December 13, 2016

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER
FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: Roxann Parker, CPPB
State Contract Procurement Supervisor
302-857-4555

SUBJECT: AWARD NOTICE AN6 – Effective April 16, 2020
CONTRACT NO. GSS16441-DATA_CBL
Data and Voice Structured Cabling

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OF
KEY CONTRACT INFORMATION

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1. **MANDATORY USE CONTRACT**

**REF: Title 29, Chapter 6911(d) Delaware Code.** Every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by Government Support Services, Office of Management and Budget. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, Delaware Transit Corporation, the Legislative Branch and the Board of Pension Trustees and their consultants are specifically exempted from the requirements of this subsection.

2. **CONTRACT PERIOD**

Each contractor’s contract shall be valid for a two (2) year period from January 1, 2017 to December 31, 2018. Each contract may be renewed for two (2) one (1) year periods through negotiation between the contractor and Government Support Services. Negotiation may be initiated no later than ninety (90) days prior to the termination of the current agreement.

Addendum #2 extends the contract for one (1) additional year through December 31, 2019.

**Addendum #5 extends the contract for one (1) additional year through December 31, 2020.**

3. **VENDORS**

Vendor contact information can be found in the Pricing Spreadsheet associated with this contract award. Vendors are only permitted to provide services under the section (s) they have been awarded.

<table>
<thead>
<tr>
<th>Vendor Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Cell</th>
<th>Email</th>
<th>FSF ID#</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advantech Incorporated</td>
<td>151 Garrison Oak Drive, Dover, DE 19901</td>
<td>302-674-8405 ext 123</td>
<td>302-674-3698</td>
<td>302-359-0189</td>
<td><a href="mailto:Daves@advantechsecurity.net">Daves@advantechsecurity.net</a></td>
<td>0000027017</td>
</tr>
<tr>
<td>Arugie Enterprises Corp.</td>
<td>612 S. Colonial Ave, Ste A., Wilmington, DE 19805</td>
<td>302-225-2000 ext 301</td>
<td>302-225-2010</td>
<td>302-584-0010</td>
<td><a href="mailto:joe@whyarg.com">joe@whyarg.com</a></td>
<td>0000000456</td>
</tr>
<tr>
<td>Assurance Media, LLC</td>
<td>590 Century Blvd, Suite B., Wilmington, DE 19808</td>
<td>302-993-4486</td>
<td>866-246-1153</td>
<td>302-363-1500</td>
<td><a href="mailto:choneycutt@assurancemedia.net">choneycutt@assurancemedia.net</a></td>
<td>0000020739</td>
</tr>
</tbody>
</table>
Award Notice
Contract No. GSS16441-DATA_CBL

GSS16441-DATA_CBLV04
Digital Technologies
dba: DTI, Inc
62 Albe Drive, Suite B
Newark, DE 19702

Wesley Haigh
Phone: 302-731-1928
Fax: 302-731-1938
Cell: 302-547-9215
whaigh@usedti.com
FSF ID#: 0000006505

GSS16441-DATA_CBLV05
KCI Communications
Infrastructure
921 Mercantile Drive, Suite H.
Hannover, MD 21706

Josh Wilkerson
Phone: 410-309-7902 ext 8614
josh.wilkerson@kci.com
FSF ID#: 0000271910

GSS16441-DATA_CBLV06
Skyline Technology Solutions, LLC
6956-F Aviation Boulevard
Glen Burnie, MD 21061

Jason Ross
Phone: 410-590-2002
Fax: 410-787-2551
Cell: 443-398-7917
jross@skylinenet.net
FSF ID#: 0000313842

GSS16441-DATA_CBLV07
Tangent Cable Systems, Inc.
3700 Washington Avenue
Wilmington, DE 19808

Chad Myers
Phone: 302-994-4104
Fax: 302-994-4105
Cell: 302-463-2396
cmyers@tangentcable.com
FSF ID#: 0000027967

GSS16441-DATA_CBLV08
Troy Ventures, LLC
dba ThinkSecureNet, LLC and SecureNetMD, LLC
16557 Coastal Highway
Lewes, DE 19958

Andrew Laroche
Phone: 302-645-7770 ext 800
Cell: 860-305-4787
drew@securenetmd.com
FSF ID#: 0000317474,
0000261617, 0000453212

GSS16441-DATA_CBLV09
Under/Comm, Inc.
198 Mullet Run
Milford, DE 19963

Scott Hermansader
Phone: 302-424-1554
Fax: 302-424-4478
Cell: 302-222-2336
scott@undercomm.com
FSF ID#: 0000030544

Awarded Categories:

<table>
<thead>
<tr>
<th>Vendor</th>
<th>General Structured Cabling</th>
<th>DTI Dark Finer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advantech Incorporated</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>ARG Communications</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Assurance Media</td>
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<tr>
<td>KCI Communications</td>
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<td></td>
</tr>
<tr>
<td>Skyline Technology Solutions</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Tangent Cable Systems</td>
<td>X</td>
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<tr>
<td>Troy Ventures</td>
<td>X</td>
<td></td>
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<tr>
<td>Under/Comm</td>
<td>X</td>
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</tr>
</tbody>
</table>

4. SHIPPING TERMS

F.O.B. destination; freight pre-paid.

5. PRICING

Prices will remain firm for the term of the contract year. See separate Pricing Spreadsheet for detailed pricing.
6. SCOPE

This agreement is for structured cabling systems required to support Voice, Data, and imaging applications within State-owned and leased office facilities. These requirements encompass all materials, design, engineering, installation, supervision, and training services for a Structured Cabling System.

7. CATEGORIES OF WORK

A. General Structured Cabling

Provide a universal and flexible cabling system for workstations, conference rooms, and laboratories. Cabling system must be multi-functional and provide service for telephones, computers, fax machines, LANs, WANs, broad band fiber optic and coaxial systems (CATV, SATV, CCTV.), Data Centers, computer-aided design workstations, Audio Video systems (AV), and other technologies.

B. DTI Dark Fiber

The State utilizes a combination of State fiber, leased fiber and copper based services and leased dark fiber. Expanding the State’s use of dark fiber is needed to meet the State’s network connectivity needs and to allow the State to serve as a primary customer for the purposes of expanding and diversifying connectivity options for businesses and residences across the State.

8. PUBLIC WORKS REQUIREMENTS

Agencies requesting work through this contract must comply with Public Works requirements as defined in Delaware Code Title 29, Chapter 69, § 6960 through § 6970. Construction projects must have prior approval. Public works thresholds may apply and require alternate procurement methods for projects over $50,000.00. Projects that alter the interior/exterior of DFM managed buildings will require prior approval of the plans by Facilities Maintenance.

9. DELAWARE BROADBAND FUND GRANT

The State of Delaware has created the "Delaware Broadband Fund" (Fund) to support and enhance broadband services in the State's public schools and public libraries and for rural broadband initiatives in unserved areas of the State. The Delaware Department of Technology and Information (DTI) shall administer the Fund and distribute monies to expand broadband connectivity through a competitive grant process. Vendors capable of providing access to dark fiber and some lit fiber services will be evaluated for capability, past performance and contract and service level agreement options.

The Delaware Broadband Fund Grant application and additional information is posted at http://dti.delaware.gov/information/vendors.shtml.

ADDITIONAL TERMS AND CONDITIONS

10. BILLING

The successful vendor is required to "Bill as Shipped" to the respective ordering agency(s). Ordering agencies shall provide at a minimum the contract number, ship to and bill to address, contract name and phone number.
11. PAYMENT

The agencies or school districts involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State’s option, without imposing any additional fees, costs or conditions.

12. PRODUCT SUBSTITUTION

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless specific approval is given by Government Support Services to do otherwise. Substitutions may require the submission of written specifications and product evaluation prior to any approvals being granted.

13. ORDERING PROCEDURE

Successful contractors are required to have either a local telephone number within the (302) area code, a toll free (800) number, or agree to accept collect calls. Each agency is responsible for placing their orders and may be accomplished by written purchase order, telephone, fax or computer on-line systems. The contractor or vendor must accept full payment by procurement (credit) card and/or conventional check and/or other electronic means at the State’s option, without imposing any additional fees, costs or conditions.

14. PURCHASE ORDERS

Agencies that are part of the First State Financial (FSF) system are required to identify the contract number GSS16441-DATA_CBL on all Purchase Orders (P.O.) and shall complete the same when entering P.O. information in the state’s financial reporting system.

15. PREVAILING WAGE

Prevailing wage law, 29 Del.C. §6960, is enforced by the Department of Labor and states that the specifications for every contract or aggregate of contracts relating to a public works project in excess of $500,000 for new construction (including painting and decorating) or $45,000 for alteration, repair, renovation, rehabilitation, demolition or reconstruction (including painting and decorating of building or works) to which this State or any subdivision thereof is a party and for which the State appropriated any part of the funds and which requires or involves the employment of mechanics and/or laborers shall contain a provision stating the minimum wages to be paid various classes of laborers and mechanics which shall be based upon the wages that will be determined by the Delaware Department of Labor, Division of Industrial Affairs, to be prevailing in the county in which the work is to be performed. (For additional information please visit: http://dia.delawareworks.com/labor-law/prevailing-wage.php)

The prevailing wage law, 29 Del.C. §6960, is enforced by the Department of Labor and states that the specifications for every contract or aggregate of contracts relating to a public works project in excess of $500,000 for new construction (including painting and decorating) or $45,000 for alteration, repair, renovation, rehabilitation, demolition or reconstruction (including painting and decorating of building or works) to which this State or any subdivision thereof is a party and for which the State appropriated any part of the funds and which requires or involves the employment of mechanics and/or laborers shall contain a provision stating the minimum wages to be paid various classes of laborers and mechanics which shall be based upon the wages that will be
determined by the Delaware Department of Labor, Division of Industrial Affairs, to be prevailing in the county in which the work is to be performed. The Department of Labor has determined that awarded contract is subject to prevailing wage. Awarded vendors shall confirm with the Department of Labor which of the prevailing wage rates applies to their project. Awarded vendors must identify the central contract when confirming the proper rates.

Prevailing wages set forth in the pricing spreadsheet identify Certified and General Labor wage classifications. The term “Certified” refers to the job qualifications of a Licensed Electrician, which is defined in Delaware Code Title 24.Ch.14, § 1402. The term “General Labor” refers to the job qualifications of a Contractor, which is defined in DIVISION OF REVENUE TECHNICAL INFORMATION MEMORANDUM 93-5.

Prevailing Wage for Electricians applies to all work performed on the contract. Current Rates can be found at: https://dia.delawareworks.com/labor-law/documents/Prevailing%20Wage%20Determination%20Building%20Construction.pdf?20160315

16. HOLD HARMLESS

The contractor agrees that it shall indemnify and hold the State of Delaware and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the contractor, its employees, and invitees on or about the premises and which arise out of the contractor’s performance, or failure to perform as specified in the Agreement.

17. NON-PERFORMANCE

In the event the contractor does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the contractor. Under no circumstances shall monies be due the contractor in the event open market products can be obtained below contract cost. Any monies charged to the contractor may be deducted from an open invoice.

18. FORCE MAJEURE

Neither the contractor nor the ordering agency shall be held liable for non-performance under the terms and conditions of this contract due, but not limited to, government restriction, strike, flood, fire, or unforeseen catastrophe beyond either party’s control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this contract.

19. AGENCY’S RESPONSIBILITIES

The Agency shall:

a. Examine and review in detail all letters, reports, drawings and other documents presented by the Contractor to the Agency and render to the Contractor in writing, findings and decisions pertaining thereto within a reasonable time so as not to delay the services of Contractor.

b. Give prompt written notice to the Contractor whenever the Agency observes or otherwise becomes aware of any development that affects the scope or timing of the Contractor’s services.
c. When an ordering agency first experiences a relatively minor problem or difficulty with a vendor, the agency will contact the vendor directly and attempt to informally resolve the problem. This includes failure to perform by the date specified and any unacceptable difference(s) between the purchase order and the merchandise received. Ordering agencies should stress to vendors that they should expedite correction of the differences because failure to reply may result in an unfavorable rating in the execution of the awarded contract.

d. The state has several remedies available to resolve non-performance issues with the contractor. The Agency should refer to the Contract Terms and Conditions to view these remedies. When a default occurs, the Agency should first review the contract to confirm that the issue is a part of the contract. If the issue is not covered by the contract, the state cannot expect the contractor to perform outside the agreement. If the issue is a part of the contract, the Agency or GSS - Contracting must then contact the contractor, discuss the reasons surrounding the default and establish a date when the contractor will resolve the non-performance issue.

e. If there is a performance deficiency, a Corrective Action Report (CAR) may be used. Complete this form to report concerns with vendors or commodities. Be sure to furnish as much detail as possible. [http://gss.omb.delaware.gov/divisionwide/forms.shtml](http://gss.omb.delaware.gov/divisionwide/forms.shtml).