

City of Charlotte
Business Support Services
Procurement Services Division
600 East Fourth Street
9th Floor
Charlotte, NC 28202

Thank you for allowing TelWare Corporation to participate in this proposal process. TelWare is submitting this proposal for telecommunications support services including installation & support of the voice / data copper and fiber optic network cabling infrastructure along with the business telephone systems support.

TelWare is factory certified dealer for Avaya, Nortel, Systimax and Corning and one of the largest providers of voice and data cabling in the Carolina's. Structured cabling system provides the critical foundation for your business. The performance and caliber of your information systems and the networks they run on can mean the difference between success and failure in today's competitive business environment.

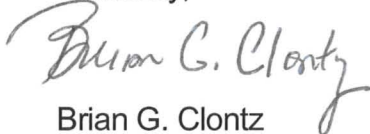
Telware Corporation takes very seriously it's commitment to provide quality equipment and courteous service in a prompt manner. Allowing us to serve you will put the finest staff of communications professionals at your service.

TelWare Corporation has built a reputation on providing telecommunications solutions for today's businesses. Since 1984 TelWare's commitment to service, product quality and customer satisfaction have been unparalleled.

I am sure that Telware Corporation will more than satisfy the telecommunications needs now and in the future.

The information contained in this Proposal or any part thereof, including its Exhibits, Schedules, and other documents and instruments delivered or to be delivered to the Lead Public Agency, is true, accurate, and complete. This Proposal includes all information necessary to ensure that the statements therein do not in whole or in part mislead the Lead Public Agency as to any material facts.

Sincerely,



Brian G. Clontz

1824 Industrial Center Circle

Charlotte, NC 28213

Office: 704-598-4700

Fax: 704-598-4755

Email: Bclontz@telware.com

TelWare Corporation Executive Summary

Brian Clontz – President

704-409-3114 / bclontz@telware.com

Brian started at TelWare in 1991 (then Catskill Communications) and has been in the telecommunications industry since 1984

Scott Clontz – V.P. Operations

704-409-3112 / sclontz@telware.com

Scott started at TelWare in 1991 (then Catskill Communications) and has been in the telecommunications industry since 1987

Robert Stirton – Senior V.P.

704-409-3105 / bstirton@telware.com

Robert (Bob) started at TelWare in 1986 (then Catskill Communications) and has been in the telecommunications industry since 1972.

Project Team Management

Scott Clontz – V.P. Operations

704-409-3112 sclontz@telware.com

Scott started at TelWare in 1991, he now oversees day to day operations including Sales, Marketing, Customer service and Field Technical Services.

Jeff Harris – Account Executive

704-409-3104 jharris@telware.com

Jeff began his career at Graybar Electric in 1986 selling telecom equipment. He started at TelWare in 2005 as an account Executive and is the present sales manager.

Brian Andrews – Service Technician Manager

704-409-3123 bandrews@telware.com

Brian started at TelWare in 1996 as a service technician. He is currently the Field Service Manager over the phone system service / installation technicians.

Taffy Price – Service Dept. Supervisor / Training Coordinator

704-409-3110 tprice@telware.com

Taffy started at TelWare in 1994 in the service department. She is currently the Service Department Supervisor and Training Coordinator.

Eddie Hatem – Structured Cabling Manager

704-409-3106 / ehatem@telware.com

Eddie started at TelWare in 1997 as a structured cabling installer. He is currently the Field Service Manager over the structured cabling installation technicians.

Fred Odaniel – Service Technician Manager

704-409-3117 / fodaniel@telware.com

Fred started at TelWare in 1994 as a service technician. He is currently the Field Service Manager over the CMS service technicians.

Company Overview

TelWare Corporation

1824 Industrial Center Circle
Charlotte, NC 28213
Phone: 704-598-4700
800-637-3148

Principals: Brian G. Clontz, President;
C. Scott Clontz, V.P. Operations;
Robert Stirton, Senior Vice President

Established: 1984, as Catskill Communications; 1997 as TelWare Corporation

Employees: 40 total; 38 in Charlotte

Offices: Charlotte, Greensboro, Raleigh

Business: Sells and services digital and IP business telephone systems, Data networking equipment. Warehouse and office paging systems, structured cabling systems, and fiber optics

Telecom Equipment: Avaya, Nortel, Vertical, Comdial, Adtran.

Structured Cabling: Corning, Systimax, Uniprise, Hubbell, Panduit, Ortronics.

www.telware.com

Project Management Approach

Upon vendor selection a TelWare representative will meet and work with the BSS IT department or end user customer to determine the voice / data cabling or phone system needs for each request and fulfill each in timely professional manor.

For support, your original project team will be available as well as our staffed service department located within our Charlotte facility.

We also provide a direct contact number, 704-598-4700, and a dedicated support email address, citysupport@telware.com for 24/7 support.

Proposed Services

Installation & Service of Systimax Cat5e & Cat6 voice & data cabling systems.
Installation & Service of Singlemode and Multimode Corning Fiber Optic cabling systems.

Installation and support for Nortel business telephone systems.

Installation and support for AT&T Centrex stations and cabling.

TelWare Corporation





Jan, 17th, 2012

Brian Clontz
President
Telware Corporation
1824 Industrial Center Circle
Charlotte, NC 28213

Dear Brian,

Congratulations on becoming a CommScope Implementation BusinessPartner. **Telware Corporation** has been approved to sell CommScope solutions to **City of Charlotte, NC**. As an Implementation BusinessPartner you are able to sell, design and install CommScope solutions and apply for and deliver the CommScope 20-year warranty in **City of Charlotte, NC**. You will benefit from a comprehensive suite of cabling products and business-building resources.

This letter confirms your status and can be used to promote your status within **City of Charlotte**. Please note that warranty submissions outside of your defined area of expertise will not be supported.

As a new member of the CommScope BusinessPartner Program, you are given access to our BusinessPartner Management System (BMS). This platform will provide you with access 24 hours a day, 7 days a week to your own BusinessPartner Program profile. This web based, password protected, integrated database is a single source for all BusinessPartner Program incentives.

The address of the BusinessPartner Management System is <http://www.mycommscope.com>. You will need to "Register" for access to this website. Your company email address will be used for the log in and a Temporary password will be sent to you once you are approved to have access. That temporary password can then be changed to something you will remember.

Once logged into BMS, you can:

Manage your BusinessPartner Profile:

- View your current BusinessPartner Program status/level, monthly sales, annual commitment.
- View the name, of your CommScope Sales Manager (SM) assigned to your account.
- View and update your customer contact information for your Headquarters, and each branch location, if applicable.
- View and update your Primary Business Contacts name and email information. This information will be used for targeted communications and invitations.
- View your training certifications and their respective expiration dates.

Warranty Registration Process:

www.commscope.com



- Submit your Warranty Registrations online.
- View details of Warranty Registrations - date submitted, date approved, certification number issued, and date certification issued.
- Once approved, the Warranty Certificate is available for download by the customer and the Design Engineer listed on the warranty.

Training

The training website is: www.commscopetraining.com You will need to apply for a separate ID and Password to access this website. Once accessed, this website provides course schedules and allow for online registration. Per the BusinessPartner Program guidelines and your contract with CommScope, each BusinessPartner must meet the minimum training requirement for each HQ/Branch location. All training must be completed prior to becoming a BusinessPartner; These certifications will allow your company to offer the 20 Year Product and Application Assurance Warranty.

Also in the BusinessPartner portal at www.mycommscope.com, you will find a wide range of useful documentation and tools.

If you have questions about the benefits associated with your status, the BusinessPartner Program or CommScope's solutions, please do not hesitate to contact your sales manager, **Jim Popa** (+1 704 964 4241) or jim.popa@commscope.com

Regards,



Stephen M. Kowal
VP Global Enterprise Solutions

1- 972-792-3161

kowal@commscope.com



State of North Carolina
Board Of Examiners
Of Electrical Contractors

Online Lookup Detail
Robert Stirton

[\[back\]](#)

Information as of 1/17/2012

Name	Mail Address	Phone Number	E-Mail
Robert Stirton	P.O. Box 561209 Charlotte, NC 28256	(704) 598-4700	talien@telware.com

License Number	License Type	Issue Date	Expiration Date	Status	Listed Company	DBA Name	Additional Qualifiers
18480-SP- FA/LV	Special Restricted Fire Alarm/Low Voltage Classification	04/01/2011	03/31/2012	ACTIVE IN RENEWAL	TelWare Corporation		Brian Gray Clontz, Christopher Scott Clontz

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Checklist for submitting a Proposal:

Step 1-Read the document fully.

Step 2-If you plan on submitting a Proposal then fax Form 1 in Section 7 to the number listed on the sheet.

Steps 3-If you have any questions send them before the deadline listed in Section 2.4.

If you plan on submitting a Proposal you must follow this checklist, and must include everything detailed below.

Proposal Copies

- 1-Copy on CD
- 1- Copy "marked Original" (*does not need to be bound*)
- 5-Copies "marked Copies" (*MUST be bound*)

Proposal Format-If submitting a Proposal you should be set-up just like this for all required copies.

- Cover Letter per Section 4.1.1
- Executive Summary per Section 4.1.2
- Background and Experience per Section 5
- Answer all questions listed under Section 4.1.4
- Section 7-Form 2 (Part 1 - Checklist/Addenda Reciep and Part 2 – Exceptions)
- Section 7-Form 3
- Section 7-Form 4
- Section 7-Form 5
- Section 7-Attachment 1

This is all you have to include when you submit your Proposal.

If awarded a contract you will have to submit the following when you sign a contract:

- Insurance certificate per requirements in Section 8, number 19.
- Business licenses per requirements in Section 9.2.

It is the Service Provider's responsibility to check www.ips.state.nc.us for any addendums or changes to this Project. Search for bid # 269-2011-065 to find if any documents or changes have been posted.

Section 7
Required Forms – Form One

REQUIRED FORM 1 - REQUEST FOR PROPOSALS ACKNOWLEDGEMENT

The Service Provider hereby certifies receipt of the Request for Proposals for the City of Charlotte, North Carolina RFP #269-2011-065, Technology Products and Associated Services. This form should be completed upon receipt of the Lead Public Agency's Request for Proposals and faxed in time for the Lead Public Agency to receive it by or before **December 12, 2011**. Please fax the completed RFP Acknowledgement Form to the attention of:

Jeanne Simmons
Procurement Services Division
Fax: 704-632-8256

Date: 12/11/2011

Authorized Signature: Brian Clontz

Title: President

Company Name: Telwane

Contact Name: Brian Clontz

Contact E-mail address: BClontz@telwane.com

Please check the appropriate space below and provide the requested information:

We plan to attend the Pre-Proposal Conference and plan on submitting a Proposal

Indicate number of attendees: _____

We do not plan to attend the Pre-Proposal Conference but plan on submitting a Proposal

We do not plan to attend the Pre-Proposal Conference for the following reason:

Reason for not attending: _____

We do not plan on submitting a Proposal for the following reason:

Please assist the City in understanding why your company has chosen not to submit a Proposal:

Section 7
Required Forms – Form Two

REQUIRED FORM 2 - ADDENDA RECEIPT CONFIRMATION

AND RFP EXCEPTIONS

RFP # 269-2011-065

TECHNOLOGY PRODUCTS AND ASSOCIATED SERVICES

- 1. Proposal/Proposal Submission Check List:** Confirm by placing a check mark in the space provided that as the bidder or proposer the information listed below has been reviewed and complied with in the submission of a response to this RFP.

- (A) Addenda acknowledgement. Please contact the Procurement Services Division representative to verify the number of addenda issued.

Procurement Services Rep. Name
Jeanne Simmons

Telephone Number
704-336-8084

Addenda Receipt: The following confirms receipt of any and all addenda issued for this RFP:

Addendum #	Date Issued
<u>001</u>	<u>12/21/2011</u>
_____	_____
_____	_____

- (B) Proposal document has been signed by authorized bidder/proposer official.
- (C) Proposal package has been properly labeled per the instructions. (See **Cover Letter**)
- (D) Proposal Response Package Forms
- Proposal Acknowledgement Form One
 - Addenda Acknowledgement Form Two
 - Proposal Submission Form Three
 - Pricing Worksheet Form Four
 - Non-Discrimination Certification Form Five
 - Vendor References, **Attachment 1**

- 2. Exceptions:** The undersigned Service Provider agrees to provide all Products and Services requested in the RFP for the price(s) set forth in the Pricing Sheet, all in strict conformance with the terms, conditions, Specifications and Requirements set forth in the RFP (including any addenda or amendments) as well as the terms of the Sample Contract shown in **Section 8** of the RFP, subject only to the exceptions stated in the chart below.

Section 7
Required Forms – Form Two

FORM 2 - Part 2

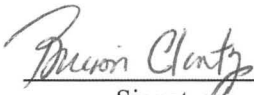
2.1

RFP Section Number	RFP Section Title	Exception and Proposed Change to RFP
3.12	3.12.1	Remove Monthly Reporting Requirement

2.2

RFP Section Number 8	Sample Contract Clause No.	Exception / Proposed Change to the Sample Contract

The signature below certifies the Proposal response complies with the requirements of this RFP and the terms and conditions of the Sample Contract included therein, except to the extent of the exceptions submitted above.

1-21-12
Date
Brian Clontz
Printed/Typed Name

Signature

Section 7
Required Forms – Form Three

REQUIRED FORM 3 - PROPOSAL SUBMISSION FORM

RFP # 269-2011-065

TECHNOLOGY PRODUCTS AND ASSOCIATED SERVICES

This Proposal is submitted by:

Service Provider Name: TelWare Corporation

Representative (printed): Brian Clontz

Representative (signed): Brian Clontz

Address: 1824 Industrial Center Circle
Charlotte, NC 28213

Lead Public Agency/State/Zip: CCPA - Charlotte, NC 28202

Telephone: 704-598-4700
(Area Code) Telephone Number

Facsimile: 704-598-4755
(Area Code) Fax Number

It is understood by the Service Provider that the Lead Public Agency reserves the right to reject any and all Proposals, to make awards on all items or on any items according to the best interest of the Lead Public Agency, to waive formalities, technicalities, to recover and re-bid this RFP. Proposal is valid for one-hundred-eighty (180) calendar days from the Proposal due date.

TelWare Corporation
Service Provider
Brian Clontz
Authorized Signature

1-21-12
Date
Brian Clontz
Please type or print name

Section 7
Required Forms – Form Four

REQUIRED FORM 4 - PRICING WORKSHEET

Regardless of exceptions taken, Service Providers shall provide pricing based on the requirements and terms set forth in this RFP. Pricing must be all-inclusive and cover every aspect of the Project. Cost must be in United States dollars rounded to the nearest quarter of a dollar and be valid for the term of the Agreement. **If there are additional costs associated with the Services, please add to this chart. Your Price Proposal must reflect all costs that the Lead Public Agency will be responsible for.**

Technology Products and Associated Services Global Pricing Structure

Item	Description of Hardware, Software or Service	Unit Price	% Discount from Unit Price	Trade-in Credits Apply (Y/N)	Training Credits Apply (Y/N)
1	Installation of Systimax Voice + Data Cabling	96.00 per hour	28.642%	N	N
2	Service & Support of Nortel/Context Stations	96.00 per hour	28.642%	N	N
3	Systimax Cabling Materials	See Attached	30%	N	N
4	Corning Cabling Materials	See Attached	30%	N	N
5	Telephone Materials	See Attached	30%	N	N
6					
7					

To: City of Charlotte
 BSS - Procurement Services Division
 600 E, Fourth Street, 9th Floor
 Charlotte, NC 28202

From: TelWare Corporation
 1824 Industrial Center Circle
 Charlotte, NC 28213-4301
 Contact: Brian Clontz

Attn.: Jeanne Simmons

Tel. #:

Tel. #: (704) 598-4700 Or (800) 637-3148

Fax #:

Fax #: (704) 598-4754

Email:

Surveyed: BC P.O. #:

Location:

File Date: 01/21/12 Job #:

Contact:

Revised: Bid #:

Ref.: RFP Material Pricing - RFP#269-2011-065

Start Date:

Cust. #:

Due Date:

Qty.	Description of Equipment, Materials and/or Tasks	Measurmen Per	Manuf-acturer	Part Number	City Price	List Price
1	Labor Rate per Hour for Voice & Data Cabling	Hour	TW	Labor-CT	\$68.500	\$96.00
1	Labor Rate per Hour for Telephone System Support	Hour	TW	Labor-TT	\$68.500	\$96.00
1	Cable, 004 Pair UTP 24 AWG Category 5e Enhanced Plenum/CMP	Foot	Systemax	760041921	\$0.400	\$0.52
1	Cable, 004 Pair UTP 24 AWG Category 6 Plenum/CMP	Foot	Systemax	700208093	\$0.660	\$0.86
1	Cable, RG6 Plenum per Foot	Foot	General	PLNRG06	\$0.510	\$0.66
1	Compression (F) Conn. for RG6 Cable, PLN, (General Cab	Each	TW	710233	\$0.650	\$0.85
1	Connector, Uniprise, (F) Type Coupler	Each	UNI	UNC-F-F	\$2.990	\$3.89
1	Connecting Block, 300 Pair 110AB2-100 FT W/Clips	Each	Systemax	100-300FT	\$97.500	\$126.75
1	Faceplate 001 Port Single Gang	Each	Systemax	UNF-MD-1P	\$1.760	\$2.29
1	Faceplate 003 Port Single Gang	Each	Systemax	UNF-MFMV-3P	\$1.760	\$2.29
1	Faceplate 004 Port Single Gang	Each	Systemax	UNF-MFM-4P	\$1.760	\$2.29
1	Box, Surface Mount - 002 Port	Each	UNI	UNSMB-2P	\$3.060	\$3.98
1	Box, Surface Mount - 004 Port	Each	UNI	UNSMB-4P	\$3.900	\$5.07
1	Furniture Faceplate, 004	Each	Systemax	760118240	\$6.500	\$8.45
1	Furniture Faceplate, Blank	Each	Systemax	107065583	\$0.210	\$0.27
1	Panel, 24 Port Patch, 8 Pin/8 Pos./110/T568B Jacks Category 6	Each	Systemax	760062372	\$351.000	\$456.30
1	Panel, 48 Port Patch, 8 Pin/8 Pos./110/T568B Jacks Category 6	Each	Systemax	760062380	\$546.000	\$709.80
1	Rack, 19" W X 84" H Flr. Mtd. w/Ladder Rack, Anchors & Brackets	Each	RT	RKASSEMBLY	\$260.000	\$338.00
1	Panel, Horizontal Cord Organizer w/Cover Double Sided Plastic (2 Sp.	Each	Panduit	WMPH2	\$71.500	\$92.95
1	Panel, 83"H x 4"x 5" Vertical Wire Minder Plastic Duct (Front & Rear)	Each	Panduit	WMPV45	\$234.000	\$304.20
1	Rack, 6" W X 10' 1-1/2" Section Tubular	Each	Chatsworth	10250-706	\$84.500	\$109.85
1	Rack, 12" W X 10' 1-1/2" Section Tubular	Each	Chatsworth	10250-712	\$91.000	\$118.30
1	Bracket, 6" Ladder Rack Angle "L" Kit	Each	Chatsworth	11421-706	\$23.400	\$30.42
1	Bracket, 12" Ladder Rack Angle "L" Kit	Each	Chatsworth	11421-712	\$32.500	\$42.25
1	Bracket, 6" Ladder Rack Triangular Support	Each	Chatsworth	11312-706	\$58.500	\$76.05
1	Bracket, 12" Ladder Rack Triangular Support	Each	Chatsworth	11312-712	\$67.600	\$87.88
1	Rack Kit, Horizontal In-line Splice Kit For 1-1/2"Stringers	Each	Chatsworth	11301-001	\$11.050	\$14.37
1	Rack Kit, Horizontal Tee Splice Kit For 1-1/2"Stringers	Each	Chatsworth	11302-701	\$12.350	\$16.06
1	Rack Kit, Adjustable Vertical Splice Kit	Each	Chatsworth	10489-701	\$37.050	\$48.17
1	Rack Kit, Runway Hold-Down Clamp Kit	Each	Chatsworth	10608-001	\$18.200	\$23.66
1	Rack Kit, End Cap	Each	Chatsworth	10642-001	\$8.450	\$10.99
1	Rack, Ladder "J" Bolt	Each	Chatsworth	11308-001	\$5.200	\$6.76
1	Rack, Ladder Foot Kit, 6"H	Each	Chatsworth	11309-701	\$35.100	\$45.63
1	Rack, Cable Runway Radius Drop, Cross Member; 11"W	Each	Chatsworth	12100-712	\$36.400	\$47.32
1	Wire Mesh Cable Tray, 6"Hx24"Wx10'	Each	Cablofil	ZF150/600BL	\$335.400	\$436.02
1	Wire Mesh Cable Tray, Standard Splice Kit , (50 pack)	Each	Cablofil	SWKBL	\$104.000	\$135.20
1	Wire Mesh Cable Tray, 90 Degree Splice Kit	Each	Cablofil	EZT90KITBL	\$23.400	\$30.42
1	Wire Mesh Cable Tray, Trapeze Support Bracket	Each	Cablofil	FASP700	\$25.030	\$32.54
1	Rod, Threaded 3/8 x 10'	Each	CES	TR-3/8X10-ZN	\$3.290	\$4.28
1	Clamp, 3/8 Heavy Duty Beam	Each	CES	TP123	\$3.220	\$4.19
1	Connecting Block, 8 Pin/8 Pos. 110/T568B RJ45 Cat. 5e	Each	Systemax	108232745	\$7.610	\$9.89
1	Connecting Block, 8 Pin/8 Pos. 110/T568B RJ45 Cat. 6	Each	Systemax	700206691	\$9.100	\$11.83

1	Connecting Block, 8 Pin/8 Pos. 110/T568B RJ45 Cat. 6	Each	Systemax	700206709	\$9.100	\$11.83
1	Connecting Block, 8 Pin/8 Pos. 110/T568B RJ45 Cat. 6	Each	Systemax	700206683	\$9.100	\$11.83
1	Connecting Block, 8 Pin/8 Pos. 110/T568B RJ45 Cat. 6	Each	Systemax	700206733	\$9.100	\$11.83
1	Connecting Block, 8 Pin/8 Pos. 110/T568B RJ45 Cat. 6	Each	Systemax	700206675	\$9.100	\$11.83
1	Connecting Block, 8 Pin/8 Pos. 110/T568B RJ45 Cat. 6	Each	Systemax	700206741	\$9.100	\$11.83
1	Cords, 004 Pair Data Patch RJ45/RJ45 003 Ft. Cat. 6	Each	Systemax	CPC33-04F003	\$10.400	\$13.52
1	Cords, 004 Pair Data Patch RJ45/RJ45 005 Ft. Cat. 6	Each	Systemax	CPC33-04F005	\$11.700	\$15.21
1	Cords, 004 Pair Data Patch RJ45/RJ45 007 Ft. Cat. 6	Each	Systemax	CPC33-04F007	\$12.740	\$16.56
1	Cords, 004 Pair Data Patch RJ45/RJ45 010 Ft. Cat. 6	Each	Systemax	CPC33-04F010	\$14.300	\$18.59
1	Cords, 004 Pair Data Patch RJ45/RJ45 014 Ft. Cat. 6	Each	Systemax	CPC33-04F014	\$16.250	\$21.13
1	Cords, 004 Pair Data Patch RJ45/RJ45 025 Ft. Cat. 6	Each	Systemax	CPC33-04F025	\$24.050	\$31.27
1	Enclosure, 24 Port 19" Rack Mount Fiber	Each	Corning	PCH01U	\$253.500	\$329.55
1	Tray, Splice Holder for PCH01U	Each	Corning	PC1-SPLC-04R	\$49.400	\$64.22
1	Splice Protector, Heat Shrink	Each	Corning	2806031-01	\$1.950	\$2.54
1	Tray, 012 Position Splice	Each	Corning	M67-110	\$45.500	\$59.15
1	Adapter, 12 Fiber LC Adapters Loaded- Single Mode	Each	Corning	CCH-CP12-A9	\$91.000	\$118.30
1	Connectors, LC Singlemode Pigtail - 12 Strand Single Mode - 2 meter	Each	Corning	812-OL1-006S	\$120.250	\$156.33
1	Cord, 02 Meter LC/LC (2) Strand Single-Mode Patch/Jumper Fiber Op	Each	Corning	METER02LC/LC-SM	\$49.400	\$64.22
1	Cable, 012 Strand Single-Mode Plenum Fiber Optic - Armored	Foot	Corning	012E88-31131-A3	\$2.470	\$3.21
1	Nortel Compact ICS Cabinet Package w/ (4) LS/DS Port Trunk Card -	Each	Nortel	CICS-R	\$715.000	\$929.50
1	Nortel (4) Port LS/DS Trunk Card - Refurbished	Each	Nortel	NTTKLSDS-R	\$84.500	\$109.85
1	Nortel T7316 Telephone - Charcoal - New	Each	Nortel	NT8B27JAAA	\$219.700	\$285.61
1	Protector, CO Line Protector	Each	EDCO	TSP1200	\$18.140	\$23.58
1	Kit, KSU Installation	Each	Nortel	BBKIT	\$117.000	\$152.10
1	Callbox, Outdoor Weatherproof Talk-a-phone with "Emergency" label	Each	Talk-A-Phone	ETP-400V	\$586.880	\$762.94
1	Enclosure, Hooded Surface Mount Outdoor Weatherproof Talk-a-phor	Each	Talk-A-Phone	ETP-SMH	\$295.680	\$384.38
1	Power Supply, Switching 24v/4Amp or 48v/2Amp	Each	Valcom	VP-4124D	\$241.800	\$314.34
1	Light, Sunburst 12/24 - AC/DC	Each	Ingram	SBN1224AD	\$97.500	\$126.75
1	Pedestal, Gooseneck (Car Height) Outdoor Weatherproof Talk-a-phon	Each	Talk-A-Phone	ETP-GP-C	\$302.890	\$393.76

NOTE: PRICING IS BASED ON A NOT TO EXCEED BASIS AND EACH PROJECT WILL BE QUOTED AT OR LESS THAN PRICE SHOWN

Section 7
Required Forms – Form Four

Pricing Incentives & Rebates: Per Section 3.8.1, identify any incentives and rebates offered based on incremental volume discount, specified incremental levels (among the Lead Public Agency and/or Participating Public Agency), electronic ordering, training credits, Product credits or other criteria:

None

Trade-In Product Credits: If noted as “Y” above, Service Provider agrees to accept trade-in equipment and issue 0 (dollars, % of initial price, etc.) in credits to the Lead Public Agency and Participating Public Agency for new Products.

Training Credits: If noted as “Y” above, Service Provider shall provide # 0 of training 0 (seats, credit hours, etc.) to the Lead Public Agency and Participating Public Agency based on every \$ 0 purchased by the Lead Public Agency and/or Participating Public Agency.

Administrative Fees: Per Section 3.12.4, the Service Provider shall pay the Lead Public Agency an administrative fee of 1 % based on all of the City of Charlotte, and Participating Public Agency sales volumes within 30 days of the end of each calendar quarter set out in the Agreement. It is the responsibility of the Service Provider to set the Administrative Fee.

Total Proposal Price must include all equipment, labor, delivery, installation, consultation, vendor profit, taxes, and all other costs associated with this Project. No additional cost will be allowed.

Payment Terms: Net 30

The undersigned hereby certifies the Service Provider has read the terms of this bid document, including the sample contract (Section 8) and is authorized to bind the firm to the information herein set forth.

Date: 1-21-12

By: Brian Clante

TelWare Corporation
Legal Name of Firm
Brian Clante President
Name and Title of Person Signing (please print)

Section 7
Required Forms – Form Five

REQUIRED FORM 5 – NON-DISCRIMINATION PROVISION

AGREEMENT TITLE: TECHNOLOGY PRODUCTS AND ASSOCIATED SERVICES

SERVICE PROVIDER: Telwane Corporation

The undersigned Service Provider hereby certifies and agrees that the following information is correct:

1. In preparing its proposal, the Service Provider has considered all proposals submitted from qualified, potential subcontractors and suppliers; and has not engaged in or condoned prohibited discrimination.
2. For purposes of this section, *prohibited discrimination* means discrimination against any person, business or other entity in contracting or purchasing practices on the basis of race, color, sex, or national origin. Without limiting the foregoing, *prohibited discrimination* also includes retaliating against any person, business or other entity for reporting any incident of prohibited discrimination.
3. Without limiting any other provision of the solicitation for proposals on this Project, it is understood and agreed that, if this certification is false, such false certification will constitute grounds for the Lead Public Agency to reject the bid submitted by the Bidder on this Project and to terminate any contract awarded based on such bid.
4. As a condition of contracting with the Lead Public Agency, the Service Provider agrees to maintain documentation sufficient to demonstrate that it has not discriminated in its solicitation or selection of subcontractors. The Service Provider further agrees to promptly provide to the Lead Public Agency all information and documentation that may be requested by the Lead Public Agency from time to time regarding the solicitation and selection of subcontractors. Failure to maintain or failure to provide such information constitutes grounds for the Lead Public Agency to reject the bid submitted by the Service Provider or terminate any contract awarded on such bid.

Telwane Corporation
NAME OF FIRM

BY: Brion Clavie
SIGNATURE OF AUTHORIZED OFFICIAL

President
TITLE

Section 7
Attachment One

Company Name: Telware Corporation

Provide an organization name, address, contact name, and contact telephone number for five (5) customers of comparable size and scope of service that your Company has been under contract with to provide Technology Products and Associated Services for during the past two (2) years:

1-NAME OF FIRM:	See Attached
ADDRESS OF FIRM:	
CONTACT PERSON:	
TELEPHONE NUMBER:	
FAX NUMBER:	
2-NAME OF FIRM:	
ADDRESS OF FIRM:	
CONTACT PERSON:	
TELEPHONE NUMBER:	
FAX NUMBER:	
3-NAME OF FIRM:	
ADDRESS OF FIRM:	
CONTACT PERSON:	
TELEPHONE NUMBER:	
FAX NUMBER:	
4-NAME OF FIRM:	
ADDRESS OF FIRM:	
CONTACT PERSON:	
TELEPHONE NUMBER:	
FAX NUMBER:	
5- NAME OF FIRM:	
ADDRESS OF FIRM:	
CONTACT PERSON:	
TELEPHONE NUMBER:	
FAX NUMBER:	



REFERENCE LIST

First Trust Bank
Contact: Jennifer Mitchell
704-331-7349

Horizon Investments
Contact: Jeff Gayle
866-371-2399

Small Biz Networks
Contact: John Zizzi
704-906-6223

Remax Executive Realty
Contact: Christina Clayton
704-540-7500

Oncology Specialist of Charlotte
Contact: Janet Baker
704-342-9550

Charlotte Plastic Surgery
Contact: Janet Pike
704-372-6846

Charlotte Radiology
Contact: Tammy Crowder
704-362-7037

Harris Teeter
Contact: Bill Desch
704-844-4450

Flores & Associates
Contact: Darrell Sullivan
704-335-8211

Shalom Park
Contact: Karen Roode
704-944-6841

Cherry, Bekaert & Holland
Contact: Suzanne Wasson
804-673-4224

Air Components & Systems
Contact: Keith Driscoll
704-409-6101

Gaston Memorial Hospital
Contact: Ed Brown
704-834-3500

Air-T
Contact: Tammy Hawn
828-464-8741

Surgical Specialist
Contact: Paul Knock
704- 926-5626

Salvin Dental Specialties
Contact: Greg Slayton
704-442-5400

Southern Shows
Contact: Kathy Hybarger
704-376-6594

Holiday Tours
Contact: David Moody
336-498-9000

Allen Tate Realty
Contact: Cindy Batts
704-602-7642

Hickory Grove Baptist Church
Contact: Melody Goode
704-566-7519

Morris-Jenkins
Contact: Anne Gannon
980-213-2204

SouthLake Christian Academy
Contact: Betsy Bradley
704-949-2219