

**City Of Fort Collins  
Invitation to Bid  
Bid #5757  
Cabling - Fiber Optic  
and Copper**

*Prepared By*



**Axis Cover Letter 1**

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**Bid 5757 Response Form 2**

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**Axis Resumes 3**

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**Siemon Certificates 4**

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**Axis Insurance Certificate 5**

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January 13, 2003

Director of Purchasing and Risk Management  
PO Box 580  
215 North Mason St.  
2<sup>nd</sup> Floor  
Fort Collins, CO 80524

Dear Sirs,

Axis Networks, Inc. [Axis] is proud to submit the enclosed proposal in response to your Invitation to Bid, Bid #5757, Cabling – Fiber Optic and Copper. Axis is uniquely qualified to provide you with aesthetic and functional installations that will handle your needs today, tomorrow and well into the future. This response is submitted on the City of Fort Collins Bid Form WOSA 10/97 with attachments for Siemon Certification Certificates, resumes, and our insurance coverage certificate.

Axis Networks, Inc. understands, and complies with all of the conditions and requirements, and the terms and conditions of Bid #5757.

Sincerely yours,

A handwritten signature in black ink, appearing to read "A. Tisdale".

Ken Tisdale  
Senior Account Manager

<b>Fiber Optic and Copper Cabling Bid Sheet</b>			
	<b>PARTS</b>	<b>% Material Mark-up</b>	
<b>DESCRIPTION</b>	<b>PRICE PER UNIT</b>		
ST to ST MMF patch cord 1 meter	<del>11.12</del>	<del>9%</del>	ea
ST to ST MMF patch cord 2 meter	<del>11.94</del>	<del>9%</del>	ea
ST to ST SMF patch cord 1 meter	<del>27.03</del>	<del>9%</del>	ea
ST to ST SMF patch cord 2 meter	<del>33.46</del>	<del>9%</del>	ea
Duplex ST-SC SMF 3m patch cords	<del>40.49</del>	<del>9%</del>	ea
Connectors MMF	<del>4.80</del>	<del>9%</del>	ea
Connectors SMF	<del>7.96</del>	<del>9%</del>	ea
Siemons 24 port MMF patch panel	<del>154.02</del>	<del>9%</del>	ea
Siemons 12 port MMF patch panel	<del>113.69</del>	<del>9%</del>	ea
Siemons 24 port SMF patch panel	<del>154.02</del>	<del>9%</del>	ea
Siemons 12 port SMF patch panel	<del>110.69</del>	<del>9%</del>	ea
12 Strand MMF outside plant grade	<del>0.93</del>	<del>9%</del>	ft
24 Strand MMF outside plant grade	<del>2.12</del>	<del>9%</del>	ft
12 Strand SMF outside plant grade	<del>0.46</del>	<del>9%</del>	ft
24 Strand SMF outside plant grade	<del>0.96</del>	<del>9%</del>	ft
24 port MMF splice case	<del>09.59</del>	<del>9%</del>	ea
48 port MMF splice case	<del>44.82</del>	<del>9%</del>	ea
24 port SMF splice case	<del>383.59</del>	<del>9%</del>	ea
48 port SMF splice case	<del>404.82</del>	<del>9%</del>	ea
2 inch PVC conduit (per foot)	<del>0.75</del>	<del>9%</del>	ft
3 inch PVC conduit (per foot)	<del>0.91</del>	<del>9%</del>	ft
4 inch PVC conduit (per foot)	<del>1.34</del>	<del>9%</del>	ft
Innerduct (per foot) 1 inch PVC	<del>0.25</del>	<del>9%</del>	ft
Pull Tape (per foot)	<del>0.38</del>	<del>9%</del>	ft
Tracer Wire (per foot)	<del>0.28</del>	<del>9%</del>	ft
CAT 5e or better plenum rated cable	<del>0.13</del>	<del>9%</del>	ft

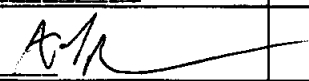
WOSA 10/97

Siemons CAT 5e or better EIA-T568B Jacks	<del>\$2.62</del>	<del>9%</del>	ea
Siemons CAT 5e or better 24 port patch panel	<del>\$21.53</del>	<del>9%</del>	ea
Siemons CAT 5e or better 48 port patch panel	<del>\$22.74</del>	<del>9%</del>	ea
Siemons 110 block field termination kits - wall mount	<del>\$10.62</del>	<del>9%</del>	ea
Siemons 110 block field termination kits - rack mount	<del>\$9.57</del>	<del>9%</del>	ea
84" by 19" rack	<del>\$109.00</del>	<del>9%</del>	ea
Siemons Wall Mount bracket - 2U	<del>\$36.40</del>	<del>9%</del>	ea
Siemons Surface Mount Box - dual port	<del>\$2.40</del>	<del>9%</del>	ea
Siemons Face Plate - dual port	<del>\$1.45</del>	<del>9%</del>	ea
Siemons Wall Mount Bracket - 4U	<del>\$54.12</del>	<del>9%</del>	ea
Siemons Surface Mount Box - quad port	<del>\$4.74</del>	<del>9%</del>	ea
Siemons Face Plate - quad port	<del>\$1.45</del>	<del>9%</del>	ea
CAT 5e or better patch cord - 3 feet	<del>\$0.82</del>	<del>9%</del>	ea
CAT 5e or better patch cord - 4 feet	<del>\$0.98</del>	<del>9%</del>	ea
CAT 5e or better patch cord - 5 feet	<del>\$1.09</del>	<del>9%</del>	ea
CAT 5e or better patch cord - 7 feet	<del>\$1.25</del>	<del>9%</del>	ea
CAT 5e or better patch cord - 10 feet	<del>\$1.56</del>	<del>9%</del>	ea
CAT 5e or better patch cord - 15 feet	<del>\$2.07</del>	<del>9%</del>	ea
CAT 5e or better patch cord - 25 feet	<del>\$3.05</del>	<del>9%</del>	ea
CAT 5e or better patch cord - 50 feet	<del>\$6.38</del>	<del>9%</del>	ea

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50 pair 24 AWG IWC plenum cable (per foot)	<del>\$0.97</del>	<del>9%</del>	ft	
100 pair 24 AWG IWC plenum cable (per foot)	<del>\$1.95</del>	<del>9%</del>	ft	
200 pair 24 AWG IWC plenum cable (per foot)	<del>\$3.92</del>	<del>9%</del>	ft	
50 pair 24 AWG Gel Filled Outside Plant (for exterior conduit) (per foot)	<del>\$0.57</del>	<del>9%</del>	ft	
100 pair 24 AWG Gel Filled Outside Plant (for exterior conduit) (per foot)	<del>\$1.05</del>	<del>9%</del>	ft	
200 pair 24 AWG Gel Filled Outside Plant (for exterior conduit) (per foot)	<del>\$1.80</del>	<del>9%</del>	ft	
	<b>LABOR</b>			
Installing exterior conduit - labor (per hour)	<del>\$7.50</del>			
Pulling innerduct, trace wire and fiber cable - labor (per hour)	<del>\$8.00</del>			
Splicing fiber - labor (per hour)	<del>\$7.50</del>			
Terminating fiber - labor (per hour)	<del>\$8.00</del>			
Installing interior conduit - labor (per hour)	<del>\$8.00</del>			
Pulling interior CAT 5e or better copper cable - labor (per hour)	<del>\$8.00</del>			
Terminating CAT 5e or better copper cable - labor (per hour)	<del>\$8.00</del>			

**City of Fort Collins will award Service Agreements to a Primary and a Secondary Vendor for both the Fiber Optic and the Copper Cabling categories, based on OVERALL ranking of Line Item results on this Bid Sheet. BIDDERS: PLEASE INDICATE THE PERCENTAGE OF MATERIAL MARK-UP YOU ARE PROPOSING TO CHARGE THE CITY, FOR EACH PARTS PRICE BID.**

<b>FIRM NAME:</b> Axis Networks, Inc.		<b>PHONE/FAX:</b> 303-452-5225	
<b>ADDRESS:</b> 455W 115th Ave Northglenn 80234		303-452-5255	
<b>BIDDER'S NAME:</b> Ken Tisdale 		<b>DATE:</b> 1/13/03	

WOSA 10/97

# Chris Carrillo

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## Experience

### January 1999 to March 2000

Installer/Technician-Responsible for installation and testing of cabling infrastructure. At times acting as a Lead Technician, which is a crew supervisor position.

- JDS Columbine-38<sup>th</sup> Floor Re-Configure
- Janus Funds - 44 Cook St, 1<sup>st</sup> through 5<sup>th</sup> Floor Installation
- Janus Funds - Ptarmigan Place. 7<sup>th</sup>, 8<sup>th</sup>, 9<sup>th</sup> and 10<sup>th</sup> Floors

### March 2000-Present Axis Networks, Inc. Northglenn, CO Project Manager

Project Manager -Responsible for crews installing cabling infrastructures.

- Janus Funds - 111 Havana Street - 700 drops in 3 months.
- Janus Funds - Galleria 2<sup>nd</sup> Floor - 100 drops.
- Janus Funds - 100 Fillmore 6<sup>th</sup> Floor - 140 drops.

## Education

- University of Colorado, Bachelor of Fine Arts - Minor in Math.

## Certifications

- Siemons Certified Installer - August 2000
- Leviton Installer Training
- Hubbell Installer Training

# Michael Hall, RCDD/LAN Specialist

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## Experience

**1993-Present**

**Axis Networks, Inc.**

Director of Operations - Responsible for management of operations entailing; estimating, coordinating, and purchasing materials and equipment. Synchronizing with the Operations Manager in scheduling and assigning technicians and project managers to various projects. Development of cabling infrastructure designs and systems as requested.

**1992-1993**

**Alta Milla Network Solutions**

Project Manager - Duties included design, implementation and maintenance of Data Networks including Ethernet, 10-Base T, Token Ring RS232, RS422, Twinax, and Serial.

**1990-1992**

**Alta Milla Network Solutions**

Installer - Duties included installation and testing of telephone systems and data networks including Ethernet, 10 Base T, 10 Base-F/Foirl, Token Ring, RS232, RS422, Twinax, and Serial.

## Education

Electronics Technician Certificate - Denver Institute of Technology

## Certifications

- BICSI – RCDD/LAN Specialist–January 2001
- BICSI – RCDD–November 1999, Registration #021361
- Hubbell Premise Wiring Installer Training Program
- Hubbell Premise Wiring Certified Installer for Mission Critical Warranty and System
- Lucent Systimax SCS Installer, Authorization #M0518902
- Fiber Light International Fiber Optic Technician
- Cabletron Chassis and Subsystems
- Cabletron Shared Access Course
- Cabletron Switching Course
- Cabletron SPECTRUM Administration Course
- Cabletron VLAN
- Intertel GMX-48 Installation
- ITT Cannon Network Systems
- Symphony ST02 Installation Practices and Project Management Course
- MOD-TAP Copper & Fiber Certified Installer Program
- Cisco Systems Cisco Support Pro
- Cisco Systems Advanced Cisco Router Configuration Course
- Performance Guarantee Program



# Randy Pierce

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## Experience

**Operations Manager**- June 2001 to Present - Axis Networks (In February 2001, Premier Network Solutions underwent a re-branding venture, and emerged with the Axis Networks name.)

As the Operations Manager, I have been responsible for customer relations, quotes, scheduling of the installation staff (up to 40 technicians), material procurement, employee review (hiring/firing), formulating employee retention strategies, scheduling training, quality control and many other small responsibilities that are normally associated with managing a Communications Infrastructure Company.

**Project Manager**- June 1998-June 2001 Premier Network Solutions

- Manage life cycle of existing client projects. Quote, material procurement, and management of installation crews of up to 24 individuals over 4 sites. Solutions installed were Hubbell, Avaya/Lucent, and Siemon.
- Janus Capital Corporation – Ptarmigan Building 1<sup>st</sup>, 2<sup>nd</sup>, 5<sup>th</sup>, 6<sup>th</sup> West, 7<sup>th</sup> West, 8<sup>th</sup> West, 9<sup>th</sup> West, 7<sup>th</sup> East, 8<sup>th</sup> East, 9<sup>th</sup> East and 10<sup>th</sup> East.
- Janus 111 Havana Street
- Janus Galleria Building-2<sup>nd</sup>, 10<sup>th</sup> and 11<sup>th</sup> Floors.
- Janus Cook Street-1<sup>st</sup> North, 2<sup>nd</sup> North, 3<sup>rd</sup> 4<sup>th</sup> and 5<sup>th</sup> Floors.
- Janus Capital-Westport, CT
- Montgomery Watson – One half of the 2<sup>nd</sup> Floor and all of the 3<sup>rd</sup> Floor (NORDX solution)

November 1997-January 1998 Premier Network Solutions, Inc.

### Lead Technician

- Janus 100 and 158 Fillmore-2<sup>nd</sup>, 3<sup>rd</sup> and 4<sup>th</sup> Floors.

March 1994 – November 1997 Republic Paperboard Commerce City, CO

### Production Staff

- Duties included basic production to quality control.

## Education

New York State Regents Diploma from Norwich High School, Norwich, New York

## Certifications

Lucent/Avaya Certified Installer

Symphony ST02 Installation Practices and Project Management

Hubbell Premise Wiring Contractor Training Program

Valcom Paging System Design and Installation

NORDX Engineering and Installation

Wavetek testing Equipment Certification

Siemon Certified Design and Installation

# *Certificate of Completion*

*Presented by The Siemon Company*

*This certifies that*

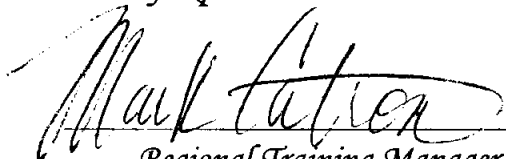
*Michael Hall*

*Of Premier Network Solutions*

*has satisfactorily completed the Siemon Cabling System® Design Principles training course. This certificate entitles the holder to 17 hours of BICSI Continuing Education Credits, registered for 60 Learning Units from the American Institute of Architects, and 20 Professional Development Hours from the National Society of Professional Engineers.*

*Date of issue: 01 November 2000*

*Date of expiration: 01 November 2002*

  
*Regional Training Manager*

**SIEMON** *cabling* **SYSTEM**

IS 1831-06

# *Certificate of Completion*

*Presented by The Siemon Company*

*This certifies that*

*Randy Pierce*

*Of Premier Network Solutions*

*has satisfactorily completed the Siemon Cabling System® Design Principles training course. This certificate entitles the holder to 17 hours of BICSI Continuing Education Credits, registered for 60 Learning Units from the American Institute of Architects, and 20 Professional Development Hours from the National Society of Professional Engineers.*

*Date of issue: 01 November 2000*

*Date of expiration: 01 November 2002*

  
*Regional Training Manager*

**SIEMON** *cabling* **SYSTEM**

IS 1831-06

# *Certificate of Completion*

*presented by The Siemon Company*

*This certifies that*

***Chris Carrillo***

*Of Premier Network Solutions*

*has satisfactorily completed the Siemon Cabling System training course on system installation.*

*This course approved for 25 hours BICSI continuing education credit.*

*Date of issue: August 25, 2000*

*Date of expiration: August 25, 2002*



*Regional Training Manager*

**SIEMON *cabling* SYSTEM**

*IS-1831-16 Rev. A*

<b>ACORD CERTIFICATE OF LIABILITY INSURANCE</b>		DATE (MM/DD/YYYY) 11/25/2002
PRODUCER (303)824-6600 FAX (303)370-0118 Moody Insurance Agency, Inc. 3773 Cherry Creek North Drive Suite 800 Denver, CO 80209-3804		THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.
INSURED Axis Networks, Inc. 455 W 115th Ave., #3 Northglenn, CO 80234		
		INSURERS AFFORDING COVERAGE
		NAIC #
		INSURER A: American States Insurance Co.
		INSURER B: American Economy Insurance C 19690
		INSURER C: American States Insurance Co 19704
		INSURER D:
		INSURER E:

**COVERAGES**

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	ADD'L INSR	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A		GENERAL LIABILITY	01CE9193701	12/21/2002	12/21/2003	EACH OCCURRENCE	\$ 1,000,000
		<input type="checkbox"/> COMMERCIAL GENERAL LIABILITY				DAMAGE TO RENTED PREMISES (Each occurrence)	\$ 200,000
		<input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR				MED EXP (Any one person)	\$ 10,000
		<input checked="" type="checkbox"/> Per Loc Agg/Blkt A				PERSONAL & ADV INJURY	\$ 1,000,000
		<input checked="" type="checkbox"/> Blkt Addtl Insd				GENERAL AGGREGATE	\$ 2,000,000
		CENT. AGGREGATE LIMIT APPLIES PER				PRODUCTS - COM/POP AGG	\$ 2,000,000
		<input type="checkbox"/> POLICY <input type="checkbox"/> PROJ. JECT <input type="checkbox"/> LOC					
B		AUTOMOBILE LIABILITY	02CD1530231	12/21/2002	12/21/2003	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
		<input checked="" type="checkbox"/> ANY AUTO				BODILY INJURY (Per person)	\$
		<input type="checkbox"/> ALL OWNED AUTOS				BODILY INJURY (Per accident)	\$
		<input type="checkbox"/> SCHEDULED AUTOS				PROPERTY DAMAGE (Per accident)	\$
		<input checked="" type="checkbox"/> HIRED AUTOS				AUTO ONLY - EA ACCIDENT	\$
		<input checked="" type="checkbox"/> NON OWNED AUTOS				OTHER THAN AUTO ONLY	EA ACC \$
		<input checked="" type="checkbox"/> \$250 Comp Ded				AUTO ONLY	AGG \$
		<input checked="" type="checkbox"/> \$250 Collision Ded					
A		EXCESSUMBRELLA LIABILITY	01SU32559110	12/21/2002	12/21/2003	EACH OCCURRENCE	\$ 2,000,000
		<input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE				AGGREGATE	\$ 2,000,000
		<input type="checkbox"/> DEDUCTIBLE					\$
		<input checked="" type="checkbox"/> RETENTION \$ 10,000					\$
C		WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	01WC98550510	11/01/2002	11/01/2003	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER	
		ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/ MEMBER EXCLUDED?				E L EACH ACCIDENT	\$ 100,000
		If yes, describe under SPECIAL PROVISIONS below				E L DISEASE - EA EMPLOYEE	\$ 100,000
		OTHER				E L DISEASE - POLICY LIMIT	\$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

**CERTIFICATE HOLDER**

**CANCELLATION**

\*\*\*Axis Network  
FOR INFORMATION ONLY

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL 30 DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE  
**Consie Hum, CISR/CAH** *Consie Hum*