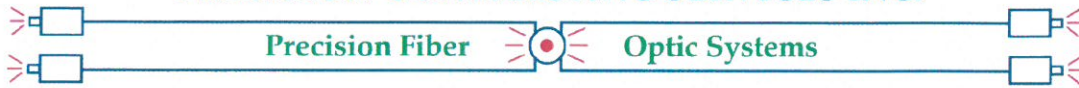




PRECISION CONTRACTING SERVICES INC.



**City of Clearwater**  
**RFP #17-19 for Fiber Optic Cable Installation, Conduit Boring**  
**And Fiber Maintenance Services**

**February 5, 2019**  
**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





PRECISION CONTRACTING SERVICES INC.



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Corning Cable Systems





## PRECISION CONTRACTING SERVICES INC.



### 1. Letter of Transmittal

February 5, 2019

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

**Reference:** RFP #17-19 Fiber Optic Cable Services  
Due Date: Tuesday, February 5, 2019, at 10:00 A.M.

**Subject:** Letter of Transmittal

**1. Understanding of Work to be Performed:** *Precision Contracting Services, Inc. (PCS)*, states that we acknowledge and have thoroughly read all of the terms and conditions provided within this RFP, and understand the scope of work to be performed including UG pathway construction, facility entrances, fiber optic cabling, splicing, termination, and testing with full as-built documentation. PCS is fully capable of complying with the bonding requirements set forth.

**2. Commitment to Perform Work On Schedule:** *Precision Contracting Services, Inc. (PCS)*, states that we have included a master schedule to describe anticipated timeframes that PCS commits to complete the work within the time period required. PCS suggests and desires to accelerate this timeframe through good coordination with the City as segment permits become ready for efficient resource deployment across multiple segments simultaneously.

### **3. Names of Key Project Personnel**

- *Rhys Roberts, Vice President, Sr. Project Manager*
- *Dan Coffey, Project Manager, Field Supervisor*
- *Thomas Sapp, General Foreman*
- *John Johnson, Fiber Optic Technician*
- *Vlad Panov, Fiber Optic Technician*

*(See attached Organizational Chart for Additional Fiber Optic Technical & Professionals on Staff)*





## PRECISION CONTRACTING SERVICES INC.



*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 from our corporate office in Jupiter, FL, and with regional offices in Tampa, Ft. Myers, Orlando, Jacksonville, Vero Beach, Coconut Creek, and Fayetteville NC. PCS offers the following proposal in response to the City's RFP #17-19 Fiber Optic Cable Services.

*Respectfully Submitted,*

**Bruce R. Boyd, RCDD**

*Precision Contracting Services, Inc.*

**Bruce R. Boyd, RCDD/Director**

15834 Guild Court

Jupiter, FL 33478

Email: [BBoyd@pcsfiber.com](mailto:BBoyd@pcsfiber.com)



## PRECISION CONTRACTING SERVICES INC.



### 2. Experience & Qualifications

#### 1. Statement of Qualifications

PCS includes the following Qualifications & Experience, Past Performance, Client References & Key Personnel to perform work on this project.

#### Qualifications & Experience

Precision Contracting Services, Inc. (PCS) would perform this project from our Tampa office. Precision Contracting Services, Inc. (PCS) has several locations throughout Florida and was incorporated on November 14, 1990, (#S12602). PCS is licensed and recognized as a Women Business Enterprise in nine states as well as many local City/County Governments. Sara Boyd, Secretary, Bruce Boyd, RCDD, Director and Cindy Boyd, RCDD, President, maintain a commitment to quality throughout the organization which has been rewarded with PCS being recognized as the International Bentley Be Inspired award winners in both 2011 and 2009 for Innovation in Communications Design.

Cindy Boyd holds licenses in nine states including a Florida Specialty Electrical Contractor's License and a Florida Alarm System Contractor's License. PCS also holds an Electrical License and General Certified Building Contractor's License in addition to the above. PCS will execute this project with our nine fiber optic professionals from our Tampa office supported by 25 additional professionals in our Central Florida facility. Overall, PCS employs a staff of more than 110 fiber optic professionals statewide.

PCS is a multi-faceted firm providing consulting, design, construction, maintenance, service restoration, and network integration supporting Intelligent Transportation Systems, CCTV, Utility SCADA & Broadband Fiber Optic Networks throughout the United States to the Transportation, Judicial, Education and Municipal Government markets as well as the private sector for over 28 years. PCS provides both emergency & non-emergency restoration services for numerous clients including; Florida Dept. of Transportation, Florida Turnpike Enterprise, Palm Beach Co. ISS, Martin Co. Traffic/IT, Ft. Pierce Utility Authority, Lee County, Myakka Broadband, and numerous other entities locally and across the U.S.

PCS believes our experience in the Fiber Optic Broadband & ITS industry is unparalleled with over 4,000 projects completed covering in excess of 40,000 miles from our Jupiter headquarters. PCS requires our Staff of Designers, Installers & Technicians to maintain the highest quality work product for performance and desired functionality which is supported by our client reference list. PCS is fully bonded through Travelers Insurance.

PCS holds numerous manufacturer certifications for our Technicians, Installers, Engineers, and Management. PCS is a nationally authorized Corning Network of Preferred Integrators offering an extended 25 year warranty on Fiber Optic Networks utilizing all Corning products. 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.





## PRECISION CONTRACTING SERVICES INC.



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 and Orlando offices. We guarantee timely implementation, and cost minimization associated with required design, permitting and integration activities. Our corporate office will provide administrative tasks of billing, collection, purchasing, network design, and related functions.

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.

PCS has ability to provide additional installation and technical labor from our Vero Beach, Fort Myers, Tampa or Orlando offices to insure timely project performance. All electronic records for the project are maintained in Jupiter and duplicated in Orlando to avoid loss from Acts of God. With management, design, installation, technicians and network professionals committed to excellence with and local inventory resources, PCS has unmatched capability to perform the desired services for this procurement requirement.

PCS received two international awards for our network design and documentation model we call, FiberTrak. FiberTrak is recognized for its complete network design capabilities and efficient delivery of GIS-CAD-Asset Management documentation deliverables for everything required in the RFP.



## PRECISION CONTRACTING SERVICES INC.



### a). 5 Client References; (3) Public Sector

**Name:** City of Clearwater  
**Address:** 100 S. Myrtle Ave., Clearwater, FL 33756  
**Telephone No.:** 727-562-4662  
**Contact:** Dan Mayer, IT Director / Email [Daniel.Mayer@MyClearwater.com](mailto:Daniel.Mayer@MyClearwater.com)  
**Description:** Current Fiber Optic Master Contract City-Wide

**Name:** Palm Beach County, ISS  
**Address:** 301 N. Olive Ave., 8<sup>th</sup> Fl., West Palm Beach, FL 33401  
**Telephone No.:** 561-355-4601  
**Contact:** Mike Butler, Director / Email [mbutler@pbcgov.org](mailto:mbutler@pbcgov.org)  
**Description:** Current Fiber Optic Master Contract County-Wide

**Name:** Martin Co.  
**Address:** 2401 SE Monterey Rd., Stuart, FL 34996  
**Telephone No.:** 772-223-7949  
**Contact:** Russell Norvell, Director / Email: [rnorvell@martin.fl.us](mailto:rnorvell@martin.fl.us)  
**Description:** Current Fiber Optic Master Contract County-Wide

**Name:** Sarasota County  
**Address:** 1001 Sarasota Center Blvd., Sarasota, FL 34240  
**Telephone No.:** 941-861-0862  
**Contact:** George Ellis / Email: [gellis@scgov.net](mailto:gellis@scgov.net)  
**Description:** Current Fiber Optic Master Contract County-Wide

**Name:** Central Florida Expressway  
**Address:** 4974 ORL Tower Rd., Orlando, FL 32807  
**Telephone No.:** 407-690-5332  
**Contact:** Corey Quinn, PE / Email: [Corey.Quinn@CFXWay.com](mailto:Corey.Quinn@CFXWay.com)  
**Description:** Current Fiber Optic Master Maintenance Contractor System-Wide

**Name:** Ft. Pierce Utilities Authority  
**Address:** 206 South 6<sup>th</sup> St., Ft. Pierce, FL 34950  
**Telephone No.:** 772-466-1600 Extension 6306  
**Contact:** Jason Mittler / Email: [jmittler@fpu.com](mailto:jmittler@fpu.com)  
**Description:** Current Fiber Optic Master Contract System-Wide





## PRECISION CONTRACTING SERVICES INC.



### b). Assessment of PCS Capabilities to Meet the Requirements

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 28 years' experience building fiber optic networks. We have the 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.

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.

PCS currently employs over 100 trained fiber optic professionals in Florida working out of seven 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 has 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 capacity rating of \$35.3M (see attached) and with average annual revenues running around \$20M which is roughly our current backlog. PCS has more than enough resources in manpower, equipment and financial wherewithal to compete the project for the City. With over \$6m of specialized FO network construction equipment with 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 has its own in-house staff of RCDD's, Professional Engineers (see attached), Cisco Certified Network Engineers, and CADD Technicians that dramatically improve our ability to support network designs and subsequent site drawings and documentation. We have developed this network design and documentation capability with our FiberTrak Services.





## PRECISION CONTRACTING SERVICES INC.



FiberTrak is an award winning and internationally recognized service for providing the very design & documentation details network supervisors and operators need to properly manage their fiber communication systems. PCS uses real Time Kinetic GPS (centimeter accuracy) for as-built documentation with full optical net owl fiber allocation with trace capability for efficient distributed optical network design and maintenance. FiberTrak is recognized as one of the most robust network design processes of its type. These services will be available thru PCS as The City would deem useful to document their fiber optic network and for As-Built deliverables.

In addition to PCS references, PCS has twice received International Awards for Innovations for Communications Engineering by Bentley Systems, Inc. The Bentley *'Be Inspired Award'* for *Innovation in Communications Engineering* in 2009 & 2011. ("Bentley *BE Inspired Awards* is a trademark of Bentley Systems, Inc.).

Bentley Systems, Inc.<sup>®</sup> is the global leader dedicated to providing architects, engineers, geospatial professionals, constructors, and owner-operators with comprehensive software solutions for sustaining infrastructure. Bentley Systems applies information mobility to improve asset performance by leveraging information modeling through integrated projects for intelligent infrastructure. Its solutions encompass the MicroStation platform for infrastructure design and modeling, the ProjectWise platform for infrastructure project team collaboration and work sharing, and the AssetWise platform for infrastructure asset operations – all supporting a broad portfolio of interoperable applications and complemented by worldwide professional services. Since 2004 the *Be Inspired Awards* program has recognized more than 2,000 of the **world's most outstanding infrastructure projects**. The program is a unique competition, the only of its kind, that is global in scope and comprehensive in **categories** covered, encompassing all types of infrastructure projects.

PCS currently provides fiber optic maintenance services with the numerous entities throughout Florida including: Sarasota County, Martin County, Palm Beach 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 will be engage the City of Clearwater to determine appropriate level on Emergency Response Service to be provided and can propose actual costs at that time.



## PRECISION CONTRACTING SERVICES INC.



### **2. Field Supervisor & Project Manager**

a). *See Attached Resumes*

- *Rhys Roberts, Vice President, Sr. Project Manager*
- *Dan Coffey, Project Manager, Field Supervisor*
- *Thomas Sapp, General Foreman*
- *John Johnson, Fiber Optic Technician*
- *Vlad Panov, Fiber Optic Technician*

*With additional 8Tampa office employees; and support from >100 other professionals as projects require.*





## PRECISION CONTRACTING SERVICES INC.



### 3. Work Plan

*Precision Contracting Services, Inc. (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).

1. **Proposed Timeline** *(See Attached Schedule)*
2. **Names of Individual Responsible for Providing Services** *(Include Resumes)*
3. **List any Membership & Professional Associations**



## PRECISION CONTRACTING SERVICES INC.



### 4. Cost of Services

- **Cost Estimate By Each Segment** *(See Attached Itemization By Segment)*
- **Total Cost Summary for All Segments** *(See Attached Total For All Segments)*
- **Travel & Reimbursable Expenses** *(Included With Each Segment)*
- **Payment Terms** *(PCS confirms acceptance of City Standard is Net 30 Days)*
- **Maintenance** *(Listing of Services & Rates For Annual Maintenance Including An Emergency Response Procedure & Annual "On-Call" Emergency Services Rate For The City of Clearwater)*





## PRECISION CONTRACTING SERVICES INC.



### 5. Other Forms

- Exceptions, Additional Mat'l and Addendum
- Vendor Information Form
- Offer Certification Form
- W-9 Form

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

- Florida DOT Certificate of Pre-Qualification
- Florida DOT Disadvantaged Business Enterprise Certificate
- Certificate of Liability (sample)
- Florida Licenses
  - Certified Specialty Contractor (Fiber Optic)
  - Certified Alarm System Contractor
- RCDD Certifications
  - Bruce Boyd, Cindy Boyd, Donald Hawkins
- Corning Network of Preferred Installers Certification
- Bentley Innovation in Communications Networks Award
- PCS Equipment List
- PCS Emergency Response Procedure For City of Clearwater