



PRECISION CONTRACTING SERVICES INC.



**City of Clearwater**  
**RFP #46-24 for Fiber Optic Installation and Maintenance Services**

**July 9, 2024**  
**10:00 AM EST**

***Precision Contracting Services, Inc***  
***15834 Guild Court***  
***Jupiter, Fl 33478***  
***561-743-9737***

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License #ES0000245

15834 Guild Court • Jupiter, FL 33478 • 561-743-9737 • (Fax) 561-743-0775 • [pcsfiber.com](http://pcsfiber.com)



Corning Cable Systems





PRECISION CONTRACTING SERVICES INC.



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PRECISION CONTRACTING SERVICES INC.



TAB 1 - Letter of Transmittal

July 9, 2024

City of Clearwater  
Attn: Procurement Division  
100 S. Myrtle Ave 3<sup>rd</sup> Fl.  
Clearwater, FL 33576-5520

Reference: RFP #46-24 Fiber Optic Installation & Maintenance Services

Subject: Letter of Transmittal

**a. Understanding of Work to be Performed:** *Precision Contracting Services, Inc. (PCS)*, confirms that we have thoroughly read all terms and conditions provided within the RFP. PCS understands the scope of work to be performed, including new directionally bored UG pathways, construction, facility entrances, fiber optic (FO) cable installation, splicing, termination, and testing with full as-built documentation, as well as “on-call” maintenance services. PCS recognizes and will achieve the goals of unique Client Information Technology and Traffic Engineering Departments, through good onsite coordination with existing utility owners, locators and boring staff; properly planned, procured and scheduled segment deployments; detailed GIS documentation of City asset placements within permitted ROW(s); and clear, effective and consistent communication with all client stakeholders.

**b. Commitment to Perform Services:** *Precision Contracting Services, Inc. (PCS)*, PCS is fully capable and committed to performing the 10 Information Technology and 20 Traffic Engineering work segments, as well as providing annual “on-call” maintenance services for 24x7x365 with a 4-hour response time, as described within Section 3.0 Scope of Services requirements of the City’s RFP.

PCS will use materials meeting the requirements within Exhibit C “Materials & Specifications” including Corning FO or Gator Patch fiber products and to maintain sufficient inventory in our local Tampa office to support each installation segment’s schedule as well as potential “emergency restoration and maintenance” services where PCS excels over other providers.

PCS, a recognized leader in GIS asset management services, will comply with the RFP requirement to provide detailed GIS as-builts of the deployed City assets.





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**c. Names of Key Project Personnel**

- Rhys Roberts, Vice President
- Brian Stillman, West Coast FL, Operations Manager
- Rob Thomas, West Coast FL, Project Manager
- Thomas Sapp, West Coast FL, General Superintendent
- Jack Sapp, West Coast FL, Lead Installation Foreman
- John Johnson, West Coast FL, Technician Manager
- Vlad Panov, West Coast FL, Lead Fiber Splice/Test Technician & Trainer

*(See Organizational Chart for Additional Fiber Optic Professionals As Needed)*

*Precision Contracting Services, Inc., (PCS)*, is the leading design build fiber optic integrator in Florida with over 4,000 completed projects exceeding 40,000 miles of infrastructure since our incorporation in 1990. PCS’s corporate office is located in Jupiter, FL, but owns and operates regional offices in Tampa, Orlando, Jacksonville, Vero Beach, and Coconut Creek, as well as Texas and North Carolina. PCS will manage this project from its >12,000sf Tampa office & warehouse facility.

*Respectfully Submitted,*

***Brandon K. Boyd, CEC***

**Precision Contracting Services, Inc.  
Brandon Boyd, FL CEC, VP of Estimating  
15834 Guild Court  
Jupiter, FL 33478**

**Email: [bkboyd@pcsfiber.com](mailto:bkboyd@pcsfiber.com)**





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**TAB 2 - Qualifications, Personnel & References**

**a) Statement of Qualifications**

Precision Contracting Services, Inc. (PCS) would manage and perform this project from our Tampa, FL office. PCS was incorporated on November 14, 1990, (#S12602) and has several locations throughout Florida. PCS is licensed to do business and operates in nine southern states. Sara Boyd, Secretary, Bruce Boyd, RCDD, Director and Cindy Boyd, RCDD, President, maintain a commitment to quality throughout the organization and have achieved award winning recognition by the International Bentley Be Inspired Award program for Innovation in Communications Design, as lead pioneers in the development of fiber optic network design infrastructure. Cindy Boyd holds licenses in nine states including a Florida Specialty Electrical Contractor’s License and a Florida Alarm System Contractor’s License, as well as a General Certified Building Contractor’s License. Overall, PCS employs a staff of more than 150 fiber optic professionals statewide.

PCS is a multi-faceted firm who provides consulting, design, construction, maintenance, service restoration, and network integration, supporting Intelligent Transportation Systems, CCTV, Utility SCADA & Broadband Fiber Optic Networks throughout the United States. Our clientele encompasses several governmental agencies, as well as private sector customers in Transportation, Judicial, Education and Municipal Government markets for over 34 years. PCS provides services for emergency & non-emergency restoration to numerous clients including the Florida Dept. of Transportation, Florida Turnpike Enterprise, Palm Beach Co. ISS, Martin Co. Traffic/IT, Ft. Pierce Utility Authority and numerous entities locally and across the United States. PCS believes our experience in the Fiber Optic Broadband & ITS industry is unparalleled with a staff of Designers, Installers & Technicians to maintain the highest quality work product performance as reflected by our client reference list.

PCS holds numerous manufacturer certifications for our Technicians, Installers, Engineers, and Management. We are a nationally authorized Corning Network of Preferred Integrators offering an extended 25-year warranty on Fiber Optic Networks utilizing all Corning products and installed by PCS. PCS has extensive experience working in the DOT Right of Way and holds ATSSA Maintenance of Traffic Certifications consistent with MUTCD standards, Sharp’s Confined Space Safety Certifications, OSHA Tower climbing and OSHA Safety Certifications.





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PCS is a Corporate Member of Building Industry Consulting Services International (BICSI), the association that is the leading Telecommunications Standards & Design enforcement and training authority for the Electronics Industry Association (EIA) and the Telecommunications Industry Association (TIA). PCS has four BICSI Registered Communication Distribution Design Professionals and numerous BICSI trained Technicians employed to support our client's needs. PCS is a member of the Florida Association of Electrical Contractors, the IMSA (International Municipal Signal Association), and the International Association of Electrical Inspectors.

PCS will perform this project from our Tampa, FL facility, with additional support being available and Orlando offices. The Tampa, FL facility includes >12,000sf of office and warehouse space, and is home to 29 current professional operational-level team members such as Installers, Technicians, Foremen, Superintendents and Project Managers. The individuals who operate the Tampa, FL facility, and whom will be assigned to manage this project, are listed in section b) below. Together they have a combined >100 years of experience deploying successful Fiber Optic telecommunications projects for multiple Public entities on the West Coast of FL, including City of Clearwater, City of Tampa, Hillsborough County, Pinellas County, Pasco County, Manatee County, Polk County, as well as FDOT District 7. Our experience in working with these clients allows us to guarantee timely implementation and cost minimization with required design, permitting and integration activities. PCS's corporate office will provide administrative tasks of billing, collection, purchasing, network design, and related functions. PCS has the ability to provide additional installation and technical labor from our Orlando and Vero Beach offices to ensure timely project performance. PCS has in-house professional engineering capability supported by our FiberTrak asset management documentation model inclusive of field survey/mapping, database development and population, CADD and ESRI as-builts and web hosted client FON Maintenance modeling. The FiberTrak team regularly collects field asset data for inclusion into GIS/GPS as-built deliverables for County IT/GIS Departments to maintain their assets. The FiberTrak team is also capable and experienced with generating permit applications for both Standard Permits such as DOT Road and Right-of-Way permits, and Specialty Permits such as Railroad Crossings, FDEP & USACE permits.

### b) Identification of Field Supervisor, Project Manager and Technicians (Resumes)

- Brian Stillman, Project Manager
- Rob Thomas, Primary Field Supervisor
- Thomas Sapp, Secondary Field Supervisor
- Jack Sapp, General Foreman
- John Johnson, Fiber Optic Technician
- Vlad Panov, Fiber Optic Technician

*\*Executive level support as needed by Rhys Roberts, Brandon Boyd, Rod Wallen & Bruce Boyd*



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c) **Identify PCS Memberships & Professional Associations**

Attached Corning NPI and BICSI Membership Certifications

d) **List of Projects for FO Services in Florida in Past Ten Years**

1. **Pasco County BOCC - Countywide**

- a. **Name:** IFB-KW-19-215 - Fiber Optic Communications System, Ph1
- b. **Address:** 8744 Government Dr. New Port Richey, FL 34654
- c. **Phone:** 727-844-7749
- d. **Contact:** John Alland
- e. **Description:** Multi-Year contract award for the county-wide expansion of the existing Fiber Optic Communications System.

2. **City of Port St Lucie – Citywide**

- a. **Name:** 20220081/INB - Fiber Optic Expansion
- b. **Address:** 121 SW Port St. Lucie Blvd, Port St. Lucie, FL, 34984
- c. **Phone:** 772-344-4339
- d. **Contact:** Bill Jones, Chief Information Officer
- e. **Description:** Fiber Optic Design, Material, Supplies, & Installation for the Connection of Fiber Infrastructure in six main areas of the city

3. **Palm Beach County - Countywide FO/WiFi**

- a. **Name:** Palm Beach County, ISS
- b. **Address:** 301 N. Olive Ave., 8<sup>th</sup> Fl., West Palm Beach, FL 33401
- c. **Phone:** 561-355-4601
- d. **Contact:** Mike Butler, Director of Network Services
- e. **Description:** Current Fiber Optic Master Contract County-Wide

4. **City of Tampa ATMS**

- a. **Name:** City of Tampa Advanced Traffic Management System
- b. **Address:** 306 East Jackson Street, Tampa, Florida 33602
- c. **Phone:** 813-274-8211
- d. **Contact:** Vik Bhide, Director of Mobility
- e. **Description:** Install >120 miles of FO cable supporting the communications network for the City’s new ATMS system.





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**5. Description: FDOT Pinellas Co ATMS**

- a. **Name:** ATMS Alternate US Hwy 19 South (SR 60) to 34<sup>th</sup> Street N
- b. **Address:** 400 S. Ft. Harrison Ave, Clearwater, FL 33756
- c. **Phone:** 727-464-3205
- d. **Contact:** Robert Meador, Public Works Traffic Engineering
- e. **Description:** Install >6 miles of FO cable supporting the communications network for the County’s existing ATMS system.

**6. Description: FDOT I295 Gateway, Contract # E7J46**

- a. **Name:** Gateway Express & I275 fr S Gandy Blvd to N 4th St
- b. **Address:** 11201 McKinley Dr, Tampa, FL 33612
- c. **Phone:** 813-615-8632
- d. **Contact:** Edward Albritton, FDOT D& ITS Project Manager
- e. **Description:** Install >34 miles of FO cable as part of the construction of a new highway (Gateway Expressway) and existing I-275 from South of Gandy Blvd (SR 694) to North of 4<sup>th</sup> Street N (SR 687) to extend FDOT District 7’s existing Intelligent Transportation Systems FO communications network throughout the corridor.

**e) References – 5 Clients w/ 3 Public Sectors of Work Performed in the Last 12 Months**

**1. Palm Beach County, FL**

- a. **Name:** Mike Butler, Director of Network Services
- b. **Phone:** 561-355-4601
- c. **Email:** [mbutler@pbcgov.org](mailto:mbutler@pbcgov.org)
- d. **Address:** 301 N Olive Ave, West Palm Beach, FL 33401

**2. City of Port St Lucie, FL**

- a. **Name:** Lee Dearlove, Fiber Infrastructure Administrator
- b. **Phone:** 772-344-4204
- c. **Email:** [ldearlove@cityofpsl.com](mailto:ldearlove@cityofpsl.com)
- d. **Address:** 121 SW Port St. Lucie Blvd., Port St. Lucie, FL 34984

**3. Sarasota County, FL**

- a. **Name:** George Ellis, ITS Manager
- b. **Phone:** 941-861-0862
- c. **Email:** [gellis@scgov.net](mailto:gellis@scgov.net)
- d. **Address:** 1001 Sarasota Center Blvd., Sarasota, FL 34240







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**4. Pasco County, FL**

- a. **Name:** John Alland, Network Architect
- b. **Phone:** 727-844-7749
- c. **Email:** [jalland@pascocountyfl.net](mailto:jalland@pascocountyfl.net)
- d. **Address:** 8744 Government Dr. New Port Richey, FL 34654

**5. Martin County, FL**

- a. **Name:** Russell Norvell, IT Services Telecommunications Manager
- b. **Phone:** 772-320-3132
- c. **Email:** [rnorvell@martin.fl.us](mailto:rnorvell@martin.fl.us)
- d. **Address:** 2401 SE Monterey Rd, Stuart, FL 34996

**TAB 3 – Methodology & Approach**

**a) Project Plan & Approach**

*Precision Contracting Services, Inc. (PCS)* is pleased to have this opportunity to submit our proposal for this Fiber Optic Cable Installation Project for the City of Clearwater. We are a Florida based company with over 34 years’ experience building fiber optic networks. We have trained and certified personnel at every level of network design & construction to make sure our clients receive the best possible results from our efforts. Our expertise includes every phase of project development, design, permitting, construction, maintenance, and documentation. We have unique design & documentation capabilities with our FiberTrak Services that give PCS a real advantage over our competitors.

PCS will provide all services as described under the current RFP and outlined in our Letter of Transmittal. See attached Organization Chart for complete staff and fiber optic technical professionals. A portion of the underground boring will be contracted out to fully licensed and insured underground subcontractors (Vasi Underground, Diversified Underground).

**b) List of Qualifications & Services**

Our Corning NPI status (see attached) allows clients to receive material warranties of 25 years thru PCS that are not available from many of our competitors. Most importantly, PCS has worked hard to establish a reputation of providing our clients superior service in all projects we engage. There are no exceptions to this effort on our part and we offer our pledge to The City that if selected, PCS will demonstrate the expertise & capability to make fiber optic installation projects like this seamless.





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PCS currently employs over 150 trained fiber optic professionals in Florida working out of separate facilities including one in Tampa, giving PCS the distinct ability to not only meet but exceed the city’s requirements to provide the fiber optic services necessary to complete the work requested in this RFP. PCS maintains the largest private fleet of fiber optic rolling stock and equipment in the state. We have included a copy of our equipment inventory (see attached) with our proposal package. The combination of trained staff of professionals, the latest in fiber optic equipment, our vast inventory, our experienced leadership, and our commitment to our clients makes PCS a standout selection for a project of the type being proposed here.

PCS employs locally based, experienced professionals to manage and perform the UG pathway reviews and installations, all fiber optic cabling requirements to the highest level of industry certification and network personnel to facilitate comprehensive support in maximizing goals and efficiencies, while looking to mitigate costs for our clients.

PCS has an annual bonding capacity rating of \$100M (see attached) which is twice that of average annual revenues of ~\$50M. PCS has more than enough resources in manpower, equipment and financial wherewithal to compete the project for the City within budget and on time. With over \$15m of specialized FO network construction and technical equipment including all optical splice/test devices maintained and calibrated to manufacturing specifications, PCS has more direct in-house capability than any specialty firm in the SE USA.

PCS maintains financial support from both Wells Fargo and Chase Banks with open Lines of Credit in excess of \$1M each for any required operations or equipment financing needs. PCS has no funds drawn on either LOC showing strength in capability to procure staffing, equipment and materials for this project to meet project scheduling demands.

PCS has its own in-house staff of RCDD’s, OSP-DCDC-Wifi Designers (see attached), Cisco Certified Network Engineers, and CADD Technicians that dramatically improve our ability to support network designs and subsequent site drawings and documentation in conjunction with contracted Land Surveyors and Professional Engineers. We have developed network design and documentation capability with our FiberTrak Services.

PCS uses Real Time Kinetic Global Positioning System (RTK-GPS, sub-meter accuracy) for field data point reference and attribute association for geospatially accurate design, engineering and/or asbuilt documentation. PCS combines this GPS data with graphical information system (GIS) asset/element associations as the foundation of our FiberTrak® offering. PCS’s services and application for these efforts, FiberTrak®, provides detailed ROW position documentation of client fiber optic/communication assets in relation to other existing UG ROW infrastructure for critical FL Sunshine 811 recording for future locating requirements.





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Further, PCS's FiberTrak®, is recognized for its detailed GIS attribute database and inter-operability to share that data across GIS platforms such as ESRI ArcGIS online, Google Earth or FDOT required ITSFM; while also associating client defined asset/attribute data with proven engineering applications Bentley MicroStation®, Bentley Communications®, IQGeo® and PCS's internal stored procedures allowing Client the option for online access to PCS hosted optical trace capability and asset query from a GIS interface.

PCS FiberTrak®, was recognized in both 2009 and 2011 by Bentley Systems Inc.©, as the winner of the *Be Inspired Award for Communications Infrastructure Design* for innovative inter-operable database interface solutions. Bentley Systems Inc.©, the global leader dedicated to providing architects, engineers, geospatial professionals, constructors, and owner-operators with comprehensive software solutions for sustaining infrastructure.

PCS currently provides fiber optic maintenance services to numerous entities throughout Florida, including Sarasota County, Pasco County, Hillsborough County, Martin County, Palm Beach County, Indian River County, St Lucie County, Pinellas County, and numerous Florida DOT projects. Services typically include on-call emergency response for pathway repairs, FO cable replacements, fiber splicing, fiber terminations, and restoration of fiber optic communications. We have attached a sample Emergency Response Procedure for your review. Procedures can be customized to meet client preferences.

PCS has provided a sample "Emergency Services Response Plan" with this proposal and will support the City of Clearwater with the appropriate level of Emergency Response Service contracted as part of this agreement.



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**TAB 4 - Cost of Services**

- a) **Cost Estimate By Each Segment** *(See Attached Exhibit A for Itemization By Segment)*
- b) **Total Cost Summary for All Segments** *(See Attached Exhibit A Total For All Segments)*
- c) **Annual On Call Emergency Services** *(See Attached Exhibit A For On-Call Maintenance Rates)*  
**Maintenance** *(Listing of Services & Rates For Annual Maintenance Including An Emergency Response Procedure & Annual “On-Call” Emergency Services Rate For The City of Clearwater)*
- d) **Travel & Reimbursable Expenses** *(Included With Each Segment)*





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**TAB 5 - Other Forms**

- a) Exceptions, Additional Mat'l and Addendum**
- b) Vendor Information Form**
- c) Vendor Certification of Proposal Form**
- d) Scrutinized Companies Form, as Required**
- e) E-Verify Eligibility Form**
- f) Copies of Licenses and Certifications, if requested**
- g) W-9 Form**

**We include the following additional information as attachments:**

- Florida DOT Certificate of Pre-Qualification
- Certificate of Liability (sample)
- Florida Licenses
- Certified Specialty Contractor (Fiber Optic) and Certified Alarm System Contractor'
- RCDD Certifications
- Corning Network of Preferred Installers Certification
- PCS Equipment List
- PCS Emergency Response Procedure For City of Clearwater