matter has resulted in a court case: | Court | Case Number |
| | | |
| Status of the litigation: | | |

4.1.8 Vendors must review the insurance requirements specified in **Attachment E, Insurance Schedule for RFP 3280**. Does your organization currently have or will your organization be able to provide the insurance requirements as specified in **Attachment E**.

| | | | |
|-----|---|----|--|
| Yes | x | No | |
|-----|---|----|--|

Any exceptions and/or assumptions to the insurance requirements **must** be identified on **Attachment B, Technical Proposal Certification of Compliance with Terms and Conditions of RFP**. Exceptions and/or assumptions will be taken into consideration as part of the evaluation process; however, vendors must be specific. If vendors do not specify any exceptions and/or assumptions at time of proposal submission, the State will not consider any additional exceptions and/or assumptions during negotiations.

Upon contract award, the successful vendor **must** provide the Certificate of Insurance identifying the coverages as specified in **Attachment E, Insurance Schedule for RFP 3280**.

4.1.9

Company Background / History

Murray Hickman created Hickman Telcom LLC in 1988. He had been in the industry for ten years working for Central Telephone Company, then as a contractor for Volt Communications. He also worked for Amtel, acquiring a West Coast telecom contract with US West, providing adds, moves, and changes for 7 western states. Cheryl Hickman was a perfect fit for the business, since she had spent years working in Administrative positions and had a degree in accounting.

In 2005 the family business changed their name to Diversified Communications Solutions Inc., Ltd. (DCSI), due to diversifying into VoIP and Computer Service. They also provide sales, install, and maintenance of business telephone systems and voice, data, and fiber cabling to the Public and Private sector.

Diversified Communications Solutions Inc., Ltd. had the opportunity to provide the cable installation for the Metrocom 911 Center in 1999 and the cable installation for the VA Assisted Living project in Boulder City, plus we have installed fiber for DOE, cabled the DETR building on St. Louis Ave, and NDOT remodel, among many other projects in town. More recently were all the new locations for the Departments of Welfare.

Diversified Communications Solutions Inc., Ltd. installed the fiber for the F22 Raptor building, which is a high security location, among other projects requiring security clearances, i.e. the FBI Forensics building and Department of Homeland Security Air Marshal's location. Their technicians have the security clearances and background checks to provide these services and installations.

Diversified Communications Solutions Inc., Ltd. has broad telephone system installation and repair experience and is capable of providing installation, testing and certification of communication wire, cable, and fiber optic cable systems. They also provide installation and maintenance of surveillance equipment. Diversified Communications Solutions Inc., Ltd. installed surveillance for DCFS, Summit View Prison, and Youth Parole and Probation locations.

Diversified Communications Solutions Inc., Ltd. has provided repair and moves, adds, and changes to the existing Norstar telephone key systems and P phones in the government agencies since 1999.

The growth and success of DCSI has given the Hickmans the opportunity to give back to the community. Cheryl sat on the Board of Directors and Executive Board of the City of North Las Vegas for five years. She was Chairperson of the Economic Redevelopment Advisory Committee for the City of North Las Vegas for several years. She has sat on the Board of Directors for NAWIC (National Association of Women in Construction) since 2008.

Diversified Communications Solutions Inc., Ltd.

Cheryl Hickman was selected the "Small Business Person of the Year for the Year 2002 for the City of North Las Vegas: by two separate organizations. One being, SBA and the other was The City of North Las Vegas. She has also participated in Industry Focus groups in the community. Diversified Communications Solutions Inc., Ltd. was Nevada's Choice as #1 in Telephone Equipment and Systems, Service / Repair in 2003. (See Tab IX)

In 2008 Diversified Communications Solutions Inc., Ltd. closed their Computer department and outsources those services to a local, quality alliance. In 2012 Diversified Communications Solutions Inc., Ltd. streamlined their business to survive the economic downturn in Las Vegas. They have been able to continue providing quality products and services throughout the years by hiring experienced staff as needed.

Diversified Communications Solutions Inc., Ltd. has a valid Nevada State Contractor's License C2d classification, along with Fiber Optic and numerous other cable certifications.

Diversified Communications Solutions Inc., Ltd. has built their business mostly on referrals from satisfied customers. They pride themselves on thoroughness, quality and quick response time. They have an efficient support staff and are very familiar with the requirements of dispatching and invoicing for EITS.

4.1.10 Length of time vendor has been providing services described in this RFP to the public and/or private sector. Please provide a brief description.

DCSI has been providing services described in this RFP to the public and/or private sector since 1988. They have changed their name from Hickman Telcom LLC to Diversified Communications Solutions Inc., Ltd., however, have always had the same ownership. It's a family business that performs these services with the intent of providing more personalized and quality service.

4.2 SUBCONTRACTOR INFORMATION

4.2.1 Does this proposal include the use of subcontractors?

| | | | |
|-----|--|----|---|
| Yes | | No | x |
|-----|--|----|---|

If “Yes”, vendor must:

4.2.1.1 Identify specific subcontractors and the specific requirements of this RFP for which each proposed subcontractor will perform services.

4.2.1.2 If any tasks are to be completed by subcontractor(s), vendors must:

- A. Describe the relevant contractual arrangements;
- B. Describe how the work of any subcontractor(s) will be supervised, channels of communication will be maintained and compliance with contract terms assured; and
- C. Describe your previous experience with subcontractor(s).

4.2.1.3 Vendors must describe the methodology, processes and tools utilized for:

- A. Selecting and qualifying appropriate subcontractors for the project/contract;
- B. Ensuring subcontractor compliance with the overall performance objectives for the project;

- C. Ensuring that subcontractor deliverables meet the quality objectives of the project/contract; and
- D. Providing proof of payment to any subcontractor(s) used for this project/contract, if requested by the State. Proposal should include a plan by which, at the State’s request, the State will be notified of such payments.

4.2.1.4 Provide the same information for any proposed subcontractors as requested in **Section 4.1, Vendor Information**.

4.2.1.5 Business references as specified in **Section 4.3, Business References** must be provided for any proposed subcontractors.

4.2.1.6 Vendor shall not allow any subcontractor to commence work until all insurance required of the subcontractor is provided to the vendor.

4.2.1.7 Vendor must notify the using agency of the intended use of any subcontractors not identified within their original proposal and provide the information originally requested in the RFP in **Section 4.2, Subcontractor Information**. The vendor must receive agency approval prior to subcontractor commencing work.

4.3 BUSINESS REFERENCES

4.3.1 Vendors should provide a minimum of three (3) business references from similar projects performed for private, state and/or large local government clients within the last three (3) years.

4.3.2 Vendors must provide the following information for **every** business reference provided by the vendor and/or subcontractor:

The “Company Name” must be the name of the proposing vendor or the vendor’s proposed subcontractor.

| | |
|---|---|
| Reference #: | 1 |
| Company Name: | Diversified Communications Solutions Inc., Ltd. |
| Identify role company will have for this RFP project (Check appropriate role below): | |
| VENDOR | SUBCONTRACTOR |

| | |
|--|--|
| Project Name: | Remodel |
| Primary Contact Information | |
| Name: | Novum Pharmaceutical Research Services |
| Street Address: | 3760 Pecos-McLeod, Suite 5 |
| City, State, Zip: | Las Vegas, NV 89121 |
| Phone, including area code: | 702-435-3739 x316 |
| Facsimile, including area code: | 702-435-7249 |
| Email address: | mahansen@novumprs.com |
| Alternate Contact Information | |
| Name: | |
| Street Address: | |
| City, State, Zip: | |
| Phone, including area code: | |
| Facsimile, including area code: | |
| Email address: | |
| Project Information | |
| Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable: | Provided voice, data, and fiber installations for remodel. |
| Original Project/Contract Start Date: | 11-30-16 |
| Original Project/Contract End Date: | 12-27-16 |
| Original Project/Contract Value: | \$50,480.00 |
| Final Project/Contract Date: | 12-30-16 |
| Was project/contract completed in time originally allotted, and if not, why not? | Yes |
| Was project/contract completed within or under the original budget/ cost proposal, and if not, why not? | Yes |

| | |
|---|---|
| Reference #: | 2 |
| Company Name: | Diversified Communications Solutions Inc., Ltd. |
| <i>Identify role company will have for this RFP project (Check appropriate role below):</i> | |
| | VENDOR |
| | SUBCONTRACTOR |
| Project Name: | Fiber installation |

| Primary Contact Information | |
|--|---|
| Name: | Resource Computers / Nevada Ready Mix |
| Street Address: | 151 Cassia Way |
| City, State, Zip: | Henderson, NV 89014 |
| Phone, including area code: | 909.816.3781 |
| Facsimile, including area code: | |
| Email address: | billk@resourcecomputer.com |
| Alternate Contact Information | |
| Name: | |
| Street Address: | |
| City, State, Zip: | |
| Phone, including area code: | |
| Facsimile, including area code: | |
| Email address: | |
| Project Information | |
| Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable: | Fiber runs to connect the buildings at the Lone Mountain Gravel Pit together. Ran aerial cable and fiber. Terminated, tested. |
| Original Project/Contract Start Date: | 8-8-16 |
| Original Project/Contract End Date: | 1-6-17 |
| Original Project/Contract Value: | \$67,000 |
| Final Project/Contract Date: | 1-6-17 |
| Was project/contract completed in time originally allotted, and if not, why not? | Yes |
| Was project/contract completed within or under the original budget/ cost proposal, and if not, why not? | Yes |

| | |
|---|---|
| Reference #: | 3 |
| Company Name: | Diversified Communications Solutions Inc., Ltd. |
| Identify role company will have for this RFP project (Check appropriate role below): | |
| | VENDOR |
| | SUBCONTRACTOR |
| Project Name: | Various |

| Primary Contact Information | |
|--|---|
| Name: | Heller Companies |
| Street Address: | 6280 Valley View Blvd., #106 |
| City, State, Zip: | Las Vegas, NV 89118 |
| Phone, including area code: | 702-320-4400 |
| Facsimile, including area code: | 702-320-4403 |
| Email address: | theresa@hellercompanies.com |
| Alternate Contact Information | |
| Name: | |
| Street Address: | |
| City, State, Zip: | |
| Phone, including area code: | |
| Facsimile, including area code: | |
| Email address: | |
| Project Information | |
| Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable: | We've been providing business phone systems, voice, data, and fiber since 2005. |
| Original Project/Contract Start Date: | Various |
| Original Project/Contract End Date: | Various |
| Original Project/Contract Value: | Various |
| Final Project/Contract Date: | Various |
| Was project/contract completed in time originally allotted, and if not, why not? | Yes |
| Was project/contract completed within or under the original budget/ cost proposal, and if not, why not? | Yes |

| Reference #: | |
|---|----------------------|
| Company Name: | |
| Identify role company will have for this RFP project (Check appropriate role below): | |
| <input type="checkbox"/> | VENDOR |
| <input type="checkbox"/> | SUBCONTRACTOR |
| Project Name: | |
| Primary Contact Information | |
| Name: | |

| | |
|--|--|
| Street Address: | |
| City, State, Zip: | |
| Phone, including area code: | |
| Facsimile, including area code: | |
| Email address: | |
| Alternate Contact Information | |
| Name: | |
| Street Address: | |
| City, State, Zip: | |
| Phone, including area code: | |
| Facsimile, including area code: | |
| Email address: | |
| Project Information | |
| Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable: | |
| Original Project/Contract Start Date: | |
| Original Project/Contract End Date: | |
| Original Project/Contract Value: | |
| Final Project/Contract Date: | |
| Was project/contract completed in time originally allotted, and if not, why not? | |
| Was project/contract completed within or under the original budget/ cost proposal, and if not, why not? | |

| | |
|---|-------------------------------|
| Reference #: | 4 |
| Company Name: | Ocean Spray Cranberries, Inc. |
| <i>Identify role company will have for this RFP project (Check appropriate role below):</i> | |
| | <i>VENDOR</i> |
| | <i>SUBCONTRACTOR</i> |
| Project Name: | MAC |
| Primary Contact Information | |
| Name: | Allen Galutira |
| Street Address: | 1301 American Pacific Dr, |
| City, State, Zip: | Henderson, NV 89074 |

| | |
|--|---|
| Phone, including area code: | 702-275-5004 |
| Facsimile, including area code: | |
| Email address: | agalutira@oceanspray.com |
| Alternate Contact Information | |
| Name: | |
| Street Address: | |
| City, State, Zip: | |
| Phone, including area code: | |
| Facsimile, including area code: | |
| Email address: | |
| Project Information | |
| Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable: | Low voltage moves, adds, and changes. Repair and installs, maintaining of phone system. |
| Original Project/Contract Start Date: | Various since about 2006 |
| Original Project/Contract End Date: | Various |
| Original Project/Contract Value: | Various |
| Final Project/Contract Date: | |
| Was project/contract completed in time originally allotted, and if not, why not? | Yes |
| Was project/contract completed within or under the original budget/ cost proposal, and if not, why not? | Yes |

| | | | |
|---|---------------------------|--|----------------------|
| Reference #: | 5 | | |
| Company Name: | Holm Electric | | |
| Identify role company will have for this RFP project (Check appropriate role below): | | | |
| | VENDOR | | SUBCONTRACTOR |
| Project Name: | Various | | |
| Primary Contact Information | | | |
| Name: | Jeremy Bergren | | |
| Street Address: | 919 Incline Way, Suite 21 | | |
| City, State, Zip: | Incline Village, NV 89451 | | |
| Phone, including area code: | 702-525-6002 | | |

| | |
|--|--------------------------|
| Facsimile, including area code: | |
| Email address: | Jeremyb@Holmelectric.com |
| Alternate Contact Information | |
| Name: | |
| Street Address: | |
| City, State, Zip: | |
| Phone, including area code: | |
| Facsimile, including area code: | |
| Email address: | |
| Project Information | |
| Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable: | |
| Original Project/Contract Start Date: | |
| Original Project/Contract End Date: | |
| Original Project/Contract Value: | |
| Final Project/Contract Date: | |
| Was project/contract completed in time originally allotted, and if not, why not? | |
| Was project/contract completed within or under the original budget/ cost proposal, and if not, why not? | |

| | |
|--|--|
| | |
|--|--|

| | | | |
|---|-----------------------------------|--|----------------------|
| Reference #: | 6 | | |
| Company Name: | DCFS | | |
| <i>Identify role company will have for this RFP project (Check appropriate role below):</i> | | | |
| | VENDOR | | SUBCONTRACTOR |
| Project Name: | Various | | |
| Primary Contact Information | | | |
| Name: | James Kolar | | |
| Street Address: | 6171 W. Charleston Blvd., Bldg 17 | | |
| City, State, Zip: | Las Vegas, NV 89186 | | |

| | |
|--|-----------------------------------|
| Phone, including area code: | 702-994-4301 |
| Facsimile, including area code: | |
| Email address: | jkolar@dcfs.nv.gov |
| Alternate Contact Information | |
| Name: | |
| Street Address: | |
| City, State, Zip: | |
| Phone, including area code: | |
| Facsimile, including area code: | |
| Email address: | |
| Project Information | |
| Brief description of the project/contract and description of services performed, including technical environment (i.e., software applications, data communications, etc.) if applicable: | Various cable, cameras, phone MAC |
| Original Project/Contract Start Date: | Various |
| Original Project/Contract End Date: | Various |
| Original Project/Contract Value: | Various |
| Final Project/Contract Date: | Various |
| Was project/contract completed in time originally allotted, and if not, why not? | Yes |
| Was project/contract completed within or under the original budget/ cost proposal, and if not, why not? | Yes |

PART IA - TECHNICAL PROPOSAL

TAB VIII - SECTION 4

ATTACHMENT G

PROPOSED STAFF RESUME

4.4 VENDOR STAFF RESUMES

PROPOSED STAFF RESUME FOR RFP 3280

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

| | |
|--|---|
| Company Name Submitting Proposal: | <i>Diversified Communications Solutions Inc., Ltd.</i> |
|--|---|

Check the appropriate box as to whether the proposed individual is prime contractor staff or subcontractor staff.

| | | | |
|--------------------|----------|-----------------------|--|
| Contractor: | x | Subcontractor: | |
|--------------------|----------|-----------------------|--|

The following information requested pertains to the individual being proposed for this project.

| | | | |
|--------------------------------------|----------------------------------|------------------------------------|------------|
| Name: | <i>Cheryl Hickman</i> | Key Personnel: (Yes/No) | Yes |
| Individual's Title: | <i>Member / President</i> | | |
| # of Years in Classification: | 29 | # of Years with Firm: | 29 |

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE
Information should include a brief summary of the proposed individual's professional experience.

Degree in accounting; held administrative positions for different companies since 1977. Efficient in management, accounting, planning; research of new products and services; oversees formation of alliances of other products and services.

RELEVANT EXPERIENCE
Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

1987 - 1996: Pabco Gypsum; Apex; Warehouse superintendent. Oversee one foreman, one sales order desk employee, six to eight forklift drivers. Coordinate with production for wallboard runs. Coordinate railroad shipments and trucking shipments. Motivate employees to work at top performance under extreme weather conditions. (heat) Create a safe work place and safe working conditions in a hazardous environment. Inventory tracking. Act as an arbitrator with employees, drivers, sales reps, and customers. Created an environment where customers knew they were being given the best possible service even when there were times that they did not get exactly what they wanted.

1985-1987: Horseshoe Hotel & Casino: Insurance liaison. Was the go between for all insurance needs for the insurance company and the employees. Monthly tracking sheets. Learned and explained the benefits to the employees.

EDUCATION
Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

CCSN, Accounting Associates Degree, Las Vegas, NV 1996

CERTIFICATIONS

Information required should include: type of certification and date completed/received.

UNLV, CEO Mini MBA: Sept. 12, 2000 / MAPP / LMI "Effective Personal Productivity" Dec. 1999.

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Cheryl Cordier
Account Payables Was at Binion's Horseshoe
Phone 702-451-0233 / Retired
Email ccorder1@hotmail.com

Neil Holder
Manager All American Van Lines, Prior Owner
Phone 702-399.9913
Email nholder@allamericanvan.com

Don Woods
Owner ICC / Retired
Phone 702-682-8658
Email DonWoods1501@gmail.com

PROPOSED STAFF RESUME FOR RFP 3280

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

| | |
|--|--|
| Company Name Submitting Proposal: | <i>Diversified Communications Solutions Inc., Ltd.</i> |
|--|--|

Check the appropriate box as to whether the proposed individual is prime contractor staff or subcontractor staff.

| | | | |
|--------------------|----------|-----------------------|--|
| Contractor: | x | Subcontractor: | |
|--------------------|----------|-----------------------|--|

The following information requested pertains to the individual being proposed for this project.

| | | | |
|--------------------------------------|-----------------------|------------------------------------|------------|
| Name: | <i>Murray Hickman</i> | Key Personnel: (Yes/No) | Yes |
| Individual's Title: | <i>Member</i> | | |
| # of Years in Classification: | 29 | # of Years with Firm: | 29 |

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE
Information should include a brief summary of the proposed individual's professional experience.

Bid and won multi million dollar bid with the Federal Government. Visionary. Resolution oriented. Manages operations of projects; liaison for resolving issues with customers; coordinates projects with customers and vendors; researches new products. Been in the telcom industry since the 1970's.

RELEVANT EXPERIENCE
Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

1986 - 1988: Amtel; regional manager. Acquired a multi-million dollar contract with the Federal Government. Set up offices in seven western states. Selected office / warehouse space; hired office and technical staff; administered the Federal contract in all seven locations.
 1984 - 1986: Volt Technology, telephone technician. Performed M.A.C. and installations per his daily work orders.
 1980 - 1984: Central Telephone Company, telephone technician. Trained supervisors. Residential repair and install.

EDUCATION
Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

High School - 1968. Some college

CERTIFICATIONS
Information required should include: type of certification and date completed/received.

*Wiring, Cabling, and Fiber
Communications Infrastructure*

Central Telephone, Managing of People: 8-1980
Panasonic KSU Cert; 7-1999
Panasonic Switch Cert.; 7-1999
LMI Effective Personal Productivity": 12-1999
Leviton Cat 5: 8-1998

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

Mike Ryan
Manager Opera House Casino
Email Ryanmkd@cox.net
Cell Phone 702-768-8288

Thomas McSharry
Owner McSharry Construction
E-mail Tomaclv@aol.com
Cell Phone 702-768-5929

Ludwig Miller
Owner Medical Mobility
Email Ludwig@ludwigmiller.com
Cell Phone 702-401-4400

PROPOSED STAFF RESUME FOR RFP 3280

A resume must be completed for all proposed prime contractor staff and proposed subcontractor staff.

| | |
|--|---|
| Company Name Submitting Proposal: | <i>Diversified Communications Solutions Inc., Ltd.</i> |
|--|---|

Check the appropriate box as to whether the proposed individual is prime contractor staff or subcontractor staff.

| | | | |
|--------------------|------------|-----------------------|--|
| Contractor: | Yes | Subcontractor: | |
|--------------------|------------|-----------------------|--|

The following information requested pertains to the individual being proposed for this project.

| | | | |
|--------------------------------------|----------------------------------|------------------------------------|------------------|
| Name: | <i>Murray Hickman III</i> | Key Personnel: (Yes/No) | Yes |
| Individual's Title: | <i>Operations Manager</i> | | |
| # of Years in Classification: | <i>14</i> | # of Years with Firm: | <i>14</i> |

BRIEF SUMMARY OF PROFESSIONAL EXPERIENCE
Information should include a brief summary of the proposed individual's professional experience.

Installs, programs, troubleshoots key systems, and voicemails. Installs voice / data / fiber / coax and terminates. Installs and programs surveillance systems. Meticulous work. Supervises projects; estimates jobs; hires and fires employees. Learning to take over the business.

RELEVANT EXPERIENCE
Information required should include: timeframe, company name, company location, position title held during the term of the contract/project and details of contract/project.

Always worked for family business.

EDUCATION
Information required should include: institution name, city, state, degree and/or Achievement and date completed/received.

High school education; Riverside, CA 1990

CERTIFICATIONS
Information required should include: type of certification and date completed/received.

Panasonic KSU cert. - 11-2000
 Panasonic Switch Cert. - 10-2001
 Partner Plus & Endeavor Phone System Cert. - 9 - 1998
 Fiber Certification - 1-2000
 Leviton Cat 5 Certification - 8-1998
*Wiring, Cabling, and Fiber
 Communications Infrastructure*

Leviton Copper & Fiber - 3-2003
ICC Cat5E cert. - 2003

REFERENCES

A minimum of three (3) references are required, including name, title, organization, phone number, fax number and email address.

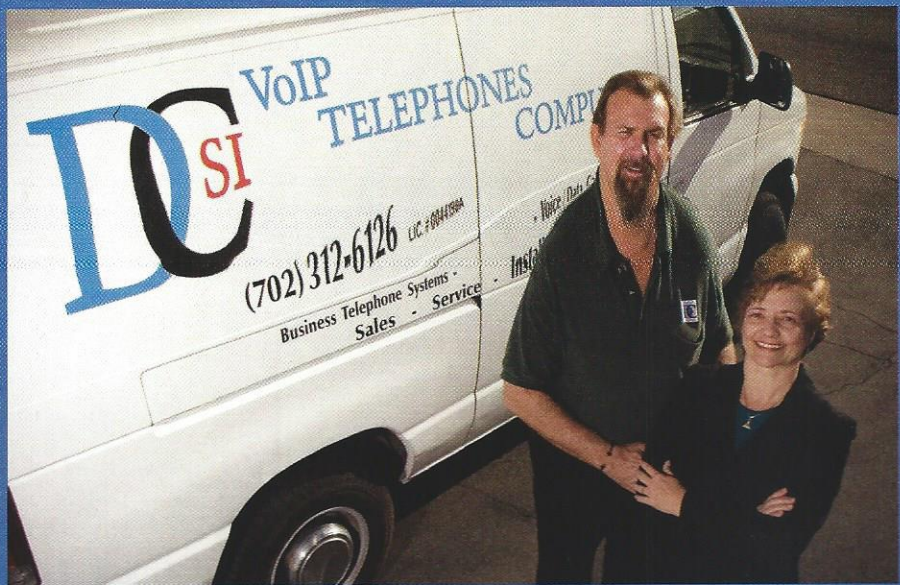
James Kolar, Nevada Depart of Health and Human Services, DCFS, Facility Supervisor II
Phone: 702-994-4301
email: jkolar@dcfs.nv.gov

Jeff Aden, Helena Chemicals, Manager
Phone: 702-740-5320
Fax: 702-740-5330
Adenj@helenachemical.com

Jeremy Bergren, Holm Electric, Partner
Phone: 702-525-6002
Jeremy@holmelectric.com

PART IA - TECHNICAL PROPOSAL
TAB IX - OTHER INFORMATION

DCSI Ltd. Communications Solutions for the 21st Century



Murray and Cheri Hickman recently changed the name of their company to reflect the wide range of high-tech services it now offers.

Murray Hickman created Hickman Telcom in 1988 with a van and a rather large cell phone. At that time, the commercial communications industry consisted mostly of standard KSU and PBX telephone systems. In the beginning, there were very few interconnect companies. Today, while there are many companies from which to choose, most offer limited expertise, unlike the Hickman's successful enterprise.

As the Southern Nevada community started to grow, so did Hickman Telcom. After four years, he hired employees and brought in his wife, Cheri, to work on the administrative side.

Eighteen years later, it was time for the company to take the next step in its evolution. In January 2006 a new name, Diversified Communications Solutions Inc., Ltd. (DCSI Ltd.), was adopted to foster a new age of growth. The company's name change indicates that it offers many high-tech services for customers, including hosted VoIP (voice-over-Internet), backup service and other technology.

Murray and Cheri Hickman's company has grown from a one-man operation to a 12-person team that works to bring the latest in telecommunications to its customers.

Along with computer networks and innovative hardware, servers and technical service, DCSI Ltd. sells, installs and maintains telephone and VoIP systems, voice

and data category-three to category-six cabling, plus multi-mode and single-mode fiber solutions. They are one of a few companies to offer fusion splicing for single-mode applications.

Two telephone systems offered by DCSI Ltd. are the Norstar and Altigen VoIP, or Internet phone. Each holds a great deal of opportunity for customization and room for growth. For example, a company can stay connected with outside sales representatives who work from home with the VoIP system, which enables everyone to stay connected at the touch of a button. "It's like they're a part of one big office," Cheri said.

The growth and success of DCSI Ltd. has encouraged the Hickmans to give back to the community. Cheri has served on the Executive Board of Directors of the North Las Vegas Chamber of Commerce. She served on the chamber's board for five years and is currently the chairperson for the City of North Las Vegas' Redevelopment Advisory Committee. She also is an active member of the Las Vegas Rotary Club.

Cheri was recognized in 2002 as the Small Business Person of the Year by two local organizations and the company is a certified woman-owned business. Although DCSI has grown in technology, success and recognition, Cheri said the family likes the feeling of being a small business.

Employees at DCSI Ltd. are a close-knit group. It's also a family affair. Murray

and Cheri Hickman's two sons have worked for the company in the past, and currently, their daughter, Jen Kunkel, serves as the company's business development director.

Customers also are part of the family and a main source of new business. Reputation is key to the Hickmans, who rely on good service and excellent technical support as their calling cards.

"We like to get in with a company when it opens up and grow with them. We become an important part of their communications decision-making," said Cheri. "We still have a few customers who call and ask for Murray the Phone Man. The clients who have been with us for years know they can trust us to take care of them, no matter what new technology comes along."

**DIVERSIFIED
COMMUNICATIONS**

**DCSI
SOLUTIONS
INC.**

SINCE 1988

DCSI Ltd.
2721 Lossee Rd., Suite G
North Las Vegas, NV 89030
702-312-6126
www.DCSILTD.com



TELEPHONE EQUIPMENT & SYSTEMS, DEALERS

1 Norstan, Inc.
702-436-1200
3085 E. Flamingo Rd., Ste. C, LV 89121
norstan.com

Last Year: —
Principal: Fred Anderson NV Staff: 8
Annual Rev.: DND Yr. Est.: 1973

Norstan Inc. is a technology services leader providing information technology, convergence and communication solutions and services to business clients worldwide. Headquartered in Minneapolis, Minn., Norstan maintains offices in more than 58 locations throughout North America. Its leading-edge products and services include: business telephone systems,

voice and unified messaging, call centers, video/audio/data conferencing, cabling, networks and consulting services. Norstan's voice and data systems can provide solutions for customers with 10 to 10,000 lines, and applications ranging from simple stand-alone systems to highly complex integrated networks. Partnerships with Cisco, Siemens and Ericsson allow Norstan to offer a wide range of communication products. "Norstan believes the key to your communications future is not how well your telephone system works by itself, but how well it integrates with all the components in your communication network," said Fred Anderson, a solutions specialist in Norstan's Las Vegas office, which serves both Northern and Southern Nevada.

| RANK | Last Year | Company Address | Phone Fax | Nevada Principal Web Site | Staff Yr. Est. | Sales Volume | Products/Services |
|------|-----------|---|------------------------------|---|----------------|--------------|--|
| 2 | — | Agape Telecommunications 3375 S. Aldebaran, Las Vegas 89102 | 702-251-4444 702-251-9091 | Kathleen Reed agapetel.com | 64 1983 | \$4,020,000 | Sales, Service, Installation, Maintenance, LAN, WAN & Fiber Optics |
| 3 | — | Verizon Communications 840 Grier, Las Vegas 89119 | 702-270-5660 702-270-2265 | Steve Breer verizonwireless.com | 400 1985 | \$3,996,000 | DND |
| 4 | — | A C Telecommunications 3545 Airway Dr., Ste. 111, Reno 89511 | 775-852-1234 775-853-1042 | Patty Corbett actelcom.com | 6 1987 | \$2,664,000 | Training, Maintenance & Programming, Telephone Systems & Voicemail |
| 5 | — | Executone Datacomm Inc. 3325 W. Ali Baba Ln., Ste. 616, Las Vegas 89118 | 702-739-7500 702-739-0111 | David Koerner executonenv.com | 25 1962 | \$6,660,000 | DND |
| 6 | — | Nevatel Communications 2595 E. Chandler Rd., Las Vegas 89120 | 702-739-5600 702-316-6000 | Wilt Sparks DND | 2 1993 | DND | Telephones, Data, Headsets, Key Systems, Surge Protection, Copy Machines, Printers |
| 7 | — | Hawley Telecom Inc. 3006 Rigel Ave., Las Vegas 89102 | 702-315-5555 702-315-5559 | Jack Hawley hawleytelecominc.com | 5 1994 | \$402,000 | Business Telecom/Telephone Systems, Design, Sales & Installation |
| 8 | — | Hickman Telcom 2721 Losee Rd., Ste. G, North Las Vegas 89030 | 702-312-6126 702-312-6132 | Cheryl Hickman wimall.com/cplus | 11 1988 | \$1,500,000 | Point to Point, Internet Access, Web Hosting, Wireless Networks. |
| 9 | — | A M Com 5160 S. Valley View Blvd., Las Vegas 89118 | 702-896-0002 702-798-8022 | Kathleen Scharf amconlv.com | 16 1977 | \$402,000 | Sales, Service, Installation, Consultant & Data-Design |
| 10 | — | Phillips Communication 333 N. Rancho Dr., Ste 133, Las Vegas 89106 | 702-647-3000 702-646-9500 | Clayton Phillip go-pcc.com | 20 1986 | \$1,340,000 | Full Service Electrical - Telephone/Data Contractor |

TELEPHONE EQUIPMENT & SYSTEMS, SERVICE/REPAIR

1 Hickman Telcom
702-312-6126
2721 N. Losee Rd., Ste. E, No. Las Vegas 89030
wimall.com/cplus

Last Year: —
Principal: Cheri Hickman NV Staff: 11
Annual Rev.: \$1.5 MILLION Yr. Est.: 1988

Hickman Telcom is a family-owned business serving the Las Vegas area since 1988. Products include business telephone systems, computer systems and peripheral computer equipment. Services include installation and repair of both telephone and computer systems; cabling for phones and comput-

ers; fiber optics; and data services for high-speed Internet access. "Hickman Telcom visits clients to discuss their needs and recommend the best telephone system for their business and their budget. If they need to upgrade, move or replace an existing system, we can help them at an affordable cost. New systems, voice mail, auto attendant and maintenance contracts are available for any size office or building," said owner Cheri Hickman. Hickman also offers pay telephone as a profit center for business, and serves as a Master Agent for Pac-West Telecomm, Inc., providing local and long distance service plus telephone equipment, all in one package.



| RANK | Last Year | Company Address | Phone | Nevada Principal Web Site | Staff Yr. Est. | Sales Volume | Products/Services |
|------|-----------|---|--------------|---|----------------|--------------|---|
| 2 | — | MPower Communications 3301 N. Buffalo Dr., Las Vegas 89129 | 702-310-1000 | Thomas Sherman mpowercom.com | 600 1996 | DND | Providing Long Distance, Phone Repair & DSL For Southern Nevada |
| 3 | — | XO Nevada 2240 Corporate Cir., Henderson 89014 | 702-990-1115 | Clark Peterson xo.com | 145 1996 | DND | DND |
| 4 | — | Nevada Bell 645 E. Plumb Lane, Ste B-132, Reno 89502 | 775-333-3124 | Marsha Lindsey nbell.com | 950 1913 | DND | DND |
| 5 | — | Advanced Telcom Group 200 S. Virginia St. Ste. 103, Reno 89501 | 775-284-4000 | Michael Callahan callatg.com | 32 2000 | DND | DND |
| 6 | — | Pac-West Telecomm Inc. 304 Carson Ave., Las Vegas 89101 | 702-384-3450 | Jim Smothers pacwest.com | 25 1980 | \$24,000,000 | Local, Long Distance & High-Speed Data Services, Telephone Hardware, Internet Access/Infrastructure |
| 7 | — | Executone Datacomm Inc. 3375 S. Aldebaran, Las Vegas 89102 | 702-251-4444 | Kathleen Reed agapetel.com | 64 1983 | \$4,020,000 | Sales, Service, Installation, Maintenance, LAN, WAN & Fiber Optics |
| 8 | — | A M Com 5160 S. Valley View Blvd., Las Vegas 89118 | 702-896-0002 | Kathleen Scharf amconlv.com | 16 1977 | \$402,000 | Sales, Service, Installation, Consultant, & Data-Design |
| 9 | — | Executone Datacomm Inc. 3325 W. Ali Baba Ln., Ste. 616, Las Vegas 89118 | 702-739-7500 | David Koerner executonenv.com | 25 1962 | \$6,660,000 | DND |
| 10 | — | Hawley Telecom Inc. 3006 Rigel Ave., Las Vegas 89102 | 702-315-5555 | Jack Hawley hawleytelecominc.com | 5 1994 | \$402,000 | Business Telecom/Telephone Systems, Design, Sales & Installation |

SBA winners find success in Nevada

By Valerie Miller
Staff Writer

Nearly two decades ago, Ron Bishop was a bored 18-year-old stuck in the desert.

From that beginning, he took an unusual path to owning the highly successful Bishop Air Services, and for his efforts, he has been named the U.S. Small Business Administration's Nevada Small Business Person of the Year.

"Moved to Las Vegas in 1983, because I was stationed at Nellis (Air Force Base). I grew to like the place during the four years I was stationed here," Bishop said.

He was far from the typical 18-year-old airman. Trained as a medic, Bishop excelled in the field of allergies and immunology to the point where he was one of only two students in his class to be sent on for more training at Walter Reed Medical Center in Washington, D.C.

After a couple of his superiors in the medical field at Nellis left the air force unexpectedly, by default the young recruit found himself suddenly with a lot of responsibility.

"I was an 18-year-old kid and I didn't even have a stripe yet, and I was running this clinic," Bishop explained. "You had to be a sergeant to run the clinic, so they gave me the title of non-commissioned officer."

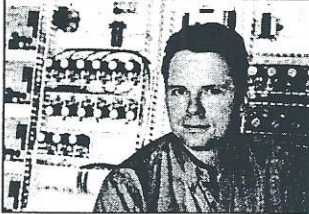
Bishop soon found there were some perks to his new-found position: "I never had to take out the trash," he joked.

Realizing that he would need a lot more training in the civilian world to pursue a similar career, Bishop started planning for the future while still in the Air Force, taking classes in air conditioning service at night.

After leaving the Air Force, Bishop decided to stick around the Las Vegas Valley and apply his trade working for a hotel. At the urging of a friend, he got a contractor's license at the age of 26.

"I was just looking to make some money on the side, a few hundred dollars," he recalled. "But it just took off. I had to quit my job and pursue it."

Bishop pursued it all the way to a



Ron Bishop

current annual income of \$500,000 a year, and he started with a \$2,000 investment.

But he credits an SBA loan with helping the Henderson business expand into a bigger facility, and Bishop said he is still trying to adjust to the recognition that comes with being named the SBA's Small Business Person of the Year for the state.

"Things like this award are just beyond my imagination," Bishop said. "I'm just a kid who started an air conditioning company."

Marianne Reeves

Another Nevada SBA award winner, Marianne Reeves, like Bishop, was drawn to the state through her connection to Nellis Air Force Base.

For the Beadle, McBride & Reeves CPA, and Accountant Advocate of the Year for the State of Nevada, it was her former husband's stationing at the base that landed her in the valley back in 1975.

After graduating from UNLV with a degree in accounting 24 years ago, Reeves decided, as did Bishop, that the Southern Nevada desert might be the promised land of sorts.

"It's an exciting place to live, exponential growth, lots of potential," she said. "With all the growth, there was lots of new business."

Reeves, who now spends part of her time volunteering to teach accounting to business people as well as instructing community education classes at UNLV, did not pick accounting as her first career goal.

She wanted to be a journalist.

"I wrote for the college paper in Oregon, but by the time I got here, I already had a family," she said. "I thought accounting would fit better into a family life."

Although she has no plans to change career horses in mid-stream, Reeves hasn't given up totally on being a wordsmith.

"I'd like to write a novel when I retire."



Marianne Reeves

Alonzo Barber

Meanwhile, TBL Construction owner

Alonzo Barber is busy trying to write a new chapter in Nevada business history.

The winner of the SBA's Minority Small Business Advocate of the Year for the State of Nevada is active in helping in the development of small businesses, both as a board member of the National Association of Minority Contractors and as president of its Las Vegas chapter.

There's work to be done, no doubt, he admitted, but the valley is making progress.

"I am encouraged by the cooperation, especially from the MGM Mirage," he said. "The opportunities are here for qualified minority contractors."

Opportunity seems to be a common thread running through the success stories of all the SBA award winners. Barber concurred.

"If an individual knows the market, the opportunities here are definitely unlimited."



Alonzo Barber

Home-based Business Advocate

Lisa McQuerrey
Professional Writing Services

In 1994, McQuerrey established Professional Writing Services, which offers internal and external corporate newsletters, creative copy writing, grant writing and feature articles for local and state publications.

In 1999, McQuerrey created a grant writing handbook and provides the handbook, as well as a free consultation, to non-profit organizations that need grant writing assistance but don't have a budget to hire someone or out source projects.

Financial Services Advocate

Lonnie F. Thomas Jr.
Heritage Bank of Nevada

For more than 10 years, Thomas has been involved in small business lending using conventional, SBA, USDA, rural or microloans to help individuals reach their goals of entrepreneurship or business expansion.

Over the past two years, he has funded more than \$6 million for small businesses. Thomas participates in small business loan seminars and expos and takes extra time to effectively counsel small business persons with their business endeavors. Thomas lobbied for relaxed credit standards for SBA small business loans and continued congressional funding of SBA loan programs.

Young Entrepreneur
Robb S. Smith
Nevada Ventures LP

Smith started Millennium Three Ven-

ture Group, a venture capital fund, in 1999.

He is a founder and general partner at Nevada Ventures LP, a Nevada venture fund, founder of the Nevada Ventures Nanoscience Program at the University of Nevada, Reno, and founding member of the Nanobusiness Alliance.

In 1997, Smith founded the Reno High-

Technology Development Group, Nevada's first technology-oriented economic development organization and the predecessor to the TechAlliance, a Nevada technology development organization.

Women in Business Advocate
Allison M. Loftus
Nevada Women's Business Resource and Assistance Center

As the Executive Director of NWBRAC, she provides educational programs and one-on-one business counseling to clients.

Loftus is also the executive director of the Southern Nevada Certified Development Company, which hosts NWBRAC. As a graduate of George Washington University, she became active in the development and advocacy of small business through her experience as a private coordinator for the White House Conference on Small Business.

Las Vegas Small Business Persons
Craig M. Miller, Susan D. Miller, Christy Miller Jeppesen
Pictographics

The Miller family make up the trio that founded and manages Pictographics and now employs 32 and is an eight-year-old large format digital printing service bureau. In 1996, the trio began an internship program with Advanced Technology Academy, a Clark County Magnet High School.

Henderson Small Business Person

David Chavez
Chavez and Koch CPAs Ltd.

Chavez started his firm after working with Arthur Anderson in Las Vegas for five years. Chavez and Koch grew to currently have approximately 1,600 clients. Today, he manages all aspects of his 23-person team offering consulting, accounting and tax services.

North Las Vegas Small Business Person
Cheryl A. Hickman
Hickman Telcom LLC

Hickman Telcom LLC is a Nevada Department of Transportation (NDOT) Certified Women-owned business specializing in cabling systems, computers and data services, and business telephone systems. In 1988, Cheryl and Murray Hickman started Communications Plus as a home-based business. The company's client base includes providing dial tone, long distance, and phone equipment to the Las Vegas Housing Authority, Clark County Housing Authority and Clark County Sanitation District.



McQuerrey



Thomas, Jr.



Loftus



Jeppesen



Chavez



Hickman

*Cheri -
Congratulations on
your success.*

*Maia Martinez-Riach
5/17/02*

INDUSTRY FOCUS



Communications

A group of top executives in the communications field gathered on Wednesday, March 20th, at the Four Seasons Hotel to discuss challenges and issues affecting their industry in Nevada. The roundtable was a part of *Nevada Business Journal's* monthly Industry Outlook series. Those in attendance represented a broad cross-section of the communications industry, including both local phone carriers and wireless providers, large and small companies.

The group engaged in a frank discussion of conditions in the industry, including satisfying customers' demands, consolidation of companies, the role of government regulation, the future of telephony, and new products and services.

Their candid opinions on these and other issues will be featured in *Nevada Business Journal's* May issue and will be a must-read for our 68,000-plus readers.

Professionals from the communications industry, and those who work closely with them, are strongly encouraged to be a part of this important feature in the May issue. Your involvement enables us to inform the public about your industry and how it is meeting the challenges of the 21st century, including those posed by technology, government regulations and economic conditions. Our goal is to make the public aware of the importance of the communications industry and how it affects the lives of all Nevadans.

For more information on how you can be a part of this important issue, please call Connie Brennan at 702-735-7003 ext. 43, or 775-747-4434.

(seated, left to right)
Clark Peterson
XO Communications

Lorinda Bucchieri
Pre-Paid Phones

Lou Emmert
Sprint

Don Knuckles
e.spire Communications

(standing, left to right)
Cheri Hickman
Hickman Telecom

Rhonda Rae
PacWest Telecomm

Deb Carmachel
Exp@net

Steve Schorr
Cox Communications

Sherri Gilligan
Sprint PCS



FOUR SEASONS HOTEL
Las Vegas

HICKMAN TELCOM LLC