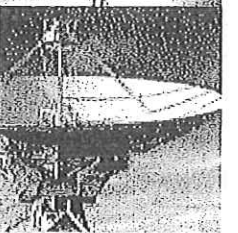


01/28/13 11:59:05 AM
West Virginia Purchasing Division



RFI For

**West Virginia
Dept of Administration**

**Buyer: TL/32
RFQ No. ABCA93
Bid Opening Date: 2/01/2011
Bid Opening Time: 1:30 P.M.**

Prepared For:

Connie Oswald

- Call Center
- Order Entry
- Order Fulfillment
- Paging
- Security
- Alarm Monitoring
- Two-Way Radio
- Telephone Hotlines
- Telemetry
- Comm. Towers
- CCTV
- Access Control
- Wireless Comm.
- Consulting
- Elevator Service
- Medical Alerting

LAUTTAMUS

COMMUNICATIONS

Submitted By:**Name of Contact Persons:** Paul Lauttamus**Organization:** A.V. Lauttamus Communications, Inc.**Address:** 1344 Cove Hill Road
Weirton, WV 26062**Website:** www.lauttamus.com**Phone Numbers:** 304-723-5555
800-285-2197
304-224-3440**Fax Number:** 304-723-1539**E-mail Addresses:** paul@lauttamus.com**Awards and Honors:** Governor Manchin Service Award
Sam Walton Businessman of Year
Ernst and Young Entrepreneur of Year
Rotarian of Year
Who's Who, WV State Journal
WV State Journal, 40 Under 40
WV 211 Call Center Provider
Paul Harris Fellow**References:** Mittal Steel
Allegheny Energy
Anchor Hocking
State of West Virginia
American Red Cross
West Virginia University Hospital
Mylan Pharmaceuticals

LAUTTAMUS

COMMUNICATIONS

1/28/2013

State of West Virginia
Department of Administration
Purchasing Division
2013 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

Ms. Connie Oswald,

I'd like to thank you for requesting the information for the State of West Virginia and its agency the West Virginia Alcohol Beverage Control Administration. I have enclosed a brochure on a digital portable two-way radio that is Bluetooth, UHF, VHF, 700Mhz. and 800 Mhz. capabilities, along with the history of our company.

We currently have several state contracts with the WVSP, West Virginia University and the Dept. of Administration. I feel our service component is our strength as we are the only two-way radio company that has our own customer care center on staff 24 X 7 X 365 in WV. We are incorporated in the State of WV, and have three sales and service locations throughout WV. I feel it is also very important to note that the radio we are recommending is made in the USA and is the only radio that will do four different radio bands.

If you have any questions or would like to demo the radio, please feel free to call me anytime. I am available 24 X 7 X 365!

Thank you so much for your consideration.



Paul Lauttamus
President

Closing:

If you have any questions, you can contact me personally by calling the following numbers:

Office: 304-723-7415

Cellular: 304-224-3440

Customer Care: 800-285-2197

We look forward to working with you, and the WVSP.

Sincerely,

Paul D. Lauttamus
Vice President



Unity[®] XG-100P Portable Full-Spectrum Multiband

The Unity XG-100P is the only portable radio that provides

- ▣ Full-Spectrum multiband frequency coverage
- ▣ Harris' proprietary noise suppression capability
- ▣ Built-in GPS and Bluetooth[®] wireless technology
- ▣ Next-generation user interface



The Unity XG-100P Full-Spectrum Multiband Radio's user-centric design delivers unprecedented interoperability, ease of use, and advanced capabilities in a radio that users can depend on for years to come.

Unprecedented Interoperability

The XG-100P covers all portable land mobile radio frequency bands in a *single* radio:

- ▣ VHF band (136-174 MHz)
- ▣ UHF bands (380-520 MHz)
- ▣ 700/800 MHz bands (762-870 MHz)

The XG-100P is a truly interoperable solution, capable of supporting:

- ▣ APCO P25 Trunking
- ▣ P25 Conventional
- ▣ Analog FM Wideband and Narrowband Modes
- ▣ MDC-1200 Analog ID
- ▣ Conventional Voted Scanning

The XG-100P can scan continuously across all bands and encryption types. Additionally the radio can scan Conventional and P25 Conventional channels while on a P25 Trunked system. The Unity XG-100P puts unprecedented connectivity in the hands of its user.

Operation in High-Noise Environments

The XG-100P features Harris' proprietary noise suppression capability to provide clear and crisp voice quality in high-noise environments for use in any mode, including both analog and digital communications. The radio is designed with dual microphones and advanced signal processing technology for built-in noise suppression. Additionally, the

radio supports accessories such as remote speaker microphones for use with this capability.

GPS-Enabled Situational Awareness

The XG-100P incorporates a Global Positioning System (GPS), enabling user position to be sent securely over the air for personnel position tracking and rapid response for emergencies. This positional information can also be received by other Unity radios and displayed directly on screen for tactical situational awareness of all radio users.

Next-Generation User Interface

The user-centric design of the XG-100P offers significant capability and flexibility beyond push-to-talk:

- ▣ Large, full-color display features next-generation graphical user interface (GUI)
- ▣ Intuitive use of the radio's features, including GPS, customized scanning, and front panel programming
- ▣ Ergonomic design with easy-to-use buttons for hand-held operation
- ▣ Large knobs and a configurable top display provide instantaneous radio control when operating in a holster

Bluetooth Wireless Technology

Wireless audio and data accessories for the XG-100P are supported by built-in Bluetooth technology. Additionally, the wireless data interface can be used to connect a computer for programming and configuring radios, with no cable connections required. For security purposes, all connections are initiated and managed from the radio interface and can be secured using AES encryption. Additionally, the Bluetooth transceiver can be disabled, if desired.

Extended Channel Capacity

The XG-100P is designed to maximize interoperability by providing the channel capacity necessary to operate on many systems across all frequency bands:

- ▣ Able to store 1,250 channels and 512 system profiles per mission plan
- ▣ Able to store up to 10 mission plans for a total of 12,500 channels
- ▣ Can be completely reconfigured from the front panel by loading different mission plans for different situations

Software-Defined Radio Architecture

Harris has a long history of fielding mission-critical software-defined radios that support evolving customer requirements through software-only upgrades. The XG-100P builds upon this experience and expertise, featuring a true software-defined radio architecture that allows flexibility for future growth, including a software-only upgrade to the APCO P25 Phase 2 standards when available.

The XG-100P also meets the applicable standards of the Department of Homeland Security's P25 Compliance Assessment Program (CAP).

Future-Proof Investment

Every XG-100P is built to exceed the MIL-STD-810F military standards for ruggedness and immersion. With a 3-year standard radio warranty, the XG-100P Full-Spectrum Multiband Radio is a future-proof investment.

Technical specifications represent typical performance and are subject to change without notice.
Product sales are subject to applicable U.S. export control laws.

General Specifications

Dimensions (H x W x D):

(Without Knobs and Antenna)

With battery:

6.50 x 2.43 x 1.83 in.

(167.6 x 61.7 x 46.5 mm)

Approximate Weight (with Battery):

22.5 oz (638g)

Input Voltage:

7.5 VDC (nominal)

Immersion:

1 meter for 30 minutes in accordance with MIL-STD-810F

Battery Life (at 5% Tx, 5% Rx, and 90% standby):

Li-Polymer: >12 hours (3600 mAh)

Operating Temperature Range:

-4 to +140°F (-20 to +60°C)

Relative Humidity:

Per MIL-STD-810F

Altitude:

Operational: 15,000 ft (4,572 m)

In Transit: 40,000 ft (12,192 m)

Front Display:

176 pixels x 200 pixels, 2.2 in. transfective LCD, 16-bit color with white LED backlight

Top Display:

128 pixels x 32 pixels, 0.91 in. Organic Light-Emitting Diode (OLED)

Keypad:

Backlight, 2 soft keys, 5-way navigation key, 4x3 keypad, home button

Buttons/Switches:

Large PTT button, on/off knob, volume knob, red emergency button, 16-position top-mounted rotary knob, 2-position concentric switch, 3-position toggle switch, 3 programmable side buttons

TX/RX Indicator:

Multi-color LED

Channel Capacity:

12,500 (1,250 per mission plan)

Options and Accessories

Speaker microphones, programming software and cables, surveillance accessories, antennas, cases, straps, belt loops and swivel mounts, and desk chargers

Intrinsically Safe Options

Intrinsically Safe for Class I, II, III Division 1, Groups D, F, and G hazardous (classified) locations and suitable for Class I, Division 2, Groups A, B, C and D hazardous (classified) locations.



Transmitter

Typical Performance	Full-Spectrum Multiband
Frequency Range (MHz):	136-174 (VHF), 380-520 (UHF), 762-870 (700/800)
Rated RF Power Talker (W):	VHF: 1-6, UHF: 1-5, 700/800: 0.5-3
Rated RF Power Talker (W):	VHF: 1-6, UHF: 1-5, 700/800: 0.5-3
Frequency Stability (-30 to +60°C) (ppm):	±0.5
Modulation Limiting (kHz):	2.5, 4, 5 (FM)
Audio Response (dB):	+1/-3
Spurious and Harmonics (dBc):	-70, FCC Part 90
FM Hum and Noise @ 25 kHz (dB):	VHF: -51, UHF: -54, 700/800: -50
FM Hum and Noise @ 12.5 kHz (dB):	VHF: -45, UHF: -47, 700/800: -44
Audio Distortion (%):	<1.25
P25 Modulation Fidelity (%):	<1.00
P25 Adjacent Channel Power (dBc):	>67
Emission Designators:	16K0F3E, 11K0F3E, 8K4F1E, 8K4F1D, 12K00G1E, 12K00G1D, 14K0F3E

Receiver

Typical Performance	Full-Spectrum Multiband
Frequency Range (MHz):	136-174 (VHF), 380-520 (UHF), 762-870 (700/800)
Channel Spacing (kHz):	12.5, 25
Sensitivity (12 dB SINAD) (dBm):	VHF: -121.1, UHF: -123.0, 700/800: -121.4
P25 Reference Sensitivity (5% BER) (dBm):	VHF: -121.0, UHF: -122.9, 700/800: -121.4
Adjacent Channel Rejection @ 25 kHz (dB):	VHF: 77.8, UHF: 73.7, 700/800: 72.7
P25 Adjacent Channel Rejection @ 12.5 kHz (dB):	VHF: 66.2, UHF: 62.2, 700/800: 62.0
Intermodulation (dB):	VHF: 74.3, UHF: 78.8, 700/800: 78.5
Spurious and Image Rejection (dB):	VHF: 70, UHF: 75, 700/800: 70
FM Hum and Noise @ 25 kHz (dB):	VHF: -64.8, UHF: -49.1, 700/800: -48.2
FM Hum and Noise @ 12.5 kHz (dB):	VHF: -53.8, UHF: -43.7, 700/800: -42.8
Rated/Max. Audio Output (mW):	500/1200
Audio Distortion:	1.1% @ rated power

Environmental Specifications

Standard	Parameter	Methods & Procedures
MIL-STD-810F*	Low Pressure	500.4/1,2
	High Temperature	501.4/1,2
	Low Temperature	502.4/1,2
	Temperature Shock	503.4/1
	Solar Radiation	605.4/1
	Blowing Rain	506.4/1
	Humidity	507.4
	Salt Fog	509.4
	Blowing Dust & Sand	510.4/1,2
	Immersion	512.4/1
	Vibration (Minimum Integrity)	514.5/1, Category 24
	Vibration (Basic Transportation)	514.5/1, Category 4
	Shock (Functional/Basic)	516.5/1
	Shock (Transit Drop)	516.5/4
	Shock (Bench Handling)	516.5/6

*Also meets equivalent superseded MIL-STD-810C, -D, and -E.

Digital Operation

	APCO P25
Vocoding Method:	AMBE+2™ Enhanced Full Rate & Enhanced Half Rate
Data Rate (kbps):	9.6
Modulation:	C4FM
Encryption algorithms:	AES, DES-OFB, DES-CFB
Encryption keys:	128 keys (64 AES, 64 DES)
Encryption keying:	Harris Keyloader, P25 Conventional and Trunked OTAR, KVL-3000+

Regulatory Data

Frequency Range (MHz)	RF Output (W)	Frequency Stability (ppm)	FCC Type Acceptance Number	Applicable FCC Rules	Industry Canada Certification Number	Applicable Industry Canada Rules
136-174	6	0.5	AQZ-XG-100P00	80, 90	122D-XG100P00	RSS-119
380-520	5	0.5	AQZ-XG-100P00	90	122D-XG100P00	RSS-119
763-775, 793-805	2.5	0.5	AQZ-XG-100P00	90	122D-XG100P00	RSS-119
808-824, 851-869	3	0.5	AQZ-XG-100P00	90	122D-XG100P00	RSS-119



Public Safety and Professional Communications | www.pspc.harris.com
 221 Jefferson Ridge Parkway | Lynchburg, VA USA 24501 | 1-800-368-3277 (+1-434-455-6403)
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0020

RFQ No. ABCA93

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: 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 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: A.V. Lauttamus Comm

Authorized Signature: [Signature] Date: 1-28-2013

State of West Virginia

County of Idaho, to-wit:

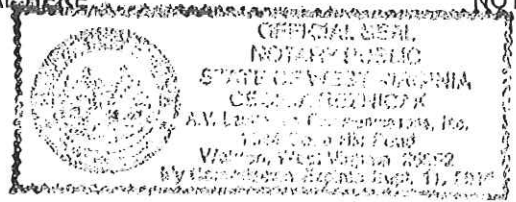
Taken, subscribed, and sworn to before me this 28th day of JANUARY, 2013

My Commission expires Sept. 11, 2016

AFFIX SEAL HERE

NOTARY PUBLIC

[Signature]



Purchasing Affidavit (Revised 07/01/2012)

Rev. 07/12

State of West Virginia

0021

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 Resident Vendor Preference, if applicable.

- 1. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; 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 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who 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 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% resident 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% resident vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. Application is made for 5% resident 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% resident 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% resident 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.

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) reject the bid; 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.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), 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: A.V. Lauttamus Cannon

Signed: Carl D. Judd

Date: 1-28-03

Title: Vice president

0022

CERTIFICATION AND SIGNATURE PAGE

By signing below, I certify that I have reviewed this Solicitation in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this bid or proposal for review and consideration; that I am authorized by the bidder to execute this bid or any documents related thereto on bidder's behalf; that I am authorized to bind the bidder in a contractual relationship; and that to the best of my knowledge, the bidder has properly registered with any State agency that may require registration.

A.V. Lauttamus Comm
(Company)

Paul D. Lauttamus
(Authorized Signature)

Paul D. Lauttamus President
(Representative Name, Title)

304 224 3440 304 723 7417
(Phone Number) (Fax Number)

1-28-2013
(Date)

0023

ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.: ABCA93

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 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.

AN. Lauttamus Comm. Inc
Company

Bowl Justices
Authorized Signature

1-28-2013
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

LAUTTAMUS

COMMUNICATIONS

Parent Company: **Lauttamus Communications, Inc.**
subsidiaries: Beep Call, Inc, Ohio Valley Answering Service, On-Call Communications, Lauttamus Holdings
The Medical Bureau, Mobile Telephone Service, MorCom, Telephone Answering Service,
Eastco, and Lauttamus Security.

Telephone: **(304) 723-5555 • (800) 285-2197 • FAX (304) 723-1539**
Serving: Pennsylvania, West Virginia, Ohio, Oklahoma, Nevada, Texas, Florida,
Indiana, South Carolina, and Maryland

ENTREPRENEURIAL HISTORY

From somewhat humble beginnings as the custodian with C&P Telephone in 1963, Al Lauttamus has emerged as one of most dynamic and successful businessmen. Lauttamus Communications has enjoyed phenomenal growth and success in an industry that demands cutting-edge technical knowledge combined with emerging-technology marketing savvy. To this, Al Lauttamus has added his own commitment to old-fashioned values and simple hard work.

Al spent only six months as the C&P janitor, as his technical proficiency quickly became apparent. He was trained and certified as a systems technician and was responsible for maintaining all manner of telephony and teletype applications. In 1967, taking a lesson in entrepreneurial ability from his father and uncle, who had maintained a successful painting business outside of their employment with Weirton Steel, Al turned his garage into a workshop and the trunk of his car into a mobile showroom, and began selling and repairing two-way radios for public safety agencies and businesses. Motorola products were the industry benchmark in those days, and much like its contemporaries Xerox and IBM, Motorola utilized only extensively trained, employed sales representatives and directed all service to exclusively licensed repair facilities. This formidable competition notwithstanding, Al secured representation of such quality radio alternatives as RCA, Bendix-King, Kenwood, and GE. Al was even designated the East Coast Service Center for Bendix-King and subsequently has provided repair work for such diverse clientele as the LA County Fire Department, the State of Maine, C.B.S T.V., the US Forestry Service, US Marshals' Service, Department of the Interior, and even the Okefenokee National Wildlife Refuge.

Al Lauttamus quickly developed a reputation for hard-work and hands-on skill, both for C&P and for himself. In 1985 he left AT&T (having been "traded up" by C&P) and devoted full-time to Lauttamus Communications, which had grown to include a one-room office/repair shop, complete with a secretary and a technician. Less than fifteen years later, Lauttamus Communications moved into its brand new, 14,000 square foot corporate headquarters, housing executive and sales offices, engineering, repair, and installation facilities, live operator call-center, and warehouse. In addition, it has opened its eighth market with customers – in South Carolina – joining existing operations in West Virginia, Pennsylvania, Ohio, Indiana, Florida, Oklahoma, and Maryland.

Al Lauttamus has long been involved in civic and business organizations, including membership in the Chambers of Commerce's., a member in good standing of the Association of Telemessaging Services

International, as was the board of director of the International Food & Art Festival, Atlantic States Telephone Answering Service, Association, and the American Association of Paging Carriers. He is also active in the United Way and Rotary, where he is a Charter Member of Rotary Club, a Paul Harris Fellow, and was honored as Rotarian of the Year in 1998. He was similarly honored in 1998 by the Friends of Northern Community College, as its *Citizen of the Year in Business*. *In May of 2000, AL was named West Virginia Ernst and Young Entrepreneur of the year in West Virginia. He competed nationally in Palm Springs, California for National Entrepreneur of the year while losing to the founder of Chick Fila!*

DESCRIPTION OF BUSINESS

The telecommunications industry has always been driven by reliance upon cutting-edge technology. And Lauttamus Communications has relied upon Al Lauttamus' ability to understand and exploit that technology. He has not disappointed. As noted above, the two-way radio business has continued to flourish, with Lauttamus providing sales and service to governmental entities and commercial clients in 20 states. Accurately predicting the revolution the mass-availability of cellular telephony would bring to the business community, Lauttamus quickly became the sales and installation center of choice for the early pioneers of Independent Cellular Service. Establishing their coverage "footprint" also meant that these cellular companies would require tower space. In anticipation, Al created Lauttamus Holdings, which owns and maintains a "vertical real estate" portfolio of strategically placed antenna towers for cellular, TV, Paging, and mobile radio broadcasting and signal repeating.

Al Lauttamus also foresaw the emerging potential of the *retail* paging industry, and ownership of the towers allowed Lauttamus Communications to build its own paging network; today the carrier has one of the most extensive coverage areas in the world with over 60 transmitters. Recognizing the marketing potential for pagers upon youthful consumers, Lauttamus Communications extensively promoted and directed paging to this market, by offering a variety of makes, models, and colors. Nor do Lauttamus pagers simply provide traditional numeric messaging – their alphanumeric pagers provide the capability for a wide range of text messaging. Lauttamus Communications also pioneered Internet paging -- the ability to directly page any subscriber from the Lauttamus web site, located at www.lauttamus.com.

In conjunction with its radio and paging networks, Lauttamus Communications maintains two live-operator Telephone/Telemessaging Services, serving more than 700 accounts. Ohio Valley Answering Service (OVAS), purchased in 1991, serves clients in the northern sphere of operations and On-Call Communications, created in 1995. Construction of a state-of-the-art call center was completed in August 2007, allowing for the eventual creation of fifteen new jobs. The fully-automated call-center is the only call-center in the region to maintain a fail-safe system including a back-up power generator, emergency alternate routing of phone trunks, and microwave transmission capabilities – thus assuring limited interruption in service. Another Lauttamus exclusive feature is the recording of all calls, for both quality assurance and the liability defense of its professional clients. As the communications evolved, Lauttamus Communications choose to pursue the cellular phone industry by allowing it to be a compliment to its paging products and two-way radio services.

The full range of communications products and services offered by Lauttamus includes: Two-Way Radio Sales and Service for business and public safety; Individual and Business-to-Business Paging including numeric, alphanumeric, tone, and voice; Cellular and Digital PCS Telephony; Live Operator Telemessaging, Polling, Market Research, Questionnaire Development, Dispatch, and Order-Entry; and Tower operations, including site acquisition and development, construction, components, management, and leasing.

LAUTTAMUS

COMMUNICATIONS & SECURITY

KENWOOD www.kenwood.com

Kenwood delivers the highest quality conventional, trunking, digital, and P-25 communications at a value-conscious price model. Kenwood radios are built to rigorous ISO-9001 standards for design, manufacturing and engineering.

HARRIS www.harris.com

Harris provides innovative, reliable solutions that deliver critical information at the right place, at the right time, and on the right device. They offer a complete range of products for Law Enforcement, Fire and EMS, P25 and Public Service applications.

Raytheon www.raytheon.com

Raytheon offers unsurpassed local, regional, state, and wide-area interoperability by linking radios (HF, UHF, & VHF), Sprint, SATCOM, cellular, WiFi and regular phones directly and over networks.

EFJohnson www.efjohnson.com

EFJohnson provides two way radios and trunked/conventional communication systems for law enforcement, fire fighters, EMS, and the military.

MOTOROLA SOLUTIONS www.motorola.com

Motorola two-way radios provide the ultimate in mobility and productivity. They deliver the power and control that you need to work at maximum efficiency, they keep your mobile work teams in constant contact.



Vertex Standard www.vertexstandard.com

Vertex Standard offers total system solutions to the world's commercial communication and public safety markets. Their products have cleared the U.S. Department of Defense MIL810 standard, and meet the Intrinsically Safe standard for use in emergency situations.



CODAN www.codanradio.com

Codan Radio Communications prides themselves on quality and reliability, providing LMR analog and digital P25 radio systems that exceed industry standards and are renowned for their low power consumption, ruggedness and transportability, surviving in the harshest environments.



PYRAMID COMMUNICATIONS www.pyramidcomm.com

Pyramid Communications manufactures innovative, high quality, mission critical products for public safety professionals and private enterprise. They are the leading manufacturer of vehicular repeaters in America.

Hytera www.hytera.us

Hytera is full solutions provider for professional wireless communications for public safety, government agencies, transportation, and commercial/light industrial sectors

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