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## Header 1

[List View](#)**General Information** [Contact](#) [Default Values](#) [Discount](#) [Document Information](#) [Clarification Request](#)**Procurement Folder:** 850622**Procurement Type:** Central Master Agreement**Vendor ID:** VS0000037191 **Legal Name:** NETWORKING FOR FUTURE INC**Alias/DBA:****Total Bid:** \$145,000.00**Response Date:** 03/30/2021 **Response Time:** 10:59**Responded By User ID:** chrispeabody **First Name:** Chris**Last Name:** Peabody**Email:** cpeabody@nffinc.com**Phone:** 202-266-4744**SO Doc Code:** CRFQ**SO Dept:** 0210**SO Doc ID:** ISC2100000022**Published Date:** 3/25/21**Close Date:** 3/30/21**Close Time:** 13:30**Status:** Closed**Solicitation Description:** Wide Area Network Consulting Services (OT21102)  **Total of Header Attachments:** 1**Total of All Attachments:** 1



Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Consulting Services Rate	1000.0000	HOUR	145.000000	145000.00

Comm Code	Manufacturer	Specification	Model #
80101507			

**Commodity Line Comments:** Networking for Future, Inc. (NFF) is pleased to submit our response to the State of West Virginia (WV) Centralized Request For Quote (CRFQ) Wide Area Network (WAN) Consulting Services (OT21102), Solicitation Number CRFQ 0010 100010000000. Careful attention has been given in reviewing the requirements and

**Extended Description:**

Consulting Services Rate

## STATE OF WEST VIRGINIA West Virginia Office of Technology (WVOT)



### Centralized Request For Quote Wide Area Network (WAN) Consulting Services (OT21102)

**Solicitation Number: CRFQ 0210 ISC2100000022**

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Washington, DC 20004

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March 30, 2021



## Transmittal Letter

Ref: State of West Virginia Centralized Request For Quote  
Wide Area Network (WAN) Consulting Services (OT21102)  
Solicitation Number: CRFQ 0210 ISC210000022

Networking For Future, Inc.  
1331 Pennsylvania Ave NW, Suite 1210  
Washington, DC 20004

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Networking For Future, Inc.  
1331 Pennsylvania Ave NW, Suite 1210  
Washington, DC 20004



## Cover Letter

March 30, 2021

Ref: State of West Virginia Centralized Request For Quote  
Wide Area Network (WAN) Consulting Services  
Solicitation Number: CRFQ 0210 ISC210000022

Dear Quote Evaluation Committee,

Networking for Future, Inc. (NFF) is pleased to submit our response to the State of West Virginia (WV) Centralized Request For Quote (CRFQ) Wide Area Network (WAN) Consulting Services (OT21102), Solicitation Number: CRFQ 0210 ISC210000022. Careful attention has been given in reviewing the requirements and providing a relevant and informative response.

Our core business strengths, coupled with over 25 years of network and IT solutions experience and an incredibly talented subcontracting partner, provide the right combination of experience and capabilities to deliver the current and future WAN Consulting Services requirements of WV to which we are responding.

NFF has read, understands, and will comply with all provisions of the CRFQ with no exceptions, clarifications, or other proposed modifications in our CRFQ response.

Please feel free to contact us should you have any questions.

Sincerely,

Steve Hancock  
Vice President of Sales Operations  
Networking For Future, Inc.  
shancock@nffinc.com  
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Fax: 202.783.9019  
[www.nffinc.com](http://www.nffinc.com)

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## 1. EXECUTIVE SUMMARY

Since 1996, NFF has been providing network and information technology (IT) solutions to clients in the mid-Atlantic region. At its core, NFF is a technology consulting company holding strong industry partnerships, and relevant certifications both at the company and individual levels. Twenty-five years of experience in implementing mission critical projects utilizing our bench professionals, paired with the same number of years staffing government technology initiatives, uniquely qualifies us to provide the technical resources required to deploy, manage, and enhance complex Wide Area Network (WAN) Consulting Services for the State of West Virginia (WV).

### **NFF IT Professional Services Expertise**

NFF has been awarded numerous WAN consulting services and IT personnel contracts, including DC Water IT Professional Services contract 17-PR-DIT-06, the District of Columbia (DC) Supply Schedule MOBIS CW61927, and the DC Office of the Chief Financial Officer (OCFO) IT Professional Services contract CFOPD-19-C-018C

Other technology contracts include:

- At Washington Metropolitan Area Transit Authority (WMATA), we currently provide staffing resources under Task Order Groups 1, 4, and 8 of the Professional Services and Staffing contract and under Contract No. CQ 19177 - Professional Services Network and Communications (NCS).
- In Maryland, the Department of Information Technology Consulting and Technical Services (CATS+), and the Prince George's County Information Technology (IT) Consulting and Technical Services (CATS II).
- Our federal practice includes contracts with the Board of Governors of the Federal Reserve System IT Staffing contract No. 202000834, and NFF is a GSA Contract Holder (GS-35F-0197L) and utilizes IT Schedule 70 for fulfilling IT personnel staffing requests.

### **NFF Team Overview**

NFF has teamed with a nationally recognized IT partner to support the WV WAN Consulting Services opportunity. The NFF team has the right combination of Data Transport 2.0 and Vertical Real Estate consulting services expertise to ensure the continuity and stability of the CRFQ requirements.

#### CTC Technology & Energy (CTC)

Founded in 1983, CTC has delivered independent technical and business planning guidance to hundreds of local and state governments nationwide. CTC is an independent communications and IT engineering consulting firm with more than 30 years of experience. We work at the highest levels on cutting-edge communications networking projects for public sector and non-profit clients throughout the U.S.

Current projects include long-term fiber optic and wireless regional communications interoperability initiatives in the Washington, D.C. area funded by the U.S. Department of Homeland Security; design and implementation of wireless networks; and engineering design and business modeling and project oversight for broadband networks.

## NFF Team – Certified Small Businesses with Large Business Experience and Expertise

NFF is a Washington, DC Small Business Enterprise (SBE) headquartered in downtown Washington, DC. CTC is Woman-Owned Business headquartered in Montgomery County, Maryland. For this WAN Consulting Services engagement, 100% of our team hold small business certifications and/or WBE certifications.

NFF Team	Government Customers	Small Business Certifications
	<ul style="list-style-type: none"> <li>• DC Water</li> <li>• WSSC</li> <li>• WMATA</li> <li>• MWAA</li> <li>• DC Government</li> </ul>	<ul style="list-style-type: none"> <li>• Washington DC Small Business Enterprise (SBE)</li> <li>• Washington DC Certified Business Enterprise (CBE)</li> <li>• Washington DC Longtime Resident Business (LRB)</li> <li>• Washington DC Local Business Enterprise (LBE)</li> <li>• Washington DC Local Business Enterprise Zone (DZE)</li> <li>• MWAA Local Disadvantaged Business Enterprise</li> </ul>
	<ul style="list-style-type: none"> <li>• Montgomery County, MD</li> <li>• Allegany County, MD</li> <li>• Carroll County, MD</li> <li>• Warren Rural Electric Cooperative Corp. (KY)</li> <li>• DC Government</li> </ul>	<ul style="list-style-type: none"> <li>• U.S. Small Business Administration Small Business</li> <li>• GSA Contract GS-35F-0067U Small Business</li> <li>• GSA Contract GS-35F-0067U Woman-owned Business</li> <li>• National Women's Business Enterprise Women's Business Enterprise (WBE)</li> </ul>

### Key Strengths, Competitive Advantages and Project Management Team

NFF brings 24+ years of experience successfully managing performance-based task order contracts with total values of more than \$110 Million. We have delivered large, complex mission-critical IT projects and offer WV the capabilities of a mature, low-risk contractor to manage today's workload and advance innovative solutions and processes.

NFF has selected the finest regional partner using a proven qualitative approach that recognizes the principal factors that contribute to the successful execution of all task orders. At the core of this team collaboration is the goal of simplifying the IT solution landscape for WV from trusted local, small business companies with extensive experience supporting local government and utilities. This partnership provides a comprehensive IT solution portfolio delivered with more agility to help WV accelerate their digital transformation.

### The NFF Team Is Focused On Reducing Costs and Improving Business Efficiencies

NFF's ISO 9001:2015 certification is a testament of our commitment to providing the highest degree of quality and improving our client business efficiency in every product, solution, service, and endeavor of our company. The NFF management processes, as well as its project and program delivery procedures, have been repeatedly audited and certified to ISO 9001 standards. Our last audit was in 2020 without any nonconformities.

## 2. CONTRACT DESIGNATED CONTACT AND CERTIFICATION AND SIGNATURE

NFF has read, reviewed, will be bound by, and accepts the terms and conditions of the CRFQ with no exceptions, clarifications, or other proposed modifications in our CRFQ response.

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Thy A Sullivan Sr. Account Manager  
(Name, Title)  
Barry A Sullivan Sr. Account Manager  
(Printed Name and Title)  
1331 Pennsylvania Ave NW ste. 1210 Washington, DC, 20004  
(Address)  
202-266-4727 / (202) 783-9019 Fax  
(Phone Number) / (Fax Number)  
bsullivan@nffinc.com  
(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Networking for Future, Inc.  
(Company)  
Thy A Sullivan Sr. Account Manager  
(Authorized Signature) (Representative Name, Title)  
Barry A Sullivan Sr Account Manager  
(Printed Name and Title of Authorized Representative)  
3/29/2021  
(Date)  
202-266-4727 / (202) 783-9019 Fax  
(Phone Number) (Fax Number)

Revised 02/10/2021

### 3. QUALIFICATIONS

#### 3.1. Over Twenty-Five (25) Years of Consulting Specialization in Network Architecture and Design

Through multiple state, local, federal and educational consortium contract vehicles, NFF has gained extensive knowledge and experience delivering and managing secure, reliable and robust technology solutions, hardware deployments and professional services staffing requirements. Our core business strengths coupled with over 25 years of IT solutions experience provides the right combination of experience and capabilities to deliver the current and future IT professional services staffing requirements for WV.

The NFF professional team of subject matter experts (SMEs), certified network engineers, cloud architects, project managers, WAN specialists, VoIP engineers, software developers, database professionals, security engineers, disaster recovery engineers, service desk professionals and technical writers continues to grow with an increase of 20% from last year.

NFF's experience has culminated in the development of procedures to expertly manage the entire solutions delivery and services process for complex network architecture and design consulting services, such as:

- Wide Area Networks (WAN)
- Multiprotocol Layer Switching (MPLS)
- Software-defined Networking
- Virtual Private Network (VPN)
- Internet Services
- Dedicated Cloud Connectivity
- Data Center Networking
- E-Rate Program
- Tower Management

NFF has maintained a Cisco Gold partnership since 2008. This partnership is verified through third-party audit processes and exemplifies a level of maturity in project management, staff retention, service delivery, quality assurance, and client satisfaction. NFF has Advanced Cisco Architecture Specializations in Enterprise Networks, Collaboration, Security, and Data Center.

### 3.2. References in Consulting Services for Network Architecture and Design

#### 3.2.1. DC Office of the Chief Technology Officer (OCTO)

<b>Reference #1</b>	Wide Area Network Consulting Services
<b>Customer</b>	DC Office of the Chief Technology Officer (OCTO)
<b>Customer Contact</b>	Name: Tige Johnson Title: Deputy CTO 655 15th Street NW, Suite 500 Washington DC 20005 Phone: 202.715.3753 Email: <a href="mailto:tige.johnson@dc.gov">tige.johnson@dc.gov</a>
<b>Length of Project</b>	2005 to present

#### 3.2.2. Prince William County Virginia

<b>Reference #2</b>	Wide Area Network Consulting Services
<b>Customer</b>	Prince William County Virginia Department of Information Technology
<b>Customer Contact</b>	Name: Tegene Beharu Title: Chief Technology Officer 5 County Complex Court Suite 270 Woodbridge, VA 22192 Phone: 202.379.6725 Email: <a href="mailto:tbaharu@pwcgov.org">tbaharu@pwcgov.org</a>
<b>Length of Project</b>	2018 to present

#### 3.2.3. Montgomery County Maryland

<b>Reference #3</b>	Wireless Tower Program Consulting Services Wide Area Network Consulting Services
<b>Customer</b>	Montgomery County Maryland Department of Technology Services
<b>Customer Contact(s)</b>	Name: Ms. Marjorie L. Williams Title: Franchise Manager, Office of Cable and Communication Services 101 Monroe Street, EOB 13th Floor Rockville, Maryland 20850 Phone: 240.777.3762 Email: <a href="mailto:Marjorie.Williams@montgomerycountymd.gov">Marjorie.Williams@montgomerycountymd.gov</a>  Name: Ms. Mitsuko R. Herrera Title: ultraMontgomery Director Policy, Planning, and Special Projects Office of Broadband Programs 101 Monroe Street, EOB 13th Floor Rockville, Maryland 20850 Phone: 240.328.7378 Email: <a href="mailto:Mitsuko.Herrera@montgomerycountymd.gov">Mitsuko.Herrera@montgomerycountymd.gov</a>
<b>Length of Project</b>	1996 to present

### 3.3. Personnel Resumes

#### 3.3.1. Jonathan Topping – Senior Network Engineer



**JONATHAN TOPPING**  
**SENIOR NETWORK ENGINEER**

**Professional Summary**

A highly professional and motivated Network and Virtualized Data Center Architect skilled in both design and support of Enterprise and Service Provider data centers, networks and security infrastructures. An expert in router, switch, and firewall configurations including high performance, virtualized data center fabrics, MPLS/BGP networking, and network security appliances such as virtualized firewall, IDS and Cisco Identity Services Engine (ISE) implementations. Highly experienced in advanced server administration of both Windows and Linux/Unix systems. Vast experience dealing with all ranges of customers including White House Cabinet members, C-level executives, and IT directors in multi-national corporate entities.

**Technical Skills**

- Cisco Security Appliances
  - Cisco Identity Services Engine
  - ASA 5500 Series with FirePOWER Services
- Cisco Cloud Networking
  - Cisco Meraki Cloud Networked Access Points
  - Cisco Meraki MX Security Appliances
- Cisco Wireless
  - Cisco WLC controllers
  - Cisco Access Points, Autonomous and Lightweight
- Cisco Nexus Switches
  - 7000-series Nexus Data Center Core Switches
  - 5000/5500-series Nexus Data Center Switches
- Cisco UCS
  - C-Series and B-Series Compute Infrastructures
  - Cisco UCS Fabric Interconnects
- Cisco Routers
  - 1700/1800/1900, 2800/2900, 3800/3900, 7200, ASR 1000
- Cisco Catalyst Switches
  - 2900, 3500, 3700, 3800, 4500, 4900, 6500 series (IOS and CatOS)
  - 6500 VSS Implementation/Design

**NETWORK TECHNOLOGIES**

- Network Security
  - Cisco ISE and 802.1X Implementations
  - Cisco FireSIGHT/FirePOWER NGFW/NGIPS appliances
- 802.11 Wireless networking
  - Enterprise Deployments
- Data Center Networking
  - OTV/Data Center Interconnects



- FCoE
- VMware Administration
  - vSphere Implementation and Troubleshooting
  - Juniper vGW FW/IDS Design and Implementation
- Multiple WAN Network Types
  - SONET
  - Metro Ethernet
- QoS
  - VoIP/Video Conferencing
  - Enterprise Applications
- Routing
  - All IPv4 and IPv6 IGP (OSPF, EIGRP, etc)
  - BGP
- Netflow

**Professional Experience**

Networking For Future, Washington, DC Principal Architect	06/2012-Current
Virtustream, Bethesda, Maryland Global Network Architect/Director of Global Networks and Security	07/2010-06/2012
Energy Enterprise Solutions, Washington, DC Senior Network Engineer/Team Leader	08/2008-07/2010
NuAxis, Washington, DC Senior Network Engineer	11/2007 – 08/2008

**Education/Training**

Salisbury University, Salisbury, MD Bachelor of Science in Computer Science	2005
--	------

**Certifications**

- CCIE #30002 – Routing and Switching (active)
- CMNA - Certified Meraki Networking Associate
- Cisco Identity Services Engine Secure Solutions
- Cisco Borderless Networks Architecture Design Specialist
- Cisco Data Center Architecture Design Specialist
- Cisco Data Center Networking Infrastructure Design Specialist
- Cisco Data Center Storage Networking Design Specialist
- Cisco Data Center Unified Computing Design Specialist
- Cisco Unified Fabric Technology Design Specialist

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### 3.3.2. Kyle Smithson – Senior Network Engineer



#### KYLE SMITHSON SENIOR NETWORK ENGINEER

##### Professional Summary

- Technical Presentation and Communication
- Network Design and Deployment
- Project Management
- Network Operations Automation
- Mentoring and Technical Training
- Network Troubleshooting and Testing
- Technology Evaluation

##### MAJOR PROJECTS

- Nationwide network platform migration from legacy Cisco 6500 switches to Cisco Nexus Switching platform
- Network migration from aging T1 networks to dark fiber backhaul
- Rollout of a nationwide multicast video streaming network service

##### Technical Skills

- Cisco IOS, IOS-XR, IOS-XE, NX-OS, IOSv/XRv
- Various Linux Distributions
- Windows Server Environments
- VMWare Virtualization
- Python and Perl

##### Professional Experience

**Networking for Future, Washington, DC**

May 2019 to Present

Senior Network Engineer

- Provide expert-level technology solution implementations as part of NFF's Professional Services
- Deliver in-depth network audits and consulting services to customers within the State and Local Government and Higher Education verticals.
- Develop solution architectures and proof-of-concepts for NFF clients
- Serve as the primary technical liaison for clients and provide long-term, ongoing technical advisory services
- Work with NFF customers to gather, analyze and document requirements for projects and collaborate with internal technical staff to design solutions that meet customer needs
- Develop automated tools using Ansible and Python for collection and analysis of network data to efficiently and consistently produce significant insights - helping identify network gaps and guide recommendations or remediation efforts

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**Cisco Systems, Silver Spring, Maryland**  
Consulting Engineer

February 2018 to May 2019

- Engineering consultant as part of a team of Cisco engineers providing in-depth network audits to customers across many different industries, large and small.
- Audit customers' networks including large telecommunication service providers, healthcare, financial/banking, higher education, state and local government agencies, oil/gas companies, etc.
- Manage all customer site work, including conducting onsite customer interviews, data collection, issue troubleshooting, and resulting presentation of recommendations and deliverables.
- Analysis of network hardware, software, network design and traffic failure modeling, switching and routing protocols, network management, and security.
- Provide recommendations based on Cisco and industry best practices for achieving resilient, redundant, high availability networks.

**Cisco Systems, Silver Spring, Maryland**  
Network Consulting Engineer |

August 2010 to February 2018

- Technical leader role as part of a team of Cisco engineers supporting a tier 1 US LTE carrier's nationwide cellular backhaul network.
- Own direct relationship with customer engineering and operations teams for northeast and midwest US territories.
- Engage with customer in person at on-site meetings, troubleshooting, and training sessions.
- Interface with customer network management personnel to receive and understand network requirements for new network technology deployments.
- Mentor junior engineers on customer facing projects as well as directing new network technology deployments and lab validation efforts to meet customer requirements.
- Develop and test new network technology implementations in non-production Cisco virtualized and physical lab environments.

**Education/Training**

Master of Science Information and Communication Sciences Ball State University	2010
Bachelor of Science - Computer Technology Ball State University	2008

### 3.3.3. Matt Quinn – Wide Area Network Project Manager



#### MATT QUINN WIDE AREA NETWORK PROJECT MANAGER

##### Professional Summary

Network technology and business leader with a proven record of defining and executing large scale network solutions. Leverages a well-balanced blend of telecommunication carrier experience with enterprise network hardware, software and security expertise in a consultative approach to understand unmet customer needs and create differentiated solutions. Understands complex concepts, effectively translates technical requirements to non-technical audiences, and communicates clearly across organizational levels and functional areas.

##### Professional Experience

#### **VERSA INTEGRATED SOLUTIONS, Beltsville MD** **2015 – 2020** **Program Manger**

- Hired to provide maturity to the business with the goal to drive success.
- Relationships include: Verizon, ATT, Comcast, Century Link, Cisco VBrick, Broadsoft, Department of Labor, TSA, USCIS, Eagle Force, State of Maryland, Montgomery County
- Created a process driven Unified Communications team..
- Led CCIE level architects, Sr and mid-level Unified Communication and collaboration engineers, project managers and technicians.
  - Services included voice, network, wireless, security and video.
- Forecasted labor and bill of materials to properly budget level of effort.
- Created project dashboards for daily (sprint), monthly and quarterly reporting.
- Managed relationships across the ecosystem to include C-level leaders, end user groups, partners, vendors and subcontractors.
- Identified new technology avenues and created relationships with service providers.

#### **Verizon Business – Silver Spring, Maryland** **2011 – 2012** **Senior Engineer**

- Managed a high-performance cross-functional team tasked with constructing the strategy to migrate clients to new services and solutions including mobility, security and cloud services.
- Projected level of effort for labor related services. Worked to create Bill of Material Forecasts
- Worked to reduce infrastructure costs and improve efficiency across the enterprise
- Managed the teams supporting John Hopkins and Montgomery County clients, 2 flagship accounts representing \$25 million in annual revenue.
- Provided weekly, monthly, quarterly and annual reports. Started with spreadsheets moving CRM dashboards

#### **Sr Solutions Architect** **2005 – 2011**

- Hired to create strategic plan to maintain high visibility customers.
- Provided Verizon Business products/services to accounts in government and education.
- Implemented pricing strategy for contract renewals which improved service delivery time for end users and well as expedited cost savings.
- Designed Johns Hopkins MPLS network, project managed the transition from frame-relay



**TQSolutions, LLC - Olney Maryland**

**2002 - 2005**

**Principal**

- Co-founded solution engineering firm specializing in the design of telecommunications and data networks.
- Managed the transition of over 100 companies from out- dated technology to new customer focused services. Services included voice, network, internet, colocation
- Cultivated relationships and provided client solutions using services from Verizon, AT&T, Qwest, Net 2000 and others.
- Oversaw all financial aspects, revenue expenses ratio, forecasting

**E-Spire - Herndon, Virginia**

**1999 - 2002**

**Director, Technical Consulting**

- Led and grew Technical Consulting team from 20 to 60. Created budget to grow team based off of revenue projections. increased revenue for data services from 17% to 48% of retail revenue by introducing solutions-based, consultative sales approach.
- Implemented accountability standards and performance metrics for both managers and individual contributors; shifted sales organization from activities-based to performance-based model. Slashed employee turnover rate from 200% to <5%.
- Designed, developed, and managed training program; required sales and technical teams to deliver weekly presentations on products and services to managers, colleagues, and potential customers.

**BELL SYSTEM (Pacific Bell & Bell Atlantic)**

**1988 - 1999**

**Sales Engineer / Operations Supervisor**

**MARIN TEL ASSOCIATES INC.**

**1985 – 1988**

**Principal**

**Education/Training**

- |   |                |
|---|----------------|
| • Over 250 sales, marketing, and technical training courses | 1990 – Present |
| • Electronic Engineering, Heald Institute of Technology     | 1981           |
| • European History, Pace University                         | 1978           |

### 3.3.4. Shawn Thompson – Vice President of Analytics

#### **ctc technology & energy**

engineering & business consulting

#### Shawn Thompson | Vice President of Analytics

**Shawn Thompson, V.P. for Analytics**, is a recognized expert in wireless engineering, radio propagation, and issues related to wireless siting in the public rights-of-way and on private property. He manages the CTC teams that provide ongoing wireless facility application review services to several large counties in Maryland and Virginia. He is also supporting the State of Texas Department of Transportation (TxDOT) on strategic planning and the development of standards for its wireless facility siting program. Shawn's expertise includes strategic approaches that local governments can take to address the FCC's recent preemption Order.

Shawn recently performed a cost analysis of the City of Baltimore's small cell and outdoor distributed antenna system (oDAS) application and review process. The analysis assists the City in understanding the various elements of the review process, and the magnitude and relative contribution of each part. The review documents the current state for the City's planning purposes and establishes a robust accounting of costs to justify the fees charged to applicants.

Shawn also developed a predictive model that mapped the locations and quantities of expected small cell locations throughout the City, which is applicable to any urban or suburban environment.

Shawn has overseen the design and implementation of more than 1,000 DAS networks nationwide, and, prior to joining CTC, advised wireless carriers such as AT&T, Sprint, and Verizon Wireless on indoor coverage and capacity planning.

In a previous engagement, Shawn provided strategic and technical guidance to the City of San Antonio's Aviation Department on the design of a neutral host, shared-infrastructure DAS and Wi-Fi implementation in the San Antonio International Airport. Among his other recent client engagements, Shawn developed Wi-Fi network designs for the cities of Boulder, Colorado, and Newark, Delaware, and for agencies of Montgomery County, Maryland.

Shawn led the CTC team that designed a neutral-host DAS network to enable the government of the District of Columbia to use its citywide fiber to distribute wireless signals. He then worked with the District to develop a program for installing commercial, public safety, and Wi-Fi wireless systems in its key facilities. This five-year program will improve wireless communications in 60 city-owned buildings.

In his previous role as the Associate Director of Wireless Solutions for Henkels & McCoy, Shawn oversaw the national build-out of wireless installation for Verizon, Sprint, and AT&T. In that role, Shawn also helped Verizon Wireless upgrade its DAS networks across the state of Ohio. That project included putting together a plan to evaluate existing systems; and developing a procedure and cost estimates for accomplishing the upgrades. Shawn also developed public safety DAS systems for the courthouse in Franklin County, Ohio.

Shawn Thompson is a recognized expert in wireless engineering, radio propagation, and issues related to wireless siting in the public rights-of-way and on private property. He has overseen the design and implementation of more than 1,000 distributed antenna systems nationwide, and has advised wireless carriers such as Sprint, Verizon, and AT&T in solving their indoor coverage and capacity needs.

Shawn manages the CTC teams that provide ongoing wireless facility siting application review services to Montgomery and Prince George's counties in Maryland, and Fauquier and Louisa counties in Virginia. He also supported the State of Texas Department of Transportation (TxDOT) on strategic planning and the development of standards for its wireless facility siting program.

## **ctc technology & energy**

engineering & business consulting

Shawn's expertise includes strategic approaches that local governments can take to address the FCC's 2018 preemption Order.

Shawn led the CTC team that designed a neutral-host distributed antenna system (DAS) network to enable the government of the **District of Columbia** to use its citywide fiber to distribute wireless signals. He then worked with the District to develop a program for installing commercial, public safety, and Wi-Fi wireless systems in its key facilities. This \$10 million, five-year program will improve wireless communications in as many as 60 city-owned buildings.

Additionally, Shawn assisted the District in developing a strategy for the use of small-cell technology, in which cellular carriers use poles and rooftops owned by municipalities to increase the density of their high-speed 4G LTE networks and deliver better service. This sector promises to be a growth area, as more and more carriers approach municipalities to negotiate terms of usage. Shawn helped the District move to the forefront of cellular deployment technology by developing a plan for standardizing equipment and space utilization for hundreds of proposed tower sites. Shawn's plan will allow the city to maximize profits, reuse sites efficiently, and maintain sites more easily. His work will also benefit the area's cellular carriers and citizens by paving the way for streamlined cooperation between the municipal government and the carriers to maximize tower deployments and create denser coverage.

Shawn provided strategic and technical guidance to the **City of San Antonio's Aviation Department** on the design of a neutral host DAS and Wi-Fi implementation in the San Antonio International Airport. He conducted a high-level analysis of strengths and weaknesses (particularly with regard to public safety communications), prepared technical questions focused on gaps and other issues identified during his review of the airport's existing environment, and conducted a detailed project review.

Shawn helped the **cities of Boulder, Colorado, and Newark, Delaware**, evaluate technical and operational options for deploying an outdoor Wi-Fi network in the downtown area and parks. His goals in those engagements were to ensure that the Wi-Fi design and components:

- Enable roaming between the outdoor areas and nearby governmental buildings
- Provide public Wi-Fi connectivity within a defined area
- Are interoperable with the City's existing infrastructure and current processes
- Are scalable for future outdoor Wi-Fi expansion
- Provide the necessary capacity and coverage
- Have sufficient backhaul connectivity

And in **Garrett County, Maryland**, Shawn designed a TV White Spaces (TVWS) solution for broadband service to rural unserved areas, including RF models and spectrum planning.

### Technical Background

#### **Indoor Propagation Theory**

Shawn was an early pioneer (2003–2005) in educating the industry against the use of coffee cup design (i.e., the idea that RF travels a uniform distance from a radiating point). Rather the partitions within buildings greatly affect the propagation patterns, and therefore RF power levels, antenna types, and intended density need to be considered in each building.

He collected data from multiple types of indoor environments to improve the published equations for indoor RF propagation. Specifically, he has made improvements to modeling RF propagation in environments such as industrial, retail, hospital, and airport venues.

## **ctc technology & energy**

engineering & business consulting

Shawn has also furthered the understanding of antenna density and types within different types of environments. He has shown that the typical omni-directional antenna may not be appropriate for many newer high-capacity wireless systems. Shawn has demonstrated through various stadium designs that precisely controlling the antenna beam-width patterns can have dramatic impact on throughput because of the antennas' sensitivity to noise and unwanted signals.

### **High-Capacity Design**

Shawn has developed solutions for the ever-growing capacity needs in public venues such as stadiums, arenas, and airports. Working with manufacturers and carriers, he has participated in developing solutions that deliver high-speed data to users in these ultra-dense environments. In particular, Shawn's innovative sector-driven design approach using distributed antenna systems is driving a complete revamping of the existing systems in stadiums across the country. Among the stadiums on which Shawn worked are First Energy Stadium and Progressive Field in Cleveland; PNC Park in Pittsburgh; the Verizon Center in Washington, D.C.; and stadiums at the University of Montana and the University of Wyoming.

### **EMPLOYMENT HISTORY**

**CTC** 2013 – present  
Vice President of Analytics

**Henkels & McCoy** 2011 – 2013  
Associate Director, Wireless Solutions

- Managed profit and loss of \$18 million wireless division
- Responsible for doubling revenue from \$9 million in FY12 to \$18 million in FY13
- Oversaw several major wireless projects, such as NFL and MLB stadiums

Manager, Engineering and Design

- Directed the development of an effective team of qualified RF engineers, engineering assistants, and engineering managers in accordance with the business plan's budget and staffing goals
- Acted as senior technical resource for the company-wide wireless business

**In-Building-Wireless**, Co-Founder and CEO 2004 – 2011

**Applied Communications Technology, Inc.**, Founder and President 1999–2004

### **EDUCATION**

**B.S.**, Computer and Information Science, University of Maryland University College, 2016

**M.S.**, Data Analytics, University of Maryland University College, 2018

### **PROFESSIONAL CERTIFICATION**

- BICSI
- Corning MobileAccess
- Anritsu, Spectrum Analyzers

#### 4. PRICING PAGES

	Department of Administration Purchasing Division 2019 Washington Street East Post Office Box 50130 Charleston, WV 25305-0130	<b>State of West Virginia</b> <b>Centralized Request for Quote</b> <b>Consulting</b>	
Proc Folder: 850622 Doc Description: Wide Area Network Consulting Services (OT21102)		Reason for Modification:	
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2021-03-12	2021-03-30 13:30	CRFQ 0210 ISC210000022	1
<b>RECEIVING LOCATION</b>			
BID CLERK DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON ST E CHARLESTON WV 25305 US			
<b>VENDOR</b>			
Vendor Customer Code: V50000037191 Vendor Name: Networking For Future, Inc. Address: 1331 Pennsylvania Ave NW Ste. 1210 Street: City: Washington State: District of Columbia Country: USA Zip: 20004 Principal Contact: Barry Sullivan Vendor Contact Phone: (202)-266-4727 Extension: N/A			
<b>FOR INFORMATION CONTACT THE BUYER</b> Jessica S Chambers (304) 558-0246 jessica.s.chambers@wv.gov			
Vendor Signature X 			
		FEIN# 54-1819774	DATE 3/29/2021
All offers subject to all terms and conditions contained in this solicitation			
Date Printed: Mar 12, 2021		Page: 1	FORM ID: WV-PRC-CRFQ-002 2020/05

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Office of Technology (WVOT) to establish an open-end contract for consulting services for the research, analysis, and development of procurement solicitation documentation, and consultation support throughout solicitation process, while the State awards new statewide Wide Area Network (WAN) contract per the terms and conditions and specifications as attached.

		SHIP TO
DEPARTMENT OF ADMINISTRATION OFFICE OF TECHNOLOGY 1900 KANAWHA BLVD E, BLDG 5 10TH FLOOR CHARLESTON WV 25305 US		WV OFFICE OF TECHNOLOGY BLDG 5, 10TH FLOOR 1900 KANAWHA BLVD E CHARLESTON WV 25305 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Consulting Services Rate	1000.00000	HOUR	\$145.00	\$145,000.00

Comm Code	Manufacturer	Specification	Model #
80101507			

**Extended Description:**  
Consulting Services Rate

**SCHEDULE OF EVENTS**

Line	Event	Event Date
1	TECHNICAL QUESTION DEADLINE	2021-03-22

## 5. ADDENDUM ACKNOWLEDGEMENT

NFF has read and acknowledges the Addendum No. 01 information document.

### ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.: CRFQ 0210 ISC200000022

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Networking For Future, Inc.  
Company

Benny C. Sullivan  
Authorized Signature

3/29/2021  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.  
Revised 6/8/2012

## 6. VENDOR PREFERENCE CERTIFICATE – SMALL AND WOMEN-OWNED BUSINESSES

**WV-10**  
Approved / Revised  
06/08/18

State of West Virginia

### VENDOR PREFERENCE CERTIFICATE

Certification and application is hereby made for Preference in accordance with **West Virginia Code, §5A-3-37**. (Does not apply to construction contracts). **West Virginia Code, §5A-3-37**, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia, or bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia, for four (4) years immediately preceding the date of this certification; **or**,  
 Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; **or**,  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,
2. **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,
3. **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; **or**,
4. **Application is made for 5% vendor preference for the reason checked:**  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,
5. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,
6. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.**  
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.
8. **Application is made for reciprocal preference.**  
 Bidder is a West Virginia resident and is requesting reciprocal preference to the extent that it applies.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

**Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.**

Bidder: Networking For Future Inc      Signed: [Signature]  
 Date: 3/29/2021      Title: So. Account Manager

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

### 6.1. Networking For Future Inc.– District of Columbia Department of Small and Local Business Development (DSLBD) Certifications



## DEPARTMENT OF SMALL AND LOCAL BUSINESS DEVELOPMENT

CBE Number:  
LSZX32750102022

Certification Period:  
10/21/2019 – 10/21/2022

BUSINESS CERTIFICATION  
DIVISION  
441 4TH Street, N.W., Suite  
850N  
Washington, D.C. 20001

Date Issued: 10/21/2019  
Certification Categories:  
LBE, SBE, DZE, LRB

### CERTIFICATE OF BUSINESS CERTIFICATION

This acknowledges that

## **NETWORKING FOR FUTURE INC.**

Has fulfilled the requirements to be considered a Certified Business Enterprise (CBE). A CBE is a business that is headquartered in the District of Columbia and meets all Local Business Enterprise (LBE) requirements. Businesses with CBE certification receive preference in procurement and contracting opportunities. Pursuant to 2-218.63 this certification can be revoked if a business is found to have violated the laws that govern the CBE program.



**DIRECTOR**  
**Kristi C. Whitfield**



## 6.2. Networking For Future Inc.– Metropolitan Washington Airports Authority (MWA) Certification

Metropolitan Washington  
Airports Authority  
1 Aviation Circle  
Washington, DC 20001-6000



October 10, 2019

Mr. Hess Fatemi  
NETWORKING FOR FUTURE INC.  
1331 Pennsylvania Avenue, #1210  
Washington, DC 20004

**Certification Number: LD20460389**  
**Certification Expiration Date: December 21, 2022**

Dear Mr. Fatemi:

We are pleased to inform you that your firm's application for certification as a Local Disadvantaged Business Enterprise (LDBE) with the Metropolitan Washington Airports Authority (Airports Authority) has been approved.

This certification qualifies **NETWORKING FOR FUTURE INC.** to participate as a LDBE on non-federally funded contracts with the Airports Authority, which require LDBE participation.

If, there is a material change in the firm that may affect LDBE eligibility, you must promptly notify this office in writing. This includes, but is not limited to: ownership, officers, directors, scope of work being performed, daily operations, and affiliations with other businesses or individuals or physical location of the firm. Notification should include supporting documentation. The Airports Authority may commence actions to remove your firm's eligibility if you fail to comply with these requirements or otherwise fail to cooperate with the Airports Authority in any inquiry or investigation.

The Airports Authority reserves the right to review your firm's LDBE certification at any time and you may be required to provide any and all relevant documentation. Failure to cooperate by providing the requested information may lead to de-certification.

If you wish to expand or change your firm's LDBE certification to include NAICS codes not listed on page 2 of this letter, you must send a written request to this office. You may be asked to provide additional information concerning your firm's qualifications to perform work in the areas covered by the requested NAICS codes.

Mr. Hess Fatemi  
NETWORKING FOR FUTURE INC.  
Page 2

Please note that for LDBE program purposes, this certification allows **NETWORKING FOR FUTURE INC.** to be counted toward LDBE participation credit only for those business activities covered under the following North American Industry Classification System (NAICS) Codes:

**NAICS Codes and Descriptions**

NAICS 517919: ALL OTHER TELECOMMUNICATIONS

NAICS 518210: DATA PROCESSING COMPUTER SERVICES

Please apply for recertification 60 days before the expiration date to avoid loss of the certification.

Thank you for your interest in doing business with the Airports Authority. We look forward to your participation as a LDBE in the Airports Authority's contracting programs. If you have any questions, please contact the Department of Supplier Diversity at 703-417-8660.

Sincerely,



Wande Leintu  
Deputy Vice President  
Department of Supplier Diversity

WL:js

### 6.3. CTC Technology & Energy – GSA Contract GS-35F-0067U

Contractor Information ✕

<p><b>Contract:</b> GS-35F-0067U</p> <p><b>Contractor:</b> COLUMBIA TELECOMMUNICATIONS CORP</p> <p><b>Address:</b> 10613 CONCORD STREET, KENSINGTON, MD20895</p> <p><b>E-Mail:</b> <a href="mailto:info@ctcnet.us">info@ctcnet.us</a></p> <p><b>Web Address:</b> <a href="http://www.ctcnet.us">http://www.ctcnet.us</a></p> <p><b>Contract end date:</b> Nov 4, 2022</p> <p><b>Order Status POC:</b> <a href="mailto:info@ctcnet.us">info@ctcnet.us</a></p> <p><b>DUNS:</b> 103863650</p>	<p><b>Business type:</b> Small Business Woman owned business</p> <p><b>EPLS:</b> Contractor not found on the Excluded Parties List System</p> <p style="text-align: right;"><a href="#">View Contractor Catalog</a></p>
--	---

**Ordering Information:** Contact the office nearest you if more than one location is shown.

Name/Order POC Email	Address	City, State	Zip Code	Phone Number	Fax Number
COLUMBIA TELECOMMUNICATIONS CORP <a href="mailto:info@ctcnet.us">info@ctcnet.us</a>	10613 CONCORD STREET	KENSINGTON, MD	20895	CHERYL JOHNSON	301-933-3340

**WBENC**

WOMEN’S BUSINESS ENTERPRISE  
NATIONAL COUNCIL

JOIN FORCES. SUCCEED TOGETHER.

hereby grants

# National Women's Business Enterprise Certification

to

Columbia Telecommunications Corporation DBA CTC Technology & Energy

who has successfully met WBENC's standards as a Women's Business Enterprise (WBE).

This certification affirms the business is woman-owned, operated and controlled and is valid through the date herein.

WBENC National WBE Certification was processed and validated by Women President’s Educational Organization - DC, a WBENC Regional Partner Organization.




**WOMEN PRESIDENTS’**  
Educational Organization

Authorized by Sandra Eberhard, Executive Director  
Women President’s Educational Organization - DC

Certification Granted: August 23, 2018

Expiration Date: August 23, 2021

WBENC National Certification Number: WBE1801606

NAICS: 541330, 541512, 541519, 541611, 541618, 541712, 541990  
UNSPSC: 81100000, 81101516, 81111701, 81111702, 81111708



## 7. CONTRACT MANAGER

REQUEST FOR QUOTATION  
**Data Transport 2.0 and Vertical Real Estate Consulting Services (OT21102)**

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### 12. MISCELLANEOUS:

**12.1 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: Barry A Sullivan  
Telephone Number: 202-266-4227  
Fax Number: (202) 783-9019  
Email Address: bsullivan@nffinc.com

## 8. PURCHASING AFFIDAVIT

STATE OF WEST VIRGINIA  
Purchasing Division  
**PURCHASING AFFIDAVIT**

**CONSTRUCTION CONTRACTS:** Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

**ALL CONTRACTS:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Networking for Future, Inc.

Authorized Signature: [Signature] Date: 3/30/2021

State of VA

County of Loudoun, to-wit:

Taken, subscribed, and sworn to before me this 30<sup>th</sup> day of MARCH, 2021.

My Commission expires November 30, 2021.

AFFIX SEAL HERE

FRANCESCA TUCKSON  
NOTARY PUBLIC  
REG. # 353502  
COMMONWEALTH OF VIRGINIA  
MY COMMISSION EXPIRES 11/30/2021

[Signature]  
Purchasing Affidavit (Revised 01/19/2018)