



Wendy MacMurray
Precision Sidewalk Safety Corp.
303 SE 17th Street, #309-122
Ocala, FL 34471

July 1, 2016

Mr. Larche Hardy
Coordinator of PAEC Cooperative State Purchasing
Panhandle Area Educational Consortium
753 West Boulevard
Chipley, Florida 32428

Dear Mr. Hardy:

Thank you very much for the opportunity to submit a proposal response to the Panhandle Area Educational Consortium. Precision Sidewalk Safety Corp (PSSC) fully understands and complies with the commercial and technical requirements stated in RFP 16-08, Trip Hazard Prevention and Sidewalk Maintenance.

In Section 7 of this proposal document, "Cost of Services," PSSC has provided standard pricing in the format requested, with certain items priced separately as options and exceptions, in order to include or remove certain costs, depending on the specific needs of any given customer. For example, in RFP section V. Billing and Payment Procedures, number 3 requests GPS coordinates and hazard locations plotted on a map, so that users of the information can integrate the data into their GIS systems. Since most schools and even most municipalities do not have GIS systems in place, this may or may not be needed. PSSC therefore offers this service as an option only, for those entities that require it.

PSSC looks forward to the opportunity to support schools and other public entities in the state in their efforts to maintain safe and ADA compliant walkways. If you or anyone in the consortium has any questions, you may contact me any time at my office (352) 401-9090 or on my cell phone (352) 857-9588. You may also email me at wendy@precisionsidewalksafety.com.

Thank you very much for your kind consideration of this proposal document.

Sincerely,

Wendy MacMurray
Chief Executive Officer



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Section 1: INTRODUCTION

1.1 Cover Letter



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Sincerely,

Wendy MacMurray
Chief Executive Officer

Precision Sidewalk Safety Corp | 877-799-6783

Section 2: COMPANY OVERVIEW

2.1 Ability to Provide Services Required

Precision Sidewalk Safety Corp (PSSC) is a Florida corporation in good standing to conduct business in both Florida and South Carolina. (Exhibit A) The company is majority owned by Wendy MacMurray, a woman. The company is certified as a Minority Business Enterprise under the provisions of Chapter 287, Florida Statutes (see Exhibit B).

Precision Sidewalk Safety Corp has a perfect safety record and 100% reference-able customers. We use OSHA approved equipment, certify all employees who work directly in trip hazard repair, and have outstanding safety practices for both employees and the public who may be using the walkways we are repairing. We have worked in dense urban, high pedestrian traffic areas, as well as residential neighborhoods and historic districts to complete projects without incident. Our clients often receive unsolicited compliments for the work we have performed.

Wendy and Alan MacMurray, the founders of Precision Sidewalk Safety Corp, have over 50 years combined experience in customer management, service delivery and project implementation and have been respected executives for global Fortune 500 companies as well as start-up companies. They introduced the Precision technology to Florida in late 2006 and South Carolina in 2007 and they now support hundreds of customers. The company has used its unique, patented technique to make over 215,000 repairs on sidewalks in the two states, saving communities an estimated \$29 million on sidewalk repairs.

Schools, Universities, and Municipalities maintain sidewalks to ensure the safety of their residents and visitors. Removal and replacement of every panel where there is a change in level on sidewalks is cost prohibitive and disruptive to residents and visitors. It is also important for these entities to achieve compliance with the Americans with Disabilities Act (ADA), improve safety, and enhance the aesthetics of their neighborhoods.

PSSC uses **patented** horizontal cutting technology to repair trip hazards created by changes in level up to 2 inches high on sidewalk panels, allowing us to achieve an ADA compliant slope. On average, the PSSC system can repair approximately 90% of all problems on sidewalks and other pedestrian surfaces – often times much higher. The remaining areas (e.g. broken panels) would need to be demolished and replaced, which is a service that is not provided by PSSC. For communities throughout Florida and South Carolina, the PSSC service has minimized liability and improved the safety and aesthetics of sidewalks at much more reasonable rates than the alternatives. Section 5 provides customer reference letters.

PSSC technicians have completed extensive training to ensure the highest quality service delivery and they have done work in a variety of environments. Whether in a busy downtown with horse-drawn carriages or a college campus, PSSC technicians are noted to be conscientious, professional, and meticulous in the provision of this service. PSSC institutes a pay structure that rewards safety, quality and minimized disturbance. PSSC repairs are completed while keeping the sidewalks in service and minimizing inconvenience to pedestrians. No heavy equipment or traffic control is required and all areas are cleared of any debris. The area is left clean, damage-free, and trip hazard-free.

PSSC is a **drug free company**. All employees are drug screened at a licensed drug screening facility prior to being accepted for employment and may undergo testing at any time deemed appropriate by management.

2.2 Response to Specifications

Section III of RFP 16-08 lists the following requirements and specifications. PSSC responses are shown in bold after each specification.

1. PAEC seeks to establish a contract available for school districts and other eligible users for the repair and removal of trip hazards of concrete sidewalks in compliance with the Americans with Disabilities Act (ADA) and the Occupational Safety and Health Administration (OSHA).

Compliant.

2. This RFP is **NOT** for sidewalk replacement, new construction, slab jacking, or grinding.

Noted and Compliant.

3. The awarded contract must remove hazards completely from the sidewalk sections from one end of the joint to the other leaving no differential between slabs in adherence to ADA standards.

Compliant. (See Figure 1 below)

Section 2, Figure 1: Precision Sidewalk Safety Work Example



4. Fill material that may degrade over time may not be used as a basis for the repair.

Noted and Compliant.

5. Any environmental damage including damage to sprinklers, landscaping, curbs, retaining walls, utility covers, or any other objects adjacent to the sidewalks must be repaired within 24 hours at the expense of the contractor/awardee.

Noted and Compliant.

6. Contractor is responsible for clean-up of all debris after repairs are completed and the cost associated with waste disposal must be included as a unit cost and not billed separately.

Noted and Compliant.

7. No water-cooling is allowed which creates slurry and contaminates storm drains or causes excessive environmental impact. Contractor must use a dust abatement system, which limits the dust emitted from the equipment.

Noted and Compliant. PSSC utilizes a shrouded dust containment system to minimize dust and portable equipment that consumes minimal energy. As a member of several

“green” building associations, Precision Sidewalk Safety tracks savings from the use of our service, which is a green building practice. The small sections of concrete we remove are recycled.

8. Contractor must guarantee specified repair slopes are based on federal regulations and in accordance with ADA requirements for trip hazards, slope criteria, and accessibility. Work shall be warranted for compliance and evidence shall be provided in writing affirming that such compliance has been achieved. If defined slope is not achieved, contractor must repair to specification at no additional charge within 24 hours of discovery.

Compliant. PSSC will provide measurement and location data for each trip hazard repaired, so that each customer can audit the work.

9. Contractor must guarantee that the removed trip hazard will have a uniform appearance and texture.

Compliant. (See Figure 1 above)

10. The hardware used in remediation of the trip hazard must be flush to ground with capabilities of working at any angle in hard to reach places and adjacent to obstacles, narrow walkways, fences, buildings, and walls.

Noted. The PSSC technique has excellent flexibility and can make repairs in most locations. Repairs abutting retaining walls, sprinkler heads, utility boxes, fences and buildings are all typical repairs. (See Figure 2 below) Please note that some repairs may not be feasible or advised, such as repairs adjacent to brick pavers that are laid in sand (since those pavers will continue to move) or repairs to stair cases. PSSC will bring these issues to the attention to the property owner, should they arise.

Section 2, Figure 2: Precision Sidewalk Safety Work Examples

Repair around utility box
and adjacent to a wall



Repair adjacent to
a building



11. Grinding or pulverization of the surface material is strictly **PROHIBITED**. Repairs may not leave grooves, uneven surfaces, sharp edges, that may inhibit drainage of water from any source.

Compliant. PSSC does not grind concrete.

12. Awardee must be able to respond to emergency work within 48 hours.

Compliant. PSSC will respond to customers within 48 hours to schedule a time for repairs to be completed. (See Exhibit C, PSSC question submitted and answered by PAEC)

13. Equipment may not be stored on the sidewalk while not in use without the written consent of the property owner and, if granted, will be at the sole risk of the contractor.

Noted and Compliant.

2.3 Company History / Stability

PSSC utilizes the patented technology developed by Precision Concrete Cutting (PCC) of Utah, which was founded in 1992, when Ballard Gardner opened a small trip hazard removal business in Provo, Utah. Frustrated with poor results from conventional methods, PCC designed a unique machine and process that uses a saw instead of a grinder. Gardner's efforts ultimately led to today's design, which has been awarded six currently-held patents by the U.S. Patent and Trademark Office. For over two decades, PCC and its affiliates have successfully repaired trip hazards on tens of thousands of miles of concrete sidewalk, with today's offices spanning the US, Canada and Australia.

For Precision Sidewalk Safety Bonding, Allied Property and Casualty Insurance Company is the Current surety and is A.M. Best Rated A+ XV (Superior). At the present time, Allied Property and Casualty Insurance company provides a \$200,000 single project and a \$400,000 aggregate surety program to Precision Sidewalk Safety Corp.

For the past 10 years, PSSC has provided the type of services described in PAEC RFP 16-08. During 2015, PSSC served 110 customers, including State, County and City government, Universities and Colleges, private communities, hospitals, and churches.

Thus far in 2016, PSSC has repaired sidewalk trip and fall hazards for 54 customers. These include 17 cities, 1 county, 1 housing authority, 5 college/school campuses, 26 private communities, 1 hospital, and 3 SCDOT county offices. All of these contracts provide the same type of services requested in the PAEC RFP 16-08.

2.4 Repair Schedule And Duration

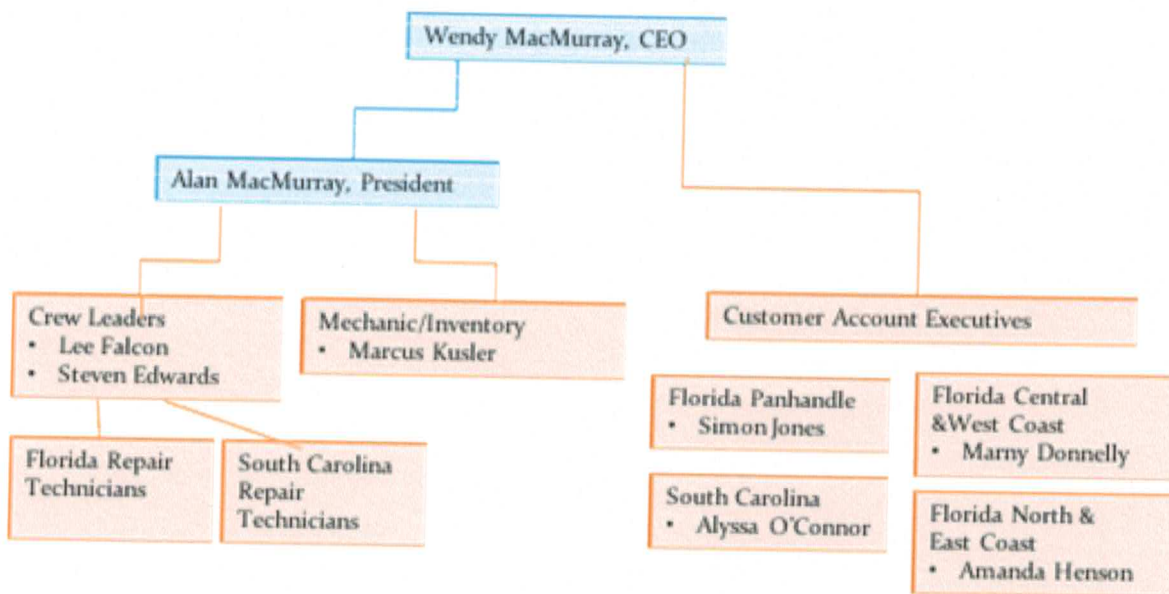
Precision Sidewalk Safety technicians average approximately 50 repairs each, per day. We re-route pedestrian traffic on small sections of sidewalk (10'-15') for periods that range from 3 to 20 minutes while those sections are being repaired. No assistance is required, although we welcome site visits, evaluations, or inspections at the customer's convenience at any time. Table 1 provides time requirements for PSSC trip hazard removal, using an example of a project area that has 1,400 trip hazards present.

Section 2, Table 1: Repair Schedule for 1,400 Trip Hazards / 3 Man Crew		
Repair Slope	Average Time per Repair	Total Time Required
1:12 Slope	16 minutes	17 Days

Section 3: Organization Chart

3.1 Organization Chart

Precision Sidewalk Safety Corp has been organized in the most streamlined way for efficiency, cost-effectiveness, and customer focus. To make things as simple as possible for our customers, Account Executives are their single, direct interface. These individuals manage projects, from initial customer meeting to project implementation, to post-project follow up. The owners of PSSC have implemented procedures and processes that are well documented and well implemented in order to ensure that customer programs run smoothly and without incident.



Section 4: RESUME / CORPORATE GOVERNANCE

4.1 Corporate Governance

Wendy MacMurray, 51% owner, and Alan MacMurray, 49% owner, are the founders of PSSC. Wendy MacMurray, the CEO, has been a high performing executive in multiple, top-ranked Fortune 500 companies, managing business development and operations to customers worldwide. Alan MacMurray, the President, has directed organizations in both large corporations and small start-up companies, delivering innovative services, managing customers, and implementing large projects. The two founders introduced the precision technology to Florida in late 2006 and to South Carolina in 2007.

4.2 Wendy MacMurray, CEO

Biography

Wendy MacMurray began her career in the IT industry in a sales position for IBM Corporation, where she managed large accounts. She was soon promoted to International Account Manager for IBM, where she was successful in establishing strategic alliances throughout the United States and Europe between IBM and Arthur Andersen & Co.

MacMurray joined Motorola's International Cellular Infrastructure Division in 1992. She held various positions at Motorola, including Manager of International Proposal Development for all of Asia, the Middle East and Africa; Manager of Technical Sales for the same; and Area Manager for Business Development in Southeast Asia, specifically managing sales efforts in Singapore, Malaysia and Vietnam.

She then was recruited by QUALCOMM in San Diego, where she accepted a role as Director of Product Marketing in 1996. In 1997 she was promoted to Senior Director in charge of all marketing activities for the infrastructure division. Soon after, MacMurray was promoted to Vice President, where she managed a group of approximately 50 marketing and engineering professionals in product/technical marketing, marketing communications, strategic marketing and proposal development worldwide.

MacMurray was a key player in Swedish company Ericsson's acquisition of the QUALCOMM infrastructure division in February of 1999. From 1999 to 2005, she was Ericsson's Vice President of Marketing and Communications and served as a member of the executive team for Ericsson's worldwide CDMA business, headquartered in San Diego.

In 2005, with two young children, MacMurray retired from her role as Vice President and moved her family to Ocala, Florida, where she later co-founded Precision Sidewalk Safety Corp., the Florida operation of Precision Concrete Cutting located in Provo, Utah. MacMurray recognized the unique and powerful aspects of this patented approach, which supports municipalities and property owners who care about safety, access for the disabled, the environment, and aesthetics in their communities. In 2007, the company expanded its operation to include South Carolina.

MacMurray received her Master of Business Administration (MBA) degree from the University of Chicago and her Bachelor of Science degree from the University of Illinois.

Resume (condensed)

SUMMARY Achievement oriented executive with proven strength in building competent organizations and contributing to profitable business units. Highly effective leader with excellent strategic vision and outstanding sales and marketing skills.

PRECISION SIDEWALK SAFETY CORP, Ocala, Florida

Chief Executive Officer and Co-Founder, 7/06 to present

- Manage and track overall financial and operational performance of business
- Manage and implement business development and sales activities to ensure continued business growth and profitability for the company
- Develop and implement ongoing marketing strategy in support of the business plan, including proposal development, product/service marketing, market analysis, marketing communications, and event management

WENDY MACMURRAY CONSULTING, Ocala, Florida

Consultant, 2/06 to 5/07

- Marketing, Strategy, and Communications for high tech companies

ERICSSON, San Diego, California

Vice President, Marketing and Communications, CDMA Systems 6/99 to 4/05

- Worked on core team to manage acquisition of Qualcomm infrastructure business, including initial discussions and explanation of the original business strategy to Ericsson, planning and implementation of human resource transfer, employee morale, IT systems, customer management, reorganization, etc.
- Developed and communicated annual strategic plan and quarterly business plan for CDMA Systems Business Unit, including analysis of global market and competitive position, short-term and 5-year objectives, product strategy and roadmap, specific regional positions and strategies, and 5-year P&L projections
- Developed and managed marketing strategy, brand platform and communications strategy to drive achievement of the Business Unit objectives, ensuring consistency with and support of the Ericsson group level brand, as well as direct support to global sales offices; developed and implemented tactical plan to support the strategies
- Directed functional organization of 20-30 motivated, productive and effective marketing professionals in market analysis, business intelligence, media and analyst relations, technical sales support, product marketing, marketing communications, and internal communications

QUALCOMM, San Diego, California

Vice President, Marketing, Wireless Infrastructure Division 2/98 to 5/99

- Directed 50 marketing professionals and a budget of \$10 million to double division revenue, increase global market share 100%, introduce new products that were first in their category, and improve division contract win ratio from 22% to 68%
- Responsible for setting sales quota and tracking/reporting sales performance and P&L for each region throughout the world

- Led creation of the division's first Strategic Plan and effectively communicated this plan to all functional organizations within the division
- Led the creation of global market study to evaluate market growth and requirements and to direct priority areas for product development and overall division strategy

QUALCOMM, San Diego, California

Senior Director, Marketing, Wireless Infrastructure Division, 11/97 to 2/98

Director, Product Marketing, Wireless Infrastructure Division, 7/96 to 11/97

MOTOROLA, Rolling Meadows, Illinois

Area Manager Business Development, International Cellular Infrastructure Division, 2/95 to 6/96

MOTOROLA, Arlington Heights, Illinois

Technical Marketing Manager, International Cellular Infrastructure Division, 4/94 to 2/95

International Proposal Manager, International Cellular Infrastructure Division, 5/92 to 4/94

IBM Corporation, Chicago, Illinois

Account Marketing Representative, 6/87 to 12/91

EDUCATION

University of Chicago Graduate (now Booth) School of Business, Chicago, Illinois
MBA, December 1991

University of Illinois, Urbana-Champaign, Illinois
BS Advertising, May 1987

LANGUAGES Proficient in Spanish; speaking skills (unpracticed) in Italian, French and Serbo-Croatian

4.3 Alan MacMurray

Biography

In 1984 Alan MacMurray earned his MBA from The University of Chicago while working full time as Regional Sales Manager for Leaseway Transportation. But the high tech world of California's Silicon Valley beckoned, so MacMurray relocated to San Francisco, and began working at Rolm Telecommunications as a Branch Manager. Rolm was purchased in 1985 by IBM and MacMurray became an IBM Branch Manager at the age of 28. As Branch Manager at IBM/Rolm, he was responsible for managing the application design, delivery, maintenance, and technical support of voice and data switching equipment for 250 Northern California customers. In 1988 Aspect Telecommunications created and dominated the Call Center Market and MacMurray joined the company, which went "public" in 1990. MacMurray later moved to TravelNet, a corporate flight, hotel, and car booking system later purchased in 1997 by Dutch Conglomerate Reed Elsevier. In 1997 MacMurray joined Calico Technology, a company which was first to introduce online configuration for customizable products such as PC's and cars, and later introduced one of the first online shopping "carts" so users could pay for the products they just customized. In 2003, MacMurray completed his high-tech career at Deem - the current leader in enterprise Corporate Expense Management systems. He and his family moved to Ocala, Florida in 2005 and together with his wife, Wendy, Precision Sidewalk Safety Corp was founded. The company utilizes a patented saw-cutting technique to repair



trip and fall hazards on sidewalks. This unique method helps state, municipal, and private property owners to cost-effectively and correctly maintain public walkways.

Alan MacMurray has a B.A. in Economics from Harvard College and a M.B.A. from the University of Chicago, Graduate School of Business with a specialization in Marketing and concentration in Finance.

Resume (condensed)

6/06 to present **PRECISION SIDEWALK SAFETY CORP. President/Co-founder, Ocala, FL.** Responsible for daily operations including operations management, service delivery, customer support, equipment procurement and maintenance, job scheduling, hiring, employee payroll and benefits.

4/01 to 6/03 **DEEM CORPORATION, Vice President, Customer Services, San Mateo, CA.** Hired by this VC funded enterprise web services procurement provider to develop vision, organization, definition, and scaling of the Customer/Professional Services team. Work directly with customers to define requirements, implementation, and integration methodology. Define, field test, validate, modify, and replicate implementation and support processes, deliverables, and quality measurements to efficiently scale services delivery while insuring high customer satisfaction. Manage pre and post sales technical support, integration of supplier inventory, customer deployments, training, and enterprise integrations. Championed the selection and implementation of supplier automation tools to automate and expedite integration of supplier inventory onto Talaris' services network targeted at Fortune 1000 mobile professionals.

4/97 to 12/00 **CALICO COMMERCE, San Jose, CA**

General Manager, Promoted to lead \$90 million acquisition of electronic store front software maker and integrate organization with internal Calico departments to create stand-alone NetMarkets Business Unit. Responsible for all sales, marketing, development, QA, and professional services required to develop, sell, service, and support direct and partner/reseller business to business license sales. Increased product sales from 25% to 70% of total corporate revenue in first 6 months while growing customer base 300%. Drove performance, scalability, use-ability, and stability improvements in baseline and suite products. Implemented Calico's Technical Partner Alliance of 14 preferred partners selling and supporting complementary product offerings. Localized software for delivery and rollout in Japan. Elected to Calico's Achievers Club in recognition for delivering exemplary corporate leadership and results.

Vice President, Worldwide Professional Services. Hired by this VC funded provider of enterprise commerce software, services, and support. Responsible for requirements, design, management, implementation, deployment, training and support of Calico's enterprise commerce suite to direct corporate customers and partners. Designed and delivered complex systems integration and field engineering services for customers including Motorola, Gateway, Dell, Honeywell, Best Buy and Staples. Delivered 35 to 50% of company revenue generated by the deployment of Calico consultants, collection of maintenance fees, and by training worldwide customers and partners. Supported 8x growth of Calico customer base, and 10x growth in annual revenue. Expanded delivery team from 6 to 100+ consultants, project managers, solutions architects, development engineers, partners, and technical support professionals certified to deliver and support Calico's product suite using RAD methodology. Consistently delivered quarterly consulting services margins of 25% to 38%. Increased quarterly revenue from several hundred thousand initially to \$6 million with annual revenue exceeding \$20 million.



Ramped quarterly services delivery capacity from \$0.5 to \$7.5 million. Customized North American service, support, and training offerings for implementation in Europe and Asia.

12/94 to 4/97 **TRAVELNET, INC. Vice President, Professional Services**, Santa Clara, CA. Hired by this VC funded provider of enterprise procurement automation software to define and build customer operations infrastructure for client/server and internet based software application to plan, manage, book, and audit corporate service procurement and expenses. Recruited and managed team of application and technical professionals to design, manage, deploy, train, and support direct corporate customers, resellers, and distributors. Delivered consulting and systems integration services. Defined, designed and delivered customer and employee product training. Produced installation, support, end-user, reference, and on-line help documentation. Implemented central support programs, processes, and tools to responsively handle customer, employee, and third party technical calls. Managed product trials and distributor releases.

4/88 to 12/94 **ASPECT COMMUNICATIONS**, San Jose, CA.

General Manager

Regional Operations Manager

Sr. Manager, Service Business Planning

Support Center Manager

12/84 to 3/88 **IBM**, San Francisco, CA.

Branch Manager

Education

UNIVERSITY of CHICAGO. MBA, 1984, Chicago, IL. Specialization in Marketing, Concentration in Finance.

HARVARD UNIVERSITY. BA, Economics, 1979, Cambridge, MA. Graduated Dean's List.

Section 5: REFERENCES

5.1 City of Tallahassee



Underground Utilities & Public Infrastructure | 2602 Jackson Bluff Road | Tallahassee | FL | 32304 | 850.891.4YOU (4968)

06/23/16

To Whom It May Concern:

It is a genuine pleasure for me to recommend Precision Sidewalk Safety Corp. as a prospective client. In my capacity as a Supervisor over the Streets Division, for the City of Tallahassee's Underground Utilities and Public Infrastructure, I have worked closely with their staff for the last 7 years. From the owners to the work force, I have enjoyed their professional, hard-working approach to doing business. I am pleased to provide this letter of recommendation on their behalf.

I have worked closely with everyone from the Administrative staff for billing and reports, to the Sales Rep in the field, for marking out problem areas, to the Work Force making sure there was a minimum impact to our citizens. All of them made an extra effort to communicate, and meet my every request. If only every business relationship was so satisfying.

I have worked with Precision Sidewalk Safety Corp. in the downtown area and in neighborhoods with million dollar homes and we have never had a complaint. They have started projects when they said they would and have finished every project ahead of schedule. This has led to them exceeding my expectations numerous times, which is why we continue to have them return to work in our City and in our community.

The Public Infrastructure Division has built a very good working relationship with the staff of Precision Sidewalk Safety Corp. and that is why I am comfortable recommending them to anyone interested in a company that does quality sidewalk trip hazard repair.

Feel free to contact me for any additional information,

David Earle
Street Operations Supervisor
Direct: 850.891.5313
www.David.Earle@tal.gov.com

City of Tallahassee | Underground Utility and Public Infrastructure
Municipal Services Complex
642 Mabry Street
Tallahassee, FL 32304
www.tal.gov

#1 Public Utility
in America





5.2 Daytona State College



DAYTONA
STATE COLLEGE
ADVANCEMENT THROUGH EDUCATION

1200 West International Speedway Boulevard
Daytona Beach, Florida 32114
(386) 506-3222

DATE: June 23, 2016

TO: Whom It May Concern

FROM: Stephen Thomas
Senior Trades Supervisor
Facilities Service

SUBJ: Precision Sidewalk Safety

For the past 5 years we have worked with Precision Sidewalk Safety for the majority of our sidewalk hazards at our main Campus in Daytona Beach, FL and our branch campus locations in New Smyrna, Deland and Palm Coast. While we often try to schedule their services during slow or down times this is not always possible. The process they use is very clean and efficient and I have never received a complaint while their technicians were performing their work. The representatives I have dealt with have always been very professional and knowledgeable. When the representative shows up to survey the hazards, they pretty much are self-sufficient and walk the campus themselves without the need to use any of my people. Within a couple of days I receive a very detailed report with pictures, maps and descriptions of all the hazards that have been identified. This report goes a long ways to justify the services they provide. Before Precision Sidewalk Safety we would usually have to remove and replace these hazards at a much higher cost and it was more invasive to the surrounding areas. By using their services we are able to take care of many more problems or potential problems than was ever possible by removing and replacing. I would recommend their services to anyone who is concerned with the liabilities of sidewalk hazards.

Stephen Thomas
Senior Trades Supervisor
Facilities Services
Daytona State College

Advanced Technology Center
Deland Campus
Daytona Campus
Flagler Palm Coast Campus
New Smyrna Beach-Edgewater Campus

1770 Technology Boulevard - Daytona Beach, Florida 32117 • (386) 506-4100
1155 County Road 4139 - Deland, Florida 32724 • (386) 785-2000
2351 Providence Boulevard - Daytona, Florida 32725 • (386) 789-7300
3500 Palm Coast Parkway SE - Palm Coast, Florida 32137 • (386) 240-4800
940 Tenth Street - New Smyrna Beach, Florida 32705 • (386) 423-6300

DaytonaState.edu

A MEMBER OF THE FLORIDA COLLEGE SYSTEM
AN EQUAL ACCESS / EQUAL OPPORTUNITY INSTITUTION



5.3 Greenville Technical College



July 1, 2016

To Whom It May Concern,

We have used Precision Sidewalk Safety since 2014 for sidewalk repairs on our main campus. I would highly recommend them to anyone looking to eliminate tripping hazards from raised concrete. Their attention to detail and professionalism has been of the highest quality.

Precision Sidewalk Safety has successfully removed over 330 trip hazards at our Barton location with absolutely no disruption to our students and campus community. The cost savings of this type of repair verses concrete replacement is significant. I can attest that the process from initial consultation and assessment through grinding operations is seamless and efficient. We plan to use them for repairs at some of our other campus locations in the near future.

Please feel free to contact me with any questions you might have. I'm confident you will be pleased in choosing Precision Sidewalk Safety for your sidewalk maintenance.

Sincerely,

Chris Reeves
Health and Safety Manager
chris.reeves@gvltec.edu

864-250-8205

738 South Pleasantburg Drive Greenville, SC 29607

5.4 City of Panama City Beach



June 28, 2016

To Whom It May Concern

Via E-mail

Re: Letter of Reference for Precision Sidewalk Safety Corp.

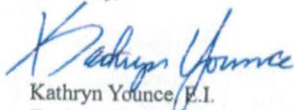
From May 2015 to January 2016 Simon Jones and the Precision Sidewalk Safety Corporation proposed and implemented cutting technology to repair approximately 253 trip hazards created by changes in level on sidewalk panels throughout the Palmetto Trace Subdivision located in Panama City Beach, Florida.

Throughout this process Mr. Jones was always service oriented and provided quality cutting edge services for a reasonable fee. Mr. Jones advice has been invaluable, and his response time has been superb. The City saved thousands of dollars by allowing Precision Sidewalk Safety Corp. to implement their cutting edge technology.

I appreciated the opportunity to have worked with Mr. Jones on this project for the City of Panama City Beach and can highly recommend Mr. Jones and Precision Sidewalk Safety Corp. for similar work in the future. I look forward to working with them again.

If you have any questions, feel free to call.

Sincerely,



Kathryn Younce, E.I.
Engineer I

Mayor
Gayle F. Oberst

Vice Mayor
Rick Russell

Council
John Reichard Keith Curry
Josie B. Strange

City Attorney
Doug Sale Amy Myers

City Manager
Mario Gisbert

City Clerk
Holly J. White

110 SOUTH ARNOLD RD. 32413-2199

FAX (850) 233-5108

PH. (850) 233-5100



Section 6: Applicable Licenses and Insurance

6.1 Licenses

Precision Sidewalk Safety Corp is a corporation in good standing in both Florida and South Carolina, where the company operates. No licenses are required by either state for the type of work done by PSSC.

6.2 Insurance Certificate

ACORD		PRECISO		OP ID: MN																																																																															
CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY)		07/05/2016																																																																															
<p>THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.</p> <p>IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).</p>																																																																																			
<p>PRODUCER Brown & Brown of Florida, Inc. Ocala Division 1720 SE 16th Avenue, Suite 301 Ocala, FL 34471-4620 Whitt Harper</p>		<p>CONTACT NAME: Melanie North PHONE (A/C No. Ext): 352-732-5010 FAX (A/C No.): 352-732-5344 E-MAIL ADDRESS: melanie.north@bbocala.com</p>																																																																																	
<p>INSURED Precision Sidewalk Safety Corp 303 SE 17th St #309-122 Ocala, FL 34471</p>		<p>INSURER(S) AFFORDING COVERAGE</p> <table border="1"><thead><tr><th>INSURER</th><th>NAIC #</th></tr></thead><tbody><tr><td>INSURER A: Monroe Guaranty Insurance Co.</td><td></td></tr><tr><td>INSURER B: FCCI Insurance Company</td><td>10178</td></tr><tr><td>INSURER C: National Trust Insurance Co.</td><td>20141</td></tr><tr><td>INSURER D:</td><td></td></tr><tr><td>INSURER E:</td><td></td></tr><tr><td>INSURER F:</td><td></td></tr></tbody></table>				INSURER	NAIC #	INSURER A: Monroe Guaranty Insurance Co.		INSURER B: FCCI Insurance Company	10178	INSURER C: National Trust Insurance Co.	20141	INSURER D:		INSURER E:		INSURER F:																																																																	
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<p>DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)</p> <p>Certificate Holder is listed as Additional insured when required by written contract/agreement with regards to the General Liability Insurance Policy. A Waiver of Subrogation in favor of the Certificate Holder applies to the General Liability & Workers Compensation Policies when required by written contract/agreement Project: RFP#16-08</p>																																																																																			
<p>CERTIFICATE HOLDER</p> <p>PANHAN1</p> <p>Panhandle Area Educational Consortium Attn: Larche Hardy 753 West Boulevard Chipley, FL 32428</p>		<p>CANCELLATION</p> <p>SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.</p> <p>AUTHORIZED REPRESENTATIVE <i>Whitt Harper</i></p>																																																																																	

Section 7: Cost of Services

7.1 Precision Sidewalk Safety Corp Pricing and Pricing Methodology

PSSC prices its service based on the amount of concrete that is removed in order to achieve a given slope or ramp at the location where the trip hazard is removed. PSSC confirms that it will charge for repairs using the unit of Inch-Feet, defined in PAEC RFP 16-08 Section V, Number 4.

Method of Repair Calculation:

Cost per repair will be derived by multiplying the average height of the hazard (in 8ths of an inch), by the actual repair width (to the nearest one-half foot), by the unit cost per Inch-foot for repair slope chosen. This will also allow PSSC to provide the detailed information requested by the PAEC for every project (7.3 below).

Price per Inch-foot is shown in Table 1 below.

Section 7, Table 1: Pricing for PAEC RFP 16-08	
Repair Slope	Unit Price per Inch-Foot
1:12 Sloped Repair	\$ 40.00*

*Includes standard inspection data submitted with invoice (see 7.3 below)

Example from RFP 16-08 describes a trip hazard that measures ½ inch high across an entire 4 foot wide sidewalk, yielding 2 inch-feet repaired. For this example, applying the above pricing, the following would be the charges for that repair:

Removing 2 Inch-Feet @ \$40.00/IF = \$80.00 for that repair w/ 1:12 slope.

7.2 Exceptions and Options

Minimum Project Size

Project minimum is 65 Inch-Feet. Any project smaller than 65 Inch-Feet will be charged for 65 Inch-Feet of work, or \$ 2,600.

Estimate and Survey in Advance

If an inspection and estimate is required in advance of the performance of work, an additional \$2.00 per Inch-Foot will be charged on all repairs.

GPS Coordinates

Section V Billing and Payment Procedures, Number 3 of the RFP requests GPS coordinates as well as hazard locations plotted on a map. If this service is needed, an additional \$2.00 per Inch-Foot will be charged on all repairs. If a customer requires BOTH an estimate in advance AND GPS coordinates, only an additional \$2.00 per Inch-Foot will be charged (not \$4.00).

Site Relocations

The pricing above in Table 1 includes one relocation each day (i.e. two site locations total per work day). Additional relocations, if any, will be invoiced at \$75 per additional relocation.

Weekend or Holiday Work

If a project is to be completed on a weekend or holiday, the invoice will include a 15% premium to the job. For example, if a project total is \$5,000, the weekend/holiday charge would be \$750 for a total invoice of \$5,750 for that project.

Maintenance of Traffic (MOT)

The work done by PSSC does not require MOT. In the unlikely event that a project arises that does require MOT, PSSC will invoice the customer at cost for this service.

7.3 Inspection and Survey Details

Included in the pricing above, PSSC will comply with PAEC RFP 16-08, completing and recording a thorough inspection of the sidewalks and pavement within each project area. At project initiation by a given customer, PSSC will review with a designated manager at the entity, the specifications required for the project to ensure that the work is completed to the entity's exact requirements and needs.

As the work is completed, PSSC will electronically record a fully auditable register, which includes data on every hazard. This register will be delivered together with an invoice, giving each customer a complete record of its program to maintain safe walkways throughout different sections of its property. The data provided by PSSC will include a summary of the project specifications and the detail below for each individual repair.

1. Measured height on high side recorded in 8th's of an inch.
2. Measured height on low side recorded in 8th's of an inch.
3. Measured width of each trip hazard recorded in inches.
4. Approximate square feet of panel repaired
5. Physical location (usually street address) of each repaired trip hazard.
6. Repair measurements in Inch-Feet.
7. Cost for repairing each removed trip hazard.
8. Savings per repair vs. the customer's documented cost of replacement.

If desired by a given customer, PSSC will also provide free of charge a list of sidewalk issues outside of the scope of this RFP, but requiring attention from the entity. This provides the customer with a thorough and complete sidewalk inspection.

EXHIBIT A – AUTHORIZED CORPORATION

State of Florida Department of State

I certify from the records of this office that PRECISION SIDEWALK SAFETY CORP. is a corporation organized under the laws of the State of Florida, filed on August 3, 2006.

The document number of this corporation is P06000101332.

I further certify that said corporation has paid all fees due this office through December 31, 2016, that its most recent annual report/uniform business report was filed on January 15, 2016, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Thirteenth day of May, 2016*



Ken Detmer
Secretary of State

Tracking Number: CU1996874551

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<http://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

The State of South Carolina



Office of Secretary of State Mark Hammond

Certificate of Authority

I, Mark Hammond, Secretary of State of South Carolina Hereby Certify that:

PRECISION SIDEWALK SAFETY CORP,
a corporation duly organized under the laws of the state of Florida and issued a certificate of authority to transact business in South Carolina on December 10th, 2007, has on the date hereof filed all reports due this office, paid all fees, taxes and penalties owed to the State, that the Secretary of State has not mailed notice to the corporation that its authority to transact business in South Carolina is subject to being revoked pursuant to S.C. Code Ann. §33-15-310, and no application for surrender of authority to do business in South Carolina has been filed in this office as of the date hereof.

Given under my Hand and the Great Seal
of the State of South Carolina this 13th day
of May, 2016.


Mark Hammond, Secretary of State

EXHIBIT B – Minority Business Certificate

State of Florida

Minority, Women & Florida Veteran
Business Certification

Precision Sidewalk Safety Corp

Is certified under the provisions of
287 and 295.187, Florida Statutes, for a period from:
11/05/2015 to 11/05/2017


Chad Poppell, Secretary
Florida Department of Management Services

 management
SERVICES

Office of Supplier Diversity • 4050 Esplanade Way, Suite 380 • Tallahassee, FL 32399 • 850-487-0915 • www.csd.dms.state.fl.us





EXHIBIT C – PSSC Question and PAEC Response

From: Larche Hardy <larche.hardy@paec.org>
Date: Mon, Jun 20, 2016 at 1:18 PM
Subject: RE: RFP Sidewalk-PAEC Question
To: Simon Jones <simon@precisionsidewalksafety.com>
Cc: Clayton Smith <clayton.smith@paec.org>, Judy Hall <judy.hall@paec.org>

Mr. Jones,

The point of this language is to ensure that the person requesting the service is responded to within the specified time in order to schedule a repair. The project may be scheduled at a mutually agreed upon time by both the contractor and the client.

Larche Hardy
PAEC Cooperative State Purchasing.

From: simonjonesiv@gmail.com [mailto:simonjonesiv@gmail.com] On Behalf Of Simon Jones
Sent: Monday, June 20, 2016 11:35 AM
To: Larche Hardy
Subject: RFP Sidewalk-PAEC Question

Mr. Hardy,

I need some clarification for the following for the RFP Sidewalk-PAEC.

Question about #12 under specifications:

12. Awardee must be able "to respond" to emergency work within 48 hours.

What is meant by (respond to)? Would the contractor

- 1) have to be on the contracted site within 48 hrs to make the actual repair?

OR

- 2) respond to the customer within 48 hours with a committed / scheduled date on which the repair could be made at the site?

Usually it's number 2, since trip and fall hazards don't suddenly appear and are therefore rarely considered "emergencies," but I do not want to make any assumptions. If you could please clarify this point, it will assist us in preparing pricing.

Thank you

--
Simon Jones
Precision Sidewalk Safety
[877-799-6783](tel:877-799-6783) Office
[850-624-3397](tel:850-624-3397) Cell