



**Jefferson Parish Office of Inspector General**



# **Security Services Contracting**

**Investigative Report 2022-0038**

*Appendix*

**October 25, 2023**

**Kim Raines Chatelain, Inspector General**

## APPENDIX

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RFP 248 Scoring





WWW.JEFFPARISH.NET

JOHN F. YOUNG, JR.  
PARISH PRESIDENT

JEFFERSON PARISH  
DEPARTMENT OF THE PARISH ATTORNEY

DEBORAH CUNNINGHAM FOSHEE  
PARISH ATTORNEY

E. ROSS BUCKLEY, JR.  
DEPUTY PARISH ATTORNEY

April 30, 2012

VIA EMAIL & U.S. MAIL

Honorable Elton M. Lagasse  
Jefferson Parish Council  
10<sup>th</sup> Floor, Yenni Building  
Jefferson, Louisiana 70123

RE: RFP No. 0248 - Equipment and maintenance for security systems for the Jefferson Parish Department of General Services

Chairman Lagasse:

The Evaluation Committee for RFP No. 0248, equipment and maintenance for security systems for the Jefferson Parish department of General Services, met at 10:00 a.m. on April 16, 2012 to score the proposals submitted in response to the advertised RFP. The Evaluation Committee consisted of: Brenda Campos, Director of Purchasing; Patrick Boudreaux, Research and Budget for the Council; Anthony Francis, Director of General Services; and myself on behalf of the Office of the Parish Attorney, acting as the non-voting secretary of the Committee.

Two proposers responded, and all were deemed responsive and responsible. They include: Stanley Security Solutions, based in Harahan, Louisiana and Convergent Technologies, based in St. Rose, Louisiana. Per Section 2-895 of the Jefferson Parish Code of Ordinances, only the Technical Proposals were scored. Each Proposal was scored on the basis of the evaluation criteria as communicated in the advertised RFP as follows:

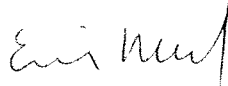
Technical Proposal	30 Points
Experience and Qualifications	70 Points
<b>Technical Proposal Total</b>	<b>100 Points</b>

Based on the scoring system, out of a possible three hundred (300) total points assigned, Stanley Security Solutions, scored two hundred sixty (260) points and Convergent



Based on the scoring system, out of a possible three hundred (300) total points assigned, Stanley Security Solutions, scored two hundred sixty (260) points and Convergent Technologies, scored two hundred seventy (270) total points. For your review and consideration, I have attached the individual scoring sheets for the committee members, along with the total scores tabulated, and the pricing proposals for each of the proposers.

Sincerely,



Eric Mund  
Assistant Parish Attorney

EM/  
Attachments (3)

Cc: Honorable Christopher L. Roberts, Councilman At Large – Div. A  
Honorable Ricky J. Templet, Councilman District 1  
Honorable Paul D. Johnston, Councilman District 2  
Honorable Mark D. Spears, Jr., Councilman District 3  
Honorable E. Ben Zahn, III, Councilman District 4  
Honorable Cynthia Lee-Sheng, Councilwoman District 5  
Honorable John F. Young, Jr., Parish President  
Ms. Deborah Cunningham Foshee, Parish Attorney  
Mr. Jeremy Dwyer, Director of Legal Analysis  
Anthony Francis, Director of General Services Department  
Brenda Campos, Director of Purchasing Department  
Patrick Boudreaux, Council Office of Research and Budget

**0248 EQUIPMENT AND MAINTENANCE OF SECURITY SYSTEM - GENERAL SERVICES**

EVALUATION CRITERIA	Maximum Points	Stanley Security Solutions	Convergent Technologies
<b>TECHNICAL PROPOSAL (30)</b>	90		
<b>A. UNDERSTANDING THE PROJECT - GENERAL REQUIREMENTS</b> (1) The quality of proposal as it relates to the general requirements. (2) Demonstrated understanding of the general requirements. (3) The capability of proposed solution to satisfy all required general requirements.	45		
<b>B. MANAGEMENT PLAN FOR PROJECTS</b> (1) Is the organization of the project team clear? (2) Is the accountability completely and clearly defined? (3) Does the management plan illustrate the lines of authority and communication? (4) To what extent does the Proposer already have the hardware, equipment and licenses necessary to perform the contract? (5) Does it appear that the Proposer can meet the schedule set out in the RFP? (6) Is the proposal practical, feasible, and within budget? (7) Have any potential problems been identified? (8) Has the Proposer gone beyond the minimum requirements necessary to meet the objectives of the RFP?	45	64	80
<b>EXPERIENCE AND QUALIFICATIONS (70)</b>	210		
(1) The past experience of the Proposer in the business of providing security systems and related services of a similar nature and magnitude. (2) How long has the firm been doing business in the State of Louisiana? How many offices does the Proposer have in the State of Louisiana? Where are the Louisiana offices located?  (3) Has the firm demonstrated experience in completing similar projects on time and within budget? (4) How successful is the general history of the firm regarding timely and successful completion of the projects? (5) The quality and content of letters of reference from previous clients. (6) Do the individuals assigned to the project have experience on similar projects? (7) How extensive is the applicable experience of the personnel designed to work on the project? (8) How knowledgeable are the Proposer's personnel of the local area and how many individuals have worked in the area previously?		196	190
<b>COMBINED</b>			
<b>MAXIMUM POINTS 300 &gt;&gt;&gt;&gt; 3 COMMITTEE MEMBERS 100 PTS EA</b>	300	260	270

*Continued Score Sheet completed by Eric Maud Sec. + EC*

REPRESENTATIVE NAME AND DEPARTMENT DATE

**0248 EQUIPMENT AND MAINTENANCE OF SECURITY SYSTEM - GENERAL SERVICES**

EVALUATION CRITERIA	Maximum Points	Stanley Security Solutions
<b>TECHNICAL PROPOSAL (30)</b>	<b>30</b>	
<b>A. UNDERSTANDING THE PROJECT - GENERAL REQUIREMENTS</b>	<b>15</b>	<b>10</b>
(1) The quality of proposal as it relates to the general requirements.		X
(2) Demonstrated understanding of the general requirements.		✓
(3) The capability of proposed solution to satisfy all required general requirements.		✓*
<b>B. MANAGEMENT PLAN FOR PROJECTS</b>	<b>15</b>	<b>8</b>
(1) Is the organization of the project team clear?		✓
(2) Is the accountability completely and clearly defined?		✓
(3) Does the management plan illustrate the lines of authority and communication?		✓
(4) To what extent does the Proposer already have the hardware, equipment and licenses necessary to perform the contract?		✓
(5) Does it appear that the Proposer can meet the schedule set out in the RFP?		X
(6) Is the proposal practical, feasible, and within budget?		?
(7) Have any potential problems been identified?		10
(8) Has the Proposer gone beyond the minimum requirements necessary to meet the objectives of the RFP?		✓
<b>EXPERIENCE AND QUALIFICATIONS (70)</b>	<b>70</b>	<b>68</b>
(1) The past experience of the Proposer in the business of providing security systems and related services of a similar nature and magnitude.		✓
(2) How long has the firm been doing business in the State of Louisiana? How many offices does the Proposer have in the State of Louisiana? Where are the Louisiana offices located?		✓
(3) Has the firm demonstrated experience in completing similar projects on time and within budget?		✓
(4) How successful is the general history of the firm regarding timely and successful completion of the projects?		✓
(5) The quality and content of letters of reference from previous clients.		X
(6) Do the individuals assigned to the project have experience on similar projects?		✓
(7) How extensive is the applicable experience of the personnel designed to work on the project?		✓
(8) How knowledgeable are the Proposer's personnel of the local area and how many individuals have worked in the area previously?		✓
<b>MAXIMUM POINTS &gt;&gt;&gt;&gt;</b>	<b>100</b>	<b>86</b>

ARVILLE BOURGEOIS RESEARCH & QUORUM      4/16/12  
 REPRESENTATIVE NAME AND DEPARTMENT      DATE

**0248 EQUIPMENT AND MAINTENANCE OF SECURITY SYSTEM - GENERAL SERVICES**

EVALUATION CRITERIA	Maximum Points	Stanley Security Solutions
<b>TECHNICAL PROPOSAL (30)</b>	30	
<b>A. UNDERSTANDING THE PROJECT - GENERAL REQUIREMENTS</b> (1) The quality of proposal as it relates to the general requirements. (2) Demonstrated understanding of the general requirements. (3) The capability of proposed solution to satisfy all required general requirements.	15	10
<b>B. MANAGEMENT PLAN FOR PROJECTS</b> (1) Is the organization of the project team clear? (2) Is the accountability completely and clearly defined? (3) Does the management plan illustrate the lines of authority and communication? (4) To what extent does the Proposer already have the hardware, equipment and licenses necessary to perform the contract? (5) Does it appear that the Proposer can meet the schedule set out in the RFP? (6) Is the proposal practical, feasible, and within budget? (7) Have any potential problems been identified? (8) Has the Proposer gone beyond the minimum requirements necessary to meet the objectives of the RFP?	15	10
<b>EXPERIENCE AND QUALIFICATIONS (70)</b>	70	20
(1) The past experience of the Proposer in the business of providing security systems and related services of a similar nature and magnitude. (2) How long has the firm been doing business in the State of Louisiana? How many offices does the Proposer have in the State of Louisiana? Where are the Louisiana offices located?  (3) Has the firm demonstrated experience in completing similar projects on time and within budget? (4) How successful is the general history of the firm regarding timely and successful completion of the projects? (5) The quality and content of letters of reference from previous clients. (6) Do the individuals assigned to the project have experience on similar projects? (7) How extensive is the applicable experience of the personnel designed to work on the project? (8) How knowledgeable are the Proposer's personnel of the local area and how many individuals have worked in the area previously?		60
<b>MAXIMUM POINTS &gt;&gt;&gt;&gt;</b>	100	80

Brenda Campos/Purchasing      4/10/12  
 REPRESENTATIVE NAME AND DEPARTMENT      DATE



**0248 EQUIPMENT AND MAINTENANCE OF SECURITY SYSTEM - GENERAL SERVICES**

EVALUATION CRITERIA	Maximum Points	Converjint Technologies
<b>TECHNICAL PROPOSAL (30)</b>	30	
<b>A. UNDERSTANDING THE PROJECT - GENERAL REQUIREMENTS</b>	15	15
(1) The quality of proposal as it relates to the general requirements.		
(2) Demonstrated understanding of the general requirements.		
(3) The capability of proposed solution to satisfy all required general requirements.		
<b>B. MANAGEMENT PLAN FOR PROJECTS</b>	15	14
(1) Is the organization of the project team clear?		
(2) Is the accountability completely and clearly defined?		
(3) Does the management plan illustrate the lines of authority and communication?		
(4) To what extent does the Proposer already have the hardware, equipment and licenses necessary to perform the contract?		
(5) Does it appear that the Proposer can meet the schedule set out in the RFP?		
(6) Is the proposal practical, feasible, and within budget?		
(7) Have any potential problems been identified?		
(8) Has the Proposer gone beyond the minimum requirements necessary to meet the objectives of the RFP?		
<b>EXPERIENCE AND QUALIFICATIONS (70)</b>	70	29
(1) The past experience of the Proposer in the business of providing security systems and related services of a similar nature and magnitude.		
(2) How long has the firm been doing business in the State of Louisiana? How many offices does the Proposer have in the State of Louisiana? Where are the Louisiana offices located?		
(3) Has the firm demonstrated experience in completing similar projects on time and within budget?		
(4) How successful is the general history of the firm regarding timely and successful completion of the projects?		
(5) The quality and content of letters of reference from previous clients.		
(6) Do the individuals assigned to the project have experience on similar projects?		
(7) How extensive is the applicable experience of the personnel designed to work on the project?		
(8) How knowledgeable are the Proposer's personnel of the local area and how many individuals have worked in the area previously?		
<b>MAXIMUM POINTS &gt;&gt;&gt;&gt;</b>	100	94

Anthony Francis Jr. 4.16.12  
 REPRESENTATIVE NAME AND DEPARTMENT DATE



**0248 EQUIPMENT AND MAINTENANCE OF SECURITY SYSTEM - GENERAL SERVICES**

EVALUATION CRITERIA	Maximum Points	Convergent Technologies
<b>TECHNICAL PROPOSAL (30)</b>	30	
<b>A. UNDERSTANDING THE PROJECT - GENERAL REQUIREMENTS</b> (1) The quality of proposal as it relates to the general requirements. (2) Demonstrated understanding of the general requirements. (3) The capability of proposed solution to satisfy all required general requirements.	15	13
<b>B. MANAGEMENT PLAN FOR PROJECTS</b> (1) Is the organization of the project team clear? (2) Is the accountability completely and clearly defined? (3) Does the management plan illustrate the lines of authority and communication? (4) To what extent does the Proposer already have the hardware, equipment and licenses necessary to perform the contract? (5) Does it appear that the Proposer can meet the schedule set out in the RFP? (6) Is the proposal practical, feasible, and within budget? (7) Have any potential problems been identified? (8) Has the Proposer gone beyond the minimum requirements necessary to meet the objectives of the RFP?	15	13
<b>EXPERIENCE AND QUALIFICATIONS (70)</b>	70	65
(1) The past experience of the Proposer in the business of providing security systems and related services of a similar nature and magnitude. (2) How long has the firm been doing business in the State of Louisiana? How many offices does the Proposer have in the State of Louisiana? Where are the Louisiana offices located? (3) Has the firm demonstrated experience in completing similar projects on time and within budget? (4) How successful is the general history of the firm regarding timely and successful completion of the projects? (5) The quality and content of letters of reference from previous clients. (6) Do the individuals assigned to the project have experience on similar projects? (7) How extensive is the applicable experience of the personnel designed to work on the project? (8) How knowledgeable are the Proposer's personnel of the local area and how many individuals have worked in the area previously?		✓ ✓ ✓ /
<b>MAXIMUM POINTS &gt;&gt;&gt;&gt;</b>	100	91

PATRICK BOURGEOIS RESEARCH & BUDGET 4/16/12  
 REPRESENTATIVE NAME AND DEPARTMENT DATE

**0248 EQUIPMENT AND MAINTENANCE OF SECURITY SYSTEM - GENERAL SERVICES**

EVALUATION CRITERIA	Maximum Points	Convergent Technologies
<b>TECHNICAL PROPOSAL (30)</b>	30	
<b>A. UNDERSTANDING THE PROJECT - GENERAL REQUIREMENTS</b> (1) The quality of proposal as it relates to the general requirements. (2) Demonstrated understanding of the general requirements. (3) The capability of proposed solution to satisfy all required general requirements.	15	15
<b>B. MANAGEMENT PLAN FOR PROJECTS</b> (1) Is the organization of the project team clear? (2) Is the accountability completely and clearly defined? (3) Does the management plan illustrate the lines of authority and communication? (4) To what extent does the Proposer already have the hardware, equipment and licenses necessary to perform the contract? (5) Does it appear that the Proposer can meet the schedule set out in the RFP? (6) Is the proposal practical, feasible, and within budget? (7) Have any potential problems been identified? (8) Has the Proposer gone beyond the minimum requirements necessary to meet the objectives of the RFP?	15	10
<b>EXPERIENCE AND QUALIFICATIONS (70)</b>	70	25
(1) The past experience of the Proposer in the business of providing security systems and related services of a similar nature and magnitude. (2) How long has the firm been doing business in the State of Louisiana? How many offices does the Proposer have in the State of Louisiana? Where are the Louisiana offices located?  (3) Has the firm demonstrated experience in completing similar projects on time and within budget? (4) How successful is the general history of the firm regarding timely and successful completion of the projects? (5) The quality and content of letters of reference from previous clients. (6) Do the individuals assigned to the project have experience on similar projects? (7) How extensive is the applicable experience of the personnel designed to work on the project? (8) How knowledgeable are the Proposer's personnel of the local area and how many individuals have worked in the area previously?		60
<b>MAXIMUM POINTS &gt;&gt;&gt;&gt;&gt;</b>	100	85

Brenda Campos / Purchasing      4/16/12  
 REPRESENTATIVE NAME AND DEPARTMENT      DATE



**0248 EQUIPMENT AND MAINTENANCE OF SECURITY SYSTEM - GENERAL SERVICES**

EVALUATION CRITERIA	Maximum Points	Stanley Security Solutions
<b>TECHNICAL PROPOSAL (30)</b>	30	
<b>A. UNDERSTANDING THE PROJECT - GENERAL REQUIREMENTS</b>	15	13
(1) The quality of proposal as it relates to the general requirements. (2) Demonstrated understanding of the general requirements. (3) The capability of proposed solution to satisfy all required general requirements.		
<b>B. MANAGEMENT PLAN FOR PROJECTS</b>	15	13
(1) Is the organization of the project team clear? (2) Is the accountability completely and clearly defined? (3) Does the management plan illustrate the lines of authority and communication? (4) To what extent does the Proposer already have the hardware, equipment and licenses necessary to perform the contract? (5) Does it appear that the Proposer can meet the schedule set out in the RFP? (6) Is the proposal practical, feasible, and within budget? (7) Have any potential problems been identified? (8) Has the Proposer gone beyond the minimum requirements necessary to meet the objectives of the RFP?		
<b>EXPERIENCE AND QUALIFICATIONS (70)</b>	70	26
(1) The past experience of the Proposer in the business of providing security systems and related services of a similar nature and magnitude. (2) How long has the firm been doing business in the State of Louisiana? How many offices does the Proposer have in the State of Louisiana? Where are the Louisiana offices located?  (3) Has the firm demonstrated experience in completing similar projects on time and within budget? (4) How successful is the general history of the firm regarding timely and successful completion of the projects? (5) The quality and content of letters of reference from previous clients. (6) Do the individuals assigned to the project have experience on similar projects? (7) How extensive is the applicable experience of the personnel designed to work on the project? (8) How knowledgeable are the Proposer's personnel of the local area and how many individuals have worked in the area previously?		68
<b>MAXIMUM POINTS &gt;&gt;&gt;&gt;</b>	100	94

Anthony Francis Jr.      4.16.12  
 REPRESENTATIVE NAME AND DEPARTMENT      DATE

ATTACHMENT "C"

Price Schedule

1. Provide unit pricing with installation for all equipment. Price shall be one lump sum. see attachment B Installed unit pricing  
Note: (Provide unit pricing with installation for each piece of all equipment. This pricing will be used during the duration of the contract)
  
2. Provide price for per year maintenance of equipment.  
Year One- \$398,836.00  
Year Two- \$401,836.00  
Year Three- \$404,836.00
  
3. Provide price per hour for an embedded technician to perform additional programming, access control and video software data input, updates and software clean-up up to 325 hours per year for a total of 975 hours. \$95.00 per hour

Financial Proposals are to be submitted in a separate sealed envelope and will not be included in the evaluation criteria.

Date; 3-29-12

signature: 

Title: Vice President Convergent Technologies LLC

ATTACHMENT "C"

Price Schedule

1. Provide unit pricing with installation for all equipment. Price shall be one lump sum. ATTACHED  
Note: (Provide unit pricing with installation for each piece of all equipment. This pricing will be used during the duration of the contract)
  
2. Provide price for per year maintenance of equipment.  
Year One- \$150,027<sup>00</sup>  
Year Two- \$155,027<sup>00</sup>  
Year Three- \$160,027<sup>00</sup>
  
3. Provide price per hour for an embedded technician to perform additional programming, access control and video software data input, updates and software clean-up up to 325 hours per year for a total of 975 hours. \$105<sup>00</sup> PER MAN HR

Financial Proposals are to be submitted in a separate sealed envelope and will not be included in the evaluation criteria.



Resolution #126174



On joint motion of all Councilmembers present, the following resolution was offered:

**RESOLUTION NO. 126174**

A resolution ratifying Amendment No. 2 to the professional services contract with New Era Information Technologies, L.L.C. to provide additional equipment and maintenance for a security system for Jefferson Parish. (Parishwide)

**WHEREAS**, a two year contract, number RP-249, between Jefferson Parish and New Era Information Technologies, L.L.C., dated September 27, 2012 to provide supplemental computer services to support the MIS and GIS Divisions of the Electronic Information Systems Department was ratified by Resolution No. 119541, and adopted September 19, 2012; and

**WHEREAS**, Amendment No. 1 to provide a two (2) year extension of the contract with a new termination date of September 30, 2016, was ratified by Resolution No. 122791, adopted on April 30, 2014; and

**WHEREAS**, Contractor and the Parish have agreed to amend the contract to add equipment and maintenance for a security system for the Department of General Services; and

**WHEREAS**, it is in the best interest of Jefferson Parish to amend the contract with New Era Information Technologies, L.L.C.

**NOW, THEREFORE, BE IT RESOLVED**, by the Jefferson Parish Council of Jefferson Parish, Louisiana, acting as the governing authority of said Parish:

**SECTION 1.** That Amendment No. 2 to the professional services contract with New Era Information Technologies, L.L.C. to provide additional equipment and maintenance for a security system is hereby ratified.

**SECTION 2.** That all costs associated with Amendment No. 2 shall be taken from Account No. 63560-3968-7432.3.

**SECTION 3.** That the Chairman of the Jefferson Parish Council, or in his absence the Vice-Chairman, is authorized to sign any and all documents to enforce this resolution.

The foregoing resolution having been submitted to a vote, the vote thereon was as follows:

**YEAS: 7**

**NAYS: None**

**ABSENT: None**

The resolution was declared to be adopted on this the **9<sup>th</sup> day of December, 2015.**

THE FOREGOING IS CERTIFIED  
TO BE A TRUE & CORRECT COPY



EULA A. LOPEZ  
PARISH CLERK

JEFFERSON PARISH COUNCIL

RFP 345 Scoring





# JEFFERSON PARISH

Office of the Parish Attorney

Michael S. Yenni  
Parish President

Michael J. Power  
Parish Attorney  
Jeremy D. Dwyer  
Deputy Parish Attorney

September 8, 2016

VIA EMAIL

Honorable Cynthia Lee-Sheng  
Jefferson Parish Council  
Joseph S. Yenni Building  
1221 Elmwood Park Boulevard, 10<sup>th</sup> Floor  
Jefferson, LA 70123

RE: RFP No. 0345 - To provide equipment and maintenance of an existing security system consisting of, but not limited to, Access Control Hardware/Software (ACHS), card swipe with and without PIN code access, audio and/or visual equipment and recorders for a complete video management system (VMS), computer equipment (hardware and software), and an Identification Management System, for the Department of General Services.

Dear Chairwoman Lee-Sheng:

The Evaluation Committee for RFP No. 0345, to provide equipment and maintenance of an existing security system consisting of, but not limited to, Access Control Hardware/Software (ACHS), card swipe with and without PIN code access, audio and/or visual equipment and recorders for a complete video management system (VMS), computer equipment (hardware and software), and an Identification Management System, for the Department of General Services, met on Thursday, August 25, 2016 to evaluate the submitted proposals. The Evaluation Committee consisted of: Anthony Francis, Director of General Services; Gary Hargroder, Director of Security; Alan Gandolfi, Director of Research and Budget; Brenda Campos, Director of Purchasing; Ms. Tara Hazelbaker, Director of the Accounting Department, and me on behalf of the Parish Attorney's Office, acting as the non-voting secretary of the Committee. A second meeting was held on September 8, 2016 to recalculate the cost proposal for each vendor. All of the evaluation committee members listed above that were present at the first evaluation meeting were also present at the second meeting.

Four (4) proposers responded to the RFP: Homeland Safety Systems, Inc., Convergent Technologies, LLC, Johnson Controls and New Era Information Technologies, LLC. All four (4) proposers were deemed responsive and responsible.

Pursuant to §2-895(7) of the Jefferson Parish Code of Ordinances, the Evaluation Committee scored the proposals on technical evaluation criteria and cost. A maximum score of 375 points could be received for the technical evaluation and a maximum score of 125 points could be received for cost. The proposals were scored by each member using the following technical evaluation criteria as defined in the advertised RFP:

Scope of Services.....	10 points
Product Quality .....	10 points
Project Schedule .....	10 points
Specific Experience – similar or larger scope of services currently being provided .....	15 points
Personnel- experience of management staff, experience in similar projects, etc. ....	10 points
Audiovisual Services Capabilities – amount of available full-time, part-time or temporary employees, etc. ....	10 points
Responsiveness to the RFP .....	5 points
Financial Profile of Company .....	5 points
<b>Total</b> .....	<b>75 points</b>

After tabulating the technical evaluation and cost proposal scores, the results are as follows:

**Homeland Safety Systems, Inc.**

Technical Evaluation .....	201 points
Cost Proposal .....	26 points
<b>Combined Committee Total.....</b>	<b>227points</b>

**Convergent Technologies, LLC**

Technical Evaluation .....	322 points
Cost Proposal .....	125 points
<b>Combined Committee Total.....</b>	<b>447 points</b>

**Johnson Controls**

Technical Evaluation .....	343 points
Cost Proposal .....	54 points
<b>Combined Committee Total.....</b>	<b>397 points</b>



**New Era Information Technologies, LLC.**

Technical Evaluation .....	371 points
Cost Proposal .....	87 points
<b>Combined Committee Total.....</b>	<b>458 points</b>

In accordance with the Jefferson Parish Code of Ordinances §2-895(7), I have enclosed the cost proposals for the four (4) proposers. I have also provided a copy of the individual score sheets for each member of the committee and a combined tabulation score sheet. The original score sheets will be delivered to the Council Clerk.

Should you have any questions or need any additional information regarding this RFP, please do not hesitate to contact me.

Sincerely,  
  
 Ashley R. Deshotels  
 Assistant Parish Attorney

ARD/psb

- Enclosures: Cost Proposals (4)  
 Evaluation Committee Score Sheets (5)  
 Evaluation Committee Combine Score Sheet (1)

Cc by e-mail:

- Councilman Paul D. Johnston
- Councilman at Large Christopher L. Roberts
- Councilman Mark D. Spears, Jr.
- Councilman Ricky J. Templet
- Councilwomen Jennifer Van Vrancken
- Councilman E. "Ben" Zahn, III
- Mr. Michael S. Yenni, Parish President
- Mr. Keith A. Conley, Chief Operating Officer
- Ms. Natalie D. Newton, Deputy Chief Operating Officer
- Mr. Michael J. Power, Parish Attorney
- Mr. Jeremy D. Dwyer, Deputy Parish Attorney
- Mr. Anthony Francis, Director of General Services
- Mr. Gary Hargroder, Director of Security
- Mr. Alan Gandolfi, Director of Research and Budget
- Ms. Brenda Campos, Director of Purchasing
- Ms. Tara Hazelbaker, Director of the Accounting Department

EVALUATION COMMITTEE DATE:

8/25/2016

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

Alan Gandolfi

EVALUATION COMMITTEE MEMBER- Signature :

RFP NO. 0345

Description:  
Provide Security Systems consulting and security system

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS , AND EXPERIENCE	Maximum Points	Homeland Safety Systems, Inc.	Johnson Controls	Convergent Technologies	New Era Information Technologies, LLC	0	0	0
Scope of Services	10	7	10	10	10			
Product Quality	10	8	10	9	10			
Project Schedule	10	0	9	9	8			
Specific Experience - similar or larger scope of services currently being provided	15	12	15	14	15			
Personnel- Experience of management staff, experience in similar projects, etc.	10	7	10	9	10			
Audiovisual Services Capabilitiesw - amount of full-time, part-time or temporary employees, etc.	10	8	10	9	9			
Responsiveness to the RFP	5	0	5	5	5			
Financial Profile	5	5	5	5	5			
0	0							
0	0							
TOTALS	75	47	74	70	72	0	0	0

EVALUATION COMMITTEE DATE:

8/25/2016

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

G. HANGRODEN

EVALUATION COMMITTEE MEMBER- Signature :

*[Signature]*

RFP NO. 0345

**SAMPLE**

Description:  
Provide Security Systems consulting and security system

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS , AND EXPERIENCE	Maximum Points	Homeland Safety Systems, Inc.	Johnson Controls	Convergent Technologies	New Era Information Technologies, LLC	0	0	0
Scope of Services	10	5	9	6	10			
Product Quality	10	5	9	7	10			
Project Schedule	10	0	10	5	10			
Specific Experience - similar or larger scope of services currently being provided	15	6	8	7	15			
Personnel- Experience of management staff, experience in similar projects, etc.	10	6	8	8	10			
Audiovisual Services Capabilitiesw - amount of full-time, part-time or temporary employees, etc.	10	5	5	4	10			
Responsiveness to the RFP	5	1	5	5	5			
Financial Profile	5	5	5	5	5			
0	0							
0	0							
<b>TOTALS</b>	<b>75</b>	<b>33</b>	<b>59</b>	<b>47</b>	<b>75</b>			

47

EVALUATION COMMITTEE DATE:

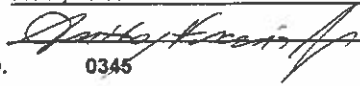
8/25/2016

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

Anthony Francis

EVALUATION COMMITTEE MEMBER- Signature :



RFP NO. 0345

Description:  
Provide Security Systems consulting and security system

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS, AND EXPERIENCE	Maximum Points	Homeland Safety Systems, inc.	Johnson Controls	Convergent Technologies	New Era Information Technologies, LLC	0	0	0
Scope of Services	10	5	9	10	10			
Product Quality	10	5	10	10	10			
Project Schedule	10	1	5	10	10			
Specific Experience - similar or larger scope of services currently being provided	15	6	15	12	15			
Personnel- Experience of management staff, experience in similar projects, etc.	10	6	8	8	10			
Audiovisual Services Capabilitiesw - amount of full-time, part-time or temporary employees, etc.	10	5	8	10	10			
Responsiveness to the RFP	5	2	4	5	5			
Financial Profile	5	5	5	5	5			
0	0							
0	0	35	64	70	75			
TOTALS	75	0	0	0	0	0	0	0

EVALUATION COMMITTEE DATE:

8/25/2016

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

Brenda J. Campos

EVALUATION COMMITTEE MEMBER- Signature :

RFP NO.

0345

Description:  
Provide Security Systems consulting and security system

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS , AND EXPERIENCE	Maximum Points	Homeland Safety Systems, Inc.	Johnson Controls	Converjnt Technologies	New Era Information Technologies, LLC	0	0	0
Scope of Services	10	5	10	10	10			
Product Quality	10	5	10	8	9			
Project Schedule	10	2	10	10	10			
Specific Experience - similar or larger scope of services currently being provided	15	8	15	15	15			
Personnel- Experience of management staff, experience in similar projects, etc.	10	8	10	10	10			
Audiovisual Services Capabilitiesw - amount of full-time, part-time or temporary employees, etc.	10	5	10	10	10			
Responsiveness to the RFP	5	1	5	5	5			
Financial Profile	5	5	5	5	5			
0	0							
0	0							
TOTALS	75	29	75	73	74	0	0	0



EVALUATION COMMITTEE DATE:

8/25/2016

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

Tara Hazelbaker

EVALUATION COMMITTEE MEMBER- Signature :

*Tara Hazelbaker*

RFP NO.

0345

Description:  
Provide Security Systems consulting and security system

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS , AND EXPERIENCE	Maximum Points	Homeland Safety Systems, Inc.	Johnson Controls	Convergent Technologies	New Era Information Technologies, LLC	0	0	0
Scope of Services	10	6	10	8	10			
Product Quality	10	6	10	8	10			
Project Schedule	10	8	8	7	10			
Specific Experience - similar or larger scope of services currently being provided	15	12	14	12	15			
Personnel- Experience of management staff, experience in similar projects, etc.	10	8	10	9	10			
Audiovisual Services Capabilities - amount of full-time, part-time or temporary employees, etc.	10	8	10	9	10			
Responsiveness to the RFP	5	2	4	4	5			
Financial Profile	5	5	5	5	5			
0	0							
0	0							
TOTALS	75	47	71	62	75	0	0	0

EVALUATION COMMITTEE DATE:

8/25/2016

EVALUATION COMMITTEE COMBINED SCORE SHEET

RFP No. 0345

Description:

Provide Security Systems consulting and security system

COMMITTEE MEMBERS TOTAL	Maximum Points	Homeland Safety Systems, Inc.	Johnson Controls	Convergent Technologies	New Era Information Technologies, LLC	0	0	0
Representative from Research & Budget	75	47	74	70	72	-	-	-
Representative from Purchasing	75	39	75	73	74	-	-	-
Representative from Finance	75	47	71	62	75	-	-	-
Representative from Requesting Department	75	35	64	70	75	-	-	-
Combined Committee Evaluation Total Security	300 75	33	59	47	75	-	-	-
Combined Committee Total For Cost Eval Total	100 375	#DIV/0! 201	#DIV/0! 313	#DIV/0! 322	#DIV/0! 371	#DIV/0!	#DIV/0!	#DIV/0!
Combined Committee Total for EVALUATION AND COST TOTAL FOR COST	400 100	#DIV/0! 21	#DIV/0! 43	#DIV/0! 100	#DIV/0! 69	#DIV/0!	#DIV/0!	#DIV/0!

Tabulation Certified By: Combined Eval & Cost 475 222 386 422 440

Requesting Department - Signature/Date: *[Signature]* 8/25/16

Purchasing Department - Signature/Date: *[Signature]* 8/25/16

Finance Department - Signature/Date: *[Signature]* 8.25.16

EVALUATION COMMITTEE DATE:

9/8/2016 2nd Meeting

EVALUATION COMMITTEE COMBINED SCORE SHEET

RFP No. 0345

Description:

Provide Security Consulting and Security System

COMMITTEE MEMBERS TOTAL	Maximum Points	Homeland Safety	Johnson Controls	Convergent Technologies	New Era Information Technologies	0	0	0
Representative from Research & Budget	75	47	74	70	72	-	-	-
Representative from Purchasing	75	39	75	73	74	-	-	-
Representative from Finance	75	47	71	62	75	-	-	-
Representative from Requesting Department	75	35	64	70	75	-	-	-
Representative from Security	75	33	59	47	75	-	-	-
<b>Combined Committee Evaluation Total</b>	<b>375</b>	<b>201</b>	<b>343</b>	<b>322</b>	<b>371</b>	-	-	-
Combined Committee Total For Cost	125	26	54	125	87	#DIV/0!	#DIV/0!	#DIV/0!
<b>Combined Committee Total for EVALUATION AND COST</b>	<b>500</b>	<b>227</b>	<b>397</b>	<b>447</b>	<b>458</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>	<b>#DIV/0!</b>

Tabulation Certified By:

Requesting Department - Signature/Date: 

Purchasing Department - Signature/Date:  9/8/16

Finance Department - Signature/Date:  9-8-16

RFP 430 Scoring





# JEFFERSON PARISH

## OFFICE OF THE PARISH ATTORNEY

CYNTHIA LEE SHENG  
PARISH PRESIDENT

PEGGY O. BARTON  
PARISH ATTORNEY

DAVID I. COURCELLE  
DEPUTY PARISH ATTORNEY

TONI G. HURLEY  
DEPUTY PARISH ATTORNEY

November 18, 2021

VIA EMAIL

Honorable Scott Walker  
Jefferson Parish Council  
Joseph S. Yenni Building  
1221 Elmwood Park Boulevard, 10<sup>th</sup> Floor  
Jefferson, LA 70123

RE: RFP No. 0430- Provide a security system equipment, maintenance repairs, replacement, installation, etc. of an existing security access and video management system.

Dear Chairman Scott A. Walker:

The Evaluation Committee for RFP No. 0430, to provide a security system equipment, maintenance repairs, replacement, installation, etc. of an existing security access and video management system, met at Wednesday, November 17<sup>th</sup> to evaluate the submitted proposals. The Evaluation Committee consisted of: Alex Norman, Director of Security, Renny Simno, Director of Purchasing, Kerry Schrieffler, Assistant Director of Finance, Deontrine Green, Director of Legal Analysis and Marc C. Dougherty, Senior Assistant Parish Attorney, acting as the non-voting secretary of the Committee.

Two (2) proposers responded to the RFP:

- In-Telecom Consulting, LLC Slidell, La
- New Era Information Technologies with/ sub VEC Solutions  
Harahan, La

The committee deemed all proposers, responsive and responsible.

JOSEPH S. YENNI BUILDING - 1221 ELMWOOD PARK BLVD - SUITE 701 - JEFFERSON, LA 70123 - PO Box 10242 - JEFFERSON, LA 70181-0242  
OFFICE 504.736.6300

GENERAL GOVERNMENT BUILDING - 200 DERBIGNY ST - SUITE 5200 - GRETNA, LA 70053 - PO Box 9 - GRETNA, LA 70054  
OFFICE 504.364.3822

WWW.JEFFPARISH.NET

Pursuant to §2-895(7) of the Jefferson Parish Code of Ordinances, the Evaluation Committee scored the proposals on technical evaluation criteria and cost. A maximum score of 75 points could be received for the technical evaluation and a maximum score of 100 points could be received for cost. The proposals were scored by each member using the following technical evaluation criteria as defined in the advertised RFP:

	<b>Criteria</b>	<b>Points</b>
A.	Scope of Services	10
B.	Project Schedule	10
C.	Specific Experience- Similar or larger scope of services currently being provided	15
D.	Personnel- Experience of management staff, experience in similar projects, etc.	10
E.	Innovative Concepts / Product Quality	10
F.	Audio / Visual Capabilities- amount of available full-time, part-time or temporary employees, etc.	10
G.	Responsiveness to the RFP	5
H.	Financial Profile of Company	5
	<b>Total Points</b>	<b>75</b>

After tabulating the technical evaluation and cost proposal scores, the results are as follows, out of a possible 400 points:

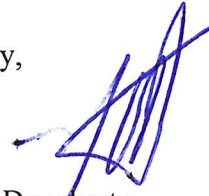
	<b>In-Telecom Consulting, LLC</b>	<b>Points</b>
	Technical Evaluation	283
	Cost Proposal	99
	<b>Combined Committee Total Points</b>	<b>382</b>

	<b>New Era Information Technologies with sub VEC Solutions</b>	<b>Points</b>
	Technical Evaluation	296
	Cost Proposal	100
	<b>Combined Committee Total Points</b>	<b>396</b>

In accordance with the Jefferson Parish Code of Ordinances §2-895(7), I have enclosed the cost proposal for the two (2) proposers. I have also provided a copy of the individual score sheets for each member of the committee and a combined tabulation score sheet. The original score sheets will be delivered to the Council Clerk.

Should you have any questions or need any additional information regarding this RFP, please do not hesitate to contact me.

Sincerely,



Marc C. Dougherty  
Senior Assistant Parish Attorney

MCD/lj

Enclosures: Cost Proposals (2)  
Evaluation Committee Score Sheets (4)  
Evaluation Committee Combine Score Sheet (1)

Cc by e-mail:

Councilman at Large Scott Walker  
Councilman Deano Bonano  
Councilman Marion F. Edwards  
Councilman Dominick Impastato  
Councilman Bryon Lee  
Councilwoman Jennifer Van Vrancken  
Honorable Cynthia Lee Sheng, Parish President  
Mr. Steve LaChute, Chief Operating Officer  
Ms. Valerie Brolin, Deputy Chief Operating Officer  
Ms. Peggy O. Barton, Parish Attorney  
Ms. Toni G. Hurley, Deputy Parish Attorney  
Mr. David I. Courcelle, Deputy Parish Attorney  
Ms. Deon Green, Director of Legal Analysis  
Mr. Renny Simno, Director of Purchasing  
Ms. Kerry Schrieffer, Finance Assistant Director  
Mr. Alex Norman, Director of Security  
Ms. Eula Lopez, Council Clerk



EVALUATION COMMITTEE DATE:

11/17/2021

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

Deon Green

EVALUATION COMMITTEE MEMBER- Signature :

*Deon A Green*

RFP NO. 0430

Description:

Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc. of an Existing Security Access and Video Management System

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS , AND EXPERIENCE	Maximum Points	In-Telecom Consulting,LLC	New Era Information Technologies with/ sub VEC Solutions
Scope of Services	10	10	10
Project Schedule	10	10	10
Specific Experience - Similar or larger scope of services currently being provided	15	15	15
Personnel - experience of management staff, experience in similar projects, etc.	10	10	10
Innovative Concepts / Product Quality	10	10	10
Audio / Visual Capabilities - amount of available full-time, part-time or temporary employees, ect.	10	10	10
Responsiveness to the RFP	5	5	5
Financial Profile of Company	5	5	5
TOTALS	75	75 <sup>0</sup>	75 <sup>0</sup>



EVALUATION COMMITTEE DATE:

11/17/2021

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

Renny Simno

EVALUATION COMMITTEE MEMBER- Signature :

*Renny Simno*

RFP NO. 0430

Description:

Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc. of an Existing Security Access and Video Management System

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS , AND EXPERIENCE	Maximum Points	In-Telecom Consulting,LLC	New Era Information Technologies with/ sub VEC Solutions
Scope of Services	10	9	10
Project Schedule	10	10	10
Specific Experience - Similar or larger scope of services currently being provided	15	14	15
Personnel - experience of management staff, experience in similar projects, etc.	10	10	10
Innovative Concepts / Product Quality	10	8	10
Audio / Visual Capabilities - amount of available full-time, part-time or temporary employees, ect.	10	9	10
Responsiveness to the RFP	5	5	5
Financial Profile of Company	5	5	5
TOTALS	75	70	75

EVALUATION COMMITTEE DATE:

11/17/2021

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

Kerry Schrieffer

EVALUATION COMMITTEE MEMBER- Signature :

*Kerry Schrieffer*

RFP NO. 0430

Description:

Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc. of an Existing Security Access and Video Management System

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS , AND EXPERIENCE	Maximum Points	In-Telecom Consulting,LLC	New Era Information Technologies with/ sub VEC Solutions
Scope of Services	10	10	10
Project Schedule	10	10	10
Specific Experience - Similar or larger scope of services currently being provided	15	15	15
Personnel - experience of management staff, experience in similar projects, etc.	10	10	10
Innovative Concepts / Product Quality	10	10	10
Audio / Visual Capabilities - amount of available full-time, part-time or temporary employees, ect.	10	10	10
Responsiveness to the RFP	5	5	5
Financial Profile of Company	5	5	5
TOTALS	75	75	75

EVALUATION COMMITTEE DATE:

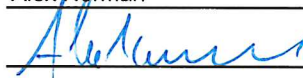
11/17/2021

EVALUATION COMMITTEE MEMBER SCORE SHEET

EVALUATION COMMITTEE MEMBER - Printed Name :

Alex Norman

EVALUATION COMMITTEE MEMBER- Signature :



RFP NO. 0430

Description:

Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc. of an Existing Security Access and Video Management System

EVALUATION CRITERIA TECHNICAL, QUALIFICATIONS, AND EXPERIENCE	Maximum Points	In-Telecom Consulting, LLC	New Era Information Technologies with/ sub VEC Solutions
Scope of Services	10	8	9
Project Schedule	10	8	9
Specific Experience - Similar or larger scope of services currently being provided	15	8 <sup>AV</sup> <del>8</del> 14	9 <sup>AV</sup> <del>9</del> 15
Personnel - experience of management staff, experience in similar projects, etc.	10	8	9
Innovative Concepts / Product Quality	10	9	9
Audio / Visual Capabilities - amount of available full-time, part-time or temporary employees, ect.	10	8	10
Responsiveness to the RFP	5	4 <sup>AV</sup> <del>4</del>	5 <sup>AV</sup> <del>5</del>
Financial Profile of Company	5	4 <sup>AV</sup> <del>4</del>	5 <sup>AV</sup> <del>5</del>
TOTALS	75	0 63	0 71



EVALUATION COMMITTEE DATE:

11/21/2021

EVALUATION COMMITTEE COMBINED SCORE SHEET

RFP No.

0430

Description:

Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc. of an Existing Security Access and Video Management System

COMMITTEE MEMBERS TOTAL	Maximum Points	In-Telecom Consulting, LLC	New Era Information Technologies with/ sub VEC Solutions	0
Representative from Research & Budget	75	75 -	75 -	-
Representative from Purchasing	75	70 -	75 -	-
Representative from Finance	75	75 -	75 -	-
Representative from Requesting Department	75	63 -	71 -	-
Combined Committee Evaluation Total	300	283 -	296 -	-
Combined Committee Total For Cost	100	99 0	100 0	0
Combined Committee Total for EVALUATION AND COST	400	382 -	396 -	-

Tabulation Certified By:

*[Signature]* 11/17/21  
Requesting Department - Signature/Date:

*[Signature]* 11/17/21  
Purchasing Department - Signature/Date:

*[Signature]* 11/17/21  
Finance Department - Signature/Date:

*[Signature]*, PAO 11/17/21

RFP 443 Scoring





# JEFFERSON PARISH

## OFFICE OF THE PARISH ATTORNEY

CYNTHIA LEE SHENG  
PARISH PRESIDENT

PEGGY O. BARTON  
PARISH ATTORNEY

DAVID I. COURCELLE  
DEPUTY PARISH ATTORNEY

TONI G. HURLEY  
DEPUTY PARISH ATTORNEY

October 13, 2022

VIA EMAIL

Honorable Ricky J. Templet  
Jefferson Parish Council  
General Government Building  
200 Derbigny Street, 6th Floor  
Gretna, LA 70053

RE: RFP No. 0443 - To provide equipment and maintenance for an existing security system consisting of, but not limited to, Access Control Hardware/Software (ACHS), card access with and without PIN code access, proximity and biometric readers, audio and/or visual equipment, computer equipment (hardware and software) and an Identification Management System including printers, cameras, access cards, and all associated primary and peripheral equipment needed to provide a complete security system utilizing the latest technological advances to provide a unified platform for access control, video management, intrusion and video monitoring services for a period of two (2) years for various locations throughout the Parish of Jefferson for the Department of Security

Dear Chairman Ricky J. Templet:

The Evaluation Committee for RFP No. 0443 - To provide equipment and maintenance for an existing security system consisting of, but not limited to, Access Control Hardware/Software (ACHS), card access with and without PIN code access, proximity and biometric readers, audio and/or visual equipment, computer equipment (hardware and software) and an Identification Management System including printers, cameras, access cards, and all associated primary and peripheral equipment needed to provide a complete security system utilizing the latest technological advances to provide a unified platform for access control, video management, intrusion and video monitoring services for a period of two (2) years for various locations throughout the Parish of Jefferson for the Department of Security met on October 13, 2022 to evaluate the submitted proposals. The Evaluation Committee consisted of: Alex Norman and Gerald Lacour (scoring together) from the Department of Security, Jeremy Dwyer from the Research and Budget Office of the Council, Renny Simno from the Purchasing Department, Jeb Tate from EIS/IT and Marisa Madere from the Finance Department, with Megan Grantham, acting as the non-voting secretary of the Committee.

JOSEPH S. YENNI BUILDING - 1221 ELMWOOD PARK BLVD - SUITE 701 - JEFFERSON, LA 70123 - PO Box 10242 - JEFFERSON, LA 70181-0242  
OFFICE 504.736.6300

GENERAL GOVERNMENT BUILDING - 200 DERBIGNY ST - SUITE 5200 - GRETN, LA 70053 - PO Box 9 - GRETN, LA 70054  
OFFICE 504.364.3822

WWW.JEFFPARISH.NET

Four (4) proposers responded to the RFP:

1. Convergent Technologies LLC
2. In-Telecom Consulting, LLC
3. New Era Information Technologies, LLC
4. VEC Solutions, L.L.C.

The committee deemed all proposers responsive and responsible.

All proposers were allowed to conduct a short presentation during the Evaluation Committee Meeting. Pursuant to §2-895(7) of the Jefferson Parish Code of Ordinances, the Evaluation Committee then scored the proposals on technical evaluation criteria and cost. A maximum score of 75 points per Evaluator, 375 total combined could be received for the technical evaluation and a maximum score of 100 points per Evaluator, 500 total combined could be received for cost. The proposals were scored by each member using the following technical evaluation criteria as defined in the advertised RFP:

	<b>Criteria</b>	<b>Points</b>
A.	Scope of Services	10
B.	Project Schedule	10
C.	Specific Experience - similar or larger scope of services currently being provided	10
D.	Personnel- experience of management staff, experience in similar projects, etc.	10
E.	Innovative Concepts	15
F.	Audio/Visual Capabilities	10
G.	Responsiveness to the RFP	5
H.	Financial Profile of Company	5
	<b>Total Points</b>	<b>75</b>

After tabulating the technical evaluation and cost proposal scores, the results are as follows, out of a possible 875 points:

	<i>Convergent Technologies LLC</i>	<b>Points</b>
	Technical Evaluation	312
	Cost Proposal	91
	<b>Combined Committee Total Points</b>	<b>403</b>
	<i>In-Telecom Consulting, LLC</i>	<b>Points</b>
	Technical Evaluation	353
	Cost Proposal	103

<b>Combined Committee Total Points</b>	<b>456</b>
<i>New Era Information Technologies, LLC</i>	
Technical Evaluation	294
Cost Proposal	82
<b>Combined Committee Total Points</b>	<b>376</b>
<i>VEC Solutions, L.L.C.</i>	
Technical Evaluation	333
Cost Proposal	125
<b>Combined Committee Total Points</b>	<b>458</b>

In accordance with the Jefferson Parish Code of Ordinances §2-895(8) New Era Information Technologies, LLC is below eighty percent (80%) of the maximum total score and ineligible for selection.

In accordance with the Jefferson Parish Code of Ordinances §2-895(7), I have enclosed the cost proposal for the four (4) proposers. I have also provided a copy of the individual score sheets for each member of the committee and a combined tabulation score sheet. The original score sheets will be delivered to the Council Clerk.

Should you have any questions or need any additional information regarding this RFP, please do not hesitate to contact me.

Sincerely  


Megan Grantham  
Assistant Parish Attorney

Enclosures: Cost Proposals (4)  
Evaluation Committee Score Sheets (5)  
Evaluation Committee Combine Score Sheet (1)

Cc by e-mail:  
Councilman at Large Ricky J. Templet  
Councilman at Large Scott Walker  
Councilman Deano Bonano  
Councilman Marion F. Edwards  
Councilman Dominick Impastato  
Councilman Bryon Lee  
Councilwoman Jennifer Van Vrancken  
Honorable Cynthia Lee Sheng, Parish President  
Mr. Steve LaChute, Chief Operating Officer  
Ms. Valerie Brolin, Deputy Chief Operating Officer  
Ms. Peggy O. Barton, Parish Attorney  
Ms. Toni G. Hurley, Deputy Parish Attorney  
Mr. David I. Courcelle, Deputy Parish Attorney  
Ms. Deon Green, Director of Legal Analysis



Mr. Jeremy Dwyer, Director of Research and Budget  
Mr. Renny Simno, Director of Purchasing  
Mr. Timothy J. Palmatier, Finance Director  
Mr. Alex Norman, Director of the Department of Security  
Mr. Gerald Lacour, Assistant Director of the Department of Security  
Mr. Jeb Tate, Director of EIS/IT  
Ms. Eula Lopez, Council Clerk

Evaluation Committee Date:

10/13/2022

Evaluation Committee Combined Score Sheet

RFP No. 0443

Description:

To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, Etc. of an Existing Security Access and Video Management System for the Department of Security

Committee Members Total	Maximum Points	In-Telecom Consulting, LLC	Convergent Technologies, LLC	Vec Solutions, LLC	New Era
Representative from Research & Budget	75	70	68	64	57
Representative from Purchasing	75	74	56	66	64
Representative from Finance	75	68	68	75	58
Representative from Security Department	75	71	56	63	56
Representative from EIS	75	70	64	65	59
Combined Committee Evaluation Total	375	353	312	333	294
Combined Committee Total For Cost	125	103	91	125	82
Combined Committee Total for EVALUATION AND COST	500	456	403	458	376

Tabulation Certified By:

*Alan Nune* 10/13/22  
Requesting Department - Signature/Date:

*Roy Lewis* 10/13/22  
Purchasing Department - Signature/Date:

*Marisa Madere* 10/13/22  
Finance Department - Signature/Date:

EVALUATION COMMITTEE - INDIVIDUAL SCORE SHEET

EVALUATION COMMITTEE DATE:

EVALUATION COMMITTEE MEMBER - Printed Name : Jeb Tate

EVALUATION COMMITTEE MEMBER - Signature : [Signature]

<b>RFP - 0443 To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc., of an Existing Security Access and Video Management System for the Department of Security</b>						
EVALUATION CRITERIA QUALIFICATIONS , AND EXPERIENCE	TECHNICAL, (Maximum of 75 Points)	Maximum Points	Converjint Technologies LLC	In-Telecom Consulting, LLC	New Era Information Technologies, LLC	VEC Solutions, L.L.C.
A. Scope of Services		10	9	9	8	9
B. Project Schedule		10	9	9	9	9
C. Specific Experience- Similar or Larger Scope of Services Currently being provided		10	10	10	6	8
D. Personnel- Experience of management staff, experience in similar projects, etc.		10	10	10	7	9
E. Innovative Concepts		15	14	14	13	13
F. Audio/Visual Capabilities		10	9	9	9	9
G. Responsiveness to the RFP		5	2	4	4	4
H. Financial Profile of Company		5	1	5	3	4
<b>COMMITTEE MEMBER TOTALS</b>		<b>Maximum Total Points 75</b>	<b>64</b>	<b>70</b>	<b>59</b>	<b>65</b>

EVALUATION COMMITTEE - INDIVIDUAL SCORE SHEET

EVALUATION COMMITTEE DATE:

EVALUATION COMMITTEE MEMBER - Printed Name : Aldo Norman, Gerard Lacour

EVALUATION COMMITTEE MEMBER - Signature : 

RFP - 0443 To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc., of an Existing Security Access and Video Management System for the Department of Security						
EVALUATION CRITERIA QUALIFICATIONS , AND EXPERIENCE	TECHNICAL, (Maximum of 75 Points)	Maximum Points	Converjint Technologies LLC	In-Telecom Consulting, LLC	New Era Information Technologies, LLC	VEC Solutions, L.L.C.
A. Scope of Services		10	7	10	7	8
B. Project Schedule		10	7	9	7	9
C. Specific Experience- Similar or Larger Scope of Services Currently being provided		10	10	10	7	10
D. Personnel- Experience of management staff, experience in similar projects, etc.		10	9	9	7	8
E. Innovative Concepts		15	13	15	11	11
F. Audio/Visual Capabilities		10	7	8	7	7
G. Responsiveness to the RFP		5	3	5	5	5
H. Financial Profile of Company		5	0	5	5	5
COMMITTEE MEMBER TOTALS		Maximum Total Points 75	56	71	56	63

EVALUATION COMMITTEE - INDIVIDUAL SCORE SHEET

EVALUATION COMMITTEE DATE: 10/13/22

EVALUATION COMMITTEE MEMBER - Printed Name : Marisa Madere

EVALUATION COMMITTEE MEMBER - Signature : Marisa Madere

<b>RFP - 0443 To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc., of an Existing Security Access and Video Management System for the Department of Security</b>						
EVALUATION CRITERIA QUALIFICATIONS , AND EXPERIENCE	TECHNICAL, (Maximum of 75 Points)	Maximum Points	Converjint Technologies LLC	In-Telecom Consulting, LLC	New Era Information Technologies, LLC	VEC Solutions, L.L.C.
A. Scope of Services		10	<del>5</del> 5	<del>5</del> 5	<del>5</del> 5	10
B. Project Schedule		10	10	10	10	10
C. Specific Experience- Similar or Larger Scope of Services Currently being provided		10	10	10	5	10
D. Personnel- Experience of management staff, experience in similar projects, etc.		10	10	10	5	10
E. Innovative Concepts		15	15	15	15	15
F. Audio/Visual Capabilities		10	10	10	10	10
G. Responsiveness to the RFP		5	3	3	3	5
H. Financial Profile of Company		5	5	5	5	5
<b>COMMITTEE MEMBER TOTALS</b>		<b>Maximum Total Points 75</b>	<b>68</b>	<b>68</b>	<b>58</b>	<b>75</b>

EVALUATION COMMITTEE - INDIVIDUAL SCORE SHEET

EVALUATION COMMITTEE DATE: 10/13/22

EVALUATION COMMITTEE MEMBER - Printed Name : Renny Simno

EVALUATION COMMITTEE MEMBER - Signature : Renny Simno

<b>RFP - 0443 To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc., of an Existing Security Access and Video Management System for the Department of Security</b>						
EVALUATION CRITERIA QUALIFICATIONS , AND EXPERIENCE	TECHNICAL, (Maximum of 75 Points)	Maximum Points	Convergint Technologies LLC	In-Telecom Consulting, LLC	New Era Information Technologies, LLC	VEC Solutions, L.L.C.
A. Scope of Services		10	7	10	8	8
B. Project Schedule		10	8	10	9	9
C. Specific Experience- Similar or Larger Scope of Services Currently being provided		10	7	10	7	8
D. Personnel- Experience of management staff, experience in similar projects, etc.		10	7	10	7	8
E. Innovative Concepts		15	10	14	13	13
F. Audio/Visual Capabilities		10	8	10	10	10
G. Responsiveness to the RFP		5	4	5	5	5
H. Financial Profile of Company		5	5	5	5	5
<b>COMMITTEE MEMBER TOTALS</b>		<b>Maximum Total Points 75</b>	<b>56</b>	<b>74</b>	<b>64</b>	<b>66</b>

EVALUATION COMMITTEE - INDIVIDUAL SCORE SHEET

EVALUATION COMMITTEE DATE:

EVALUATION COMMITTEE MEMBER - Printed Name : Jessy Dwyer

EVALUATION COMMITTEE MEMBER - Signature : [Signature]

<b>RFP - 0443 To Provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, etc., of an Existing Security Access and Video Management System for the Department of Security</b>						
EVALUATION CRITERIA QUALIFICATIONS , AND EXPERIENCE	TECHNICAL, (Maximum of 75 Points)	Maximum Points	Convergent Technologies LLC	In-Telecom Consulting, LLC	New Era Information Technologies, LLC	VEC Solutions, L.L.C.
A. Scope of Services		10	9 <del>8</del>	9	5 <del>7</del>	5 <del>8</del>
B. Project Schedule		10	8	8	8	9
C. Specific Experience- Similar or Larger Scope of Services Currently being provided		10	10	10	5 <del>7</del>	5 <del>8</del>
D. Personnel- Experience of management staff, experience in similar projects, etc.		10	10	10	5	7
E. Innovative Concepts		15	13	13	13	13
F. Audio/Visual Capabilities		10	10	10	10	10
G. Responsiveness to the RFP		5	4	5	4	5
H. Financial Profile of Company		5	5 <del>4</del>	5	5 <del>3</del>	5 <del>4</del>
<b>COMMITTEE MEMBER TOTALS</b>		<b>Maximum Total Points 75</b>	<b>68</b>	<b>70</b>	<b>57</b>	<b>64</b>

New Era IT Contract  
Amendment #2





**AMENDMENT NO. 2 TO THE SERVICES CONTRACT  
BETWEEN  
THE PARISH OF JEFFERSON  
AND  
NEW ERA INFORMATION TECHNOLOGIES, L.L.C.**

STATE OF LOUISIANA  
PARISH OF JEFFERSON

This Amendment made and entered into on this 16<sup>th</sup> day of February, 2016, by and between the Jefferson Parish Council, hereinafter called PARISH, represented by its Council Chairman, Cynthia Lee-Sheng, authorized by Resolution No. 126174, dated the 9<sup>th</sup> day of December, 2015 and New Era Information Technologies, L.L.C., hereinafter called Contractor, represented by David Campbell, its duly authorized President.

**WITNESS THAT:**

**WHEREAS**, a two year contract, number RP-249, between Jefferson Parish and New Era Information Technologies, L.L.C., dated September 27, 2012 to provide supplemental computer services for the Electronic Information Systems Department was ratified by Resolution No. 119541, adopted September 19, 2012; and

**WHEREAS**, Amendment No. 1 to provide a two (2) year extension of the contract with a new termination date of September 30, 2016, was ratified by Resolution No. 122791, adopted on April 30, 2014; and

**WHEREAS**, Contractor and PARISH have agreed to amend the contract to add equipment and maintenance for a security system for the Department of General Services; and

**WHEREAS**, it is in the best interest of Jefferson Parish to amend the contract with New Era Information Technologies, L.L.C.

**NOW, THEREFORE**, it is hereby agreed between the parties that the Contract dated September 27, 2012, as amended by Amendment No. 1, be amended as follows:

**Section 1. Add the following to "Scope of Work to be Performed:"**

"Contractor shall provide equipment and maintenance for a security system for PARISH, as required in the following scope of services:

- Provide new equipment on an as needed basis to upgrade and expand existing parish wide security systems. This new equipment shall operate with the current Jefferson Parish systems. This equipment will be part of the contract and purchased as needed:
  - Card access
  - Identification Management
  - Video cameras, digital video recorders and all other peripheral items needed to properly operate a parish wide CCTV system.
  - Labor
  - Wiring, conduit, etc.
  - Mounting brackets, holders, etc.

- Provide equipment as needed to replace existing equipment which may become non-operational on an existing Lenel Access Control Hardware/Software (ACHS) and an Identification Management System Security System consisting of, but not limited to, Access Control Hardware/Software (ACHS), card swipe with and without code access, audio and/or visual equipment, computer equipment (hardware and software) and an Identification Management System including printers, cameras, access cards, and all associated primary and peripheral equipment needed to provide a full security system. An equal system to the existing system will be allowed. However, it will be the responsibility of the Contractor to replace all current equipment in order for the Security/ID Management Operations to remain the same or better than the existing system
- Provide security consulting services on all hardware and software updates
- Provide annual software support and maintenance
- Provide training/operator support services

All work for the equipment and maintenance of the security system shall be under the direction of the Jefferson Parish Department of General Services, and all requests, plans, reports, etc. shall be submitted to it and all approvals and administration of the security system shall be through it.”

**Section 2.** Add the following:

“**21.0 Pricing** – Contractor agrees to provide all services and maintenance of the security system at a cost not exceed \$160,000.00 per year. The total cost for an embedded technician to perform additional programming, access control and video software data input, updates and software clean-up shall not exceed 325 hours per year at a rate of \$105.00 per hour for a total of \$34,125.00 per year. The total cost for all additional installation of new equipment shall not exceed \$600,000.00 per year.”

All other provisions of the Original Agreement, as amended by Amendment No. 1 are to remain unchanged.

IN TESTIMONY WHEREOF, this Amendment No. 2 is executed in four (4) originals on the day and year first above written.

**WITNESSES:**

Norma Linder

Ann H. Hudry

Alan M. Lucht

Walter S. Burmi

**PARISH OF JEFFERSON**

BY: Cynthia Lee Sheng  
CYNTHIA LEE-SHENG, CHAIRWOMAN  
JEFFERSON PARISH COUNCIL

**New Era Information Technologies, L.L.C.**

BY: David Campbell  
DAVID CAMPBELL  
PRESIDENT

On joint motion of all Councilmembers present, the following resolution was offered:

**RESOLUTION NO. 126174**

A resolution ratifying Amendment No. 2 to the professional services contract with New Era Information Technologies, L.L.C. to provide additional equipment and maintenance for a security system for Jefferson Parish. (Parishwide)

**WHEREAS**, a two year contract, number RP-249, between Jefferson Parish and New Era Information Technologies, L.L.C., dated September 27, 2012 to provide supplemental computer services to support the MIS and GIS Divisions of the Electronic Information Systems Department was ratified by Resolution No. 119541, and adopted September 19, 2012; and

**WHEREAS**, Amendment No. 1 to provide a two (2) year extension of the contract with a new termination date of September 30, 2016, was ratified by Resolution No. 122791, adopted on April 30, 2014; and

**WHEREAS**, Contractor and the Parish have agreed to amend the contract to add equipment and maintenance for a security system for the Department of General Services; and

**WHEREAS**, it is in the best interest of Jefferson Parish to amend the contract with New Era Information Technologies, L.L.C.

**NOW, THEREFORE, BE IT RESOLVED**, by the Jefferson Parish Council of Jefferson Parish, Louisiana, acting as the governing authority of said Parish:

**SECTION 1.** That Amendment No. 2 to the professional services contract with New Era Information Technologies, L.L.C. to provide additional equipment and maintenance for a security system is hereby ratified.

**SECTION 2.** That all costs associated with Amendment No. 2 shall be taken from Account No. 63560-3968-7432.3.

**SECTION 3.** That the Chairman of the Jefferson Parish Council, or in his absence the Vice-Chairman, is authorized to sign any and all documents to enforce this resolution.

The foregoing resolution having been submitted to a vote, the vote thereon was as follows:

**YEAS: 7**

**NAYS: None**

**ABSENT: None**

The resolution was declared to be adopted on this the 9<sup>th</sup> day of December, 2015.

THE FOREGOING IS CERTIFIED  
TO BE A TRUE & CORRECT COPY



EULA A. LOPEZ  
PARISH CLERK

JEFFERSON PARISH COUNCIL



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

10/7/2015

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Eagan Insurance Agency, LLC 2629 N. Causeway Blvd. P. O. Box 8590 Metairie LA 70002	<b>CONTACT NAME:</b> Maeghan Monnerjahn <b>PHONE (A/C, No, Ext):</b> (504) 836-9600 <b>E-MAIL ADDRESS:</b> monnerjahnm@eaganins.com	<b>FAX (A/C, No):</b> (504) 836-9621
	<b>INSURER(S) AFFORDING COVERAGE</b>	
<b>INSURED</b> New Era Information Technologies LLC 277 Plauche St Harahan LA 70123	<b>INSURER A</b> Nautilus Insurance Company	<b>NAIC #</b>
	<b>INSURER B</b> Republic Vanguard	
	<b>INSURER C</b> LUBA	<b>12472</b>
	<b>INSURER D</b> Darwin Select Insurance Com	
	<b>INSURER E:</b>	
	<b>INSURER F:</b>	

**COVERAGES** CERTIFICATE NUMBER: 15-16 All Cov REVISION NUMBER:

THIS IS TO CERTIFY THAT 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. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD / WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:		NN535946	9/23/2015	9/23/2016	EACH OCCURRENCE	\$ 1,000,000
						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 100,000
						MED EXP (Any one person)	\$ 5,000
						PERSONAL & ADV INJURY	\$ Excluded
						GENERAL AGGREGATE	\$ 2,000,000
						PRODUCTS - COMP/OP AGG	\$ Excluded
B	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS		CN0555031201	4/29/2015	4/29/2016	COMBINED SINGLE LIMIT (Ea accident)	\$
						BODILY INJURY (Per person)	\$
						BODILY INJURY (Per accident)	\$
						PROPERTY DAMAGE (Per accident)	\$
						Hired & Non-Owned Auto	\$ 1,000,000
							\$
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DED RETENTION \$					<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE	EACH OCCURRENCE \$ AGGREGATE \$
						\$	
						\$	
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input type="checkbox"/> N/A	156871	9/7/2015	9/7/2016	PER STATUTE	OTH-ER
						E.L. EACH ACCIDENT	\$ 500,000
						E.L. DISEASE - EA EMPLOYEE	\$ 500,000
						E.L. DISEASE - POLICY LIMIT	\$ 500,000
D	Errors & Omissions		0305-9554	9/23/2015	9/23/2016	Limit	1,000,000
D	Cyber Security		0309-2115	9/23/2015	9/23/2016	Aggregate	1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Re : Contract No. 55-11389 & RP-0249

## CERTIFICATE HOLDER

Jefferson Parish  
Purchasing Dept  
200 Derbigny St Ste 4400  
Gretna, LA 70053

## CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

C Trapani, CIC/MAEGH

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Request for Proposal

AFFIDAVIT

STATE OF LOUISIANA

PARISH/COUNTY OF JEFFERSON

BEFORE ME, the undersigned authority, personally came and appeared: DAVID B.

Campbell, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized MAN MEMBER of NEW ERA IT (Entity), the party who submitted a proposal in response to RFP Number 249, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A

Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B

there are NO campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.
- Choice B  There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.
- Choice B  there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.
- Choice B  There are **NO** subcontractors which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

DL B Campbell  
Signature of Affiant

DAVID B. Campbell  
Printed Name of Affiant

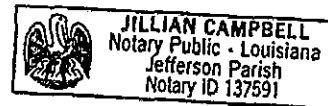
SWORN AND SUBSCRIBED TO BEFORE ME  
ON THE 23rd DAY OF November, 2015.

Jillian Campbell  
Notary Public

Jillian Campbell  
Printed Name of Notary

137591  
Notary/Bar Roll Number

My commission expires upon death.





**CAMPAIGN CONTRIBUTIONS**  
**NEW ERA INFORMATION TECHNOLOGIES, LLC**  
**April 29, 2013 – November 23, 2015**

<b>DATE</b>	<b>NAME</b>	<b>AMOUNT</b>
06/06/2013	Elton Lagasse	500.00
06/19/2013	John Young	1,000.00
06/24/2013	Ricky Templet	1,250.00
07/08/2013	Chris Roberts	500.00
07/30/2013	Paul Johnston	1,000.00
09/25/2013	Mark Spears	1,000.00
01/24/2014	Chris Roberts	500.00
04/02/2014	Mark Spears	1,000.00
05/05/2014	John Young	1,000.00
06/03/2014	Chris Roberts	1,000.00
06/30/2014	Ricky Templet	500.00
08/12/2014	Ben Zahn	1,000.00
08/12/2014	Mark Spears	500.00
08/22/2014	John Young	1,000.00
02/24/2015	Chris Roberts	500.00
03/30/2015	Paul Johnston	750.00
04/01/2015	Ricky Templet	500.00
04/28/2015	Ben Zahn	1,000.00
04/29/2015	Elton Lagasse	1,000.00
04/30/2015	Cynthia Lee-Sheng	1,000.00
05/30/2015	Mark Spears	500.00
05/21/2015	Paul Johnston	500.00
05/26/2015	Elton Lagasse	2,000.00
06/03/2015	Jennifer Van Vrancken	1,000.00
06/29/2015	Elton Lagasse	500.00
06/03/2015	Jennifer Van Vrancken	500.00
10/06/2015	Jennifer Van Vrancken	500.00
11/09/2015	Chris Roberts	500.00

**CAMPAIGN CONTRIBUTIONS**

**DAVID B. CAMPBELL**

**Thru November 23, 2015**

<u>DATE</u>	<u>NAME</u>	<u>AMOUNT</u>
02/02/2015	Ben Zahn	1,000.00
06/05/2015	Ben Zahn	500.00
07/02/2015	Ben Zahn	250.00
06/22/2015	Chris Roberts	500.00
06/22/2015	Chris Roberts	500.00
06/22/2015	Chris Roberts	500.00
06/23/2015	Paul Johnston	100.00

The following is a list of subcontractors approved to provide professional services for this project:

- 1.) Gulf South Technology Solutions
- 2.) Ultix Software
- 3.) Solutient Corporation
- 4.) Geographic Computer Technologies
- 5.) VEC Solutions
- 6.) Digital Forensics Solutions

Request for Proposal

AFFIDAVIT

STATE OF LOUISIANA

PARISH/COUNTY OF Jefferson

BEFORE ME, the undersigned authority, personally came and appeared: Donald  
FLORES, JR. (Affiant) who after being by me duly sworn, deposed and said that  
he/she is the fully authorized PRESIDENT of Ultix Software (Entity),  
the party who submitted a proposal in response to RFP Number \_\_\_\_\_, to the Parish of  
Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B  there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B  There are NO debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by telephone or by personal contact, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B  there are NO solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

Choice B  There are NO subcontractors which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Donald F. Flores, Jr.  
Signature of Affiant

Donald F. FLORES JR  
Printed Name of Affiant

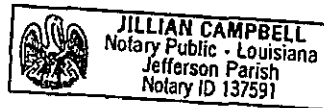
SWORN AND SUBSCRIBED TO BEFORE ME  
ON THE 23rd DAY OF November, 2015.

Jillian Campbell  
Notary Public

Jillian Campbell  
Printed Name of Notary

137591  
Notary/Bar Roll Number

My commission expires upon death.



<u>Date</u>	<u>Amount</u>	<u>Entity</u>	<u>Elected Official</u>
October 29, 2014	\$500.00	Ultix Software, Inc.	Chris Roberts Campaign Fund

Request for Proposal

AFFIDAVIT

STATE OF Louisiana

PARISH/COUNTY OF Ascension

BEFORE ME, the undersigned authority, personally came and appeared: Deborah G. Moran, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized President of VEC Solutions, LLC (Entity), the party who submitted a proposal in response to RFP Number 249, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B  there are **NO** campaign contributions made which would require disclosure under Choice A of this section.



Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B  There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B  there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

Choice B  There are **NO** subcontractors which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Deborah G. Moran  
Signature of Affiant

Deborah G. Moran  
Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME  
ON THE 23<sup>rd</sup> DAY OF NOV, 2015

Gina B. McBride  
Notary Public

Printed Name of Notary Gina B. McBride  
Notary Public No 66859  
My Commission is for Life

Notary/Bar Roll Number \_\_\_\_\_

My commission expires \_\_\_\_\_

Request for Proposal

AFFIDAVIT

STATE OF LOUISIANA

PARISH/COUNTY OF EAST BATON Rouge

BEFORE ME, the undersigned authority, personally came and appeared: JAMES W. MOAK, JR, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized managing PARTNER of Gulf South Technology Solutions, LLC (Entity), the party who submitted a proposal in response to RFP Number 249, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B  there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B  There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B  there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

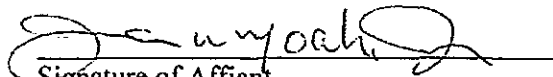
Choice A \_\_\_\_\_ Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

Choice B  There are **NO** subcontractors which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

  
Signature of Affiant

JAMES W. MOAK, JR.  
Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME  
ON THE 23 DAY OF Nov, 2015.

  
Notary Public

WILLIAM W. MOORE, JR., NOTARY PUBLIC  
Printed Name of Notary  
STATE OF LOUISIANA  
Notary/Bar Roll Number COMMISSIONED FOR LIFE  
LBRN 2342

My commission expires \_\_\_\_\_.

Request for Proposal

AFFIDAVIT

STATE OF Louisiana

PARISH/COUNTY OF Orleans

BEFORE ME, the undersigned authority, personally came and appeared: Dary  
Pfeif, (Affiant) who after being by me duly sworn, deposed and said that  
he/she is the fully authorized Founder CEO of Digital Formics Solutions, LLC (Entity),  
the party who submitted a proposal in response to RFP Number 249, to the Parish of  
Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B  there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B  There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B  there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

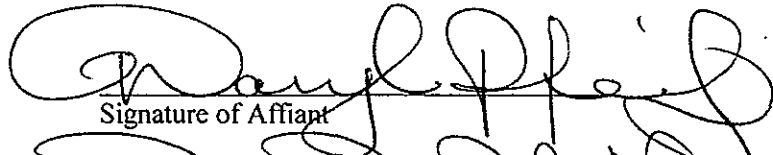
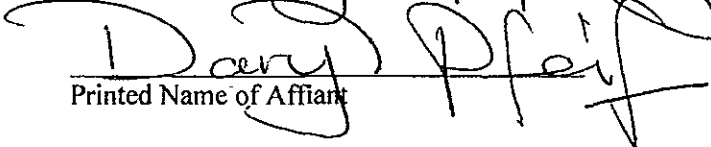
Choice A  Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

Choice B  There are **NO** subcontractors which would require disclosure under Choice A of this section.

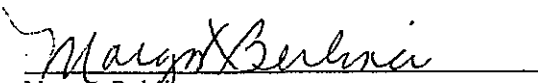
Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

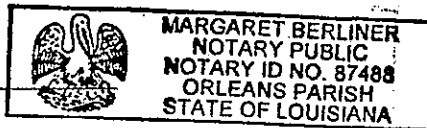
  
Signature of Affiant  
  
Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME  
ON THE 23 DAY OF November 2015.

  
Notary Public

MARGARET BERLINER  
Printed Name of Notary

Notary/Bar Roll Number



My commission expires FOR LIFE.



Request for Proposal

AFFIDAVIT

STATE OF Louisiana

PARISH/COUNTY OF Jefferson

BEFORE ME, the undersigned authority, personally came and appeared: Dr. Robert Sternhell, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized President & CEO of Solutient Corporation(Entity), the party who submitted a proposal in response to RFP Number 249, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A  Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B  there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B X There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B X there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

Choice B X There are **NO** subcontractors which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.



Signature of Affiant

Dr. Robert Sternhell

Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME

ON THE 23 DAY OF Mar, 2015.



Notary Public

THORNE D HARRIS III

Printed Name of Notary

06641

Notary/Bar Roll Number

My commission expires at death

**THORNE D. HARRIS III**  
**NOTARY PUBLIC**  
**STATE OF LOUISIANA**  
**BAR ROLL NO. 06641**  
**COMMISSIONED FOR LIFE**

**Sollient Campaign Contributions  
from 1/1/2012 to 11/23/2015**

<u>Recipient</u>	<u>Date</u>	<u>Amount</u>
Ben Zahn Campaign Fund	4/12/2012	\$ 500.00
	10/8/2012	\$ 500.00
	4/10/2013	\$ 1,000.00
	6/3/2014	\$ 1,000.00
	8/12/2014	\$ 500.00
	2/9/2015	\$ (1,000.00) Reimbursed
Committee to Elect Chris Roberts	1/20/2012	\$ 500.00
	3/8/2012	\$ 2,000.00
	6/19/2012	\$ 1,000.00
	10/8/2012	\$ 1,000.00
	1/15/2013	\$ 1,000.00
	6/27/2013	\$ 1,875.00
	7/10/2013	\$ 1,000.00
	2/4/2014	\$ 500.00
Committee to Elect Mark Spears	7/23/2012	\$ 500.00
	1/10/2013	\$ 500.00
	10/1/2013	\$ 1,000.00
	3/11/2015	\$ 500.00
Elton Lagasse Campaign Fund	1/10/2012	\$ 500.00
	5/7/2012	\$ 2,000.00
	10/29/2012	\$ 250.00
	6/10/2013	\$ 1,500.00
	10/19/2015	\$ 750.00
John Young Campaign Fund	8/2/2012	\$ 1,000.00
	6/10/2013	\$ 1,000.00
	5/6/2014	\$ 1,000.00
Paul Johnston Campaign Fund	10/25/2012	\$ 500.00
	7/30/2013	\$ 1,000.00
	10/1/2013	\$ 1,000.00
	5/27/2014	\$ 1,000.00
	12/8/2014	\$ (1,500.00) Reimbursed
Ricky Templet Campaign Fund	7/25/2012	\$ 2,000.00
	6/10/2013	\$ 2,500.00
Cynthia Lee-Sheng	4/27/2015	\$ 1,000.00
	6/23/2015	\$ 1,000.00
Jenifer Van Vrancken	7/27/2015	\$ 1,000.00
Mike Yenni	4/8/2015	\$ 500.00
	7/15/2015	\$ 500.00

**Robert Dupont, Treasurer, Campaign Contributions  
from 1/1/2012 to 11/13/2015**

<u>Recipient</u>	<u>Date</u>	<u>Amount</u>
Committee to Elect Chris Roberts	8/31/2015	\$ 1,000.00

	10/7/2015	\$ 1,000.00
	10/21/2015	\$ 1,000.00
Mike Yenni	10/22/2015	\$ 3,000.00
	11/2/2015	\$ 2,000.00

**Robert Sternhell, President & CEO, Campaign Contributions  
from 1/1/2012 to 11/13/2015**

	<u>Date</u>	<u>Amount</u>
Committee to Elect Chris Roberts	2/5/2014	\$ 500.00
	10/22/2014	\$ 1,000.00
	6/2/2015	\$ 500.00
	9/1/2015	\$ 2,000.00
	9/8/2015	\$ 500.00
	10/19/2015	\$ 2,000.00
Paul Johnston Campaign Fund	1/23/2015	\$ 300.00
	6/23/2015	\$ 100.00
	10/19/2015	\$ 250.00
Ricky Templet Campaign Fund	4/16/2015	\$ 500.00
	10/15/2015	\$ 500.00
Ben Zahn Campaign Fund	4/28/2015	\$ 500.00
	9/9/2015	\$ 500.00
Committee to Elect Mark Spears	5/14/2015	\$ 500.00
Elton Lagasse Campaign Fund	6/1/2015	\$ 1,000.00
	6/24/2015	\$ 250.00
	10/10/2015	\$ 750.00

**Colin Sternhell, Employee, Campaign Contributions  
from 1/1/2012 to 11/13/2015**

	<u>Date</u>	<u>Amount</u>
Committee to Elect Chris Roberts	9/3/2015	\$ 1,000.00
	10/9/2015	\$ 1,000.00
Paul Johnston Campaign Fund	10/23/2015	\$ 500.00

Request for Proposal

AFFIDAVIT

STATE OF Louisiana

PARISH/COUNTY OF Jefferson

BEFORE ME, the undersigned authority, personally came and appeared: \_\_\_\_\_

Gregory S. Thompson (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized Agent of Geographic Competitive Technologies (Entity), the party who submitted a proposal in response to RFP Number 249, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.
- Choice B  there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.
- Choice B  There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.
- Choice B  there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

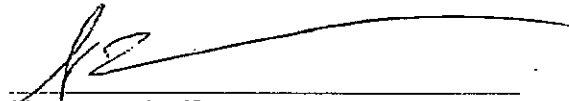
**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.
- Choice B  There are **NO** subcontractors which would require disclosure under Choice A of this section.

Affiant further said:

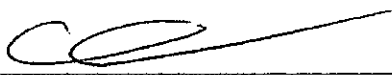
That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

  
\_\_\_\_\_  
Signature of Affiant

Gregory S. Thompson  
Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME  
ON THE 24 DAY OF November, 2015.

  
\_\_\_\_\_  
Notary Public

Edward Lee Boudreaux III  
Printed Name of Notary

33483/91673  
Notary/Bar Roll Number

My commission expires for life.

**EDWARD LEE BOUDREAUX III**  
Notary Public, ID No. 91673  
State of Louisiana, Bar No. 33483  
My Commission is valid for Life



11/24/2015

Campaign Contributions last two years

Elton Lagasse 9/9/15 \$500



# JEFFERSON PARISH

Office of the Parish Attorney

# RUSH

**Michael S. Yenni**  
Parish President

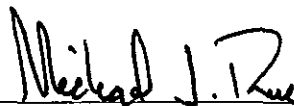
**Michael J. Power**  
Parish Attorney  
**Jeremy D. Dwyer**  
Deputy Parish Attorney

## CERTIFICATION

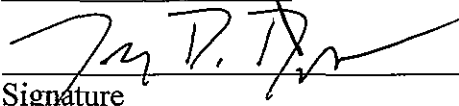
In compliance with Jefferson Parish Code of Ordinances § 2-890, I certify that the proposed contract described below has been reviewed by the Parish Attorney's Office and it is my legal opinion that the proposed contract complies with all current legal requirements for such contract under federal, state and parish law. However, compliance with Jefferson Parish Code of Ordinances § 2-895.1, 2-925.2 and 2-933.5 cannot be determined due to the lack of an enforcement procedure in the ordinances. This Office has not reviewed any technical specifications of any contract and this certification applies only to the legal terms of the contract. This certification is made in reliance upon the certification of the requesting Department's Director that the Parish is in compliance with all grant requirements, as well as certification of the Department of Finance regarding the availability of funds, and the legality of all financial transactions pursuant to Jefferson Parish Charter § 4.02(A)(5).

Contract Description: Ratifying Amendment No. 2 to the professional services contract with **New Era Information Technologies, L.L.C.** to provide additional equipment and maintenance for a security system for Jefferson Parish.

Parish Council Approval: Resolution No. 126174 adopted on 9<sup>th</sup> of December 2015.

  
MICHAEL J. POWER  
Parish Attorney, Jefferson Parish

Sworn to and subscribed before me,  
Notary Public on the 27<sup>th</sup> day of  
February, 2016.

  
Signature

Printed Name

Notary or Bar Roll Number

Jeremy D. Dwyer  
Notary Public No. 68241  
LA Bar No. 28346  
Parish of Jefferson, State of LA  
My Commission is Issued for Life

RFP 345  
(relevant portions)





**CENTRALBIDDING**  
FROM CENTRAL AUCTION HOUSE

**RFP 0345 TO PROVIDE SECURITY SYSTEM EQUIP. MAINTENANCE,  
REPAIRS, REPLACEMENT, INSTALLATION, ETC. OF EXISTING SECURITY  
ACCESS AND VIDEO MANAGEMENT SYSTEM**  
Jefferson Parish Government

Project documents obtained from [www.CentralBidding.com](http://www.CentralBidding.com)  
27-Dec-2022 11:26:23 AM

REQUEST FOR PROPOSAL

TO PROVIDE SECURITY SYSTEM EQUIPMENT MAINTENANCE, REPAIRS, REPLACEMENT,  
INSTALLATION, ETC. OF AN EXISTING SECURITY ACCESS AND VIDEO MANAGEMENT SYSTEM FOR  
THE DEPARTMENT OF GENERAL SERVICES-SECURITY DIVISION



RFP No.: 0345

Proposal Receipt Date: July 1, 2016

Proposal Receipt Time: 4:30 P.M.

Jefferson Parish  
Department of Purchasing  
P. O. Box 9  
Gretna, Louisiana 70054  
(504)364-2678

*Revision Date: 09.15.2014*

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SIGNATURE PAGE

COROPRATE RESOLUTION

REQUEST FOR PROPOSAL AFFIDAVIT INSTRUCTIONS

REQUEST FOR PROPOSAL AFFIDAVIT

COPY OF ADVERTISEMENT

**REQUEST FOR PROPOSAL**  
**TO PROVIDE SECURITY SYSTEM EQUIPMENT MAINTENANCE, REPAIRS, REPLACEMENT,**  
**INSTALLATION, ETC. OF AN EXISTING SECURITY ACCESS AND VIDEO MANAGEMENT SYSTEM**  
**FOR THE DEPARTMENT OF GENERAL SERVICES-SECURITY DIVISION**

**1.1 Background**

Over the past decade, Jefferson Parish has used a “Security Access and Video management System”. A Frontier Security System-Frontier R4.5. Access Control system is currently used as the Parish’s security access and video management system. While, the parish desires to build on, and maintain, the existing Frontier Security System-Frontier R4.5 access control platform, we invite all qualified proposers to submit proposals to provide the following:

- Installation of a new card access swipe/proximity readers to work with existing Card Access Control Hardware/Software on an as needed basis.
- Installation of a new security video cameras and associated equipment including but not limited to recorders, software, etc. on an as needed basis.
- Repair, maintenance or replacement of all equipment of an existing Access Control Hardware and Software (ACHS) systems, card readers with and without Personal Identification Number (PIN) code key pads, audio and/or visual equipment, computer equipment (hardware and software) for the operation and management of existing ACHS and an Identification Management System including badge printers, cameras, access cards, and all associated primary and peripheral equipment including Uninterrupted Power Supply (UPS) units needed to provide a full security systems.
- Provide security systems consulting and security system design and engineering.

Security management system description

The Security Management System shall function as an electronic access control system and shall integrate alarm monitoring, CCTV, digital video, digital recording of all video, ID badging and database management into a single platform. A modular and network-enabled architecture shall allow maximum versatility for tailoring secure and dependable access and alarm monitoring solutions.



## **1.2 Purpose**

The purpose of this Request for Proposal (RFP) is to obtain competitive proposals as allowed by Jefferson Parish Code of Ordinances Section 2-895 et. seq. from bona fide, qualified proposers who are interested in providing equipment and maintenance of an existing security system consisting of, but not limited to, Access Control Hardware/Software (ACHS), card swipe with and without code access, audio and/or visual equipment, computer equipment (hardware and software) and an Identification Management System including printers, cameras, access cards, and all associated primary and peripheral equipment needed to provide a full security systems. Proposal evaluation will be based upon proposing organization's response to requirements specified herein. Jefferson Parish reserves the right to refuse any or all proposals.

By submitting a proposal, proposer agrees to comply with all provisions of Louisiana law as well as compliance with the Jefferson Parish Code of Ordinances, Louisiana Code of Ethics, applicable Jefferson Parish ethical standards and Jefferson Parish (hereinafter sometimes referred to as the "Parish") standard terms and conditions as adopted by Jefferson Parish Council Resolution.

## **1.3 Goals and Objectives**

While Jefferson Parish desires to build on, and maintain, the existing Frontier Security System-Frontier R4.5 access control platform, Jefferson Parish desires to obtain a qualified firm to provide Control Hardware/Software (ACHS) and an Identification Management System security system consisting of, but not limited to, Access Control Hardware/Software (ACHS), card readers with and without PIN keypads, audio and/or visual equipment, computer equipment (hardware and software) and an Identification Management System including printers, cameras, access cards, and all associated primary and peripheral equipment needed to provide a full security system. The qualified firm must also be able to provide maintenance of existing or proposed new equipment, replacement parts and maintenance.

An equal system to the existing system will be allowed as per the vendor's proposal. If the successful vendor proposes an equal and this proposal is accepted, it will be the responsibility of the vendor to replace all current equipment in order for the Security/ID Management Operations to remain the same or better than the existing system at no additional cost to Jefferson Parish.

#### **1.4 Proposer Minimum Requirements**

Vendor Qualifications –Vendor must have a minimum of 5 years of experience in providing maintenance and support of similar sized systems and complexities, and also meet the following requirements:

1. Proposer must be a licensed contractor in the State of Louisiana and supply copy of license certificate with proposal.
2. Proposer and all sub-contractor(s) must be licensed by the Louisiana State Fire Marshall for security dealers and supply a copy of license with proposal.
3. Proposer must be an authorized Frontier Security System-Frontier R4.5 access control dealer and have a minimum of 5 technicians with Frontier Security System Certification of Master level training on local staff at time of bid. Statement remains true if proposer utilizes new equipment and programming for that manufacturer.
4. Proposer must have a Microsoft Certified Engineer on local staff at time of bid.
5. Proposer must have an office with a response time of 30 minutes of Jefferson Parish.
6. Proposer shall provide at least three references of similar size access control systems.
7. Proposer must be experienced at providing systems similar in nature and complexity to the project outlined in this Request For Proposal.
8. Proposer must possess a Louisiana State Licensing Board for Contractors “Commercial” license per LSA-R.S. 37:2150-2163 in the classification of Security and furnish a copy of the current license with its proposal.
9. Be a franchised dealer and service facility for the major manufacturer’s products furnished under this contract.
10. Maintain a fully staffed and equipped service facility.

#### **References:**

Proposers must provide a minimum of three (3) references (governmental and/or private), for whom equal or larger scope of services are either currently being provided or have been provided in the past two years. Contact person(s), addresses and telephone numbers for each reference shall be included.

The Proposer may satisfy the Proposer Qualifications through the use of a subcontractor.

#### **Warranties:**

The proposer shall provide a complete inventory of equipment installed, including description, manufacturer, model, and serial number, and submit any manufacturer’s warranty or registration forms. If the manufacturer’s warranty is longer than one year; such warranty shall be provided to the owner. The proposer shall warrant all equipment to be free of defects in materials and workmanship for one year from the date of substantial completion of the project. For any failures within the warranty period, provide answers to service calls and requests for information within a 24-hour period and repair or replace any faulty item within a 23-hour period without charge, including parts and labor.

**Industry Standards/Tests/Recommendations:**

The following are standards, tests, and recommended methods that apply to this work.

- A. Reference Standards: Systems specified in this Section shall meet or exceed the requirements of the following:
  - 1. Federal Communications Commission (FCC):
    - a. FCC Part 15 – Radio Frequency Device
    - b. FCC Part 68 – Connection of Terminal Equipment to the Telephone Network
  - 2. Underwriters Laboratories (UL):
    - a. UL294 – Access Control System Units
    - b. UL1076 – Proprietary Burglar Alarm Units and Systems
  - 3. National Fire Protection Association (NFPA):
    - a. NFPA70 – National Electrical Code
  - 4. Electronic Industries Alliance (EIA):
    - a. RS232C – Interface between Data Terminal Equipment and Data Communications Equipment Employing Serial Binary Data Interchange
    - b. RS485 – Electrical Characteristics of Generators and Receivers for use in Balanced Digital Multi-Point Systems
  - 5. Federal Information Processing Standards (FIPS):
    - a. Advanced Encryption Standard (AES) (FIPS 197)
    - b. FIPS 201: Personal Identity Verification (PIV) of Federal Employees and Contractors
  - 6. Homeland Security Presidential Directive 12 (HSPD-12)

### 1.5 Schedule of Events

**Note: Purchasing Department will complete actual dates and times for items 1-4. Evaluation Committee Meeting Date will be scheduled according to committee members' availability and therefore, Items 5-7 will be determined at later dates.**

	<u>Date</u>	<u>Time (CST)</u>
1. RFP mailed to prospective proposers	6/01/2016	At least 30 days prior to the last day that proposals will be accepted
2. Pre-Proposal Conference	6/17/2016	10-14 days after RFP mailed
3. Deadline to receive written inquiries	6/24/2016	7-10 days after Pre-proposal Conference
4. Proposal Receipt Date and Time	7/01/2016	4:30 PM
5. RFP Evaluation Committee Meeting		TBD
6. Council Selection via resolution		To be scheduled
7. Contract Ratification via resolution		To be scheduled

Proposers are encouraged to check the general information board in the General Government Building located at 200 Derbigny St., Gretna and the Joseph S. Yenni Building located at 1221 Elmwood Park Blvd., Jefferson. Additionally proposers may check for meeting information posted on the Jefferson Parish website.

**NOTE: The Parish of Jefferson reserves the right to deviate from these dates.**

## 1.6 Proposal Submittal

All proposals including mandated affidavits in accordance with Section 2-895 of the Jefferson Parish Code of Ordinances shall be received by the Jefferson Parish Purchasing Department **no later than date and time shown in the Schedule of Events in order to be considered responsive.**

**Important – Clearly mark outside of envelope, box or package with the following information and format:**

- Proposal Name: Provide security system equipment maintenance, repairs, replacement, installation, etc. of an existing Security Access and Video Management System for the Department of General Services – Security Division.
- Proposal No. RFP 0345
- Proposal Receipt Date and Time: FRIDAY, JULY 1, 2016 at 4:30 PM

Proposals will be received at:

Jefferson Parish Purchasing Department  
200 Derbigny Street, Suite 4400  
Gretna, Louisiana 70053

Proposer is solely responsible for ensuring that its courier service provider makes inside deliveries to our physical location. Jefferson Parish Purchasing is not responsible for any delays caused by the proposer's chosen means of proposal delivery.

Proposer is solely responsible for the timely delivery of its proposal. Late proposals will not be accepted.

**PROPOSALS SHALL NOT BE OPENED PUBLICLY. Cost proposals (Price Schedules) shall be submitted in separate, sealed envelopes and shall remain sealed until the RFP Evaluation Committee meeting. PRICES SHALL NOT BE READ UNTIL THE COMPLETION OF THE TECHNICAL EVALUATION. Cost shall be worth twenty-five percent (25%) of the total points assigned. Evaluation of cost shall take place after technical evaluation has been completed.**

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## 1.7 Proposal Response Format

Proposals submitted for consideration should follow the format and order of presentation described below:

- A. Cover Letter: Containing summary of Proposer's ability to perform the services described in the RFP and confirms that Proposer is willing to perform those services and negotiate a contract with the Parish. The letter shall be signed by a person having authority to negotiate and to commit the Proposer to a contract. If proposer is a sole-proprietorship, proposer must include a statement that the company is a sole-proprietorship signed by the owner. If proposer is an agency, corporation, partnership or other legal entity, the president, vice-president, secretary or treasurer, or an authorized agent shall sign the proposal, **and** satisfactory evidence of the authority of the person signing for the agency, corporation, partnership or other legal entity shall be attached to the proposal. A sample corporate resolution may be downloaded from the Purchasing Department webpage of the Jefferson Parish website.

Proposers should exhibit their understanding and approach to the project and address how each element will be accomplished. Proposers are advised that except as otherwise provided by law, all documents submitted to the Parish under this RFP are subject to the Louisiana Public Records Act, LSA-R.S. 44:1 et seq., and may be released when a public records request is made in accordance with the law.

- B. Table of Contents: Organized in the order cited in the format contained herein.
- C. Technical Proposal: Illustrating and describing compliance with the RFP requirements defined in the Scope of Work/Services (Part II) and Proposer Qualifications
- D. Proposer Qualifications and Experience: History and background of Proposer, including but not limited to status with related services to government entities existing customer satisfaction, demonstrated volume of merchants, etc..
- E. Innovative Concepts: Present innovative concepts, if any, not discussed above for consideration.

- F. Project Schedule: Detailed schedule of implementation plan for pilot (if applicable) and full implementation. This schedule is to include implementation actions, timelines, responsible parties, etc.
  
- G. Financial Profile: Firms are requested to submit documentation from the past three (3) years demonstrating firm's financial stability. Documentation may include audited financial statements including balance sheets, income statements, documentation regarding retained earnings, assets, liabilities, etc. Such information should be included in the technical portion of the proposal submission and **MUST NOT** be included with the cost proposals.
  
- H. Cost Proposal: Proposer's fees and other costs shall be submitted in a **separate sealed envelope** with proposal submission in accordance with section 1.3 above. This cost proposal shall include any and all costs the Proposer wishes to have considered in the proposed contractual arrangement with the Parish of Jefferson. Cost shall be worth twenty-five percent (25%) of the total points assigned. Evaluation of cost shall take place after technical evaluation has been completed.

### **1.8 Number of Response Copies**

Each Proposer shall submit one (1) signed original response along with six (6) additional copies of the proposal, including mandatory affidavits (signed and properly notarized) in original format. In addition, proposer must submit a copy on CD-R/CD-RW media or flash drive as long as data on the disc and/or flash drive is formatted to open in the standard Microsoft Office suite programs (.xls, .doc, .ppt). PDF files are also acceptable. Cost proposals **should not** be included in the electronic submission.

Cost proposals must be submitted in a separate sealed envelope, which contains one (1) original and six (6) additional copies. The envelope will remain sealed until the evaluation committee meets and scores all technical components of this RFP as indicated in the evaluation criteria.

### **1.9 Legibility/Clarity**

Responses to the requirements of this RFP in the formats requested are desirable with all questions answered in as much detail as practicable. The proposer's response shall demonstrate an understanding of the requirements. Proposals shall be prepared simply and economically, providing straightforward, concise descriptions of the proposer's ability to meet the requirements of the RFP. Each Proposer is solely responsible for the accuracy and completeness of its proposal.



### **1.10 Pre-proposal Conference**

A MANDATORY pre-proposal conference will be held at 2:00 PM, Friday, June 17, 2016 at the General Government Building, 200 Derbigny Street, Suite 4400, Gretna, LA 70053. Prospective proposers shall participate in the conference to obtain clarification of the requirements of the RFP and to receive answers to relevant questions thereto. Any firm intending to submit a proposal should have at least one authorized representative attend the Pre-proposal Conference.

Although impromptu questions will be permitted and spontaneous answers will be provided during the conference, the only official answer or position of the Parish of Jefferson will be stated in writing in response to written questions in the form of addenda provided to all prospective proposers.

Failure to attend this MANDATORY pre-proposal conference will disqualify any proposal.

### **1.11 Written Inquiries**

The Parish shall only consider written and timely communications from proposers. No negotiations, decisions, or actions shall be binding as a result of any oral discussions with any Parish employee or Parish consultant. Answers to questions that materially change or substantially clarify the RFP shall be addressed by addendum and provided to all prospective proposers.

### **1.12 Inquiry Periods**

An initial inquiry period is hereby firmly set for all interested proposers to perform a detailed review of the RFP documents and to submit any written questions relative thereto. *Without exception*, all questions MUST be in writing (even if an answer has already been given to an oral question during the Pre-proposal conference) and received by the close of business on the Inquiry Deadline date set forth in the Schedule of Events. Initial inquiries shall not be entertained thereafter. All official responses to inquiries will be communicated in the form of an addendum.

The Parish of Jefferson shall not and cannot permit an open-ended inquiry period, as this creates an unwarranted delay in the procurement cycle and operations of our agency and departments. The Parish of Jefferson reasonably expects and requires responsible and interested proposers to conduct their in-depth proposal review and submit initial inquiries in a timely manner.

A final 3-day inquiry period may be granted, if additional questions or requests for clarification are received as a result of an addendum. Questions relative to the addendum shall be



submitted no later than three full working days, 4:30pm, from the date the addendum is posted. If necessary, another addendum will be issued to address any final questions received. Thereafter, all proposal documents, including but not limited to the specifications, terms, conditions, plans, etc., will stand as written and/or amended clarified by any addendum issued as a result of the final inquiry period.

Said written inquiries submitted by the proposer, shall clearly cross-reference the relevant RFP section. The Parish shall only respond to those inquiries received by the established deadline. Answers to questions that change or substantially clarify the solicitation shall be issued by addendum and provided to all prospective proposers.

Inquiries in accordance with this section may be delivered by regular mail, express courier, e-mail, hand, or fax to:

Jefferson Parish Purchasing Department  
200 Derbigny Street, Suite 4400  
Gretna, Louisiana 70053  
Phone: (504)364-2678 Fax: (504)364-2693  
Buyer Email: [sduffy@jeffparish.net](mailto:sduffy@jeffparish.net)

### **1.13 Required Signed and Notarized Affidavits**

**Affidavits in accordance with Section 2-895 et. seq. of the Jefferson Parish Code of Ordinances are required with proposal submission.** For the convenience of vendors, these affidavits have been combined into one form entitled, *Request for Proposal Affidavit*. **This affidavit (Request for Proposal Affidavit) must be completed, signed, properly notarized and submitted in its original format with the proposal submission. Failure to submit or properly execute the RFP Affidavit will result in the proposal being deemed non-responsive in accordance with Section 2-895(b) of the Jefferson Parish Code of Ordinances.**

**\*Pre-placed emergency contracts, as defined by Section 2-917 of the Jefferson Parish Code of Ordinances, shall be exempted from submitting the Sub-contractor Affidavit. As such, this section is NOT required to be completed in the Request for Proposal Affidavit. However, a list of all sub-contractors used in the performance of the pre-placed emergency contracts shall be submitted prior to payment on the contract.**

All persons or firms who are under contract which were awarded on a non-bid basis with Jefferson Parish or with any of its agencies, divisions or special districts or who submit responses to any request for submittals to contract on a non-bid basis with Jefferson Parish or with any of its agencies, divisions or special districts must identify all subcontractors and persons, excluding full time employees of the firm, who would assist in providing services or materials under the contract or who would share in any fees, commissions or other remuneration under the contract. Each such subcontractor or person shall submit all documents and information required by this section. Substitutions or subsequent addition of subcontractor(s) or other persons to this RFP and any ensuing contract must be requested in writing and ratified by Council resolution. Said written request shall provide to the detailed justification of the compelling need for such addition substitution

#### **1.14 Proposal Guarantee**

Each proposal shall be accompanied by a proposal guarantee in the form of a bond (from a surety licensed to conduct business in the State of Louisiana), or a certified or cashier's check or money order made payable to Jefferson Parish in the amount of (\$5,000.00) Five Thousand dollars. Proposal guarantee may be forfeited for failure on the part of the selected proposer to execute the proposed agreement within one-hundred and twenty (120) days after such proposed agreement is submitted to proposer in conformity with the terms, conditions, and specifications of this RFP. Proposal guarantee, not otherwise forfeited herein under shall be returned to proposer(s) upon the award of a contract.

#### **1.15 Performance Bond**

The successful proposer shall be required to provide a performance (surety) bond in the amount of Five Hundred Thousand dollars (\$500,000.00) to insure the successful performance of the agreement in accordance with the negotiated terms and conditions of the parties. The proposer acknowledges and agrees that the performance bond may be forfeited for successful proposer's failure to fully and faithfully perform its obligations in accordance with the negotiated and executed agreement.

#### **1.16 Fidelity Bond Requirements**

**NOT REQUIRED FOR THIS RFP**

#### **1.17 Proposal Validity**

All proposals shall be irrevocable and considered valid from the receipt date for acceptance until such time an agreement is executed.

### **1.18 Changes, Addenda, Withdrawals**

If the proposer needs to submit changes or addenda, proposers shall submit changes or addenda in writing, signed by an authorized representative of the proposer. All addenda and changes must cross-reference the relevant RFP section. Said changes or addenda shall be delivered prior to the RFP proposal receipt date and submitted in a sealed envelope to be opened contemporaneously with the proposal submission. Proposer(s) request(s) for withdrawal of responses to this RFP must be submitted in writing and received prior to the RFP receipt date as set forth in the Schedule of Events.

### **1.19 Cost of Offer Preparation**

All submissions in response to this RFP shall be at the sole cost and expense of the proposer and shall not be subject to reimbursement by the Parish of Jefferson.

### **1.20 Acceptance of Proposal Content**

Proposer's submission to this RFP shall be construed as an acceptance to be bound by the terms and conditions stated herein. Any action in contradiction of this acceptance may result in rejection by the Council.

### **1.21 Written or Oral Discussions/Presentations**

The Parish may conduct written or oral discussions with Proposer(s) to clarify and/or enhance the Parish's understanding of submitted material. Any commitments or representations made during these discussions, if conducted, may become formally recorded in the final contract. Conversely, the Parish may make awards based on initial offers. Neither negotiations nor changes to proposals will be allowed during these discussions.

### **1.22 Standard Terms and Conditions and Non-negotiable Contract Terms**

**1.22(A)** The standard general terms and conditions used by the Parish of Jefferson may be found in Resolution No. 113646. A copy may be obtained from the Parish Clerk's Office, 6th Floor, General Government Building, 200 Derbigny Street, Gretna, LA 70053, 364-2626. A copy of the resolution may also be downloaded by viewing the Purchasing Department webpage of Jefferson Parish's website, [www.jeffparish.net](http://www.jeffparish.net).

**1.22(B)** Non-negotiable contract terms include but are not limited to taxes, assignment of contract, audit of records, EEOC and ADA compliance, record retention, content of contract/order of precedence, contract changes, force majeure, governing law, including ethics statements, claims or controversies, and termination based on contingency of appropriation of funds.

**1.22(C)** It shall be the duty of every Parish officer, employee, department, agency, special district, board, and commission; and the duty of every contractor, subcontractor, and licensee of the Parish and the duty of every applicant for certification of eligibility for a Parish contract or program, to cooperate with the Inspector General in any investigation, audit, inspection, performance review, or hearing pursuant to Jefferson Parish Code of Ordinances Section 2-155.10 (19). By submitting a proposal, proposer acknowledges this and will abide by all provisions of the referenced Jefferson Parish Code of Ordinances.

#### **1.24 Taxes**

Any applicable taxes shall be assumed to be included within the proposer's pricing schedule.

#### **1.25 Selected Proposer's Responsibilities**

The selected proposer shall be required to provide all items and services offered in his proposal. The proposer shall be the sole point of contact for all contractual matters, including payment of any and all charges resulting under the contract.

#### **1.26 Sub-Contractor Requirements**

If the proposer intends to subcontract portions of the work or to satisfy any of the Proposer Requirements referenced in Section 1.1.2 through the use of a subcontractor, the proposer shall include the name of the subcontractor and specific designations of the tasks to be performed or Vendor Requirements to be met by respective subcontractor(s). The information requested of the proposer under the terms of this RFP shall also be supplied for each subcontractor and shall be included in the proposal. Unless specifically permitted in the contract with the Parish of Jefferson, the successful proposer(s) shall not contract with any other party for furnishing any of the work herein contracted without the ratification by Jefferson Parish Council resolution.

#### **1.27 Insurance Requirements**

Proposer shall furnish the Parish with certificates of insurance evidencing mandating coverage(s) pursuant to Resolution No. 113646 and Attachment "A". A copy of Resolution No. 113646 may be downloaded from the Purchasing Department webpage on the Jefferson Parish website, [www.jeffparish.net](http://www.jeffparish.net).

#### **1.28 Subcontractor Insurance**

The proposer shall include all subcontractors as insured under its policies or shall furnish separate certificates for each subcontractor. All coverages for subcontractors shall be in conformity with Resolution No. 113646. A copy of Resolution No. 113646 may be downloaded from the Purchasing Department webpage on the Jefferson Parish website, [www.jeffParish.net](http://www.jeffParish.net).

### **1.29 No Guarantee of Quantities**

The Parish of Jefferson does not guaranty quantity or services required in the scope of work defined in Part II. The Proposer shall provide all materials, labor, and equipment, whether specified or not, to provide a complete working system.

The quantities of items or extent of scope of work are estimated values. In the event a greater or lesser quantity is required, the Parish reserves the right to increase or decrease said values in accordance with the pricing schedule.

### **1.30 Contract Negotiations**

The Parish administration shall negotiate the details of service delivery, the terms of the contract, and the contract price most advantageous to the Parish with the proposer(s) selected by the Jefferson Parish Council (sometimes referred to throughout this document as the "Council") and submit the contract, in final form, to the Council for ratification. Contract negotiations are limited by section 1.11 Non-negotiable Contract Terms in this RFP. In the event a contract cannot be successfully negotiated, the RFP evaluation committee shall seek authorization from the Council to negotiate a contract with another proposer under that RFP.

### **1.31 Cancellation of RFP or Rejection of Proposals**

In accordance with Section 2-895 of the Parish of Jefferson Code of Ordinances, the Parish through its Council may reject any or all proposals received in response to this RFP, or cancel this RFP prior to proposal receipt date if in the best interest of the Parish.

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### 1.32 Evaluation and Selection

In conformity with Section 2-895 of the Jefferson Parish Code of Ordinances, all Proposer submissions will be evaluated by the RFP Evaluation Committee. Before beginning the evaluation process, the evaluation committee must review the RFP, concerning not only the task of description but also the qualifications and the evaluation criteria. The Evaluation Committee shall be comprised of members from requesting department(s), Research and Budget, Purchasing, Finance and Legal Department (Parish Attorney's Office). The representative of the Legal Department shall act as secretary of the evaluation committee, and is solely responsible for disseminating all information received during the review process. Also, if deemed necessary and duly authorized by Council resolution, additional employees of Jefferson Parish may be appointed as members of the RFP Evaluation Committee. After completion and tallying of the technical evaluation scores, each scoring evaluation committee member shall sign and date his individual score sheet. After the secretary of the evaluation committee collects all individual score sheets, the Purchasing Department and the requesting department shall tally the individual scores to obtain a total technical evaluation score for each proposer. Following the tabulation of technical scores, the Purchasing Department shall open the sealed pricing proposals, and shall read the pertinent portions of those pricing proposals aloud. To the extent necessary, the evaluation committee may further review and analyze the cost proposals and/or request and receive clarification of the pricing information provided by the proposers for submission to the Council. After discussion of all price proposals, the Finance Department shall calculate the cost evaluation portion of the scoring sheet, using the pricing proposals submitted by proposers and the formula below. The cost evaluation shall constitute twenty-five percent (25%) of the total points assigned, and will be based upon standard cost rates submitted by the proposers.

The proposer with the lowest cost shall receive the highest cost evaluation score. Other proposers will receive a cost score computed as follows:

$$CS = (LPC/PC * X)$$

Where: CS = Computed cost score for Proposer

LPC = Lowest proposed cost of all Proposers

PC = Proposer's cost

X = 25% of the total number of points assigned.

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After the Finance Department completes the cost evaluation scores, the Purchasing Department and the requesting department shall each add the cost evaluation scores for each proposer to the tabulated technical scores of each proposer, totaling the final number of points assigned to each proposer. The tabulated score sheet shall be signed and dated by the Purchasing Department and the requesting department. The secretary of the evaluation committee shall collect all individual and tabulated score sheets and deliver them to the Parish Clerk. The Evaluation Committee shall prepare and forward to the Council a memorandum identifying the qualified firms and explaining their rationale. Attached to the memorandum shall be copies of the cost proposals received in accordance with the RFP, along with any analysis or clarification completed regarding those pricing criteria. A list of names of the responsive and responsible proposers shall be submitted to the Council along with a list of the non-responsive and non-responsible offers. Responsibility of a proposer shall be determined in accordance with competitive sealed bids in the Revised Statutes of the State of Louisiana. Responsiveness shall be determined considering the materials that the proposer has submitted and the core requirements of the RFP. Proposers are invited to attend the evaluation meeting(s) and are encouraged to check the Jefferson Parish website, [www.jeffparish.net](http://www.jeffparish.net), for meeting details.

Upon completions of its analysis, the Council may either (i) adopt the resolution selecting the proposer(s) to supply the non-standard item(s) or perform the statement of work or scope of services; or (ii) reject all proposals. The Council shall select the proposal which received the highest cumulative score from the evaluation committee; except that the Council may select a proposer other than the highest-ranked proposer provided that proposer selected has been given a cumulative score by the committee that is no more than ten percent (10%) lower than the cumulative score for the highest-ranked proposer.

Award of the contract may be made without discussions after proposals are received and evaluated. Proposals should, therefore, be submitted on the most favorable terms which the proposer can submit, from a technical standpoint; and from a price standpoint. If the evaluation committee determines that discussions are necessary, written submissions or oral discussions/presentations may be required from all proposers.

### **1.33 Indemnification**

Proposer shall agree to indemnify and hold the Parish of Jefferson, its departments, agencies, boards and commissions, officers, agents, servants and employees, including volunteers, harmless against any and all claims, demands, suits, costs, liabilities or judgments for sums of money, and fines or penalties asserted by any party, firm or organization for loss of life or injury or damages to person or property, growing out of, resulting from, or by reason of any negligent acts, errors, and/or omissions by proposer, its agents, servants or employees, while engaged upon or in connection with the services required to be performed by proposer under this RFP.



Further, proposer shall agree to indemnify the Parish of Jefferson, its departments, agencies, boards and commissions, officers, agents, servants and employees, including volunteers for all reasonable expenses and attorney's fees incurred by or imposed in connection therewith for any loss, damage, injury or other casualty pursuant to this RFP. Proposer additionally shall agree to pay all reasonable expenses and attorney's fees incurred by the Parish of Jefferson, its departments, agencies, boards and commissions, officers, agents, servants and employees, including volunteers in establishing the right to indemnity pursuant to the provisions stated herein.

### **1.34 Payment for Services**

The proposer shall address and send the invoice to the General Services Department- Security Division pursuant to the payment terms negotiated in the agreement. Payments will be made by the General Services Department- Security Division no earlier than thirty (30) days after receipt of a properly executed invoice, and approval by the General Services Department- Security Division. Invoices shall include the contract and order number, using department and product purchased. Invoices submitted without the referenced documentation will not be approved for payment until the required information is provided.

With each invoice submitted, the person or firm holding said non-bid contract shall acknowledge that no subcontractors or other persons have been added to the contract without prior Council approval by resolution. Failure to comply with this section shall result in penalties imposed upon the person or firm under contract as set forth in section 2-935.1 for professional service providers.

**Successful proposers submitting payment requests for services in connection with pre-placed emergency contracts, as defined by Section 2-917 of the Jefferson Parish Code of Ordinances shall provide a list of all sub-contractors used in the performance of the pre-placed emergency contracts prior to payment on the contract.**

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### **1.35 Termination**

The proposer affirmatively acknowledges and agrees that the terms of any ensuing agreement shall be binding upon the parties hereto until the work has been completed and accepted by the Parish; but said agreement may be terminated under any or all of the following conditions:

- A. By mutual agreement and consent of the parties hereto.
- B. By the Parish as a consequence of the failure of successful proposer(s) to comply with the terms or quality of work in a satisfactory manner, proper allowance being made for circumstances beyond the control of successful proposer(s) provided the Parish will give successful proposer(s) written notice of any such failure and ten (10) days (or more if authorized in writing by the manager) to cure any such failure.
- C. By either party upon failure of the other party to fulfill its obligation as set forth in the Agreement.
- D. By the Parish for convenience by issuing successful proposer(s) thirty (30) days written notice.

The continuance of this contract is contingent upon the appropriation of funds to fulfill the requirements of the contract by the Council. If the Council fails to appropriate sufficient monies to provide for the continuation of the contract, or if such appropriation is reduced by the veto of the Parish President to prevent the total appropriation for the year from exceeding revenues for that year, or for any other lawful purpose, and the effect of such reduction is to provide insufficient monies for the continuation of the contract, the contract shall terminate on the date of the beginning of the first fiscal year for which funds are not appropriated.

### **1.36 Assignment**

The proposer affirmatively acknowledges and agrees that any ensuing agreement shall be binding upon the successors and assigns for the parties hereto. The ensuing agreement being for the personal services of the successful proposer(s) shall not be assigned or subcontracted in whole or in part by said successful proposer(s) as to the services to be performed hereunder without the written consent of the Parish, in the Parish's sole discretion.

### **1.37 EEOC and ADA Compliance**

The proposer agrees to abide by the requirements of the following as applicable: Title VI and VII of the Civil Rights Act of 1964, as amended by the Equal Opportunity Act of 1972, Federal Executive Order 11246, the Federal Rehabilitation Act of 1973, as amended, the Vietnam Era Veteran's Readjustment Assistant Act of 1974, Title IX of the Education Amendments of 1972, the Age Discrimination in Employment Act of 1972, and the Contracting Party agrees to abide by the requirements of the American with Disabilities Act of 1990.

The proposer shall keep informed of and comply with all federal, state and local laws, ordinances and regulations which affect his employees or prospective employees.

Any act of discrimination committed by the proposer, or failure to comply with these statutory obligations, when applicable, shall be grounds for termination of this contract.

### **1.38 Audit of Records**

Proposer(s) affirmatively acknowledges and agrees that pursuant to any ensuring contract, successful proposer shall maintain adequate books of account with respect to its services, in accordance with generally accepted accounting principles (GAAP) in a form and method acceptable to the Parish. Successful proposer(s) shall permit Parish and Parish's agents from time-to-time within forty-eight (48) hours written notice, to inspect, copy and audit during successful proposer(s) normal business office hours, the books and records pertaining to the services provided under this Agreement. Parish's right to audit, inspect, and make copies of FIRM's records shall be at the sole expense of Parish.

Periodic and/or Annual Reports. At any time, the Parish may request that the successful proposer(s) with the minimum of thirty (30) days written notice, prepare and/or produce a report of the results of operations, as it pertains to any ensuring agreement, in the previous fiscal year prepared in accordance with generally accepted accounting principles (GAAP). The report must be prepared and certified by an independent certified public accounting firm. (For purposes of said agreement, each "fiscal year" begins on January 1 and ends on December 31 of the same year.)

### **1.39 Record Retention**

The proposer shall maintain all records in relation to this proposed agreement at its location for a period of at least three (3) years upon expiration or earlier termination of the contract or for a period stipulated by the governing State and Federal regulations, whichever is longer.

### **1.40 Record Ownership**

The proposer acknowledges and agrees that all records, reports, documents, or other material(s) developed or resulting from this RFP shall be the sole property of the Parish of Jefferson, and shall be returned to the Parish by proposer upon request at expiration or earlier termination of this agreement.

### **1.41 Content of Contract/Order of Precedence**

In the event of a conflict among documents, the order of precedence which shall govern is as follows: 1) the final contract; and, 2) the Request for Proposal (RFP) and addenda (if any); and, 3) the proposer's proposal; and, 4) Resolution No. 113646 and any amendments thereto.

#### **1.42 Contract Changes**

Upon negotiation of a bona-fide agreement between the parties, no additional changes, amendments, or modifications may be completed without the prior ratification of the Council.

#### **1.43 Substitution of Personnel**

In conformity with Section 1.6, substitution of personnel shall be ratified by the Council. In addition to the foregoing, if during the term of the contract, the proposer cannot provide the personnel or subcontractor as stated in its submission, proposer shall submit a written request for substitution supported by resume of qualifications and written certification that said substitution shall meet or exceed the requirements stated herein. Said substitution shall be at the Parish's sole discretion.

#### **1.44 Force Majeure**

The proposer or Parish of Jefferson shall be exempted from performance under the terms and conditions of the negotiated agreement if the proposer or Parish is prevented from performing any services in whole or in part as a result of any act of God, strike, war, civil disturbance, epidemic or court order; provided the proposer or Parish of Jefferson has prudently and promptly acted to undertake any and all corrective steps that the respective parties can perform. Subject to this provision, such nonperformance shall not be construed as considered cause or grounds for early termination of this agreement.

#### **1.45 Governing Law**

All activities associated with this RFP process shall be interpreted under the laws of the State of Louisiana. All proposal submissions shall be governed in accordance with provisions of Louisiana State laws and Jefferson Parish Code of Ordinances; standard terms and conditions; Resolution No. 113646.

#### **1.46 Claims or Controversies**

Proposer, as evidenced by his signature, agrees that the agreement shall be made in accordance with the laws of the State of Louisiana. The proposer hereby agrees to the exclusive jurisdiction and venue of the 24th Judicial District Court for the Parish of Jefferson, State of Louisiana.

## **PART II SCOPE OF WORK/SERVICES**

### **2.1 Scope of Work/Services**

The qualified proposer shall provide the following services:

- Provide new equipment for card access, Identification Management, and CCTV on an as needed basis to upgrade existing parish wide security systems. This new equipment shall operate with the current Jefferson Parish systems. This equipment is for new projects and will be paid for separately from the annual maintenance on an as needed basis.
- Provide replacement equipment as needed to replace existing equipment which may become non-operational on an existing Frontier Security System-Frontier R4.5 Access Control Hardware/Software (ACHS) and an Identification Management System Security System consisting of, but not limited to, Access Control Hardware/Software (ACHS), card swipe with and without PIN code access, audio and/or visual equipment, recorders, etc. for a complete video management system, computer equipment (hardware and software) and an Identification Management System including printers, cameras, access cards, and all associated primary and peripheral equipment needed to provide a full security system. An equal system to the existing system will be allowed as per the vendor's proposal. If the successful vendor proposes an equal and this proposal is accepted, it will be the responsibility of the vendor to replace all current equipment in order for the Security/ID Management Operations to remain the same or better than the existing system. This work will be part of the annual maintenance cost.
- Provide required maintenance of an existing Frontier Security System-Frontier R4.5 Access Control Hardware/Software (ACHS) and an Identification Management System Security System consisting of, but not limited to, Access Control Hardware/Software (ACHS), card swipe with and without code access, audio and/or visual equipment, recorders, etc. for a complete video management system computer equipment (hardware and software) and an Identification Management System including printers, cameras, access cards, and all associated primary and peripheral equipment needed to provide a full security system. An equal system to the existing system will be allowed as per the vendor's proposal. If the successful vendor proposes an equal and this proposal is accepted, it will be the responsibility of the vendor to replace all current equipment in order for the Security/ID Management Operations to remain the same or better than the existing system. This work will be part of the annual maintenance cost.
- Provide security consulting service on all updates and Provide annual software support and maintenance. This work will be part of the annual maintenance cost.
- Provide training/operator support services. This work will be part of the annual maintenance cost.
- Provide labor for a minimum of 100 hours for on-site end user assistance.

- Provide drawings of all facilities with card access and/or video system to indicate the location of the existing and newly installed security devices.
- Proposer should read and understand the circumstances and procedures under which this request is written. Proposer's response to the request for proposal signifies acceptance of the obligations and rights specified herein.

**Warranties:** The vendor shall provide a complete inventory of equipment installed, including description, manufacturer, model, and serial number, and submit any manufacturer's warranty or registration forms. If the manufacturer's warranty is longer than one year; such warranty shall be provided to the owner.

The vendor shall warrant all equipment to be free of defects in materials and workmanship for one year from the date of substantial completion of the project. For any failures within the warranty period, provide answers to service calls and requests for information within a 24-hour period and repair or replace any faulty item within a 23-hour period without charge, including parts and labor.

All existing equipment shall be maintained, repaired or replaced under this contract at no additional cost to Jefferson Parish.

All new equipment, software, hardware, etc. installed during this contract will be part of the "maintain, repair or replacement" agreement.

**References:** The following are standards, tests, and recommended methods that applies to this work.

Published standards, tests or recommended methods that apply to the work where sited below:

- a) National Electrical Code (NEC)
- b) National Electrical Manufacturer's Association (NEMA)
- c) American National Safety Institute (ANSI)
- d) Underwriter's Laboratory (UL)
- e) Electronics Industries Association (EIA)
- f) Occupational Safety and Health Administration (OSHA)
- g) Society of Motion Picture and Television Engineers (SMPTE)
- h) Society of Cable Telecommunications Engineers (SCTE)
- i) Building Industry Consulting Service International (BICSI)
- j) Audio System Design and Installation (ASDI)

## **PRODUCTS**

Existing access control system to be maintained is a Frontier Security System-Frontier R4.5.

Existing video platforms are IP based.

Vendor shall supply and install Frontier Security System-Frontier R4.5 access control software support and current version software release(s) to keep the existing system up to date with latest software updates.

Vendor shall support and maintain all existing parish owned video management software, recording/playback hardware, camera licenses, and cameras which are part of the parish security platform.

All future video management software must be 100% compatible with existing Frontier Security System-Frontier R4.5 access control software and database to provide 100% seamless operation of both systems from a single software platform on a single Client PC Workstation and have the capability of multiple simultaneous system access from a minimum of seven client PC workstations.

The future Video Management platform shall provide the following capabilities at a minimum:

#### GENERAL

The VMS shall be based on a true open architecture that shall allow for use of non-proprietary workstation and server hardware, non-proprietary network infrastructure and non-proprietary storage.

The VMS shall offer a complete and scalable video surveillance solution which allows cameras to be added on a unit-by-unit basis.

The VMS shall interface with analog-to-digital video encoders and IP cameras and with and digital-to-analog video decoders, hereafter referred to as digital video servers (DVS). The VMS shall support DVS from various manufacturers.

All video streams supplied from analog cameras or IP cameras shall be digitally encoded in MPEG-4, MPEG-2, MJPEG, H.264, Wavelet or JPEG2000 compression formats and recorded simultaneously in real time.

The VMS shall support the following industry standards to interface to IP-based physical security products: ONVIF

Each camera's bit rate, frame rate and resolution will be set independently from other cameras in the system, and altering these settings will not affect the recording and display settings of other cameras.



Whenever multiple video streams are available from the same camera, users shall be free to use any one of them based on their assigned usage. The standard video stream usages are: Live, Recording, Remote, Low resolution, High resolution  
ARCHIVING

The Archiver (role) shall use an event and timestamp database for advanced search of audio/video archives. This database shall be a Microsoft SQL 2012 or Microsoft SQL 2014.

The Archiver shall protect archived audio/video files and the system database against network access and non-administrative user access.

The Archiver shall digitally sign recorded video using 248-bit RSA public/private key cryptography.

The Archiver shall allow the video quality to vary according to predefined schedules. Such schedules shall have the same configuration flexibility as the recording schedules mentioned earlier. The video quality shall be based on, but not limited to, the following parameters: Maximum bit rate, Maximum frame rate, Image quality, Key frame interval, etc.

The Archiver shall have the ability to dynamically boost the quality of the "recording stream" (see previous bullet) based on specific events:

When recording is started manually by a user

When recording is triggered by a macro, an alarm or detected motion

The Archiver shall have the capacity to communicate with DVS using 128 bits SSL encryption.

The Archiver shall have the capacity to communicate with DVS using HTTPS secure protocol.

The Archiver shall have the capacity to receive multicast UDP streams directly from the DVS.

For network topologies that restrict the DVS from sending multicast UDP streams, the Archiver shall redirect audio/video streams to active viewing clients on the network using multicast UDP.

The Archiver shall have the capacity to redirect audio/video stream to active viewing clients on the network using unicast UDP or TCP.

The Archiver shall empower the administrator with a full range of disk management options:

The Archiver shall support DVS with edge recording capabilities and offer the following capacity: The ability to playback at different speeds the video recorded on the DVS.

The ability to offload (video trickling) on schedule, on event or manually the video recorded on the DVS to store it on the Archiver.

The Frontier Security System-Frontier R4.5 is an access control plugin that allows Frontier Security System-Frontier R4.5 access control system to be seamlessly integrated to the VMS. The Frontier Security System-Frontier R4.5 plugin shall enable the parish's System Operators to do the following:

- Create links between Frontier Security System-Frontier R4.5 -controlled devices door and input points, and the cameras monitoring them in the VMS.
- View live and playback video associated Frontier Security System-Frontier R4.5 access control event.
- Receive forwarded alarms as VMS alarms.
- Alarms acknowledged that can be automatically acknowledged in VMS
- Acknowledge alarms from VMS
- Search for access control event history by: Device ID, Panel Name, Device Name, Entered Area Name, Exited Area Name, Card Number, Cardholder, Security Center Event Text, Panel ID, Security Center Event ID, VMS Event ID, Event Text, and Exited Area ID

The qualified organization shall provide a security system as per the specifications attached hereto as "Attachment B - Part 1 Equipment List", or an equal product.

The qualified organization will provide maintenance, hardware, software, equipment, materials, supplies, and labor as provided in the detailed specifications identified in "Attachment B - Part 2 Maintenance Proposal and Contractors Specifications" in accordance with State and Parish codes whether stated or implied.

## **2.2 Period of Agreement**

The term of any contract shall be for three (3) years commencing on date of execution and shall expire on the anniversary thereafter.

If the scope of work as described in Section 2.1 of this RFP pertains to an emergency pre-placed contract, as defined in Section 2-917 of the Jefferson Parish Code of Ordinances, and if Jefferson Parish has not entered into a new contract for the same scope of work prior to May 1st of the year in which this agreement is set to expire, then this contract shall be automatically extended until the end of the calendar year of the same year that this contract is set to expire.

## **2.3 Cost Proposal (Price Schedule)**

Cost proposals must be submitted in separate sealed envelopes which will remain sealed until such time after the evaluation committee makes its evaluation of the proposals on all factors and criteria state in the RFP. The cost proposals shall not be included in the evaluation criteria.



Cost shall be worth twenty-five percent (25%) of the total points assigned. Evaluation of cost shall take place after technical evaluation has been completed.

Pricing must be submitted on the Cost Proposal (Price Schedule) furnished in Attachment "C". All proposed pricing shall be inclusive of all additional costs and expenses, including shipment. Prices submitted shall remain firm for the term of the contract, unless otherwise negotiated.

## **2.4 Deliverables**

The deliverables listed in this section are the minimum desired from the successful Proposer. Every proposer should describe what deliverables will be provided per their proposal, and how the proposed deliverables will be provided.

## **2.5 Location**

The locations where service is to be performed are Parish wide. See Attachment "D" for existing facilities; however is not limited to the listed facilities as additional facilities may require work during this contract.

## **2.6 Financial Profile**

Firms are requested to submit documentation from the past 3 years demonstrating firm's financial stability. Documentation may include audited financial statements including balance sheets, income statements, documentation regarding retained earnings, assets, liabilities, etc.

Proposer must include information demonstrating the proposer's financial stability and ability to obtain and maintain bonding and insurance requirements in order to be eligible to be assigned a higher score. Proposals which lack the description of the company's financial status or the required certification of bonding and insurance requirements may be assigned a lower score

## **2.7 Proposal Elements**

### **2.7 (A) Technical**

Each proposer shall address how the firm will achieve/meet the scope of work as stated in Section 2.1. Technical approach shall detail the following:

Proposer must provide detailed proposals and each item must be addressed. Exceptions or substitutions to any of the requirements or specifications must be detailed on a separate sheet

of paper entitled "Exception Listing" indicating which specification is accepted and the scope of the exception or substitution.

Plans and/or schedule of implementation, orientation, and/or installation, etc. (whichever is relevant to the RFP requirements).

Plans for necessary training, where applicable.

Information demonstrating an affirmative statement shall be required that the proposer has reviewed the scope of work, understands the nature thereof and is willing and capable of providing the services thereof

Proposer shall likewise include any information concerning any innovative concepts pursuant to this RFP and terms and conditions that the proposer desires consideration by the Parish.

#### **2.7(B) Qualifications and Experience**

Proposers shall provide a detailed statement of related services to government entities or private entities which identifies customer satisfaction, demonstrated volume of merchants, etc. Proposer must provide a detailed description of customer service capabilities, including resumes of personnel assigned, total number of personnel and timeline of customer inquiries and complaints, as applicable.

Resumes for account manager(s), designated customer service representative(s) and any and all key personnel anticipated to be assigned to this project. Resumes of any and all subcontractors shall likewise be included.

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**PART III EVALUATION**

**3.1 Evaluation Criteria**

The proposed evaluation criteria shall be looked upon as standards which measure how well a proposer's approach meets desired performance requirements, and which permit an evaluation of the differences between desired performance characteristics and what the proposer proposes to do.

The proposed evaluation criteria shall measure how well a proposer’s approach meets desired minimum performance standards defined in the RFP, and shall allow for the quantification of the differences between those stated minimum standards and what the proposer intends to do. In accordance with Section 2-895 of the Code of Ordinances for Jefferson Parish a scoring system must be devised and impartially applied to each proposal to assure objectivity and thoroughness in comparative analysis.

Cost shall be worth twenty-five percent (25%) of the total points assigned. Evaluation of cost shall take place after technical evaluation has been completed.

1) TECHNICAL PROPOSAL (Maximum of 75 Points)

“The following criteria shall measure the qualifications, technical capabilities and core competency of the proposers and their submissions:”

- A. Scope of Services 10
- B. Product Quality 10
- C. Project Schedule 10
- E. Specific Experience – similar or larger scope of services currently being provided 15
  
- F. Personnel- experience of management staff, experience in similar projects, etc. 10
- G. Audiovisual Services Capabilities – amount of available full-time, part-time or temporary employees, etc. 10
- D. Responsiveness to the RFP 5
- H. Financial Profile of Company 5

2) COST PROPOSAL

The proposer with the lowest cost shall receive the highest cost evaluation score.

Other proposers will receive a cost score computed as follows:

$$CS = (LPC/PC * X)$$

Where: CS = Computed cost score for Proposer

LPC = Lowest proposed cost of all Proposers

PC = Proposer's cost

X = 25% of the total number of points assigned

Maximum # of Points 25

**TOTAL MAXIMUM POINTS FOR THIS RFP 100**

**PART IV. PERFORMANCE STANDARDS**

4.1 Performance Requirements

- Proposer's shall provide monthly reports indicating the following:
  - All callouts with time and date received.
  - Date, time and name of all technician visits to Jefferson Parish facilitate.
  - Repair, maintenance, etc. performed.
- Proposer's submission of accurate and itemized invoices.
- Proposer's adherence to timely response to callouts.
- Proposer's ability to provide key personnel with knowledge and technical expertise.

4.2 Performance Measurement/Evaluation

- Timely repairs of all existing equipment.
- Timely installation of new equipment.
- Timely response to Parish correspondence.
- Were complaints/problems resolved in a reasonable and cooperative manner?
- Was the proposer reasonable and responsive to Parish needs?
- Was the final product usable for the purpose intended?
- Were changes in key personnel made? How often? With or without notice?

## ATTACHMENT "A"

### INSURANCE REQUIREMENTS

All insurance requirements shall conform to Jefferson Parish Resolution No. 113646 dated 12/09/2009.

The proposer shall not commence work under this contract until it has obtained all insurance and complied with the insurance requirements of the specifications and Resolution No. 113646.

### WORKER'S COMPENSATION INSURANCE

As required by Louisiana State Statute, exception; Employer's Liability, Section B shall be \$1,000,000 per occurrence when Work is to be over water and involves maritime exposures to cover all employees not covered under the State Worker's Compensation Act, otherwise this limit shall be no less than \$500,000 per occurrence.

### COMMERCIAL GENERAL LIABILITY

Shall provide limits not less than the following: \$1,000,000.00 Combined Single Limit per Occurrence for bodily injury and property damage.

### COMPREHENSIVE AUTOMOBILE LIABILITY

Bodily injury liability \$1,000,000.00 each person; \$1,000,000.00 each occurrence. Property Damage Liability \$1,000,000.00 each occurrence.

### DEDUCTIBLES

No insurance required shall include a deductible greater than \$10,000.00. The cost of the deductible is borne by the proposer.

### UMBRELLA LIABILITY COVERAGE

An umbrella policy or excess may be used to meet minimum requirements.

**ATTACHEMENT "B" – Part 2**  
**Maintenance Proposal and Contractors Specifications**

- A. The SECURITY CONTRACTOR shall be a local installation and service organization with office(s) within 50 miles of Jefferson Parish. The SECURITY CONTRACTOR shall be currently recognized as a factory authorized representative by the primary manufacturers (Lenel, Pelco, Panasonic, Dedicated Micro's, AXIS) of the equipment used by Jefferson Parish. Letters of SECURITY CONTRACTORS authorization on manufacturers' letterhead TO BE PROVIDED AT TIME OF PROPOSAL SUBMISSION. Information to be included in authorization letter will be the date when SECURITY CONTRACTOR became authorized and approximately yearly sales volume of equipment purchased from manufacturer.
- B. The SECURITY CONTRACTOR shall have been in business as electronic Access Control and Closed Circuit Television systems provider in Jefferson Parish for a minimum of 5 years. As proof, Jefferson Parish Occupational licenses or Jefferson Parish Sales Tax Exemption certificates must be submitted with vendor proposal.
- C. The SECURITY CONTRACTOR shall carry a complete stock of parts to provide maintenance for these systems. This stock shall be kept at business site. At time of proposal a complete list of equipment in stock for maintenance shall be provided. Jefferson parish reserves the right to inventory local stock to verify.
- D. At time of proposal submission, the SECURITY CONTRACTOR shall be licensed by the state or local jurisdiction to perform security work within the state. Contractor shall provide copy of this license at time of proposal submission. Contractors who have security licensed or permits pending shall not be considered acceptable for submitting proposals on this project.
- E. The SECURITY CONTRACTOR shall assure that all personnel working on the project are registered with the state or local jurisdiction Systems Licensing Board as provided for by current state statutes. Contractor shall provide copies of these licenses with proposal submission.
- F. At the time of proposal, the SECURITY CONTRACTOR shall provide satisfactory evidence of liability insurance and Workman's Compensation coverage for employed personnel as required by law.
- G. Because Lenel is the backbone for Jefferson Parish the SECURITY CONTRACTOR shall have currently working in local office(s) a minimum of 5 Lenel Certified technicians to provide an on-site factory-trained service and installation. SECURITY CONTRACTOR shall provide proof by supplying copies of training certificates with dates of training and payroll verification for same technicians. Also SECURITY CONTRACTOR shall provide in writing on Lenel letterhead proof that SECURITY CONTRACTOR has been Lenel Authorized dealer for minimum last 10 years.
- H. All of the SECURITY CONTRACTOR'S personnel and operating forces including subcontractors and delivery personnel, shall be made aware of, and shall comply at all times, with the regulations, project requirements, and directions of responsible OWNER personnel.
- I. The SECURITY CONTRACTOR'S personnel shall be qualified to accomplish all work promptly and satisfactorily. The OWNER shall be advised in writing of all designated service and support personnel responsible for installation as well as pre and post warranty service.

**ATTACHEMENT "B" – Part 2**  
**Maintenance Proposal and Contractors Specifications**

- J. The SECURITY CONTRACTOR shall install all system components and appurtenances in accordance with the manufacturer's specifications, referenced practices, guidelines, and applicable codes. Furnish all necessary interconnections, services, and adjustments required for a complete and operable system as specified.
- K. All low voltage wiring outside the control console, cabinets, boxes, and similar enclosures, shall be plenum rated where required by code.
- L. All exposed wiring inside and outside the control console, cabinets, boxes, and similar enclosures, shall be dressed down neatly and secured with wiring cleats or wire ties.
- M. All exposed metallic flexible conduit and armored cable shall be dressed down neatly and secured with low profile, metal fasteners.
- N. All junction boxes and small device enclosures below ceiling level and easily accessible to employees or the public shall be covered with a suitable cover plate and secured with tamper proof screws.
- O. System devices identified on building drawings are intended to generally indicate areas where such devices are to be located. SECURITY CONTRACTOR shall be responsible for determining final location of these devices in accordance with OWNER'S requirements.
- P. Riser diagrams are schematic and do not show every conduit, wire box, fitting, or other accessories. Provide such materials as necessary for a complete and functioning installation. Install in accordance with referenced codes and these specifications. Use weatherproof equipment or covers where installed in areas exposed to weather.
- Q. The SECURITY CONTRACTOR is required to place entire system into full and proper operation as designed and specified.
  - 1. Verify that all hardware components are properly installed, connected, communicating, and operating correctly.
  - 2. Verify that all system software is installed, configured, and complies with specified functional requirements.
- R. The SECURITY CONTRACTOR shall perform final acceptance testing in the presence of OWNER'S representative, executing a point by point inspection against a documented test plan that demonstrates compliance with system requirements as designed and specified:
  - 1. Submit documented test plan to OWNER at least (14) days in advance of acceptance test, inspection, and check-off.
  - 2. Conduct final acceptance tests in presence of OWNER'S representative, verifying that each device point and sequence is operating correctly and properly reporting back to control panel and control center.
  - 3. Acceptance by Owner is contingent on successful completion of check-off; if check-off is not completed due to additional work required, re-schedule and perform complete check-off until complete in one pass, unless portions of system can be verified as not adversely affected by additional work.
  - 4. The system shall not be considered accepted until all acceptance test items have been successfully checked-off. Beneficial use of part or all of the system shall not be considered as acceptance.

**ATTACHEMENT "B" – Part 2**  
**Maintenance Proposal and Contractors Specifications**

- S. The SECURITY CONTRACTOR shall provide system operations, administration, and maintenance training by factory trained personnel qualified to instruct:
  - 1. OWNER designated personnel to be trained.
  - 2. Provide 100 hours hands-on training per year at no extra cost with operational equipment.
  - 3. Training shall be oriented to the specific systems being installed under this contract as designed and specified.



## ATTACHMENT "C"

### Price Schedule

1. Provide unit pricing with installation for all equipment. Price shall be one lump sum.

\_\_\_\_\_  
Note: (Provide unit pricing with installation for each piece of all equipment. This pricing will be used during the duration of the contract.)

2. Provide price per year maintenance of equipment.

Year One \_\_\_\_\_

Year Two \_\_\_\_\_

Year Three \_\_\_\_\_

3. Provide price per hour for an embedded technician to perform additional programming, access control and video software data input, updates and software clean-up up to 325 hours per year for a total of 975 hours. \_\_\_\_\_

Financial Proposals are to be submitted in a separate sealed envelope and will not be included in the evaluation criteria.

## ATTACHMENT "D"

### Current Jefferson Parish Sites

- Alario Center
- East Bank Streets
- West Bank Streets
- Rheem Facility
- Government Building & Parking Garage
- 24<sup>th</sup> Judicial District Court
- Second Parish Court
- First Parish Court
- East Bank Transit
- West Bank Transit
- Lapalco Sewer Yard
- Hwy 18 & 90 Water Department
- Hwy 18 & 90 Sewer Department
- Hwy 18 & 90 Drainage Department
- Hwy 18 & 90 Central Garage
- East Bank Water
- West Bank Water
- East Bank Regional Library
- West Bank Regional Library
- Belle Terre Library
- Live Oak Library
- Wagner Library
- Westwego Library
- Metairie Road Library
- Kenner Library
- Joseph S. Yenni Building
- Lapalco Bridge
- Lasalle Park
- Lafreniere Park
- Kings Grant Park
- Playground 39<sup>th</sup> and Wilson
- Juvenile Justice Complex
- Rivarde Juvenile Court
- Rivarde Juvenile Detention Center
- Vehicle Maintenance
- Odom Building
- Traffic Engineering
- East Bank Animal Control
- West Bank Animal Control
- Ames Pumping Station
- Lake Cataoutche I & II Pumping Stations
- Westwego Pumping Station
- Westminister Pumping Station
- Estelle Pumping Station
- Emergency Operations & Communications Center
- Old EOC
- Old 911
- Jefferson Parish Correctional Center
- West Bank Water River Pump Station
- West Bank One Stop
- West Bank Utility Payment Centet

To conduct site surveys please contact Anthony Francis at 504-364-2675 or [afrancis@jeffparish.net](mailto:afrancis@jeffparish.net).

**Request for Proposals #0345**

**PROVIDE SECURITY SYSTEM EQUIPMENT MAINTENANCE,  
REPAIRS, REPLACEMENT, INSTALLATION, ETC. OF AN EXISTING  
SECURITY ACCESS AND VIDEO MANAGEMENT SYSTEM FOR THE  
DEPARTMENT OF GENERALS SERVICES – SECURITY DIVISION**

**SIGNATURE PAGE**

The Jefferson Parish Department of Purchasing is soliciting Request for Proposals (RFP'S) from qualified proposers who are interested in providing Security System Equipment Maintenance, Repairs, Replacement, Installation, etc. of an existing Security Access and Video Management system for the for the Jefferson Parish General Service Department – Security Division.

**Request for Proposals will be received until 4:30 p.m. Local Time on: Friday, July 1, 2016**

Acknowledge Receipt of Addenda: Number: \_\_\_\_\_  
Number: \_\_\_\_\_  
Number: \_\_\_\_\_  
Number: \_\_\_\_\_  
Number: \_\_\_\_\_  
Number: \_\_\_\_\_

Name of Proposer: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number \_\_\_\_\_

Type Name of Person Authorized to Sign: \_\_\_\_\_

Title of Person Authorized to Sign: \_\_\_\_\_

Signature of Person Authorized to Sign: \_\_\_\_\_

Email Address of Person Authorized to Sign: \_\_\_\_\_

Date: \_\_\_\_\_

This RFP signature page must be signed by an authorized Representative of the Company/Firm for proposal to be valid. Signing indicates you have read and comply with the Instructions and Conditions.

## CORPORATE RESOLUTION

EXCERPT FROM MINUTES OF MEETING OF THE BOARD OF DIRECTORS OF  
\_\_\_\_\_  
INCORPORATED.

AT THE MEETING OF DIRECTORS OF \_\_\_\_\_  
INCORPORATED, DULY NOTICED AND HELD ON \_\_\_\_\_,  
A QUORUM BEING THERE PRESENT, ON MOTION DULY MADE AND SECONDED. IT WAS:

RESOLVED THAT \_\_\_\_\_, BE AND IS HEREBY  
APPOINTED, CONSTITUTED AND DESIGNATED AS AGENT AND ATTORNEY-IN-FACT OF  
THE CORPORATION WITH FULL POWER AND AUTHORITY TO ACT ON BEHALF OF THIS  
CORPORATION IN ALL NEGOTIATIONS, BIDDING, CONCERNS AND TRANSACTIONS WITH  
THE PARISH OF JEFFERSON OR ANY OF ITS AGENCIES, DEPARTMENTS, EMPLOYEES OR  
AGENTS, INCLUDING BUT NOT LIMITED TO, THE EXECUTION OF ALL PROPOSALS,  
PAPERS, DOCUMENTS, AFFIDAVITS, BONDS, SURETIES, CONTRACTS AND ACTS AND TO  
RECEIVE ALL PURCHASE ORDERS AND NOTICES ISSUED PURSUANT TO THE PROVISIONS  
OF ANY SUCH PROPOSAL OR CONTRACT, THIS CORPORATION HEREBY RATIFYING,  
APPROVING, CONFIRMING, AND ACCEPTING EACH AND EVERY SUCH ACT PERFORMED  
BY SAID AGENT AND ATTORNEY-IN-FACT.

I HEREBY CERTIFY THE FOREGOING TO BE A TRUE  
AND CORRECT COPY OF AN EXCERPT OF THE  
MINUTES OF THE ABOVE DATED MEETING OF THE  
BOARD OF DIRECTORS OF SAID CORPORATION,  
AND THE SAME HAS NOT BEEN REVOKED OR  
RESCINDED.

\_\_\_\_\_  
**SECRETARY-TREASURER**

\_\_\_\_\_  
**DATE**

## **Request for Proposal Affidavit Instructions**

- **Affidavit is supplied as a courtesy to Affiants, but it is the responsibility of the affiant to insure the affidavit they submit to Jefferson Parish complies, in both form and content, with federal, state and Parish laws.**
- **Affidavit must be signed by an authorized representative of the entity or the affidavit will not be accepted.**
- **Affidavit must be notarized or the affidavit will not be accepted.**
- **Notary must sign name, print name, and include bar/notary number, or the affidavit will not be accepted.**
- **Affiant MUST select either A or B when required or the affidavit will not be accepted.**
- **Affiants who select choice A must include an attachment or the affidavit will not be accepted.**
- **If both choice A and B are selected, the affidavit will not be accepted.**
- **Affidavit marked N/A will not be accepted.**
- **It is the responsibility of the Affiant to submit a new affidavit if any additional campaign contributions are made after the affidavit is executed but prior to the time the Council acts on the matter.**
- **Failure to submit or properly execute the RFP Affidavit will result in the proposal being deemed non-responsive in accordance with Sec. 2-895(b) of the Jefferson Parish Code of Ordinances**

*Instruction sheet may be omitted when submitting the affidavit*

**Request for Proposal**

**AFFIDAVIT**

**STATE OF** \_\_\_\_\_

**PARISH/COUNTY OF** \_\_\_\_\_

BEFORE ME, the undersigned authority, personally came and appeared: \_\_\_\_\_  
\_\_\_\_\_, (Affiant) who after being by me duly sworn, deposed and said that  
he/she is the fully authorized \_\_\_\_\_ of \_\_\_\_\_ (Entity),  
the party who submitted a proposal in response to RFP Number \_\_\_\_\_, to the Parish of  
Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_ Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

**Choice B** \_\_\_\_\_ there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

**Choice B** \_\_\_\_\_ There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

**Choice B** \_\_\_\_\_ there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_ Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

**Choice B** \_\_\_\_\_ There are **NO** subcontractors which would require disclosure under Choice A of this section.

\_\_\_\_\_  
Signature of Affiant

\_\_\_\_\_  
Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME

ON THE \_\_\_\_\_ DAY OF \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public

\_\_\_\_\_  
Printed Name of Notary

\_\_\_\_\_  
Notary/Bar Roll Number

My commission expires \_\_\_\_\_.



**REQUEST FOR PROPOSAL**  
**RFP 0345**

Jefferson Parish Department of Purchasing is soliciting Request for Proposals (RFPs) from qualified firms to provide **Security System Equipment maintenance, repairs, replacement, installation, etc. of an existing Security Access and Video Management System** for the Jefferson Parish Department of General Services.

**We invite all qualified proposers to submit proposals to provide the following: Installation of a new card access swipe to work with existing Card Access Control Hardware/Software; installation of a new security video cameras and associated equipment, repair, maintenance or replacement of all equipment of the existing systems; provide security systems consulting and security system design and engineering.**

All proposals will be evaluated on criteria such as vendor's technical proposal, qualifications and experience, financial profile and proposal responsiveness and other criteria more specifically defined in the RFP document. The maximum total points for each proposal are set at 100 points

**MANDATORY PRE-Proposal Conference: MONDAY, JUNE 17, 2016, at 2:00 p.m. in the Jefferson Parish Purchasing Department, 200 Derbigny Street, Suite 4400, Gretna, LA 70053**

REQUEST FOR PROPOSALS WILL BE RECEIVED IN THE:  
JEFFERSON PARISH PURCHASING DEPARTMENT  
GENERAL GOVERNMENT BUILDING  
200 DERBIGNY STREET, SUITE 4400  
GRETNA, LA 70053

UNTIL **4:30 P.M.** LOCAL TIME ON **FRIDAY, July 1, 2016**

The Jefferson Parish Council reserves the right to accept or reject any and all proposals, in whole or part, pursuant to the law.

A copy of the RFP is available gratis from: <http://purchasing.jeffparish.net> or  
Jefferson Parish Purchasing Department  
General Government Building  
200 Derbigny Street, Suite 4400  
Gretna, LA 70053  
(504)-364-2678

Brenda J. Campos  
Director  
Purchasing Department

Jenifer Lotz  
Chief Buyer  
Purchasing Department

ADV: The New Orleans Advocate: June 1, 8, and 15, 2016  
ADV: The Baton Rouge Advocate: June 1, 8 and 15, 2016

Affidavit from New  
Era dated 11/23/2015



Request for Proposal

AFFIDAVIT

STATE OF LOUISIANA

PARISH/COUNTY OF JEFFERSON

BEFORE ME, the undersigned authority, personally came and appeared: DAVID B.

Campbell, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized MAN MEMBER of NEW ERA IT (Entity), the party who submitted a proposal in response to RFP Number 249, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A

Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice B

there are NO campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.
- Choice B  There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.
- Choice B  there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

- Choice A  Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.
- Choice B  There are **NO** subcontractors which would require disclosure under Choice A of this section.

Affiant further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and

That no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

DL B Campbell  
Signature of Affiant

DAVID B. Campbell  
Printed Name of Affiant

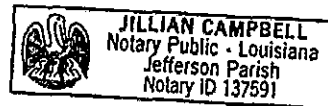
SWORN AND SUBSCRIBED TO BEFORE ME  
ON THE 23rd DAY OF November, 2015.

Jillian Campbell  
Notary Public

Jillian Campbell  
Printed Name of Notary

137591  
Notary/Bar Roll Number

My commission expires upon death.



**CAMPAIGN CONTRIBUTIONS**

**NEW ERA INFORMATION TECHNOLOGIES, LLC**

**April 29, 2013 – November 23, 2015**

<b>DATE</b>	<b>NAME</b>	<b>AMOUNT</b>
06/06/2013	Elton Lagasse	500.00
06/19/2013	John Young	1,000.00
06/24/2013	Ricky Templet	1,250.00
07/08/2013	Chris Roberts	500.00
07/30/2013	Paul Johnston	1,000.00
09/25/2013	Mark Spears	1,000.00
01/24/2014	Chris Roberts	500.00
04/02/2014	Mark Spears	1,000.00
05/05/2014	John Young	1,000.00
06/03/2014	Chris Roberts	1,000.00
06/30/2014	Ricky Templet	500.00
08/12/2014	Ben Zahn	1,000.00
08/12/2014	Mark Spears	500.00
08/22/2014	John Young	1,000.00
02/24/2015	Chris Roberts	500.00
03/30/2015	Paul Johnston	750.00
04/01/2015	Ricky Templet	500.00
04/28/2015	Ben Zahn	1,000.00
04/29/2015	Elton Lagasse	1,000.00
04/30/2015	Cynthia Lee-Sheng	1,000.00
05/30/2015	Mark Spears	500.00
05/21/2015	Paul Johnston	500.00
05/26/2015	Elton Lagasse	2,000.00
06/03/2015	Jennifer Van Vrancken	1,000.00
06/29/2015	Elton Lagasse	500.00
06/03/2015	Jennifer Van Vrancken	500.00
10/06/2015	Jennifer Van Vrancken	500.00
11/09/2015	Chris Roberts	500.00

**CAMPAIGN CONTRIBUTIONS**

**DAVID B. CAMPBELL**

**Thru November 23, 2015**

<u>DATE</u>	<u>NAME</u>	<u>AMOUNT</u>
02/02/2015	Ben Zahn	1,000.00
06/05/2015	Ben Zahn	500.00
07/02/2015	Ben Zahn	250.00
06/22/2015	Chris Roberts	500.00
06/22/2015	Chris Roberts	500.00
06/22/2015	Chris Roberts	500.00
06/23/2015	Paul Johnston	100.00

The following is a list of subcontractors approved to provide professional services for this project:

- 1.) Gulf South Technology Solutions
- 2.) Ultix Software
- 3.) Solutient Corporation
- 4.) Geographic Computer Technologies
- 5.) VEC Solutions
- 6.) Digital Forensics Solutions



New Era RFP  
345 Proposal  
(relevant  
portions)





**Proposal for:  
Security Access & Video Management System**



**Jefferson Parish  
Department of General Services  
Security Division  
July 1, 2016**



July 1, 2016

Sidney Duffy  
Jefferson Parish Purchasing Department  
200 Derbigny Street  
Suite 4400  
Gretna, LA 70053

RE: Request for Proposal  
Parish of Jefferson  
Security Access and Video Management System

Dear Evaluation Team:

New Era Information Technologies, LLC (New Era) is pleased to provide its proposal to the Parish of Jefferson to provide a Security Access and Video Management System. New Era's proposal is presented in conformance with Jefferson Parish's Request for Proposal (RFP) dated June 1, 2016.

This project is of particular interest to New Era. We are a Louisiana company with a 12-year successful operating history. Additionally, New Era has established a viable professional relationship with the Parish of Jefferson.

New Era has studied the requirements in the RFP in great detail. We are confident that we offer the technology and intellectual resources to complete this project in a cost effective and timely manner.

We do appreciate having the opportunity to submit this proposal for your consideration. We are prepared to meet with you and review our recommendations in detail. We are enthusiastic about the prospect of working on another project with Jefferson Parish and are fully committed to meeting the requirements of this project and far exceeding your expectations.

New Era is prepared to answer any questions regarding its proposal either in writing or verbally and stands ready to mobilize and commence work if given the opportunity.

Sincerely,

David P Campbell  
New Era Information Technologies, LLC



**Request for Proposal  
#0345**

**PROVIDE SECURITY SYSTEM EQUIPMENT MAINTENANCE,  
REPAIRS, REPLACEMENT, INSTALLATION, ETC. OF AN EXISTING  
SECURITY ACCESS AND VIDEO MANAGEMENT SYSTEM FOR THE  
DEPARTMENT OF GENERALS SERVICES – SECURITY DIVISION**

**SIGNATURE PAGE**

The Jefferson Parish Department of Purchasing is soliciting Request for Proposals (RFP'S) from qualified proposers who are interested in providing Security System Equipment Maintenance, Repairs, Replacement, Installation, etc. of an existing Security Access and Video Management system for the for the Jefferson Parish General Service Department – Security Division.

**Request for Proposals will be received until 4:30 p.m. Local Time on: Friday, July 1, 2016**

Acknowledge Receipt of Addenda      Number: 1  
Number: 2  
Number: 3  
Number: 4  
Number: \_\_\_\_\_

Name of Proposer:                    **New Era Information Technologies, LLC**

Address:                                **277 Plauche Street  
Harahan, LA 70123**

Phone Number:                    **(504) 416-0410**                    Fax Number:                    **(504) 208-3196**

Type Name of Person Authorized to Sign:                    **David B. Campbell**

Title of Person Authorized to Sign:                    **President / CEO**

Signature of Person Authorized to Sign:                      
\_\_\_\_\_

Email Address of Person Authorized to Sign:                    **david@newerait.net**

Date:                    **July 1, 2016**

This RFP signature page must be signed by an authorized Representative of the Company/Firm for proposal to be valid. Signing indicates you have read and comply with the Instructions and Conditions.

## **Table of Contents**

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	Corporate Location	
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## Technical Proposal

New Era is pleased to provide its proposal to provide Security System Equipment, Maintenance, Repairs, Replacement, Installation, Etc of Existing Security Access and Video Management System for the Department of General Services – Security Division of Jefferson Parish Government.

To provide these services, New Era Information Technologies, LLC (New Era) will partner with Security professionals from:

- VEC Solutions, LLC (VEC)

Both organizations are Louisiana-based companies.

The above parties have worked hand-in-hand on numerous projects since 2012. This unique alliance brings together extensive experience on both technical and administrative sides of security and video management systems. Since New Era and VEC have been working together throughout Jefferson Parish Government since 2012, we guarantee the existence of our subcontractor partner to be completely seamless and transparent to its operations at Jefferson Parish. VEC while working New Era is responsible for the current implementation of the Frontier Security Platform throughout Jefferson Parish.

For purposes of this proposal, we will refer to this conglomeration as **“The New Era Group”** or simply **“New Era”**.

**Neither New Era nor any of its partners have ever been involved in litigation resulting from professional services performed for any public or private entity.**

The New Era Group has relevant experience in every technology and security management system listed in the RFP. In our technical proposal below, we have included some items that are not currently listed in the RFP to show our vast knowledge and expertise in keeping you on the forefront of security.

Our team specializes in implementing new technology and supporting existing infrastructures. We will work directly with the Department of General Services to help them plan their security endeavors. We provide consulting, analysis, and testing of all security systems at our clients. Our team members handle both the network and security platforms when possible. Having a team of network engineers to work with the security experts is key in providing an ultra-secure environment and platform. There are many security enhancements and considerations that we can take when we can ensure that the network is setup in a secure manner to avoid any disastrous security breaches.

## Certifications

The New Era Group (New Era or VEC) has the following list of certifications which covers all of the requested certifications listed in the RFP. Question 21 of Addendum #1 clarifies that the Company OR the sub-contractors and its employees performing work under this scope shall be properly licensed by the State Fire Marshal's Office. Furthermore, New Era has contacted the State Fire Marshal's Office to verify that our licenses and sub-contractor licenses are sufficient in the scope of work in this RFP. Our certifications are in Microsoft Systems, Cisco Systems, Security Systems, Closed Circuit Television, Frontier and Mercury Systems.

- Louisiana State Board of Contractors (Electrical)
- Louisiana State Fire Marshal (Security, CCTV)
- National Fire Protection Association
- Frontier Integrated Platform
  - Access Control Level 1
  - Web Client Module
  - Operations Module
  - Administrator Module
  - Credential Management Module
  - Mercury Subsystem
  - Frontier Subsystem
  - Frontier Video
- Microsoft Certified System Engineer (MCSE)
- Microsoft Certified Technology Specialist (MCST)
- A+ Certified
- CCNA, CCDA

***The above list of licenses and certifications are displayed in Appendix 1.***

The following is a list of the specifications and requirements of the RFP that are required by the Department of General Services and New Era's responses to each of these items:

## New Equipment

The New Era Group understands that Jefferson Parish will need new equipment for card access, Identification Management and CCTV on an as needed basis throughout the contract to upgrade the existing parish wide security system. New Era through its partner VEC is a Frontier Security Certified Partner. Our staff in this proposal has undergone all of the Frontier certifications to ensure that they can provide master level service across the board. The current Jefferson Parish security system for access control is Frontier R4.5.



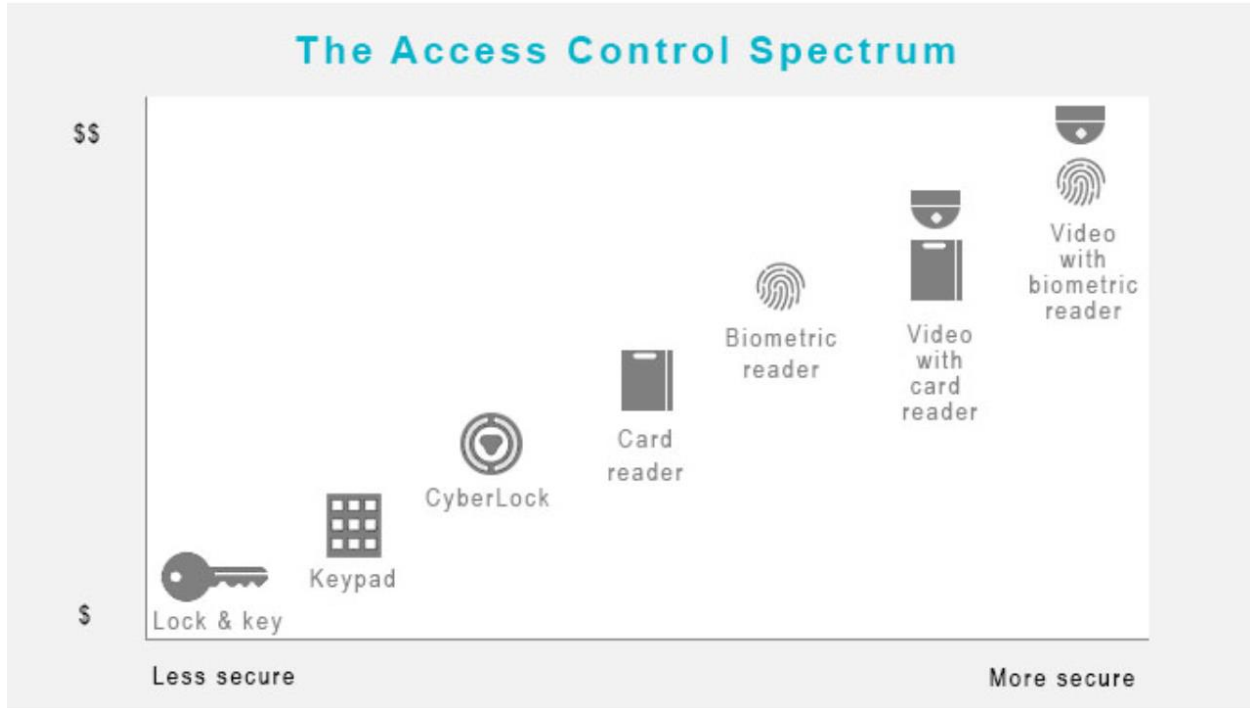
The current CCTV system throughout Jefferson Parish is running predominately on HikVision IP Cameras. The New Era Group has been supplying HikVision Cameras to Jefferson Parish over the past two years. We initially provided 30 HikVision cameras in the Jefferson Performing Arts Center along with a HikVision NVR (Network Video Recorder). While New Era is hopeful to convert the HikVision NVR's to Frontier Video in the future, our team is capable of providing numerous products from different hardware vendors that are all compatible with Frontier. Initially Frontier did not support HikVision cameras, but at the request of our team, Frontier added support for all of HikVision's cameras. We have worked out a deal with HikVision to gain access to their SDK (Software Development Toolkit). Please refer to Innovative Concepts for more information on this. A great feature of the Frontier Video System is that it can run on a Windows PC or Windows Server based on the number of cameras required. This gives Jefferson Parish the ability easily setup a NVR running on a Windows based system. These systems can be purchased off of state contract at lower prices and configured to be an NVR in the system. A huge benefit of setting up Frontier NVR such as these is that you have the ability to customize the interaction with the system. One of those features is that you can setup a scheduled task to offload video on a scheduled basis instead of having to only record to multiple locations in real time.

Our team has partnerships with distributors the can supply any type of security panel and camera. We have partnerships with Anixter, Mercury, ScanSource Security just to name a few.

The New Era Group has included the requested set of access control and camera hardware, but based on our partnerships above, we can supply any new state-of-the-art equipment that hits the marketplace. We are continuously monitoring new capabilities to be able to present technology to Jefferson Parish that will keep them on the cutting edge of Security products. Some of these additional enhancements are items such as biometrics, facial recognition and smartphone capabilities. Our team has recently presented the Jefferson Parish Council with options such as fingerprint recognition and smartphone access.

It is no longer acceptable to just install technology for today. The New Era Group ensures that we are presenting solutions that will help "**futureproof**" Jefferson Parish and all of our clients.

New Era understands the need for new equipment as we have been supplying Jefferson Parish with new security equipment through the existing contract. There have been new facilities such as the Westbank Animal Shelter, 24<sup>th</sup> JDC and Parish President's Offices where we have provided new equipment. We will go into more detail on these projects in our Qualifications and Experience section.



*Evolution of access control and security levels*

## Replacement Equipment

The New Era Group has the ability to provide replacement equipment on the current security system which is comprised of Frontier Security System – Frontier R4.5 Access Control and the current Video Management System. As a Frontier Security Partner, we have access to all Frontier Security products. However, it is even simpler than that. Since our team has implemented Frontier on top of the Mercury Subsystem, this ensures that the platform is compatible with any Mercury product which is an industry standard. This allows your system to run on an open platform that can integrate with numerous different providers instead of being stuck with only one. We have been installing Mercury EP1501, EP1502 and EP2500 building controller boards throughout our clients and Jefferson Parish.

Mercury’s Access Platform EP1501 is the next-generation intelligent controller within the EP platform family and is built on the Mercury Access Foundation. Feature-rich and fully Mercury enabled, the EP1501 provides OEMs with a high performance, Ethernet ready, cost-effective dual card reader panel capable of controlling a single opening. The EP1501 is expandable up to 8 downstream SIO controllers and up to (16) MR51e network ready door controllers for a total of **17 doors**. Easy installation with Power over Ethernet (PoE) makes this the top choice for a single-door controller. **Once configured the Mercury EP1501 functions independently of the host and is capable of controlling access and managing elaborate processes such as relating selected system devices and their activity to other onboard devices, allowing actions and activities to transpire without host intervention.** Offering powerful flexibility, the Mercury EP1501 is capable of interfacing with an array of reader technologies for a single opening. Reader ports support separate in/out readers and technologies that include Wiegand, clock and data, RS-485, magnetic stripe, keypads, LCD and biometrics. The result is the flexibility, versatility and reliability you need for system success.

Mercury's Access Platform EP1502 is powerful. Based on the intelligent next-generation Mercury Access Foundation, the platform uses an RS-485 or Ethernet link to connect to a Windows or Linux host to provide access control, alarm management and scheduled operations all in one package. Alarm Management capabilities include standard or customized end-of-line resistances; programmable sensitivity and hold time for line conditioning; entry delay latching and unlatching options; and entry-exit delays. Leverage Mercury's market acceptance and proven track record to bring your system or product to the market forefront.

The Access Platform EP2500 is an intelligent controller platform with native network support. This powerful and high-performance platform provides an Ethernet ready, fault-tolerant panel capable of efficiently managing a large network of access panels in any system design. Based on the intelligent next-generation Mercury Access Foundation, the platform uses an RS-485 or Ethernet link to connect to a Windows or Linux host to provide access control, alarm management and scheduled operations all in one package. The EP2500 is capable of elaborate processes and procedures without host intervention. Once configured, the EP2500 functions independently of the host, and is capable of controlling access, managing alarms, interfacing with an array of Mercury hardware devices, all while providing the decision-making oversight that each system configuration requires. Providing centralized biometric template management, the EP2500 supports the range of reader technologies, including Wiegand, magnetic stripe and biometric RS-485 connectivity.

Leverage Mercury's market acceptance and proven track record to bring your system or product to the market forefront.

During the migration that we did at Jefferson Parish, we worked hard to keep everything on the Mercury Subsystem. Not only did we do that, but we also upgraded all of the Mercury panels to the latest firmware (software) which makes the system even more secure and lowers the opportunity to hacking or compromises. An example of this would be getting rid of all of the older building controllers that used the serial connector. These used an older version of Java software which is prone to hacking. This happens in computer environments all the time which is why our team also keeps the Parish computers off of these older technologies. Just like in the New Equipment section above, we have the ability to replace any component in the security system at Jefferson Parish and ensure that it is compatible with all other components. This is all included in the annual maintenance cost.

## **Required Maintenance**

Jefferson Parish has learned that by not maintaining a system properly, that you end up with numerous deficiencies that need to be addressed at the same time during upgrades. Since our team has taken over the security contract, we have found numerous outdated components in the system. There were building controllers that were manufactured in the 1990's. The New Era Group understands that the required preventative maintenance will keep your system running for many years into the future. By replacing aging components and monitoring the age and condition of equipment, our team can ensure that you keep a cutting edge platform in place that is always operational. This required maintenance will be to all aspects of the system Frontier Access Control and Video Management Systems. We will keep an online list of all of the components of the access control, Identity Management and Video

Management systems. This list will have the installation date, manufactured date, last inspection date as well as other warranty information. We will keep this list up to date as we move through the contract which will allow Jefferson Parish with the ability to easily monitor this as well. This is all included in the annual maintenance cost. As part of the required maintenance, our team will provide new software and firmware updates to all security components including the building controllers, card readers, Frontier and database servers.

As stated in Addendum #3, the successful vendor shall replace all existing Mercury panels which are past its upgradeable firmware period to the latest Mercury panel within the first six (6) months of the contract start date. During our analysis and migration, we have replaced nearly 40 of the building controller boards (EP1501, EP1502). Since maintenance on the equipment has not been kept up to date in the past, we have determined that we will need to replace approximately 175 – 200 of the card reader interface boards (MR50 & MR52) during the first 6 months of the contract to respond to this requirement. The cost of this is included in our annual maintenance cost.

## Security Consulting

The New Era Group is constantly researching and participating in peer groups to stay on the cutting edge of technology and security systems. Our team is working with the Jefferson Parish Security Director and staff daily to inform them of the best practices and new and emerging concepts coming down the pipe. This will allow Jefferson Parish to stay informed and keep moving with security and technology as time passes. This is all included as part of the annual maintenance cost. Our team is dedicated to knowledge sharing. We don't like to keep secrets when we can work hand in hand with your team to showcase what can be accomplished. We also understand budgeting and work hard to keep the new technology within your budgets. As part of the annual maintenance cost, the annual software support with Frontier is included. We will work with Jefferson Parish to ensure that the system performs above your expectations. Our team will train Jefferson Parish on any systems including any new functionality that is released.

## Training

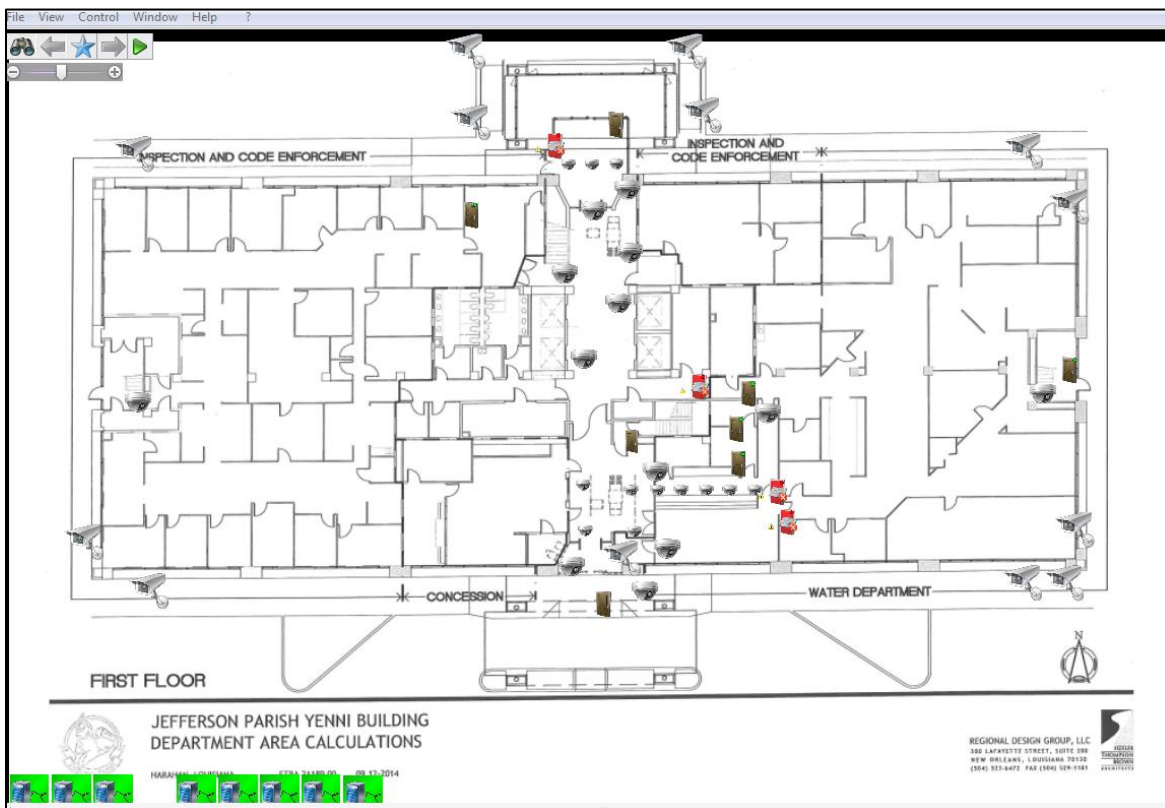
When it comes to training, the New Era Group has expert trainers across the board. Not only is our staff certified with Frontier, but we have been conducting training sessions throughout Jefferson Parish for quite some time. Our own safety training specialist, Ed Cockrell holds multiple master certification training certifications. Our staff has already been working with Jefferson Parish Security Staff to provide hands-on training on the Frontier Security Platform in all aspects of the system. Besides conducting our own training, Frontier has its own university that it allows its partners to take advantage of. Being a customer of our team, your staff will have unlimited access to any and all training videos and courses in the Frontier University. Our staff members have completed all of the certifications in the Frontier University as well. All of this training whether it is hands-on, remote or online is included in the annual maintenance cost.

## On-Site End User Assistance

The New Era Group believes in on-site support as well as remote support. We have learned that working hand-in-hand with the customer provides excellent results and customer satisfaction. For that reason, we opened our office 1.8 miles from the Yenni building back in 2013. This proximity of our office to the Parish allows us to be on-site at any Parish location in an expedited period of time. We currently have numerous team members in and around the Parish buildings on a daily basis. This allows us to jump on any issue as quickly as possible. We believe in customer service and being on-site helps tremendously even though we know that we can provide much of the support remotely. The RFP calls for a minimum of 100 hour of on-site end user assistance. We have been much higher in our on-site support time and see no reason to change due to our success.

## Documentation

New Era believes in documentation! Our team will create diagrams of your access control and camera systems. These diagrams give a visual concept of your network to ensure that non-technical team members can view and follow along. Since we have built the Frontier system, we have started entering all of the access control and camera locations and floorplans. By uploading the floorplans into the Frontier system, we are able to display a graphical representation. Not only is this used for documentation, but it is used from troubleshooting to make it easier for the user to pinpoint the location of any issues.

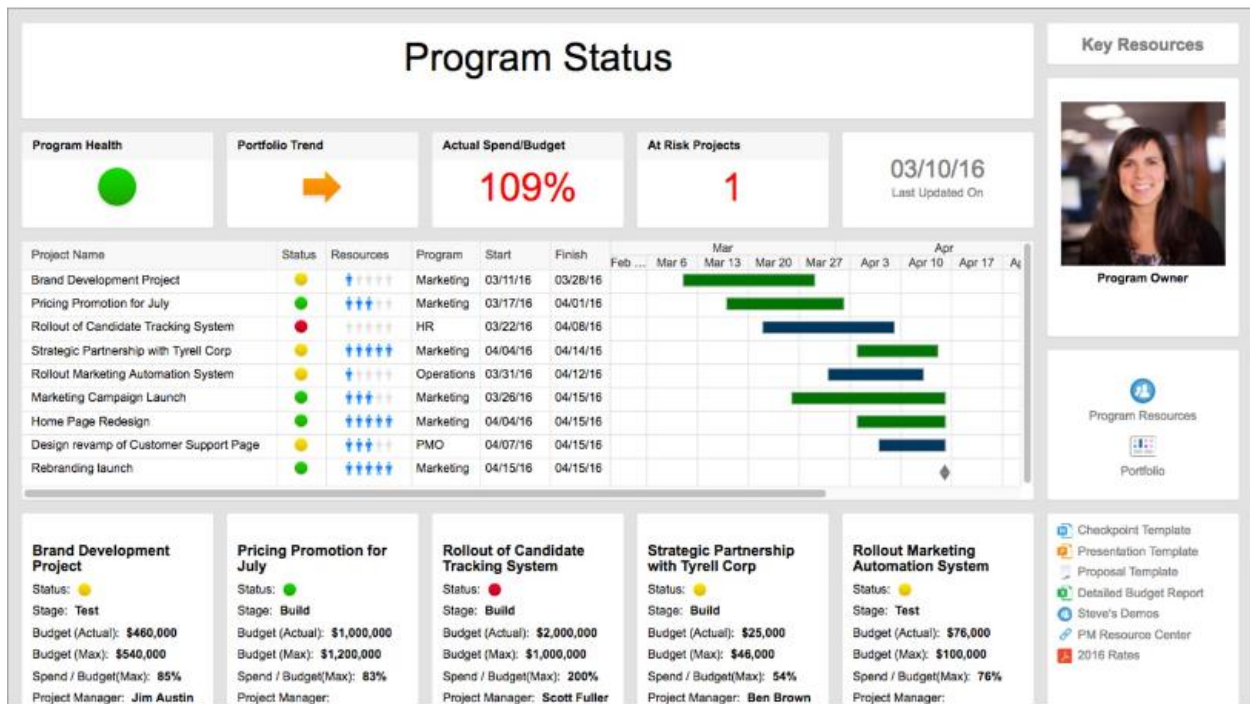


*Sample Floorplan with camera and access control locations*

When it comes to project tracking, we have experience with multiple project tracking software that will allow us to produce reporting. We have found an absolute fantastic software that we have partnered with. That software is SmartSheet.

Smartsheet.com, a leading Software as a Service (SaaS) company, offers an enterprise-ready cloud app for work management and collaboration. The award-winning tool is trusted by more than 80,000 businesses and millions of users in over 175 countries.

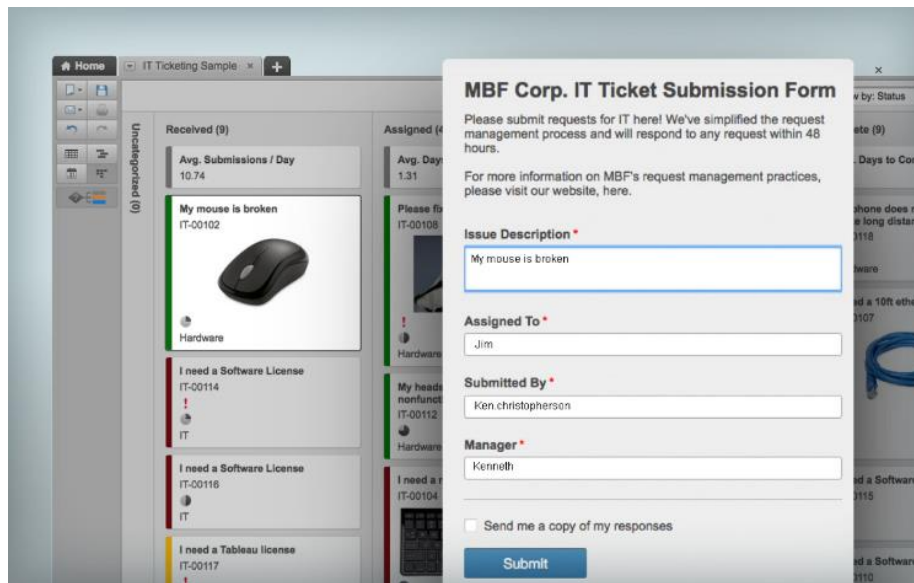
Regarded for its online project management, collaboration, and file sharing features, Smartsheet's intuitive spreadsheet-like app is used broadly to track and manage diverse types of work including: team projects and task lists, customer information, sales pipelines, event schedules, and business processes. With this software, we can track all of our projects and completion schedules. Built-in with Gantt Charts and constraints, we can see which resources are getting overloaded and where we need to move work to in order to stay progressive.



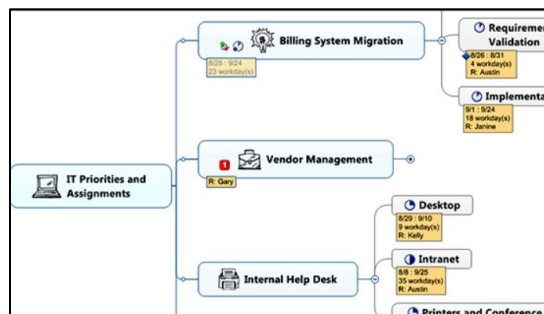


Utilizing Smartsheet, we also have that ability to create web-based forms that will allow for Jefferson Parish to select a location and submit web-based tickets for support. We will be rolling out this feature next month as this is an on-going project. Our ticketing system will increase visibility into the support process to ensure that nothing is forgotten. The features and benefits:

- Track tickets to completion by moving tasks through lanes
- Use symbols and color coding as a visual representation of task importance
- Streamline the IT ticketing process with a simple intake web form
- Increased speed to resolve user issues results in higher user satisfaction



New Era has also recently started using Mind Mapping Software. MindManager’s flexible mind maps and diagrams promote freeform thinking and enable quick organization of ideas and information. Use MindManager’s visual format to capture, organize and communicate complex topics more clearly. Manage your work more effectively with MindManager. We have already seen how this helps to get your thoughts together and organized on projects, proposal and tasks. We used this software in organizing the details of this proposal. Once this software was brought to our attention, we immediately recognized the capabilities and jumped on the chance to explore. This software promotes brainstorming and project management. When you are constantly looking for the next generation technology, you definitely need to keep your thoughts organized.



## Understanding

The New Era Group has thoroughly read the RFP and all Addenda and understands the circumstances and procedures under this request. We are committed to continue to provide our stellar service to Jefferson Parish under this contract and exceed their expectations. New Era also understands based on Attachment D of Addendum #3, that there are currently about 573 access control and 1129 cameras, but we understand that this number may be more and will certainly grow. Our annual support cost covers all of these plus additional under this contract. These are currently spread over about 60 locations.

## Warranties

Smartsheet was made for collaboration and tracking. Providing a list of inventory with all of the key pieces of information such as: description, manufacturer, model, serial number, date installed, location installed, warranty expiration, etc. is not only key to provide to any customer, but also required in this RFP. Smartsheet allows us to create an online version of this information. It also allows us to upload documents and files into the line items of the report. This will allow us to upload any warranty and registration form. Another great feature here is the alerting feature. We can setup date alerts so that we receive a notification before a warranty expires to ensure that we have evaluated the equipment.

Our standard response time to Jefferson Parish for Security is a 4-hour response time. The RFP calls for a 24-hour period for service calls. We anticipate never exceeding that 24-hour mark as we guarantee that 4-hour response time. We currently provide support and maintenance on all existing equipment at Jefferson Parish even if we did not install the original equipment. We will continue to provide that warranty and support as well as warranty and support any additional equipment that we install in the future.

## Products

The security system at Jefferson Parish is comprised of a Frontier Security System and Hikvision NVR/DVR/Camera System. Below, we touch on those systems, capabilities and potential issues and recommendations.

### Frontier Security System

Frontier designs each of our security management solution with the unique needs of their customers in mind, integrating cutting-edge access and security technologies that effectively protect their people, facilities, information and other critical assets like no other company can.

At the heart of each of these solutions is the Frontier Integrated Platform – a powerful suite of access control software that gives users total control over video management, alarm monitoring, auditing, real-time response, reporting and more. Its open-architecture design and compatibility with leading third-party security manufacturers gives IT managers and our nationwide network of highly trained and certified Solution Partners the ability to easily configure the best system for their specific security needs.



The New Era Group through VEC Solutions is an authorized partner with Frontier. Jefferson Parish is currently running Frontier 4.5 platform. Frontier is a robust, fully scalable access control solution for mid- to enterprise-sized businesses. Compatible with Mercury Security, aptiQ and Matrix-manufactured hardware, Frontier access control systems have been proven at some of the nation's largest facilities. This is the reason that our team has partnered with Frontier. They provide cutting-edge, scalable solutions that we take pride in offering. The New Era Group does not plan to steer Jefferson Parish away from the Frontier platform. We make use of many of the features of Frontier at Jefferson Parish and continue to expand. The Frontier Integrated Platform has been proven in the most challenging environments across a variety of industries. Its powerful **open architecture design** allows total control over alarm monitoring, auditing and reporting. The Frontier System adapts and grows with your organization. It can be configured for virtually any size installation, with support for an unlimited number of client workstations, card holders and users. Frontier's flexibility also supports all types of access readers and card technologies. Unique in the industry, a single Frontier enterprise server can control thousands of doors, eliminating the need for costly regional server environments. This consolidated methodology will help Jefferson Parish save on costs.

With Frontier, you can assign and manage an unlimited number of credential types to a single person. In addition, you can eliminate data duplication as well as create a more consistent credential environment and manage physical access rights more efficiently and with better visibility.

Features of the Frontier Platform that are available to Jefferson Parish out of the box:

**Alarm Notification:** Frontier users can be notified by email or text of alarm activity.

**Domains:** Users can be restricted so that they can only unlock specific doors.

**Credential Production:** Custom badge design, image capture and direct badge printing from the Frontier application.

**Multiple Calendars:** This feature provides a method for adding more than one calendar/holiday schedule into Frontier. This is useful for facilities spread over large areas with different holiday schedules. At Jefferson Parish, this is useful among the different departments such as 24<sup>th</sup> JDC, Fire, Yenni and GGB.

**Elevator Control:** Controls access to building floors.

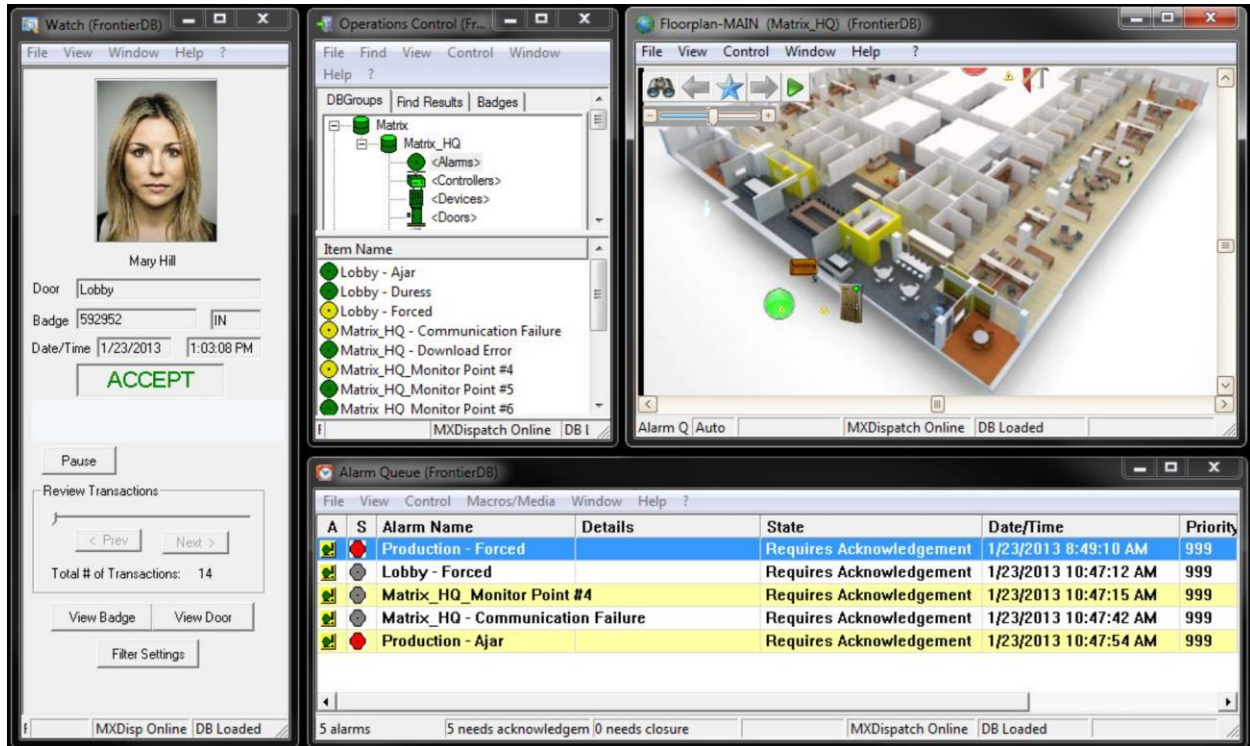
**Guard Tour:** Doors and alarms can be used as checkpoints. Failure to reach a checkpoint in a specified time period can trigger an alarm.

**Key Control:** Key control monitors and controls the tracking of a facility's mechanical keys.

**Two Person/Two Badge:** Two person access control ensures a specified area always contains at least two badge holders when needed.

**Watch List:** Proven at some of the nation’s busiest airports, this unique feature compares names listed on the TSA “No-Fly” and “Selectee” lists with names in Frontier’s badge database, revealing any badge holders potentially matching either list.

While this list is certainly not all of the features of Frontier, it is just some out of the box that can be utilized at Jefferson Parish. Some of these features are already in production at Jefferson Parish.



*Frontier user customizable dashboard.*

The Frontier client dashboard can be configured with any number of windows in any position that you desire. You can move any of the windows around giving each admin user the ability to monitor what their job dictates. The Watch window will show you every single person as they are accepted or rejected at an entry point.

At Jefferson Parish, the New Era Group has been implementing a true security model. When we took over the system, there were numerous issues that we found that could cause a breach in security. We first started with securing the network built around the access control and camera system. Through the access control system, Jefferson Parish also needs the ability to control gates and elevators as well as doors. We use Schlage Gate Control Kits and Elevator Control Kits. These kits complement the current system and can bring wireless access control to applications that are difficult to reach in a traditional wired approach. These units are compatible with most popular Wiegand or Clock & Data format credential readers on the market today. The wireless gate operators eliminate the need for trenching in gate applications, driving a significant reduction of installation time and cost. The gate kit is ideal for

parking lots, airports, military bases and garages. The wireless elevator kit means that access control can be applied to elevators at a much faster rate, reducing downtime and disruption within the facility.

The Frontier Platform integrates with Microsoft Active Directory so that you can enable and disable accounts and manage your security accounts from a network level for an added layer of security. This ensures that users are security stored by Microsoft's services instead of leaving vulnerable credential information sitting in a database when it is not needed. In our Experience, we will touch on some of the pitfalls that we have found throughout our migration.

Frontier's new web client allows you to use any web browser to securely connect to the Frontier access control system for system administration and control, manage credential information, run reports, receive system alarms and control doors. There is also a table-friendly user control for mobile control.



## Video Management System

An advanced video surveillance system is one of the most effective ways to identify unwanted persons and suspicious activity. It's particularly important for large enterprises/organizations with multiple sensitive areas and expansive or remote facilities that simply can't be properly secured with fences and on-site guard patrols.

But video security management is about more than just cameras and monitors. Once you capture events, you need an efficient way to review and analyze the activity, and respond in real time if you identify a security breach.

Jefferson Parish is currently utilizing mostly Hikvision cameras with a combination of Hikvision NVR's and DVR's. These systems were mostly put in place before our involvement with the Security contract, but we have been enhancing and supplementing this equipment. The video management software is run on client PC's throughout the Parish. This is where you can view the video. The problem with this model is that there is not enough bandwidth between the locations to pull the video or stream it over the network. There are a few different solutions being discussed. If the network design is built out to include high-speed bandwidth which is currently being discussed, then we have multiple options for bringing the video back to a centralized location. This process dictates what we are capable of doing with the recorded video. We currently sell, service and support Hikvision NVR's, DVR's and cameras, BUT we highly recommend the Frontier Video Management System.

Hikvision's software works well for small to medium size environments. They even state this on their own website: "iVMS-4200 is a versatile video management software for the DVRs, NVRs, IP cameras, encoders decoders, etc. It provides multiple functionalities, including real-time live view, video recording, remote search and playback, file backup, etc., for the connected devices to meet the needs of

monitoring task. With the flexible distributed structure and easy-to-use operations, the client software is widely applied to the **surveillance projects of medium or small scale.**”

Hikvision’s NVR’s have some limitations such that it cannot send video data off-site on a **scheduled** basis. The video data has to be recorded to a second source in real time. This is one of the reasons that it works very well for small and medium self-contained environments, but has problems scaling to large enterprise environments. Jefferson Parish has grown from a couple of hundred cameras to over 1200. This is now an enterprise environment. Our pricing model will reflect Hikvision NVR’s because that is the primary system residing in the Parish today. We will continue to support and maintain that system, but we will include more information on the Frontier Video Management System which is the ultimate goal. **Please see Innovative Concepts for more information on our Frontier Video Management System.**

Both the current Hikvision video recording system and the Frontier Video Management system support both analog and IP based cameras. They also support recording to simultaneous streams at the same time, although with Frontier you can record and schedule the offloading of video data. Both systems that we support allows for adding additional cameras on an as-needed basis to where you can start small and upgrade based on your needs. Each camera that we install can be independently set for their frame rate and resolution and it will not affect other cameras or display settings. Each camera has multiple settings that can be selected and we will work with Jefferson Parish Security staff to ensure that the settings are set according to best practice. All of our video solutions offer a web interface, desktop interface and mobile interface.

## Microsoft SQL Server

The New Era Team has experience with Microsoft SQL Server since it was part of Sybase SQL Server back at version 6.0. Our team has been working with SQL Server as their primary database for numerous years. We have intimate experience with versions 6.0, 6.5, 7.0, 2000, 2005, 2008, 2008 R2, 2012, 2012 and most recently 2014. We currently manage production environments in versions 2005 – 2014. Our staff, specifically Glen Feucht and John Sympton maintain and support all of the SQL Server databases throughout Jefferson Parish Government. The Frontier system database is a Microsoft SQL Server 2014 database. We ensure that all of this data is secure and also backed up! Data backup is an extremely critical part of any database system. This is so important that we check backups daily. If you ever lost your entire system, you would need to rely on your data backups.

## Wire troubleshooting & Cabling

All access control and camera projects require cabling for communication. Our team has been providing cabling services to Jefferson Parish Government since 2012. We have done small jobs that require a single cable to complex jobs such as: JPAC and West Bank Animal Shelter that included hundreds of cables. We take pride in our cleanliness and ensure that all cabling is neatly tied down and secure. Our team members, specifically Danny Newman and Jason Hill have been involved in most of the cabling projects around Jefferson Parish. Besides basic cabling projects, our team has our own boring rig. This allows us to run fiber optic cabling to connect buildings together. This often helps save costs over the

long term where you can run multiple connected buildings off of a single controller to take advantage of the broader capabilities of an EP2500 controller board.

Our technicians can handle any size cabling job. We have completed a 300 cable installation project at the Jefferson Parish Performing Arts Center that consists of CAT6 cabling, Fiber and Analog Twisted Pairs. We have also completed a 100 cable installation at Second Harvest Food Bank on a new server room that they had constructed. We have completed numerous cabling projects over the years. No job is too big or too small.

### **Power Surge Protection**

New Era recommends the use of Eaton UPS (Universal Power System). Our team has worked with both APC and Eaton for years. The Eaton PowerWare line is a very easy to use and maintain power system. Eaton has grown over the years to be the leader in the UPS marketplace. UPS is critical to provide either a smooth transition to generator power or to allows you the appropriate amount of time to properly shutdown key equipment. New Era has experience with small PC units all the way up to the larger 50 kva units that power and entire data center. UPS's are not a one-size fits all. They need to be sized to fit the environment of the system that they are supporting. Many of the access control boards throughout Jefferson Parish were not even connected to a UPS. We are ensuring that every data closet has a UPS. Besides ensuring that UPS's are in line, you need to ensure that you are using a "power conditioning" UPS. This ensures that clean power is being supplied to the device instead of just being a pass through battery. Another addition is that we have been installing battery backup units into each of the building controller boxes so that in the event that you lose a UPS, we have a redundant option on the building controller. This keeps your facility safe by ensuring that your access control system is always operating. We picked a middle of the line unit that we use in all of the data closets at Jefferson Parish for our pricing, but these units will be determined based on the number of cameras and size of the NVR at each location so that you do not overspend or underspend.

### **Contractor Specifications**

The New Era Group meets and understands all of the specifications of the RFP, specifically Attachment B, Part 2 of Addendum #4.

- A. New Era resides within the 50 mile radius of Jefferson Parish as required by the RFP. We actually reside 1.8 driving miles from the main Yenni building.
- B. The New Era Group has been in the Access Control and Closed Circuit Television business for the last 12 years dating back to 2004. Our occupational license is attached in Appendix 1 of our proposal.
- C. Our team has inventory of all of the main components of the Access Control and Camera System. Not only do we have inventory of the main components, but we have relationships with vendors where we can have any additional components within 1 business day. One of our larger distributors has a distribution center in Southhaven, MS.

Our inventory list:

1. EP1501 – 3
  2. EP1502 – 3
  3. EP2500 – 3
  4. MR52 – 25
  5. MR50 – 5
  6. Maglocks – 5
  7. Electronic Strikes – 5
  8. PIR – 5
  9. Push to Exit – 5
  10. Batteries, Screws, CAT6 Cabling – Extensive
- D. The New Era Group is licensed with the State Fire Marshal's Office through VEC for Security and CCTV and New Era Information Technology for CCTV. In speaking with the Fire Marshal's Office, we are assured that we are properly licensed to provide services to Jefferson Parish. Furthermore, our team with VEC was interviewed by the Fire Marshal's office to ensure that we were providing the services in the correct manner and properly licensed. Our licenses are included in Appendix 1 of our proposal.
- E. Our Louisiana State Contractor's License is included in Appendix 1.
- F. Insurance certificates for our team are included in Appendix 1.
- G. Our team is certified on the Mercury Subsystem. That is one of the requirements on being a Frontier partner. We can provide the payroll verification for these technicians at any time requested. Our team through VEC has been a Frontier partner since 2014. We have included the authorized dealer letter on manufacturer letterhead in Appendix 1.
- H. All of the team members at the New Era Group are aware and comply with all regulations, project requirements and directions of Jefferson Parish.
- I. All of our team members on this contract are qualified to accomplish all work promptly and satisfactorily. Should Jefferson Parish ever feel that we are not operating at this level, we urge you to contact our Project Manager, Glen Feucht immediately.
- J. Our staff always follows manufacturer guidelines to ensure that we are in accordance with their specifications.
- K. We use riser and plenum rated cabling and always ensure that we use plenum when required by code and often times even when not required by code.
- L. We take pride in the fact that we provide extremely neat and organized wiring projects. Examples of this include our work at the JPAC facility where space was very limited, but we still left with a neatly tied down environment.
- M. New Era ensures that all conduit and armored cable will be secured and neat.
- N. We will never leave any junction boxes or device enclosures accessible. We will always use tamper proof screws for anything that is publicly assessable.
- O. Our team leaders always meeting with the stakeholders on the project to verbalize everything that is on the drawings and ensure we are on the same page. We will markup any drawings electronically with any changes prior to beginning any work.



- P. A benefit of our electrical certifications, we always ensure that all of our work is in accordance with reference NAT codes and meets specifications.
- Q. Our team is dedicated to having a full and proper operating system. This actually helps us maintain the system for years into the future. Through our migration to the Frontier platform, we have found multiple components that were not set up in the proper fashion. We have corrected any of those installations that we have come across.
- R. The New Era Group understands the importance of customer signoff. We further understand the 14-day acceptance and inspection. We already work daily with the security department at Jefferson Parish and will continue to do so. This constant communication ensures that we are on the same page and can make sure that the acceptance test and checklist is completed. A completed check-off is only deemed acceptable when the entire checklist can be completed in a single pass.
- S. As shown in our documentation and training sections, we will always provide hands-on training, all documentation and manuals and complete system support as part of our annual maintenance contract with no additional costs to Jefferson Parish.

## Qualifications & Experience

New Era is a Jefferson Parish, Louisiana based company that is headquartered in Harahan, LA. The New Era Group has staff members ranging from New Orleans to Baton Rouge. Due to this, we have the ability to travel to any Jefferson Parish site in an expedited period of time. We understand that Jefferson Parish has approximately 573 access controllers and 1129 across the Parish.

New Era has performed computerized business automation, technology services and software development since 2004. We specialize in business automation, re-engineering, consulting, technical services, system development, database design, GIS, Access Control and CCTV. We have a great amount of experience in mainframe and other legacy type systems as well as developing client server based applications using Microsoft .net and rapid application development techniques. Our team specializes on providing security services and implementing the latest trends of technology. We strive to meet all deadlines and stay within the budget on all projects.

As documented examples of our success, we offer relevant projects on the following pages. From this, you will be able to tell that we have the ability and skills to manage a project of this nature.

VEC Solutions is our sub-contractor on this and many other contracts and projects. They make up a key component of The New Era Group. VEC is an Industrial/Commercial Contractor. The employees of VEC are a diverse group of experienced trades men/women working in various disciplines ranging from Networking, Telecommunication, Access and Video Security, Underground boring, Fabrication and Electrical in both the Commercial and Industrial fields. VEC has a core group of four leaders possessing 125 years of combined experience in installation of their craft specialty and managing employees. that also provides a state of the art Electrical Testing and a 24 hour-7 day a week Service Department. VEC offers outstanding benefits and growth opportunities for craft-personnel, and supervisors as well as seasoned upper management. Our employees are rewarded for their growth and productivity with competitive pay, outstanding benefits, a clear career-path and a work environment which fosters employee growth.

VEC recognizes the challenges of sustaining a high performance team by building an environment where all employees can do their best work, contribute to their fullest, and develop their potential and talents. Our family atmosphere with our Win-Win attitude and our commitment to our community makes VEC a great place to work. We are currently partnering with the ABC Bayou to proactively encourage student's interest in the Networking field. We provide hands on Cat 6 terminations for the students and explain the maturity and drive to succeed in the Networking field.

Vector also use the NCCER Craft Assessments, Performance Verifications and offer skill upgrades to encourage our employees to reach the top of their field. Our Supervisors are trained using the NCCER Skills for the Crew Leader and our Project Managers are trained using the NCCER Project Management series. We have a representative serving on the NCCER Book writing



committee as a Subject Matter Expert for the Electrical text and revising the assessment. He has been serving as a subject matter expert since 1997.

VEC 24-7 Safety, is a behavior based safety system which incorporates specific observations for each task we perform. We are currently gathering information on at risk behaviors and safe behaviors through observations in an effort to reduce the at risk behaviors. The VEC 24-7 Safety program encourages employees to participate and make safety a lifestyle. All observations are measured and a plan is implemented to eliminate the at risk behaviors and measured as to its effectiveness. This system allows the plan to continuously change and improve to meet the needs of any job site or safety challenge. This plan encourages the employees to reap the incentives of success and learn to overcome the challenges of the workplace by working as a team.

Quality Control and Quality Assurance are the true measurements of an effective training program and a structured communication chain of command. Our QC/QA program is thorough and concise to our industry. The follow-up and feedback has reduced our rework and has increased our productivity and craftsmanship. Each task has a specific QC/QA form (checklist) and follow-up to insure the work is done as professionally as is practical to offer the best value to our clients. These forms also produce a step by step structured documentation as the job is installed.

Look for Vector Electric & Controls to lead with innovative ways to offer value to our clients along with a well-trained and dedicated work force willing to work with you until the job is done to your satisfaction.

## **The New Era Group Relevant Experience**

Pursuant to Jefferson Parish Resolution No. 101636 adopted on August 11, 2004, New Era I.T. has agreed to provide supplemental computer services for the Parish to the Department of Management Information Systems (MIS) for the development and maintenance of software applications, computer room operations, and related services under the direction of the Director of the Electronic Information Systems Department (Director). In 2012, New Era was awarded an additional contract to handle the supplemental technical support of Jefferson Parish. New Era's personnel have completed the following projects and services:

### **Technical Support & Services**

The New Era Team handles daily tasks at Jefferson Parish for ALL areas of IT. Our team is responsible for keeping the network up and running. We handle all networking, switching, routing, servers, patch management, end-user support and anti-virus protection. Our team of technicians handles desktop support including virus and spyware removal, general desktop support, remote support and desktop image rollouts. We also run all Cat 5/5e/6 cabling throughout Jefferson Parish.

### **Jefferson Parish Performing Arts Center**

New Era completed a project with Jefferson Parish to buildout the network and security camera system in the Jefferson Parish Performing Arts Center. This project involved running all CAT 6 cabling throughout the facility. Due to the size of the facility, we connected one side of the building to the other with single mode fiber to ensure that the ticket office would not have a lack of speed and network resources. Our team installed all Cisco switches throughout and connected all of the end-user cable drops to the various VLAN's throughout. We also designed and installed the wireless networking throughout the facility which is comprised of a Ruckus Wireless system with 12 Access Points throughout. There have been numerous events in the facility where both the customer and the vendors utilize the wireless network without any issues. We also installed the 10 TV monitors that reside in the building. All of these connect back to the HDMI Matrix switch that we installed which will allow the management to send different video feeds to the TVs at any time. With New Era being a LA State Fire Marshal certified CCTV installer, we were able to setup the security camera network and video recording system which is comprised of 30 Hikvision cameras and a Hikvision NVR.

### **Jefferson Parish West Bank Animal Shelter**

The New Era Group is 90% complete with the West Bank Animal Shelter facility. This project includes 240 cable drops throughout the facility. 42 of those drops are dedicated to cameras. Besides having indoor and outdoor surveillance cameras, we also have cameras inside the rooms to give users the ability to monitor the animals in the rooms throughout the facility. This project also includes Access Control which is tied back to the Jefferson Parish Frontier Access Control System. There are multiple doors, walk-through gates and driveway gates that are controlled by this system. Once the construction is complete on the facility, we will finalize and go live with this system. This includes a Frontier Video Server as part of this project to tie into the Frontier Security System.

### **Jefferson Parish Access Control & Video Management**

Beginning in 2016, the New Era Group began the support and maintenance of the access control and video management system at Jefferson Parish. We started this process with the migration from an aging Lenel based system that was outdated back to 2012 to a state-of-the-art Frontier Security system. This project was not an easy task. Once we started digging into the system, we found many components of the system that had not been properly maintained over the years. We immediately began replacing aging components to this system. The first of these components were the old building controllers. Some of these controllers were manufactured back in the 1990's. Not only would they not accept the latest firmware from Mercury (the manufacturer), they were also using a serial connector with an old version of Java on the boards. Java is known to allow compromises and hacking which is why they constantly release updates. The problem is that these boards could not be updated to the latest version, leaving them vulnerable. We replaced them with the new Mercury EP1501, EP1502 and EP2500 controllers. Besides the boards that we had to replace, we learned that the boards that could accept the latest firmware still had outdated software on them. We updated the firmware on all of those controllers to be able to take advantage of the new security enhancements and encryption.

During our analysis, we determined that the access control and camera system was being run across the business data network and open to anyone to access. The default username and

password was still active which meant that anyone with a search engine could find these defaults and potentially hack or compromise the system. We began by disabling the default credentials and securing the system. We consulted with the IT department at Jefferson Parish to explain how the system was setup and worked hand-in-hand to build a better, more secure design. We have since separated both the Access Control and Camera networks from the business network.

On this project, we also rewired many of the buildings due to configuration issues. Many of the sub-controllers were wired in what is known as a star configuration instead of a daisy chain configuration. This causes slow communication between the panels. We corrected this on an as-needed basis. The use of slower switches also has caused some of the communication issues. There were some 10/100 switches which is a slower technology when you should be using 10/100/1000 based switches. The data network at Jefferson Parish resides on the faster switches, but when you have a slow switch sitting in front of a camera, you are creating a bottleneck in the system.

One of the more surprising items that we stumbled upon was the extensive list of 9000 + social security numbers that were unencrypted in the database. This is a HUGE security flaw. Socials should not even be used in Access Control systems anymore. We immediately removed this information from our migration and did not setup the Frontier system with any Social Security Numbers for access or information. Even though the new Frontier system would encrypt these if we had brought them in, we decided that it was un-needed information after discussing with the security department at Jefferson Parish.

Many of the NVR/DVR units throughout the Parish were installed with a single hard drive. There is too much of a risk of data loss without any redundancy. All units should be configured in a RAID configuration which prevents data loss and requires multiple drives. We are still in the process of upgrading those units to have additional hard drives to provide redundancy throughout. We also found that many DVR/NVR's did not have the latest firmware. Manufacturer's release firmware updates for very important reasons. This is no different than installing the recommended Microsoft Windows updates that you see on your computer.

Due to all of these findings, our migration was slower than we expected; however, we are progressing through and are about 80% complete with the Parish migration to Frontier. There are a few of the buildings that cannot be migrated until they are connected and that is actually part of the VoIP project. With all of the issues that we have faced, we are committed to providing Jefferson Parish with a futureproof system.

## **Kinder Morgan**

In 2010 VEC was approached by Kinder Morgan Harvey Facility to provide Local support for their access control and camera system. We did an initial assessment of the site and worked with the coast guard to bring the plant up to their standards. We installed access control on all 4 docks and upgraded cameras to cover areas not covered before. We current provide maintenance support and consulting for all the Kinder Morgan's in the Southwest Region. Currently we are working with them on a camera upgrade that will add 75 cameras to the current system to meet federal regulations. In this environment, we utilized an Air Fiber wireless connection to connect the 2 sides of the facility. This saved them a great deal over hard wiring the facility.

### **Jefferson Parish Fire Departments**

In 2016, New Era was awarded the project to do the complete network buildout, security system and surveillance system across all firehouses in Jefferson Parish. This project includes installation, configuration and maintenance of 80 cameras and video recorders across 14 buildings. This project is currently ongoing. We have completed the security consulting portion of this project to work with the fire department and show them the different options and solutions that we could provide for them. They will be using the iClass Proximity readers with mobile access for smartphones at their headquarters.

### **Jefferson Parish Headstart Centers**

New Era conducted site surveys and security consulting at 6 headstart centers in Jefferson Parish. We have begun installation on this project and have completed all of the cabling for the project and we are currently in the process of installing the final cameras and NVR's at the locations. This project consists of 45 cameras and 6 NVR's across the 6 locations.

### **Jefferson Parish 24<sup>th</sup> JDC**

New Era worked with the IT director at the 24<sup>th</sup> JDC on their security camera upgrade project. We have completed this project which consisted of 49 cameras and 4 NVR units throughout. We did all of the cabling for this project as well under their initial budget.

### **Walmart**

Our team members worked on a camera and DVR upgrade for Walmart stores. We installed new cameras and setup DVR's for 1500 stores between 2004-2007. We setup all backups and mock sites at the corporate headquarters to mimic what was at each store.

### **United Bulk Terminals**

The New Era personnel through VEC worked on a project to take over maintenance of access control and camera system at United Bulk Terminals. Our team reworked the access control system and documented the system. We installed video walls at the dispatcher's desk and operations stations. We also installed thermal imaging cameras.

### **Valero Refining**

Our team members completed a project at Valero Refining in Norco. We installed Vista Scape project on the docks and Access Control System in new maintenance building in 2007. In 2008, our team members completed a project at the Krotz Springs refinery. We installed Perimeter Cameras around Refinery and on the docks. We also installed access control system at each of the four docks, added to existing maintenance building system, installed new system in new control room and installed new system in health and fitness building. We also maintained all of the gate operators around the facility.

### **Cortana Mall – Baton Rouge**

We were contacted by a local distributor after he was contacted by manufacturer to assist in repairs and maintenance on the Mall camera system. The system was in disarray and in dire need of attention. In 2013, VEC performed needed system updates and replaced necessary internal component hardware to achieve optimum performance from the system as technology has changed. While we were not allowed to choose the technology at this location, this is an example of how we support existing systems to help make them better.

### **Valspar Paint – Picayune, MS**

Our team with VEC installed a Camera system in and around perimeter and an Access control System on Administration building in 2007. We installed an IR Fence that reported back to the Access Control system for notification of intrusion in certain blind spot areas of concern.

### **New Orleans Country Club**

In 2013, our team with VEC completed a camera project for the New Orleans Country Club. We were called in to assist in repairing their cameras, primarily their IP cameras. We assisted in repairing the NVR after being attacked by a virus.

### **LBC Tanking**

In 2013, VEC was called upon to repair, replace and relocate Cameras, Camera System and it's cabling. Our team currently still supports this system.

### **Bunge Grain**

Our team members have completed multiple projects at Bunge Grain. Specifically, we assisted in replacing Analog Cameras with IP cameras. Our team members replaced the existing access control system with new owner furnished system. We installed, terminated and tested Fiber Optic Infrastructure for the grain facility.

At any point in time during this contract, you will have direct access to all senior members of our team via cell phones as well as office contact information.

Gary Daigle - 225.405.1976

Brent Rigsby - 225.572.1374

Glen Feucht - 225.413.5648/504.222.2022

References:

Ridley Boudreaux  
EIS Director  
Jefferson Parish  
504-731-4610  
rboudreaux@jeffparish.net  
Reference for all of our cabling projects

William Washburn  
Kinder Morgan  
4735 Point Clair Rd  
Saint Gabriel, LA 70776  
225-675-0323 ext 323

Jeff Racca  
Convent Marine Terminal  
225-313-8163

Jose Torres  
Jefferson Performing Arts Center  
General Manager  
504-401-4921

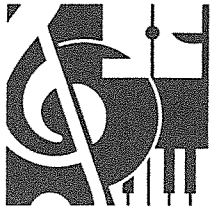
Roxane Assevado  
United Bulk Terminals  
Davant, LA  
504-333-7308

Tommy Corona  
Valero Refinery  
Krotz Springs, LA  
(337) 566-0259

David Aumann  
New Orleans Country Club  
New Orleans, LA  
504-482-2145

Tony Medine  
LBC Tanking  
Sunshine, LA  
225-642-8335

Marshall King  
Bunge Grain  
Destrehan, LA  
985-725-8219



# JEFFERSON

*performing arts center*

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July 19, 2016

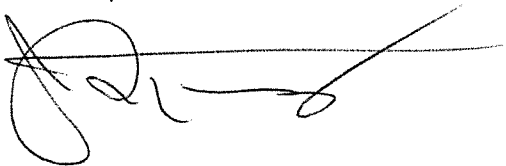
To Whom It May Concern:

The Jefferson Performing Arts Center had the pleasure of working with New Era Information Technologies on the cabling and installation of the Video Management System at the Performing Arts Center. New Era and their team provided guidance throughout the project to ensure that we had a successful solution. Their staff worked around any ongoing construction throughout the facility and completed the project without any pitfalls.

The New Era team has always been accommodating and provided first class service. Their project manager, Glen Feucht, was always on-site and hands on to ensure that everything was completed and working above expectations. Their team has the ability to handle any camera project plus numerous additional services. They were able to install additional television monitors and provide a solution for all of the cabling throughout the facility even on the fly as the facility was about to open when changes were requested.

I am extremely happy with the services that New Era has provided to us and would recommend them for any technology and security surveillance project.

Sincerely,



Jose Torres  
General Manager

## Team Resumes

The proposed New Era project team is composed of key personnel with extensive experience in:

- Project Management
- Network Infrastructure
- Frontier Access Control
- Mercury Subsystem
- Closed Circuit Television
- Microsoft & Cisco Systems
- Cabling & Wiring
- Consulting
- User and IT Training
- Documentation
- Alarm Monitoring
- Remote & On-Site Support

## Certifications

- Louisiana State Board of Contractors (Electrical)
- Louisiana State Fire Marshal (Security, CCTV)
- National Fire Protection Association
- Frontier Integrated Platform
  - Access Control Level 1
  - Web Client Module
  - Operations Module
  - Administrator Module
  - Credential Management Module
  - Mercury Subsystem
  - Frontier Subsystem
  - Frontier Video
- Microsoft Certified System Engineer (MCSE)
- Microsoft Certified Technology Specialist (MCST)
- A+ Certified
- CCNA, CCDA



### Proposed Team Members

The New Era Team proposes the following team members to assist at any time throughout the course of this contract:

*All of New Era's personnel are residents of the state of Louisiana.*

- Gary Daigle, Security Engineer
- Brent Rigsby, Customer Service Consultant, Trainer
- Glen Feucht, Account Manager, CCTV Engineer
- Ed Cockrell, Trainer
- Doug Allen, Security Technician
- Grant Crawford, Security Technician
- Robert Hew, Network Engineer
- John Sympson, Microsoft Engineer
- John Parker, Network Engineer
- Mary Yarbrough, Security Technician
- Charlie Giardina, Project Manager
- Danny Newman, Cabling Specialist
- Jason Hill, Cabling Specialist

With our current staff and current project list, we have the capacity to meet all requests under this contract. We are also always looking for high level technicians to increase the value of our team and to ensure that we can continue to meet ALL of our clients' needs. New Era currently has a contract with Jefferson Parish Government and Jefferson Parish School Board but also have approximately 30 other clients as well.

We have someone on call 24/7 in the event that you have an emergency after hours or during a disaster situation. By calling our office number, you will be able to enter a special code to be directed to our after-hours support technician. In conjunction with this, you will have the direct cell phone numbers of the owners of New Era as well.

# GARY DAIGLE

## Communication Manager

### PROFILE

27 years' experience in the industry. Well versed in troubleshooting electrical, instrumentation, automation, communication and security problems. Knowledgeable in the installation and operation of many control systems, camera systems and network systems in the industry. Competent in the day to day operations and safety of the industry.

### KEY SKILLS

- *Electrical Systems & Controls* - *La. State Fire Marshall*
- *Installations & Maintenance* - *Licensed and Qualifier*
- *High Voltage Experience* - *Safety & QA*
- *Network System Design* - *Access Control System Design*
- *Scheduling and Planning* - *Troubleshooting of all Systems*
- *Camera System Design* - *Fiber Optic Testing and Term.*

### PROFESSIONAL EXPERIENCE

VEC SOLUTIONS - GONZALES, LA.

**Data Communications Manger** 2015-Present

- Design and Installation of Access Control and Security Systems
- Design and Installation of Camera Systems and the Infrastructure Required
- Design of Fiber Optic and Copper Network System Backbone Infrastructure
- Fiber Optic Termination, Installation, Repairs and Fusion Splicing
- Oversee the Operations of the Communications Dept.

VECTOR ELECTRIC & CONTROLS- GONZALES, LA.

**Data Communications Manger** 2010-2015

**Supervision**, 2003 to 2010

**General Foreman**, 2001 to 2003

**Foreman**, 2000 to 2001

**Journeyman Electrician**, 1996 to 2000

- Oversee the Operations of the Communications Dept.
- Design and Installation of Access Control and Security Systems
- Design and Installation of Camera Systems and the Infrastructure Needed
- Design of Fiber Optic and Copper Network System Backbone Infrastructure
- Fiber Optic Termination, Installation, Repairs and Fusion Splicing
- Performed checkout on various projects and assisted in start-up of some projects.
- Oversaw, coordinated and scheduled installation of various projects.
- Installed High Voltage, Medium voltage and Low voltage Switchgear and cabling.

### PROFESSIONAL EXPERIENCE

(CONTINUED)

- Installed Honeywell Camera and Honeywell Access Control System Valspar Paint, Picayune, Miss.
- Installed Pelco Camera and Lenel Access Control System Valero Refinery, Norco, La.
- Installed Pelco Cameras and Lenel Access Control System Alon Refinery, Krotz Springs, La.
- Design, Installed and Maintain Pelco, Axis Cameras and Keyscan Access Control Systems Kinder Morgan Terminals from Southeast Region La.
- Installed and Maintain Matrix Security Systems Arcellormittal, LaPlace, La.
- Design and Installed Pelco Camera systems Louisiana Sugar Refinery Gramercy, La.

### EDUCATION & CREDENTIALS

**High Voltage Stress Cone Training ( 3m And Raychem)** 1997, 2000, 2001, 2004, 2008

**Corning Fiber Optic Training and Design**, 2006,2010,2012

**Matrix Security Systems Training**, 2011

**Sumitomo Futureflex Training and Design**, 2012,2013

**Microsoft Office Training Courses**, 2009

**ABC Supervisor Training Course**, 2008

**Project Management And Scheduling/Planning Courses**, 2010

East Ascension High School

**High School Diploma**, 1989

### REFERENCES

**Ricky Colvin**- Pelco Manufacturer Representative

**Simon Moore**- Security Specialist with Graybar Electric Supply

**Ricky Gaspard**-Outside Sales Southern Electronics Supply

**John Birdwell**-Kastle Security Systems

**Jeff Drake**-Sumitomo Electric Lightwave

**David Denton**-Hikvision USA

**Phil Harvatin**- Keyscan Representative

**Shaun McNulty**- Corning Optical Communications

**Jeff Stout**- Frontier Security Systems (Formerly Matrix Sec. Sys.)

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# BRENT LEE RIGSBY

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29992 Richardson Drive, Holden, LA 70744 | (225) 414-0135 | bleerigsby@charter.net

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## SUMMARY

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Experienced Technical Professional who works well with minimum supervision. Computer literate, with strong electronic, electrical and mechanical skills. Customer oriented problem solver with an ability to adapt to new situations. A quick learner with a desire for continuous personal growth. Adept at prioritizing and completing tasks to meet customers' needs. Safety-minded and a good communicator. Technical expertise in troubleshooting, installation and repair of access control and camera systems.

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## COMPUTER SKILLS

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### Languages

· PHP, C, C#, C++, WPF, VB, SQL, JAVA, JavaScript, HTML, CSS, SQL, CGI, VB, WPF, XAML, Android

### Software

· Frontier, MySQL, MSSQL 2005-2016, Word, Excel, PowerPoint, Exchange, Windows Server 2008 R2, Windows Server 2012 R2, SharePoint, Windows Server 2016, AutoCAD Electrical, AutoCAD Architectural, Allen Bradley Software, Automation Direct Software,

### Technical Skills

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- Security Appliances and Hardware: FortiGate Firewall, Forti-Analyzer, Barracuda web application firewall, Routers, Storage Servers, Quantum DXi, Quantum Scalar, Dell Poweredge, HP Proliant, Dell Compellent SAN, Netapp Filer Systems C-Mode & 7-Mode, Barracuda Email Firewall, HP ProCurve ,
- Configuration: DNS, WSUS, GroupPolicy, SQUID, PHP 5, BackUp Exec 10d - 2010. McAfee ePO and endpoint encryption, SMB, FTP, SFTP, PPTP VPN, IPsec VPN, iSCSI, Replication, Deduplication, Backup, Amazon S3, Amazon EC2, Amazon Glacier, RAID, NFS, SNMP, IP Tables, SAN, Active Directory
- Database: MySQL, SQL Server Manager 2005, SQL Manager 2012
- Server Software: IIS v.4-7, Apache 2.x, Sendmail, Exchange 2010, 2003, LaserFiche 8.0, Veeam, Backup Exec 2010d - 2014, StorageCraft Suite, Microsoft Hyper-V, vCenter, Fekete Suite, IHS Software, Microsoft Sharepoint 2012
- Operating Systems: Ubuntu Server, CentOS, FreeBSD, Windows Server 2012, Windows Server 2008, VM Ware ESX 5.x, VM Ware ES 6.1 XenServer 6, Windows Server 2003, Windows 8, Windows 7, OSX 10, Android, iOS

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## EXPERIENCE

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2015-Present      Systems Engineer, *VEC Solutions, LLC*

Project Management, Installation, Scheduling , Design and Installation of Access Control and Security, Design and Installation of Access Control and Security Systems, Design and Installation of Camera Systems and the Infrastructure Required, Design of Fiber Optic and Copper Network System Backbone Infrastructure, Fiber Optic Termination, Installation, Repairs and Fusion Splicing

- 2008-2015 VP Of Technology & Communications, Systems Engineer, *Vector Electric & Controls*
- Project Management, Installation, Scheduling , Design and Installation of Access Control and Security, Design and Installation of Access Control and Security Systems, Design and Installation of Camera Systems and the Infrastructure Required, Design of Fiber Optic and Copper Network System Backbone Infrastructure, Fiber Optic Termination, Installation, Repairs and Fusion Splicing, Network administrator of Main office and remote offices.
- 2007-2008 Foreman, *Contech Control Services*
- Assisted in the rebuild of the Targa gas plant in Venice LA. Duties included scheduling, ordering material, troubleshooting, commissioning of equipment,
- 2005-2007 Lead Technician, *Wachter Network Services*
- Over seen the installation of Cameras and network equipment at various Wal-Marts and Distribution Centers. Setup Cisco switches and servers reconfigured switches and servers. Design and Installation of Camera Systems and the Infrastructure Required, Design of Fiber Optic and Copper Network System Backbone Infrastructure, Fiber Optic Termination, Installation, Repairs and Fusion Splicing,

## EDUCATION

- 1990-1993 Seymour High School  
Seymour, IN
- 1993 IVY Tech State College  
Columbus, IN

LinkedIn Profile <https://www.linkedin.com/in/brent-rigsby-5144441b>

### Certifications / Training

AEIT 2016 (Advanced Electronic Intrusion Technician) Certification Training

FAIT (Fire Alarm Installation Techniques) Certification Training

Corning Fiber splicing and connectors

Sumitomo Installation and Design

Project Management Training Courses

OQ Qualified for Pipelines

NCCER Certified Electrician



# GLEN M. FEUCHT

5755 George St • Baton Rouge, LA 70806  
(225) 413-5648 • glenfeucht@live.com

## PROJECT MANGER

**TECHNOLOGY OFFICER • DIRECTOR OF SOFTWARE DEVELOPMENT • CCTV SPECIALIST • DEVELOPER • TECHNICAL WRITER**

*Expertise: Client Relations/Project Vision & Planning/Proposal Design & Submission/Web & Desktop Solutions/Scope Management*

Creative, customer oriented professional with proven leadership skills offering over 16 years of successfully working with development and technical service teams serving as a team lead or project manager. Responsible for hiring and mentoring software developers and support technicians. Possess an ideal mix between technical and consulting/soft skills. Recognized for strengths in communicating effectively with clients to provide state of the art application systems that surpass client expectations. Known well for understanding the “business” side of technology and being able to portray that concept to both the client and team members. Work hand-in-hand with Enterprise-Level IT Directors to assist in providing the right solutions on both technical and software environments.

- Designed proposal, negotiated contract and currently manage the project for the complete IT service & support for Jefferson Parish, Louisiana. This contract covers Network & Server Support, Desktop Support, Software Development, Document Management and Database Management. There are currently over 1900 users supported under this contract. I am the direct contact for the IT Director and work closely to provide technical service and software based solutions. I currently manage the team of 18 technicians and developers as well as the hiring and evaluating of all personnel.
- Currently manage a team of 7 support technicians on a contract across 82 public schools.
- Successfully led numerous software development projects for large and medium enterprises as well as state and local governments.
- Wrote numerous proposals, resulting in \$100,000 to million dollar+ contracts for public and private sector clients.
- Donated time and expertise on several projects related to Hurricane Katrina and Rita recovery and relief efforts.
- Formed relationships with key Microsoft Account Managers ranging from Enterprise to SMB to SQL Server markets.
- Familiar with accounting systems and database structure.

## KEY PROJECTS

- Sole developer on a post Hurricane Katrina project to provide design and development of an application to control the application submission process and re-entry of businesses based on various approval factors and workflow policies. Marketed this system to two other regions in Louisiana and acted as the project manager and architect on the re-design of a multiple-municipality system which is used by 12 municipalities today serving over 30,000 businesses.
- Successfully managed the development of an Enterprise WPF application for a complete case management solution for the Jefferson Parish Forensics Center. Designed all reporting functionality via SQL Reporting Services.
- Designed, maintained and support a web-based Intranet system for a local school board which includes a custom requisition and purchase order system which is used by over 600 users. System also includes a custom designed Time Card system for tracking and payment of extra-curricular events and meetings which is utilized by 2000+ users.
- Designed a multiple location regional wireless network using Ruckus technology to create mesh networks at seven school sites with both indoor and outdoor access that is managed from a single consolidated location.
- Designed, maintained and support multiple public facing websites and an Intranet system for one of the premier and largest real estate companies in the Gulf South region. This system is used internally by over 1500 users.
- Led the development team on a custom web-based solution that manages the entire corporate and franchisee business for a camp corporation. This system includes all camp administration features as well as all accounting reporting.

## WORK EXPERIENCE

**10/2012 – Present**

**New Era Information Technologies**

**Chief Operating Officer**

After winning the contract at Jefferson Parish as the IT Contractor and negotiating our contract, I joined New Era as the Chief Technology Officer and added on the role of Operating Officer as our business grew. My responsibilities include complete control over staff management, system design, project management and technologies implemented. I am responsible for business development and growth of New Era. I am also responsible for maintaining relationships with all subcontractors.

- Directed efforts to establish company as a Microsoft Certified Partner.
- Consult on backup solutions and implementations at Jefferson Parish.
- Setup company's cloud presence and Azure and Amazon cloud networks.
- Formed partnership with archiving and email continuity provider and implemented locally and at client sites.
- Have a hand in all technology decisions.
- Responsible for all technology partnerships.
- Researched and deployed high-throughput wireless mesh network across numerous remote sites.
- Conduct daily Scrum with technical support team members.

**2/2006 – 12/2014**

**Gulf South Technology Solutions**

**Director of Software Development**

Founded the software development division of the company as the sole developer and grew the development team to a group of six that specialize in Microsoft .NET Technologies. Primary responsibilities include managing client engagements, proposal writing, software development sales, strategic planning and business development, managing software development projects, managing partner relationships and overseeing marketing efforts. Time is evenly split between management and consulting/development duties.

- Directed efforts to establish company as a Microsoft Gold Certified Partner with specializations in Application Development, Server Platform and Midmarket Solution Provider.
- Engaged with numerous partner companies to initiate and develop strategic partnerships.
- Responsible for recruitment, interviews and hiring of all software developers.
- Directly oversaw numerous successful client engagements utilizing refined Agile project management methodologies.
- Handle sales for custom software solutions and marketing concepts for both the technical services and application development divisions.
- Acted as lead software developer and scrum master on critical projects both internal and external.
- Maintains all development and production environments including both Windows Servers and SQL Servers.
- Responsible for quality and performance of all custom designed systems.
- Leading revenue generator over software development division.
- Conduct daily Scrum with development team members.

**10/1999 – 2/2006**

**CamSoft Data Systems**

**Director of Application Development**

Starting as an application developer, I worked my way to project lead and then to the Director of Application Development managing a team of five developers specializing in Enterprise solutions and business consulting. Responsibilities included project management, helpdesk support, mentoring other developers, architecting technical solutions and acting as liaison between the development team and clients/project stakeholders. Worked closely with the sales team as a Technical Consultant when meeting with clients and writing proposals.

- Responsible for recruitment, interviews and hiring of application development team.
- Lead developer on most systems bringing in the most revenue in the company over multiple years.
- Led the development of company's most critical projects.
- Researched upcoming Microsoft products and technologies, leading adoption by development team.

## TECHNICAL SKILL SETS

- **Languages:** C#, Visual Basic, VB Script, Classic ASP, VBA
- **SDLC Tools:** JIRA, Balsamiq, Microsoft Project, TFS, GIT, Subversion, Visual Studio Online, Microsoft Visio, SmartSheet
- **UI Technologies:** ASP.NET, ASP MVC, AJAX, WinForms, WPF, JavaScript, jQuery, HTML, CSS
- **Database Technologies:** SQL Server (6.5 – 2014, Azure), Oracle, MySQL, TSQL, Stored Procedures
- **Reporting Technologies:** Microsoft SQL Reporting Services, Crystal Reports, Active Reports, FoxPro Reports
- **Infrastructure Technologies:** Windows Server 2000 – 2012 R2, IIS 5 – 8.5, Windows 7 - 8.1, LAN/WAN/Wireless Design
- **Web Design Tools:** Adobe Photoshop, Dreamweaver, Microsoft Expression Blend, Adobe Fireworks, Joomla, Web Matrix

## EDUCATION & PROFESSIONAL ENRICHMENT

- BS degree, ISDS-MIS, Louisiana State University, 1999
- 7 year member IAMCP
- 9 year attendee of Microsoft World Partner Conference
- Completed coursework for PMP (35 hours)
- CCTV Licensed
- Create Marketing Design Concepts

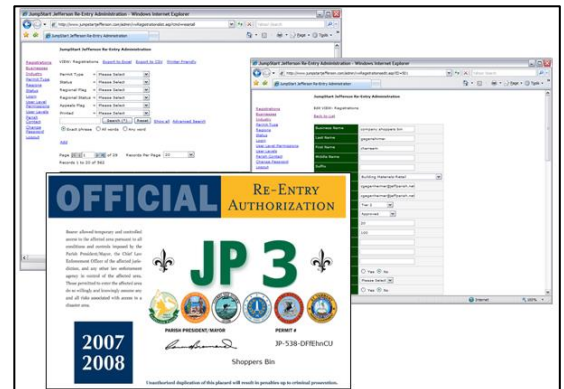
(225) 413-5648 • glenfeucht@live.com

## PROJECT SPOTLIGHTS

### PROJECT – JUMPSTART JEFFERSON

Mr. Feucht was the original architect, developer and business analyst on the JumpStart Jefferson project. On August 29, 2005, Hurricane Katrina left much of Jefferson Parish in ruins, inoperable and unlivable. All of the Parish government’s departments were forced to relocate to neighboring cities. In 2006, Mr. Feucht met with Jefferson Parish officials and started the design concept of JumpStart Jefferson. This system allowed business owners the ability to apply for credentials for re-entry. Based on their industry and other pertinent roles of their business, they were granted or rejected by the administrative time.

The initial roll out of the application was made at a public press conference and was immediately available to all 35,000 businesses in the Jefferson Parish area. Within the first year, they had over 10,000 applicants in the system. The system has workflow built in for approval and rejections. There is also an appeal process in which business owners can appeal a single time if they are rejected for any reason. After the first year, Mr. Feucht added new functionality allowing business owners the ability to renew their credentials as well as request replacements or additional placards. This project has been a huge success and it still heavily used today. It was so successful, that it led to the development of 2 other regional systems that are modeled after this system.







## Ed Cockrell

453 Misty Creek Drive  
 Baton Rouge, LA 70808  
 Cell: (225) 235-8086

Email: [jnc769@yahoo.com](mailto:jnc769@yahoo.com)

*“NCCER Safety & Training”*

### QUALIFICATIONS:

- Works well both independently and in team settings
- Possesses the highest degree of integrity, supported by a flawless record of maintaining confidentiality among fellow employees of different units within company
- Efficient multitasking and organizational abilities
- Adaptable to rapidly changing priorities and able to handle simultaneous projects in a deadline-oriented environment

<b>OSHA General Industry Trainer</b>	<b>MSHA Trainer</b>	<b>NCCER Master Trainer</b>	<b>NCCER Electrical Subject Matter Expert</b>
<b>NCCER Electrical &amp; Instrument Instructor</b>	<b>NCCER “Skills for the Crew-leader”</b>	<b>NCCER “Project Supervision” Instructor</b>	<b>NCCER “Project Management” Instructor</b>
<b>Master Electrical License in Louisiana, Texas and Arkansas</b>	<b>Troubleshooting Skills</b>	<b>Co Chair &amp; Chair of ABC Safety Committee</b>	<b>Communication Skills</b>
<b>NCCER CSST &amp; CSSS trained</b>	<b>OSHA 10 Hour Outreach</b>	<b>OSHA 30 Hour Outreach</b>	<b>Four year IBEW Electrical Apprenticeship</b>

### EXPERIENCE:

11/1/15 – Current VEC Solutions, LLC

VP Operations

**See Below**

4/1/2006-11/1/15 **Vector Electric & Controls Inc.**

***VP Recruiting Safety & Training***

- Developed employee entry pre-test
- Developed career paths for all craft-workers
- Developed employee training manuals to match our paperwork requirements
- Developed Safety manual to meet the requirements of ISNetworld, PICS, HASC Net and others.
- Updated employee handbook as needed
- Worked on Contract re-writes and provided Safety and Insurance Certificates for bids.
- Taught the NCCER Managing Electrical Hazards including the NFPA 70 E
- Instructed the MSHA 24 initial and 8hour refresher training.
- Performed Site Safety Audits and tracked safety performance.

11/2004-04/2006 **All Star Electric**

***Positions Held: Facility Manager/Safety Manager/NCCER Instructor***

- Managed a few large condo jobs in New Orleans and Florida
- Created a Safety and Health Plan and implemented policies
- Instructed apprenticeship program for All Star through the ABC Bayou Chapter
  - Sat on the Apprenticeship Committee ABC Bayou Chapter

10/2002-11/2004 **ABC Bayou Chapter** (Associated Builders & Contractors, Inc.)

***Positions Held: Director of Education***

- Wrote Grants for over One-Million Incumbent Worker Training Grants through LDOL.  
**Managed all class room training, training committees and workforce development.**
- Presented Education budgets to ABC Bayou Board
- Worked with High Schools to implement the school to career program.



10/1995-10/2002 **Cypress Electrical an IES Company**

*Positions Held:* **Project Manager & Trainer**

- Developed a class D Electrician License training plan with a ninety 95% pass rate.
- Instituted NCCER Training for all helpers
- Our team completed and Redesigned timely and profitable electrical installations

**EDUCATION:**

- 1971-1973 LSU Electrical Engineering
- 1977 – 1981 NJATC Apprenticeship (SAC)
- 1996 Associated Builders and Contractors. Instructor Certification for the following:
- Core, Electrical, Instrumentation, Managing Electrical Hazards and Management training.
- 2005 Construction Site Safety Technician & 30 Hour Osha Card
- 2008 MSHA Trainer
- 2010 OSHA 501 Trainer (General Industry)
- Master Trainer and NCCER CSST Trainer Qualified
- Microsoft Office Computer Proficient

**Additional Professional Activities**

- Volunteer at the ABC in New Orleans and Baton Rouge
- Subject Matter Expert for the Electrical Textbooks of the Contren Learning Series, Published by **Prentice Hall/Pearson** (1997 – Current). Also review and create content for the Electrical Assessment Test and NCCERCONNECT

**Objectives**

- To give back to an Industry that has been very good to me and my family and many friends
- To help provide a safe place for employees to work and prosper as well as the owners

**REFERENCES:**

Brent Rigsby Vector Electric & Controls Manager of Systems Engineer  
PH#225-572-1374 email: [brigsby@vec24-7.com](mailto:brigsby@vec24-7.com)

Todd Trosclair Owner Allstar Electric Inc.  
PH# 225-651-1200 email: [TTrosclair@allstar-electric.com](mailto:TTrosclair@allstar-electric.com)

Thomas Vinet Recruiter Westgate  
PH# 225-936-0596 (E) [Tvinet@westgatellc.com](mailto:Tvinet@westgatellc.com)

## **DOUGLAS E. ALLEN**

15401 HWY 440  
Kentwood, LA 70444  
[dougallentech@gmail.com](mailto:dougallentech@gmail.com)  
985-474-1586

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**OBJECTIVE** – Electronics/IT/Security Access and Surveillance related Design, Installation, Maintenance and Repair

**SUMMARY** - An accomplished professional with 25 years combined experience in radio broadcast engineering, information systems, project management and electronics in general. Main technical strengths are AM arrays, AM & FM transmitters, server/client/automation computer information systems, building/transmitter site security and telemetry. Main administrative strengths are organizing, communicating, documenting, and budgeting with a methodical and frugal approach to systems updates and improvement. I have practical application skills in business and music automation computer systems including servers, connectivity, diagnostics, data backup, data recovery, and problem resolution. Other strengths include cross-functional and cross cultural team building, leadership, change management, and overall quality improvement. I have the 'hybrid' skills necessary to the success of today's broadcast and communications environment and I have a solid reputation for meeting and exceeding the most challenging organizational goals and objectives.

### **EXPERIENCE**

#### **VEC SOLUTIONS - GONZALES**

**Communications Tech – Property Protection Certified – Gonzales, LA** **2012 - 2015**

- Install, upgrade, service and maintain security access and surveillance systems.
- Install, upgrade, service and maintain network connectivity.

#### **SALEM MEDIA – HOUSTON**

**Chief Engineer & IT Manager – Houston, TX** **2012 - 2015**

- Chief Engineer for 2 AM and 1 FM radio stations - full chief engineer responsibilities for complete oversight of studios, transmitter sites, and all related assets.
- Manage and supervise the budgeting, trouble-shooting, repair, preventive maintenance, and upgrade of AM, FM, STL and studio related equipment including server/client based music delivery computer networks.

#### **CUMULUS MEDIA, INC / CITADEL COMMUNICATIONS CORP.**

**Assistant Chief Engineer & IT Manager - Marietta/Atlanta, Georgia** **2010 - 2012**

- Assistant Chief Engineer - problem assessment, repair, preventive maintenance, and upgrade of AM, FM, STL and Studio related equipment under the direction of the Chief Engineer.
- IT Manager--responsible for oversight and maintenance of all servers, network components and workstations.
- System Administrator of Server/Client applications, system hardware and software.

**Chief Engineer & IT Manager - Lafayette/Baton Rouge, Louisiana** **2003 - 2010**

- Chief Engineer for as many as thirteen radio stations - full chief engineer responsibilities for complete oversight of studios, transmitter sites, and all related assets for two and sometimes three Louisiana markets.
- Managed and supervised the budgeting, trouble-shooting, repair, preventive maintenance, and upgrade of AM, FM, STL and studio related equipment including server/client based business & music delivery computer networks.
- System Administrator of Server/Client applications, systems software and hardware.
- Major Accomplishments include: 1) Complete design and build-out of on-air and production studios, technical operations center (rack room) and associated equipment, electrical, signal wiring, music delivery computers, telephone system, and on-air audio processors: 2) Assisted regional director of engineering in a ground-up rebuild of KKND, 106.7 FM transmitter site in Reggio, LA after total loss in hurricane Katrina – 2005, and 3) Directly responsible for all disaster recovery in the New Orleans and Baton Rouge area after hurricane Gustav - 2008.

**Assistant Engineer and Information Systems Technician - Lafayette/Baton Rouge, Louisiana** 2000-2003

- Assistant Engineer for co-located radio clusters. Responsible for repair and up-keep of 14 transmitter sites and 3 studio locations in 2 South Louisiana markets.
- Administered instructions to effect trouble-shooting, repair, periodic maintenance, and upgrade of AM, FM, STL and studio related equipment.
- Knowledgeable in Server/Client application including routers, switches, and systems hardware. Accomplishments include: 1) building and transmitter replacement for KNEK-FM including foundation, placement of a prefabricated building, electrical service, and the installation of a Broadcast Electronics FM10 Transmitter, and 2) running new sample and control wiring for KDYS-AM (a 6 tower array), the replacement of all 6 ATU houses including foundations, electrical, control and tally circuits.

AMFM COMMUNICATIONS

**Chief Engineer & IT Manager** 2000-2000

- Maintained, repaired and upgrade of all associated transmitter, studio and music delivery systems.
- Responsible for capital expense budgeting and FCC compliance. Procured and reused parts necessary to install backup transmitters for 2 of 3 FM stations. Supervised the construction of a new transmitter building and STL tower including the electrical, environmental and lightning/surge protection. Supervised consolidation of said stations into one building.
- Performed ongoing network operations for digital music delivery, music programming and traffic databases.

WIRELESS ONE/WARP ONE – Jackson, Mississippi/Baton Rouge, Louisiana

**Head-end Technician, Baton Rouge Broadband Wireless Data Systems** 1998-2000

- Maintained, repaired and calibrated Sun Microsystems server, Motorola upstream and downstream routers, transmitter, receiver, and antenna preamplifiers/combiners for the LMDS and MMDS channels.
- Proofed, installed and maintained customer site antennas, transceivers and modems.

TECHNICAL SERVICES GROUP – Baton Rouge, Louisiana

**Contract Broadcast Engineer** 1997-1998

- Responsible for the studio and transmitter maintenance for 32 radio stations throughout Southern Louisiana.
- Performed regular transmitter site checks, emergency repairs and build-outs of transmitter sites and control rooms.
- Performed additional duties including Audio Visual, Computer Network, Telephone Network, and Live Sound installation and maintenance for non-radio customers.

SELF EMPLOYED CONTRACT ENGINEER – Louisiana & Southwest USA

**Contract Broadcast Engineer** 1992-1997

- Responsible for the studio and transmitter maintenance for several radio stations in West Texas and New Mexico.
- Performed regular transmitter site checks, emergency repairs and build-outs of transmitter sites and control rooms.

UNITED STATES AIR FORCE

**Avionics Computerized Test Station and Aircraft Avionics Component Specialist - RAF Upper Heyford, UK** 1990-1992

- Supervisor forward deployed in England as NCO in charge of repair inventory, supplies, logistics, and technical documentation for all assigned F111 squadron aircraft.
- Accepted and tracked aircraft avionics components through the entire repair cycle in support the F-111 tactical attack aircraft squadron.

**Avionics Computerized Test Station and Aircraft Avionics Component Specialist - Cannon AFB, NM** 1987-1990

- Day and Mid-shift Team Leader in support of aircraft navigation components repair.
- Worked on and managed aircraft avionics for data entry, navigation, communications, displays and flight controls systems on the F-111 tactical attack and assorted transient Air Force and Navy aircraft.

**Public Affairs/USAF Bandsman - Langley AFB, VA** 1979-1986

- Six years as a professional performer for public and dignitary events with the United States Air Force Band. Other duties and responsibilities included Operations NCOIC, Band Leader, Live Sound Reinforcement, Recording Engineer, Composition, and Musical Arrangements.

**EDUCATION/TRAINING**

<b>General Studies</b> - Louisiana State University	1995
<b>AS, Avionics Systems Technology</b> - Community College of the Air Force	1989
<b>USAF Certifications</b> - Supervision, Management, and Leadership	1989
<b>USAF Certifications</b> - Advanced and Digital Electronics Schools - Air University	1987

**PROFESSIONAL AFFILIATIONS**

<b>Society of Broadcast Engineers</b> – Active Member	2007
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**CERTIFICATIONS**

<b>Alliance Safety Council</b> – 12 Month Safety Training Course	Exp 01/17
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**LICENSES**

<b>Life Safety &amp; Property Protection (Lic# E 18097)</b> – Issued by Louisiana State Fire Marshall	Exp 02/17
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**GRANT ELLIOTT CRAWFORD**  
**28696 ROSS'S TRAIL**  
**ALBANY, LA 70711**

**G\_PCRAWFORD@HOTMAIL.COM**

**CELL: 225.223.8188**

**SKILLS & ABILITIES** | Electrical knowledge in low, medium and some high voltage. ; Ability to install, design, build, and troubleshoot electrical circuits. ; Knowledge to install troubleshoot and fix cameras, both analog and digital. ; Knowledge to install, configure, maintain, and update automation in both a large and small scale. ; Understanding of and configuring of computers, software, and networks (Both Ethernet and Other Serial). ; Knowledge of air-conditioning, mechanics, and general construction. Fire Safety and Life Safety training.

I am also Fire Marshal Certified for Life Safety and Alarm Tech, NFPA70E Certified, TWIC Compliant, Safety Council Certified, First Aid and CPR Certified.

**EXPERIENCE** | **ALARM/AUTOMATION TECH VEC SOLUTIONS**  
11/15 TO CURRENT

Job in which I am a key member in mass conversion of Jefferson Parish's Access Control System to complete security system software. I also perform maintenance, repair, add-ons, removals, and moves of their equipment. Additionally I do work on Industrial automation as called upon.

**AUTOMATION ELECTRICIAN VECTOR ELECTRIC AND CONTROLS**  
12/13 TO 11/15

I built, installed, troubleshoot, upgraded, maintained, and configured systems such as but not limited to:

Hazardous Monitoring Systems

Automatic Conveyor Systems

Vacuum, Pressure, Flammable Gas, Fire Suppression Systems

Automated Measuring, Conveying, Prepping, Grinding, Imbibating, and Separating System

Automated Cooling, Prepping, Grinding, Grading, Mixing, Sorting, Explosion Suppression System

**NIGHT SHIFT SUPERVISOR THE DAILY STAR**  
4/05 TO 12/13

I worked nights printing a horse racing form and the newspaper for the Hammond area.

I maintained the electrical and mechanical equipment from pre-press area thru the inserting area, including all areas in between. I performed building maintenance on air-conditioning lighting and plumbing. I was IT for the last 4 years at the job.

**EDUCATION | WEST JEFFERSON TECHNICAL SCHOOL, HARVEY, LOUISIANA**  
INDUSTRIAL ELECTRONICS

I was taught theoretical and practical applications for electronics in industry and how to troubleshoot and maintain them.

**L.W. HIGGINS HIGH SCHOOL, MARRERO, LOUISIANA**  
GENERAL ARTS

I was taught general skills in math, history, science, civics, literature, grammar, writing, sports, and social interaction.

**COMMUNICATION |** I have a great personality, I am understanding of clients, I can defuse potential issues, I can liaise between clients and vendors, I can explain information in an understanding manner to anyone necessary.

**LEADERSHIP |** I can lead a crew and efficiently finish work, I can work as regular employee and take direction from others, I can assist job supervisor with problems without causing issues.

**REFERENCES | JOAN DAVIS, RETIRED**  
THE DAILY STAR  
985-542-6104

DAVID BORDOK, PRESS ROOM SUPERVISOR  
THE DAILY STAR  
985-507-5186

**BRENT RIGSBY, SYSTEMS ENGINEER**  
VEC SOLUTIONS  
225-572-1374

**TERRY JUMONVILLE, ELECTRICIAN**  
TEC ELECTRIC  
985-351-6643

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# Robert Y. F. Hew

CISSP CCNP CCDP INFOSEC CCNA CCDA

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Objective To further develop and utilize my managerial and technical skills.

Experience 2004 – Present New Era IT / BBEC Metairie, LA.

Onsite Consultant for Jefferson Parish

- Recovered and redesigned network after Hurricane Katrina. Main data center was flooded by a roof leak. All servers were moved to a secondary data center. After the original data center was repaired the servers were moved back and the network was redesigned. Multiple campuses had fiber breaks that had to be repaired and new buildings were brought onto the network to accommodate displaced workers. Additional sites were also added with wireless bridges.
- Managed Cisco network of 300 devices built across over 100 locations using multiple WAN/LAN network connection types and multiple vendors. Built out DMVPN and PFR to make a more robust and reliable network. Changed a frame relay only network into multiple metro Ethernet clouds, managed DSL, and frame relay network.
- Designed, managed and maintained over 50 firewalls across multiple agencies in Jefferson Parish. Replaced an older Pix firewall with a new ASA for Jefferson Parish and tighten up the security model. Added new firewalls for fire station access into the network. Built VPN access for multiple locations on the Internet.
- Managed Active Directory for 2000 node network. Upgraded Active Directory from 2000 to 2003. Identified and replaced faulty Active Directory, DNS and DHCP servers with new servers.
- Designed and implemented a security model to reduce the risk of virus outbreaks. Installed McAfee EPO and started managing all machines antivirus from a single management platform.
- Discovered viruses and botnet traffic using traffic patterns in Syslogs. Identified and blocked botnet control sites. Also directed and assisted staff in removing viruses.
- Created and implemented security policies and designs for improving the VPN solution. Changed the single factor authentication model to a two factor authentication model and replaced the older VPN device.
- Designed and rebuilt Exchange Server for disaster recovery and archiving. Two Exchange 2003 Servers were built with Wansync XoSoft bit duplication.
- Designed and implemented several new construction network build outs.

1998 – 2004 Global Data Systems

Metairie, LA.

Systems Integrator III

- Worked on all phases of projects from design, installation, configuration, and testing of a wide range of Cisco routers, switches, intrusion detection, VPN's, and firewalls.
- Implemented Cisco Works VPN/Security Management Solution for installations of Intrusion Prevention Systems.

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- Team member on security audit projects for large financial institutions and

State Agencies. Worked on all phases of the audit including: network scanning, firewall analysis, penetration testing, war dialing, and audit response.

- Technical lead for 6 building campus Gigabit Ethernet installation for a 1500 plus node network.
- Used a WAN sniffer to identify a network design flaw that saved the company from upgrading their T1 to T3 circuits.

1992 – 1998 Jefferson Parish Sheriff's Office Gretna, LA.

MIS Manager

- Manage and support operations staff for 2800 plus user base.
- Planning and projecting future staffing, education and equipment purchase.

Systems Manager/ Network Administrator

- Migrating network dedicated leased lines equipment from AT&T Paradyne Stat MUX to Cisco routers and equipment running on frame relay circuits.
- Troubleshooting network bandwidth issues and problems. Developing network policies to increase efficiency and reliability.

#### Education

1988 – 1992 Tulane University School of Engineering New Orleans, LA.

- Bachelor of Science in Computer Science

1993-2016 Various Organizations

- Advanced Cisco Router Class (ACRC)
- Managing Cisco Network Security (MCNS)
- SANS Intrusion Detection In-Depth (GCIA)
- Cisco Secure Intrusion Detection Systems (CSIDS) 2.0
- Greater New Orleans Information Systems Audit and Control Association (GNO ISACA)
- Cisco Networkers 2008, 2015
- McAfee Focus10
- FBI Tiger Trap war games training 2011
- Bsides Nola / Bsides Jackson 2014, 2015
- NolaSec

#### Certifications

- Certified Information Systems Security Professional (CISSP)
- Cisco Certified Network Professional (CCNP) + Security
- Cisco Certified Design Professional (CCDP)
- Information Security Systems Professional (INFOSEC)

#### References

Upon Request



## WORK EXPERIENCE

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- ↻ Active Directory/Exchange Administrator.** *New Era Information Technologies, Elmwood, LA* .....July 2014-Present
  - Support a large, multi-site, 2000+ user, mailbox, and node Active Directory Domain and Exchange Infrastructure for large municipality.
  - Assist with new technology procurement and installation for several clients.
  - Responsible for health and maintenance of 90+ servers at various public and private sector clients from small to large – including a number with mission critical Exchange Server, SQL Server, and/or Active Directory infrastructure.
  - Managed and participated in several deployment projects for various clients including: Mimecast, 3<sup>rd</sup> party spam filtering solution for 2000 mailboxes; a Ruckus Wireless multi-site managed wifi infrastructure; a Solarwinds-based patch management solution for 2000 workstations; and multiple physical and Hyper-V server installations.
  
- ↻ Computer/Network Tech.** *ACT Technologies, Reserve, LA* ..... October 2005-July 2014
  - Install, support, and troubleshoot a wide variety hardware and software for business and home users.
  - Administer Windows domains, server, and workstations for a variety of businesses and environments.
  - One of 3 technicians responsible for the maintenance and support of 50+ client networks and systems of varying size and complexity.
  - Performed multiple successful Active Directory Domain, Exchange migrations, and large application deployments for organizations ranging from 3 to 500 users and nodes.
  - Accustomed to quickly orienting to unfamiliar environments and new situations, commonly encountered at this position.
  
- ↻ IT Manager.** *Med-Tech Transcriptions, Inc., Metairie, LA* ..... April 2003-September 2005
  - Supported and maintained a wide variety hardware and software.
  - Responsible for a MS Windows 2003 Small Business Server network, and a 500-user medical dictation/transcription system.
  - Migrated network from Windows 2000 to Windows 2003 Small Business Server
  - Evaluated and implemented new hardware and software for company use and sales.
  
- ↻ PC Support Technician.** *Imperial Trading Co., Inc., Elmwood, LA* ..... December 2000-December 2002
  - Supported and maintained a wide variety of hardware and software.
  - Assisted with datacenter operations, client access support, and system backup.
  - Assisted support of an 80+ user Windows NT/2000 network that included IBM AS/400s.
  - Created small applications for administrative use with Visual Basic and NT/2000 Batch/Command.
  - Involved in design, update, and support of company's locally hosted B2B website.
  
- ↻ Computer Systems Consultant.** *Creative Fabricators, LLC, St. Rose, LA* .....March 1998-December 2000
  - Planned and implemented an MS Windows network in an environment that previously used no computers.
  - Supported and maintained a wide variety of hardware and software.
  - Designed catalogs and full color product brochures.
  
- ↻ CAD Operator / Office Manager.** *Designs by J. L. Robichaux, La Place, LA* .....May 1996-January 1999
  - Developed methods and standards for CAD in an environment that previously did not use computers.
  - Supported and maintained a wide variety of hardware and software.
  - Other daily activities included meeting with clients and bookkeeping.

## EDUCATION/CERTIFICATIONS

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- ↻ Loyola University.** *New Orleans, LA* .....January 2000-October 2000
  - Completed Official Microsoft Courses in preparation for MCP & MCSE exams.
  - Acquired MCSE & A+ Certifications in November 2000.
  
- ↻ University of New Orleans.** *New Orleans, LA* ..... August 1994-May 1996
  - General Studies curriculum with emphasis on advanced math courses, including calculus.
  
- ↻ East St. John High School.** *Reserve, LA* ..... August 1990-May 1994
  - Graduated with 3.5 average.
  - Completed honors classes including Advanced Placement English, Physics, Advanced Math, Pre-Calculus, and Computer Science.

## **SPECIAL SKILLS**

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- Advanced knowledge of current PC hardware technologies; Active Directory Domains; RAID technologies; Windows XP, Vista, 7, & 8; Windows Server 2003, 2008, & 2012; Exchange Server 2003, 2007, 2010, & 2013; Microsoft SQL Server 2005, 2008, & 2012; MS Office Applications; TCP/IP & a variety of widely used, higher level Protocols; Laserfiche; Visual Basic; AS/400 Client Access; HTML; and AutoCAD.
- Working knowledge of MS Powershell; DOS; Routers; Cisco IOS; HP Procurve Switches; Virtual Private Networking; Internet Information Server 7.0; Word Perfect, ACT, QuickBooks, FoxPro, Flash, ASP, PHP, Photoshop, and current cabling standards.
- Type 50 words per minute
- 15 years' work experience, plus 5 years' personal/recreational experience, with computer software and hardware.

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# JOHN PARKER

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225-678-1903 | jparker@newerait.net

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## EXPERIENCE

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- 2016-Present**      **Network Engineer, *New Era Information Technologies***
- Install, upgrade, and maintain network for Jefferson Parish Libraries.
  - Helped migrate server environment that was outdated and separated across multiple servers to a new unified blade environment.
  - Received my CCNA Wireless certification in May 2016.
- 2011-2016**      **Network Engineer, *MIS Technology Group***
- Received my MCST 2008 Network Infrastructure certification in 2011.
  - Received my CCDA in 2013.
  - Experience in Server 2012R2, Windows 8.1, VMWare, Meraki networks, Cisco IPsec and SSL VPN, HP Blade Servers, Group Policy, AD Design, P2P, MPLS, VPN concentrators.
  - Focused more on project management, customer management, and infrastructure.
  - I was in charge of implementing an emergency default subnet migration for the network at a main site of a health care company that ran out of ip addresses. It had more than 300 devices on their LAN with 4 routers for their 30 remote sites; which included P2P, MPLS, and DIA circuits. Spent one week of planning and spent one day doing the conversion. The customer was back up and running by the end of the day and ready for next business day. Went from a /24 to a /21 and their default VLAN became big enough for their 10 year growth plan. It also allowed us to consolidate the network and prioritize QoS better.
- 2010-2011**      **MWD Operator, *MWD Services***
- Ran MWD Tools on oil rigs for directional drillers.
  - Used mud pulse telemetry to receive data on surface through pressure transducers to translate into inclination, azimuth, and magnetics.
  - Used magnetics and magnetic corrections to tell directional drillers which direction they are drilling in. Making sure they stay where the geologists want them to be so they can hit the pay zone of the well.
- 2006-2010**      **Network Administrator, *MIS Technology Group***
- Worked on small to large networks.
  - Worked in both private and public sector.
  - Setup, configured, and installed wireless networks and Cisco VoIP systems.
  - Receive my CCNA certification in July 2010.
- 2001-2006**      **Network Technician, *Network Solution Providers***
- I administered small workgroups up to medium sized Windows Server NT4, 2000 and 2003 networks.
  - Gained entry level knowledge of servers, networks, active directory and firewalls.

2000

PC Technician, *PC Warehouse*

- Built and repaired home computers with various problems.
- Reloaded computers with new operating systems and configured them for each user.



**Mary L Yarbrough**  
3625 Turner Rd  
Ethel, La. 70730  
(225)683-5370 Cell (601) 870-9833

## **Professional Goals**

Challenging position in a professional environment using my 20+years' experience in a wide variety of duties in general supervision, programming and personal coordination, working as a team member and or a leader, contract interaction, service meetings, training new employees to the field and resolving service issues. I am experienced in insuring job performance, cost containment and efficiency.

## **TWIC Card Will Travel**

## **Experience:**

### **AT&T Uverse** June2015 To Present

Prem Tech Installation of internet to cx homes including uverse TV, VoIP phones, Fiber to prem,termination ont installation.cat 5e coax fiber drops and termination. Dtv installation.

### **Southern Packaging Inc.** Nov.2011-June2015

Office Manager, timekeeping, payroll reports, new hirers, monthly reports, invoicing, purchase orders, cost coding, log purchasing, ordering office and safety supplies. Parts research

### **Louisiana Dept of Agriculture and Forestry** July 2009-Apr.2011

Maintained voice, data and Ip video surveillance infrastructure. Programing and maintaining call accounting software and PBX Programing across the state and card access programming. Maintenance dept. Including electricians helper and other varies duties. Office assistance, work orders and bids.

### **Service Master of Louisiana** Nov.2008-July 2009

Project planning and coordination, adds, moves and changes for phones, computers, access controls and video monitoring at LDAF as needed due to construction after hurricane damaged the building.

### **UCI** July 2007-Nov. 2008

Installation, upgrades, service and maintenance of Nortel, Toshiba, NEC, Meridian, Mitel phone systems in refineries and businesses. Ip camera installation for customer sites training and sales .Maintain stock in warehouse and technical assistance.

### **Telephone Installation Specialists** May 1999-July 2007

Installation of voice and data cabling fiber Installation, sales, programing and training of Nortel ESI and lucent phone systems. Work orders, Bids, and billing part of daily requirements. Maintain inventory in warehouse and service vehicle.

### **Ameritech of Houston** Oct.1996-Feb.1999

On-site tech for DOW Chemical LaPorte, DOW Chemical Corporate, K-Mart stores in and around Houston Texas. Installation of voice and data cabling.Notel and Meridian systems

### **Action Communication** Apr.1993-Oct.1996

Installation of voice and data cabling. Installation, sales, service, programing and training of Nortel phone systems. Installation of IVR system for Eckerd Drugs in and around Houston. Service for voice system at Exxon Baytown.



9283 Kurt Kundler Rd.  
Gonzales, LA 70737

**CHARLES J. GIARDINA JR.**  
**NETWORK ENGINEER**

225-715-6263  
charlesgiardina1@cox.net

### PROFILE

34 years' experience in the telecommunications industry. Specific expertise in telephone and data networking, including installation, trouble-shooting, and repair. Main focus of responsibilities include estimating and design of all copper and fiber communication networks, including data networks, camera systems, wireless access networks, directional boring, and fiber optic cabling. Fiber optic experience includes design, installation, trouble-shooting and repair.

### EXPERIENCE

**Apr 2013 – Present** **VEC Solutions, LLC (formerly Vector Electric & Controls, Inc.)**  
**39417 Babin Rd., Gonzales, LA 70737, 225-450-2020**

#### Network Engineer

Data Communications Network Engineer responsible for the design and estimating of CAT 6 telephone and data networks, access control and security systems, and camera systems for commercial, industrial, and public clients. Design and estimating of fiber optic and copper network system backbone infrastructure. Fiber optic design, installation, termination, testing, troubleshooting and repairs for fiber networks. Oversee directional boring operations and projects.

Business development, site surveys, planning and engineering, estimating, proposal preparation, and procurement for data and telecommunications projects. Oversee adds, moves and changes to existing data and telecommunications networks.

Project management, scheduling, supervision and client liaison. Purchase orders and procurement.

**Feb 2010 - Apr 2013** **EMCO TECHNOLOGIES**  
**8900 S. Choctaw Dr., Baton Rouge, LA 70815, 225-925-8900**

#### Telecommunications Engineer

Business development, site surveys, planning and engineering, estimating, proposal preparation, and procurement for data and telecommunications projects. Adds, moves and changes to existing data and telecommunications networks. Fiber optic network design, installation and testing. Directional boring, fiber duct engineering, installation and termination. Schedule and oversee projects from implementation to completion. Follow-up on all punch list items to insure customer satisfaction with final project. Safety coordinator, contractor liaison, project management and quality control.

**May 1983 – Jan 2010** **TELEPHONE INSTALLATION SPECIALISTS, INC.**  
**1939 S. Phillipe Ave., Gonzales, LA 70737, 225-647-2323**  
**Co-Owner, Vice-President & Network Coordinator**

**Network Coordinator:** Data and telecommunications project planning, engineering, cost estimation, construction, fiber optics, directional boring, equipment installation, materials procurement, and personnel scheduling and supervision. Act as liaison with all contractors to insure adherence to contract guidelines and work completion schedules. Interface with data circuit providers including AT&T, BellSouth, and other interconnect companies.

**Project Estimator:** Perform on-site project walk-throughs, review floor plans, prepare cost estimations, and deliver final bid proposal to customer in accordance with RFP requests. Plan, design, and engineer telephone data networking, outside plant cabling, conduit systems, and directional boring projects. Compute and submit all proposal bid prices based on cost plus mark-up formula. Successfully procured jobs bid between \$1,000 and \$300,000.

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**Engineering:** Engineering and project development for telephone and data networks for commercial and industrial clients. Also engineering of outside plant projects that included directional boring, conduit systems placement, and buried outside plant cabling.

**Purchasing Agent:** Order all materials for project completion through numerous vendor contacts.

**Project Coordinator:** Schedule and oversee projects from implementation to completion. Follow-up on all punch list items to insure customer satisfaction with final project.

**Warehouse Maintenance:** Maintain complete and current list of on-hand equipment and supplies kept on-hand for routine telecommunications repair and installation work.

**Billing & Collections:** Prepare all accounts receivables billing statements on a weekly basis. Follow-up on unpaid invoices and place collection calls. Also make arrangements for payment schedules.

**Safety Coordinator:** Maintain safety protocol according to requirements for work in commercial and industrial environment, including OSHA certification and the Association of Reciprocal Safety Councils, Inc.

**Business Management:** Handle all customer requests for service. Field and resolve all customer complaints. Supervisor employees, approve timesheets, issue weekly payroll checks, and handle all accounts payables. Perform hiring and dismissal of employees as needed, according to EEOC standards.

**Installation & Service Technician/Supervisor:** Handled telecommunication system installations, including project engineering, wiring, jacks, testing, troubleshooting, and follow-up service for telephone and data networks.

## **RELEVANT PROJECTS**

**Jefferson Parish Performing Arts:** (2014-Present) Telephone and data networking, camera systems, closed circuit TV, fiber optic backbone infrastructure the new Jefferson Parish Performing Arts facility.

**Contact:** Anthony L. Francis, Jr., Director J P Government Ph: (504) 364-2675. F: (504) 365-3312

**CF Industries:** (2015-Present) Directional boring for new plant-wide fiber backbone. Project included installation of 4-inch, 3-inch, and 2-inch HDPE conduit.

**Contact:** Bruce Richardson, CF Engineer, Ph: (225) 473-8291

**East Baton Rouge Parish Library System:** (2012-13) Installation of wireless networks in 13 East Baton Rouge Parish libraries.

**Contact:**

**BP Biofuels:** (2010-15) Installation of data and telecommunications networking, fiber optic cabling, termination, testing, trouble shooting and splicing.

**Contact:** Johnny Murphy, IT Director, and Kevin Baggette, Assistant IT Director, (337) 824-8415

## **CERTIFICATIONS**

- Association of Reciprocal Safety Councils, Inc., current
- BP Biofuels Safety Program, current
- TWIC Card, valid through April 2021



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**CHARLES J. GIARDINA JR.**

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**Page 3**

**PERSONAL & PROFESSIONAL REFERENCES**

Mr. Todd Bourgeois  
Owner  
EMCO Technologies  
8900 S. Choctaw  
Baton Rouge, LA 70815  
225-925-8900

Senator Lee "Jody" Amedee, III  
2111 S. Burnside Ave.  
Gonzales, LA 70737  
225-647-1300

Mr. Roland Smith  
Rubicon, Inc.  
Telephone & Data Instrumentation Manager  
Geismar, LA 70734  
225-673-6141



# DANNY NEWMAN

25812 MARLBROOK DR. DENHAM SPRINGS, LA 70726 | C:225-290-5291 | [DANNYNEWMAN66@GMAIL.COM](mailto:DANNYNEWMAN66@GMAIL.COM)

## SUMMARY

Electrician with extensive in home construction, industrial and major commercial projects. lead installer for audio-video systems. Strong managerial, time-management and communication skills. Electrician with 16 years of experience. Skilled with diagnosis, repair, and installation in both residential and commercial environments. Experienced communication technician professional with strong leadership and relationship-building skills.

## HIGHLIGHTS

- National Electrical code (NEC)
- AC/DC power and control systems
- NEC codes and codebook
- Digital circuitry
- Branch circuit wiring
- Excellent written and verbal Communication skills
- \* Superior troubleshooting skills
- \* Test equipment operation
- \* Efficient
- \* New construction
- \* Sub-panel installation
- \* Commercial and industrial electrician

## ACCOMPLISHMENTS

### Electrical Wiring

- worked to meet current nfpa electrical codes and company guidelines scheduling.

### Scheduling

- Scheduled and tracked all repairs.
- Tracked and processed purchase of parts to accounts payable.

### Installation

- Installed wiring and electrical appliances for residential and commercial construction Sites with a 40% ahead-of-schedule rate.

## EXPERIENCE

01/2016 TO 07/2016

COMMUNICATION TECHNICIAN

VEC SOLUTIONS-GONZALES, LA

Troubleshooted electrical/electronic control circuits. Answered customers' questions about products, prices, Availability, product uses, and credit terms. Continued internal education, training and certifications to stay ahead of an evolving financial industry landscape, learned new product releases, and increased value to the company and

the client base identified prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences. Maintained customer records, using automated systems. Prepared sales contracts for orders obtained, and submitted orders for processing. Worked on projects, which provided value to the department, the company, and the client base. Test, troubleshoot, and terminate fiber optic cable. Install, troubleshoot, and repair video/surveillance systems.

## **01/2011 TO 12/2015**

### **ELECTRICIAN/COMMUNICATION TECHNICIAN**

#### **VECTOR ELECTRIC – GONZALES, LA**

Troubleshooted electrical/electronic control circuits. Answered customers' questions about products, prices, Availability, product uses, and credit terms. Continued internal education, training and certifications to stay ahead Of an evolving financial industry landscape, learned new product releases, and increased value to the company and the client base identified prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences. Maintained customer records, using automated systems. Prepared sales contracts for orders obtained, and submitted orders for processing. Worked on projects, which provided value to the department, the company, and the client base. Test, troubleshoot, and terminate fiber optic cable. Install, troubleshoot, and repair video/surveillance systems.

## **01/2007 TO 12/2011**

### **ELECTRICIAN**

#### **ISC CONTRACTORS – BATON ROUGE, LA**

Troubleshooted electrical/electronic control circuits. Answered customers' questions about products, prices, Availability, product uses, and credit terms. Continued internal education, training and certifications to stay ahead Of an evolving financial industry landscape, learned new product releases, and increased value to the company and the client base identified prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences. Maintained customer records, using automated systems. Prepared sales contracts for orders obtained, and submitted orders for processing. Worked on projects, which provided value to the department, the company, and the client base. Fab, bend, and install ridged, emt, aluminum, or plastibond conduit.

## **EDUCATION**

- Obtained GED
- Coursework in DC Electricity, AC Electricity and Electronics Theory
- Summitomo Certified
- Matric security system certified

## **PROJECTS/JOBS I HAVE COMPLETED**

### **METHANEX – ST.GABRIEL, LA**

- INSTALLED MAG LOCKS ON DOORS

- INSTALLED ACCESS CONTROL PANEL
- INSTALLED PUSH TO EXITS
- INSTALLED REQUEST TO EXITS
- INSTALLED CARD READERS
- INSTALLED CONDUIT AS RACEWAY FOR POWER AND CONTROLS
- TERMINATED FIBER OPTIC CABLE FOR COMMUNICATION
- WIRED COMPLETE SYSTEM AND COMMISSIONED SYSTEM

#### **KINDER MORGAN – HARVEY**

- INSTALLED CONDUIT AS RACEWAY
- INSTALLED PELCO PTZ CAMERAS
- INSTALLED BRIDGE ANTENNAS FOR WIRELESS COMMUNICATION
- WIRED CAMERAS INTO SWITCH FOR COMMUNICATION TO SERVER
- INSTALLED CAT6 CABLE BETWEEN CAMERA AND BRIDGE FOR COMMUNICATION
- TERMINATED CAT6 PLUG ON CAT6 CABLE FOR COMMUNICATION

#### **UBT – DAVANT, LA**

- INSTALL CONDUIT AS RACEWAY
- INSTALL PELCO BOX CAMERA
- INSTALL MAG LOCK FOR GATE
- INSTALL PUSH TO EXIT ON GATE
- INSTALL FIBER OPTIC CABLE FOR COMMUNICATION BETWEEN SERVER AND SWITCH
- STRIP, TIP, AND TEST FIBER OPTIC CABLE
- TERMINATE CAT 6 CABLE FOR COMMUNICATION BETWEEN CAMERA AND SWITCH
- INSTALL POWER FOR ELECTRICAL OUTLET IN FIBER OPTIC SWITCH PANEL

#### **BUNGE – ST ROSE, LA**

- INSTALL POWER TO XFMR FOR ANALOG CAMERAS
- INSTALL FIBER OPTIC CABLE
- TERMINATE AND TEST FIBER OPTIC CABLE
- INSTALL CAMERAS
- INSTALL CAT6 CABLE FROM CAMERA TO SWITCH
- INSTALL COAX FROM CAMERA TO VIDEO ENCODER
- INSTALL PAXTON ACCESS CONTROL
- INSTALL PUSH TO EXIT
- INSTALL REQUEST TO EXIT
- INSTALL RECEPTIONIST PUSH BUTTON UNDER DESK
- INSTALL DVR
- SET IP ADDRESS IN DVR AND CAMERAS TO VIEW ON NETWORK



# JASON HILL

13931 spreading oaks dr. , Baton Rouge, LA 70818 | C: 225-405-5226 | jhill@vec24-7.com

## Summary

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Supervisor offering 20 years of progressively advanced journey-level electrical experience. Also, another 7 years experience in installation and testing of fiber optics, data, security access, cameras, and telephone systems.

## Highlights

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- Electrical Systems & Controls
- Installations & Maintenance
- Troubleshooting of all Systems
- Fiber Optic Testing and Termination
- High Voltage Experience
- Access Control systems
- Cameras

## Accomplishments

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- \* NCCER Plus Certification
- \* High Voltage Stress Cone Training (3m and Raychem) 2008
- \* Supervisor Training Course 2012
- \* Corning Fiber Optic Training 2006, 2010
- \* Sumitomo Futureflex Training 2012,2013
- \* Matrix Security Systems Training 2011
- \* Frontier Security Systems Training 2016
- \* Ditchwitch Boring Certification 2016

## Experience

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- Senior Communications Tech/Supervisor Oct 2015 to Current  
 VEC Solutions — Gonzales, LA  
 Responsible for overseeing projects, trouble shooting all systems, which would include Security, Fiber, Cameras, Gates, and Access controls.
- Electrician/Supervisor Feb 2007 to Oct 2015  
 Vector Electric and Controls — Gonzales, LA  
 Performed electrical utility services for industrial based and new building projects. Also responsible for installation and termination of all fiber optics on all jobs

## Education

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- High School Diploma 1991  
 Tara High School — Baton Rouge, LA, USA
- General Studies  
 Southeastern University — Hammond, LA, USA

## Innovative Concepts

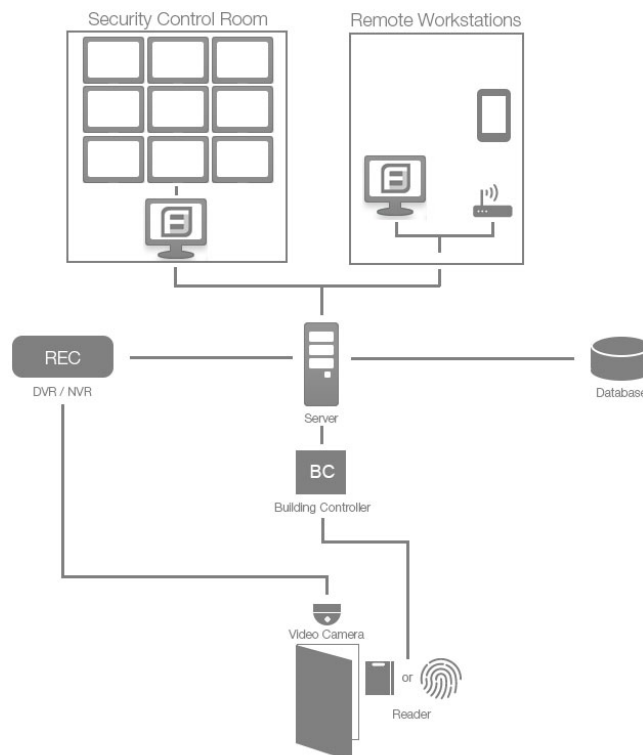
### Frontier Video Management System

Frontier Video is the new enterprise-class video management solution (VMS) with access control integration and a mobile app solution. This access control/ VMS integration includes recorded and live video playback with pan, tilt, zoom (PTZ) control, PTZ on alarm presets, motion detection camera alarms and camera online/offline event alarms.



The seamless integration between the Frontier Video management system and the top names in video hardware offers our customers cutting-edge, network-friendly video management and advanced analytic capabilities so you can seamlessly integrate recording and playback, advanced analytics, storage, alarm management and response measures to your system and easily manage everything with the Frontier Integrated Platform's security management software. Frontier Video works with a huge list of camera models and hardware. The current Hikvision cameras at the Parish are already on the list of supported hardware with the Frontier Video Management System.

The seamless integration between the Frontier Video management system and the top names in video hardware offers our customers cutting-edge, network-friendly video management and advanced analytic capabilities so you can seamlessly integrate recording and playback, advanced analytics, storage, alarm management and response measures to your system and easily manage everything with the Frontier Integrated Platform's security management software.



*Sample Video Management Setup*

Frontier Video's interface is designed to minimize the number of actions necessary to complete a task. This is quantified as 'clicks-to-completion', and helps to quantify the 'ease of use' of the Frontier Video VMS platform.

Frontier Video's simplified licensing model allows for easy deployment and reconfiguration. Moves, adds and changes are not unnecessarily burdened by the need to contact Frontier to relicense cameras or servers. Camera licenses can be reconfigured at any time, because camera licenses are not tied to a specific camera by MAC address. Servers can be easily load balanced because the Frontier Video administrator can move licenses from one server to any other server without contact Frontier, using tools included with Frontier Video.

Since Frontier's NVR's are Microsoft Windows based, you have the ability to have control over your features. These units have the ability to compress and send the video feed in the evenings when there is much less traffic on the network. This keeps your network resources free during the day and allows you to take advantage of the evening hours to transmit that days recording.

Another benefit of the Frontier Video Management System is that all video is time-stamped and integrated with the Access Control system. You can setup the "follow me" feature where you can set an alert on a user and if they access a building through the access control system, the associated cameras can follow that person around throughout the building. Another security feature is the facial recognition where you can load a picture of a suspect and if a camera on the Frontier Video Management System recognizes the suspect from the picture, you can get an alert. **This is critical and key in today's age where terrorism is an all too real concern and priority.**

One huge benefit of the Frontier Video Management System is the integration with your video access control system. Access control is no longer merely one system among many in an integrated security system. With the addition of Frontier Video, Frontier becomes the backbone of a complete, integrated security system. And, with the addition of the web client, you have the ability to control that complete, integrated security system from anywhere you have Internet access.

## Integration

Frontier knows that the best security management and access control solutions take advantage of deep technical expertise and ongoing industry leadership. That's why they chose cutting-edge technology partners to provide a total security management solution. Each partnership involves intensive teamwork, technology sharing and rigorous testing. Frontier offers seamless integration with leading thid-party products including video management, biometrics, electronic locks/readers, visitor management and more.

## Biometrics

Frontier has partnered with Suprema for biometrics. Suprema is a global leader in biometrics and securities technology. By combining world renowned biometric algorithms with superior engineering, Suprema is able to continually develop and manufacture reliable industry leading products. Suprema's extensive portfolio of products include biometric access control systems, time & attendance devices, fingerprint/live scanners and embedded fingerprint modules.

Suprema BioEntry W2 is a rugged fingerprint access control device featuring Suprema's next generation biometric technology and security platform. BioEntry W2 provides class-leading performance and security by featuring Suprema's latest fingerprint algorithm coupled by powerful quad-core CPU and LFD(live finger detection) technology. The device also provides added flexibility in system design featuring multi-card support with dual-frequency RFID technology. Packed in a rugged IP67/IK08 housing with sleek metal finish, BioEntry W2 is a perfect access control solution for tough environment and outdoor installation. This reader will work with proximity cards, keyfobs and fingerprint. We have proposed this solution to the Jefferson Parish Council. BioEntry W2 features a class-leading 1.2GHz Quad-core CPU that enhances user experience making this the world's fastest outdoor fingerprint device.



## FaceStation

FaceStation perfectly combines beauty and performance. By providing contactless authentication at near real-time matching speeds, FaceStation offers unmatched user convenience and enhanced security synonymous with biometrics. It is ideal for applications that require convenient & secure authentication and can be used in either standalone or network environments. With combined strength of the dual-CPU matching engine and Suprema's sophisticated face recognition algorithm, FaceStation features real-time matching. Real-time matching grants instant authentication to users, eliminating unnecessary wait at the doors. This superior speed comes at no cost to security, which makes FaceStation a secure and reliable access control and time attendance solution. Suprema's superior face recognition algorithm promises a low error rate and an ultra-fast matching speed providing both speed and accuracy. Suprema's algorithm even has the ability to distinguish twins. FaceStation is built around an idea of establishing convenient biometrics without sacrificing security. Its contactless authentication method provides users with easy access under any light conditions by combining the use of a built-in proximity sensor and Suprema's patented adaptive IR illumination technology. By applying various advanced fake face detection techniques, FaceStation promises both security and convenience.

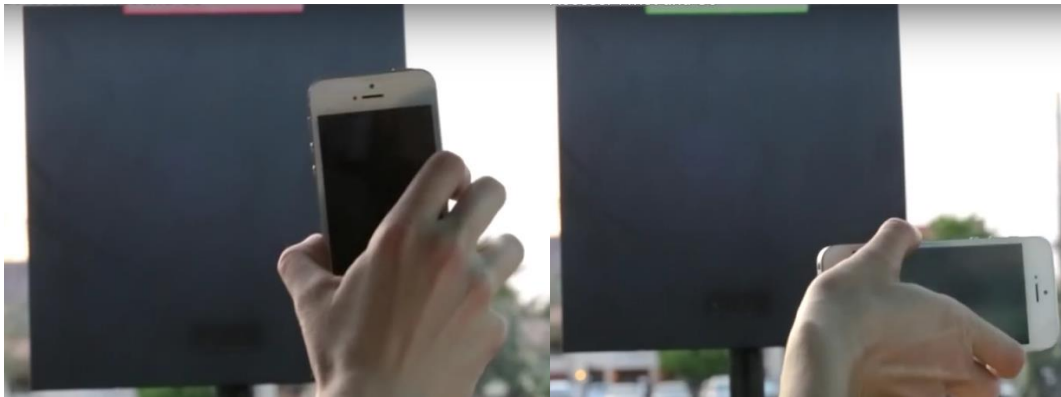


## BioStar

BioStar 2 sets the new standard in security. The powerful biometric access control framework provides system integrators the ability to easily integrate with 3rd party systems and allows software developers to build new applications and functions into BioStar 2. Accessibility to BioStar 2 and its APIs is further extended through cloud services. BioStar 2 now allows management of card credential of users for versatile applications. Access on card or secure credential card mode is used to store selective information such as user information, fingerprint template, PIN, and access rules. BioStar 2 also provides alarm and report on smart cards that aren't used for long time and offers simple deactivation methods for expired users.

## Mobile Access

HID Mobile Access merges security with convenience by enabling a smartphone or other mobile device to securely open a door or gate. This unique solution enables new iCLASS readers to activate with a close range "tap" of a smartphone, or from a distance with HID Global's patented "Twist and Go" mode.



HID Mobile Access introduces a **new era** of convenience and functionality to access control. Breakthrough technologies meet the growing demands of a smarter, mobile-first world -- while instilling confidence that identity data is secure and privacy is protected.

**More Choice** – Mobile technology is being leveraged at a rapid pace. The freedom to move access control to phones, tablets, wristbands, watches and other wearables is a matter of end-user preference. HID Mobile Access supports the widest variety of mobile devices in the industry today, or it can be used in addition to traditional card access.

**More Applications** – Managing identity in the organization is changing; IT departments, Security and Facility Management are working toward the development of consolidated access programs. HID Mobile Access enables more than one secure identity to reside in a smart device --creating a single device solution for physical and logical access control.

**More Confidence** – HID Mobile Access, powered by breakthrough credential technologies, is based on ISO standards used by the U.S. government and other organizations globally to encrypt classified or sensitive data, providing unprecedented security and privacy protection of identity data.



## Building Automation & Lighting Control

The New Era Group can provide building automation and lighting control that work with the access control system. Automation and Control system integrators have long served the building automation and energy management industry as the technical and mechanical specialists who bridge the gap between people and the systems, equipment, software used by today's facilities.

In today's environment, standalone, single-source, locked-in system designs are out and the multi-vendor, fully integrated, open systems are in. Office buildings are equipped with a wide range of systems and devices that control HVAC, energy management, lighting, security and more. The integration and interoperability between these systems is critical in maximizing operations, lowering costs and achieving the security and occupant experience demanded in today's dynamic office environment. The challenge of getting these diverse systems that speak many different protocols to connect and communicate with each other and to the enterprise has been an enormous barrier. That is until now.

- Multiple paybacks including performance efficiencies, reduced capital and operational expenses and greater returns
- Manage and operate your facilities and equipment smarter, safer, securely, more efficiently and at peak performance levels
- Reduced equipment downtime and maximizes lifetime value
- Improved visibility into operational assets

## Hikvision SDK

Through our partnership with Hikvision, we have been able to acquire their Software Development Kit. This toolkit (SDK) allows us to write customized code against the Hikvision cameras and NVR's. We will have to conduct a full analysis of the capability, but there is a good chance that we can communicate to these units through other network resources giving us the ability to pull video from these units on a scheduled basis. This would be a custom software development application that would integrate with the Hikvision units that are spread throughout Jefferson Parish.

## Wireless Locks and Access Control

The Frontier Access Control system integrates with third-party wireless technologies such as Schlage. Schlage AD Series locks seamlessly integrate with the Frontier Integrated Platform to provide a cost effective and scalable access control solution to meet your security needs. Schlage AD Series locks combine the components typically found around the door, such as the door position switch and the request to exit switch, into one unit which simplifies installation and saves money. And since they are designed to be modular, Schlage AD Series locks can easily be upgraded in the future to meet your changing security and technology requirements.

AD Series wireless locks provide many of the key benefits of a hardwired system including real-time monitoring, audit trails, centralized lockdown and instant access control management. In retrofit

applications the Schlage AD Series wireless locks and devices, which eliminate the need to run wires direct to each opening, can help you extend the reach of your access control system.

The Mercury EP2500 building controllers that our team implements supports up to 64 AD locks per panel.

## **Cloud Services**

Cloud Services are not a one size fits all type of technology and New Era understands that. There is a strategic approach to what should be on-premise vs cloud based. New Era makes use of Microsoft Azure and Amazon AWS as their cloud based providers. We have decided to go to the source and not cut any corners with our clients and our own data. If you manage your cloud infrastructure correctly, you can greatly reduce your IT costs. Video Management in the cloud is a tricky scenario because you have to stream your video back anytime you want to view or retrieve. This can often cause buffering and delays in retrieving video. New Era has also met with local datacenter representatives from Venyu and they agree that you should not try to stream your video feed even from their datacenters. They recommended that you backup and download the files that you want to view. This will cause an increase in time to retrieve and view video. For these reasons, New Era recommends a hybrid scenario. An on-premise server for video storage with a cloud backup for those exported cases that you have to hold on to.

## **Camera Monitoring**

Jefferson Parish currently knows if a camera is out by looking at a camera feed and determining that the video is not present. With the use of software monitoring solutions such as Solarwinds, we can monitor your IP cameras to determine if they are online. If there are any connectivity issues, we can be alerted via email or text message and quickly address the problem before anyone notices that the camera is even down. Jefferson Parish currently uses multiple components of the Solarwinds product to monitor network resources. The Department of General Services could purchase additional licenses to cover monitoring of their cameras. Furthermore, on the Frontier Video System, they also have alerting features when there is a communication issue.

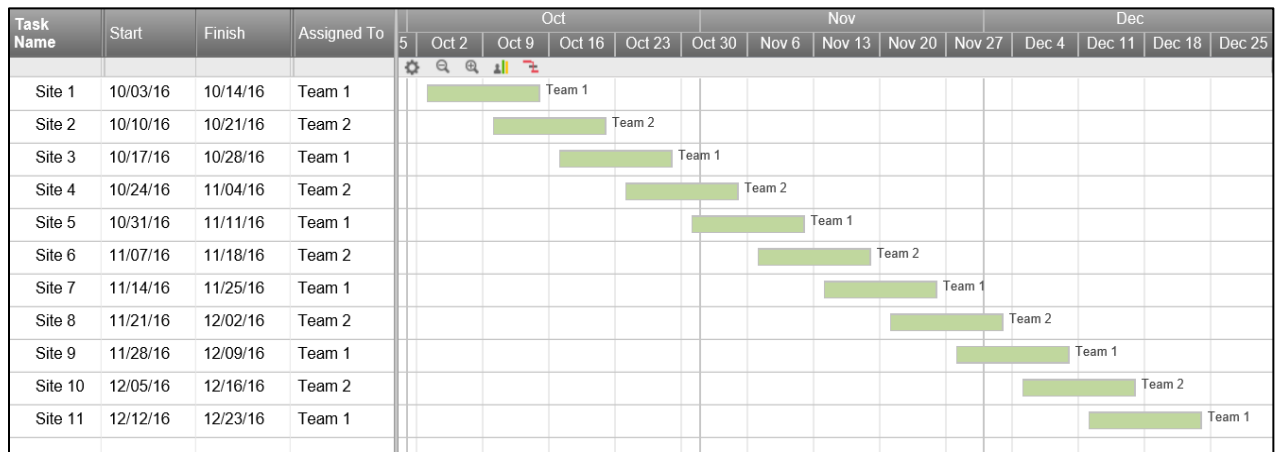
## Project Schedule

New Era has does not need to initiate a pilot program because we fully support the Frontier platform that is in place at Jefferson Parish. For this reason, we can hit the ground running and continue along with the current work that is being completed. By the time this contract starts, all of the migration and live conversion will be complete. All project scheduled work will be any new projects that come up based on Jefferson Parish’s project list.

The one project that we know will start on the contract start date due to it being listed in the RFP is the upgrading and replacement of any controllers/readers/boards that cannot be upgraded to the latest firmware. We estimate that being 175 to 200 of the MR52 boards.

We feel that we can complete that upgrade in the first 90 days of the contract. The below schedule will show this, but it is not possible to determine all of the locations to put into the list as we still need to determine those.

Using our Smartsheet software, this will be a living document that we will continuously modify as the project moves forward.



**Confidential**

# **New Era IT, LLC Financials**

**Redacted Pages 63-87.**

# Appendix 1

## CORPORATE RESOLUTION

EXCERPT FROM MINUTES OF MEETING OF THE BOARD OF DIRECTORS OF  
**New Era Information Technologies, LLC.**

AT THE MEETING OF DIRECTORS OF **New Era Information Technologies, LLC**,  
DULY NOTICED AND HELD ON **June 18, 2016**, A QUORUM BEING THERE  
PRESENT, ON MOTION DULY MADE AND SECONDED. IT WAS:

RESOLVED THAT **David B Campbell**, BE AND IS HEREBY APPOINTED,  
CONSTITUTED AND DESIGNATED AS AGENT AND ATTORNEY-IN-FACT OF THE  
CORPORATION WITH FULL POWER AND AUTHORITY TO ACT ON BEHALF OF  
THIS CORPORATION IN ALL NEGOTIATIONS, BIDDING, CONCERNS AND  
TRANSACTIONS WITH THE PARISH OF JEFFERSON OR ANY OF ITS AGENCIES,  
DEPARTMENTS, EMPLOYEES OR AGENTS, INCLUDING BUT NOT LIMITED TO,  
THE EXECUTION OF ALL PROPOSALS, PAPERS, DOCUMENTS, AFFIDAVITS,  
BONDS, SURETIES, CONTRACTS AND ACTS AND TO RECEIVE ALL PURCHASE  
ORDERS AND NOTICES ISSUED PURSUANT TO THE PROVISIONS OF ANY SUCH  
PROPOSAL OR CONTRACT, THIS CORPORATION HEREBY RATIFYING,  
APPROVING, CONFIRMING, AND ACCEPTING EACH AND EVERY SUCH ACT  
PERFORMED BY SAID AGENT AND ATTORNEY-IN-FACT.

I HEREBY CERTIFY THE FOREGOING TO BE  
A TRUE AND CORRECT COPY OF AN  
EXCERPT OF THE MINUTES OF THE ABOVE  
DATED MEETING OF THE BOARD OF  
DIRECTORS OF SAID CORPORATION, AND  
THE SAME HAS NOT BEEN REVOKED OR  
RESCINDED.

*Donald Flores*

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**OWNER**

**June 18, 2016**

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**DATE**

# Corporate Location

**Section 1.4 (Proposer Minimum Requirements) Number 5 of the RFP states:**

**“Proposer must have an office with a response time of 30 minutes of Jefferson Parish.”**

## Corporate Location

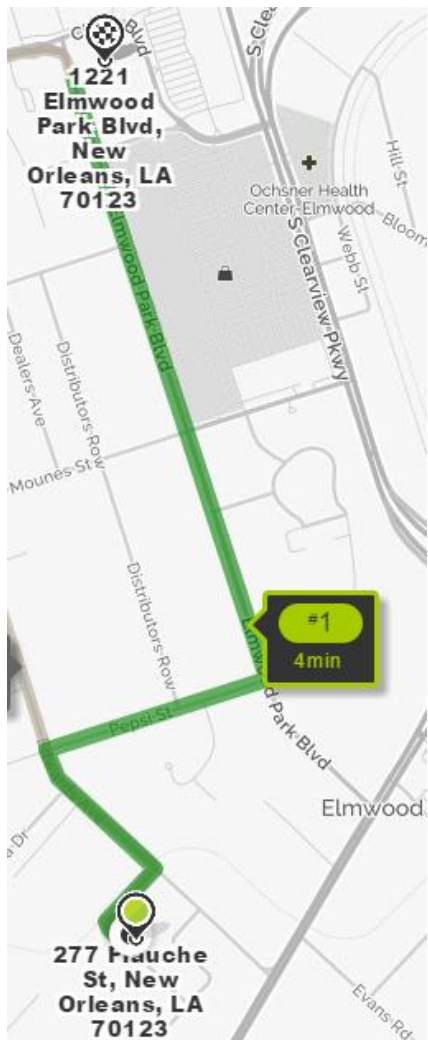
New Era Information Technologies is located at:

277 Plauche St.  
Elmwood, LA 70123

New Era's headquarters are centrally located between both parish buildings (East Bank/Joseph S. Yenni Building and West Bank/General Government Building).

We are 1.8 miles and 4 minutes from the Joseph S. Yenni Building and 10.4 miles and 22 minutes from the General Government Building.

These numbers have been provided by mapquest.com.



**Joseph S. Yenni Building**



**General Government Building**



## Proposal Guarantee

Section 1.14 (Proposal Guarantee) of the RFP states:

*“Each proposal shall be accompanied by a proposal guarantee in the form of a bond (from a surety licensed to conduct business in the State of Louisiana), or a certified or cashier's check or money order made payable to Jefferson Parish in the amount of (\$5,000.00) Five Thousand Dollars.”*

Below is a copy of the New Era IT cashier's check from First NBC Bank made payable to Jefferson Parish in the amount of \$5,000.00.

The actual check is located in the front cover of the New Era Proposal marked “Original”.

THE ORIGINAL DOCUMENT HAS A WHITE REFLECTIVE WATERMARK ON THE BACK. HOLD AT AN ANGLE TO VIEW. DO NOT CASH IF NOT PRESENT.

1011993  
Cashier's Check

Date: 7/21/16  
Branch: 2002


REMITTER: NEW ERA INFORMATION TECHNOLOGIES LLC  
277 PLAUCHE ST  
HARAHAN, LA 70123

**PAY TO THE ORDER OF** EXACTLY \*\*5,000 AND 00/100 DOLLARS \$5,000.00  
JEFFERSON PARISH\*\*\*

First NBC  
member FDIC

*Jan Baldwin*

FORM NO 5655S  
COPYING CAPTURED AND FRAUD PROTECTION  
Details on bank  
Security Features Included



# Affidavits

# Request for Proposal

## AFFIDAVIT

STATE OF **Louisiana**

PARISH/COUNTY OF **Jefferson**

BEFORE ME, the undersigned authority, personally came and appeared: **David B. Campbell**, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized **President / CEO** of **New Era Information Technologies, LLC** (Entity), the party who submitted a proposal in response to RFP Number **0345**, to the Parish of Jefferson.

Affiant further said:

### Campaign Contribution Disclosures

(Choose **A** or **B**, if option **A** is indicated please include the required attachment):

Choice **A**   X  

Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

Choice **B** \_\_\_\_\_

there are **NO** campaign contributions made which would require disclosure under Choice A of this section.



Affiant further said:

Debt Disclosures

(Choose A or B if option A is indicated please include the required attachment):

Choice A \_\_\_\_\_ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B X \_\_\_\_\_ There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

(Choose A or B, if option A is indicated please include the required attachment):

Choice A \_\_\_\_\_ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B X \_\_\_\_\_ there are **NO** solicitations for campaign contributions which would require disclosure under Choice A of this section.

Affidavit further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and that no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_ Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

**Choice B** X \_\_\_\_\_ There are **NO** subcontractors which would require disclosure under Choice A of this section.

David B. Campbell

Signature of Affiant

DAVID B Campbell

Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME

ON THE 6<sup>th</sup> DAY OF July, 2016

Provino Mosca

Notary Public

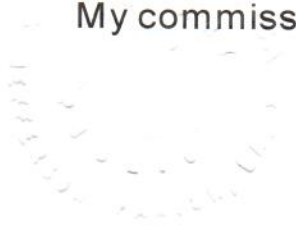
Provino Mosca

Printed Name of Notary

8473 / 12553

Notary/Bar Roll Number

My commission expires Life





**CAMPAIGN CONTRIBUTIONS  
NEW ERA INFORMATION TECHNOLOGIES, LLC  
June 2013 – June 2016**

<b>DATE</b>	<b>NAME</b>	<b>AMOUNT</b>
06/06/2013	Elton Lagasse	500.00
06/19/2013	John Young	1,000.00
06/24/2013	Ricky Templet	1,250.00
07/08/2013	Chris Roberts	500.00
07/30/2013	Paul Johnston	1,000.00
09/25/2013	Mark Spears	1,000.00
01/24/2014	Chris Roberts	500.00
04/02/2014	Mark Spears	1,000.00
05/05/2014	John Young	1,000.00
06/03/2014	Chris Roberts	1,000.00
06/30/2014	Ricky Templet	500.00
08/12/2014	Ben Zahn	1,000.00
08/12/2014	Mark Spears	500.00
08/22/2014	John Young	1,000.00
02/24/2015	Chris Roberts	500.00
03/30/2015	Paul Johnston	750.00
04/01/2015	Ricky Templet	500.00
04/28/2015	Ben Zahn	1,000.00
04/29/2015	Elton Lagasse	1,000.00
04/30/2015	Cynthia Lee-Sheng	1,000.00
05/30/2015	Mark Spears	500.00
05/21/2015	Paul Johnston	500.00
05/26/2015	Elton Lagasse	2,000.00
06/03/2015	Jennifer Van Vrancken	1,000.00
06/29/2015	Elton Lagasse	500.00
06/03/2015	Jennifer Van Vrancken	500.00
10/06/2015	Jennifer Van Vrancken	500.00
11/09/2015	Chris Roberts	500.00
12/07/2015	Jennifer Van Vrancken	1,000.00
12/08/2015	Ben Zahn	1,000.00
12/21/2015	Mike Yenni	1,000.00
12/21/2015	Paul Johnston	1,000.00
01/11/2016	Mike Yenni	1,000.00
02/12/2016	Mike Yenni	1,000.00
02/15/2016	Chris Roberts	500.00
02/24/2016	Mark Spears	1,000.00
03/08/2016	Mike Yenni	500.00
03/28/2016	Ben Zahn	500.00
05/10/2016	Ben Zahn	500.00
05/10/2016	Chris Roberts	1,000.00
06/02/2016	Ben Zahn	500.00

**CAMPAIGN CONTRIBUTIONS**

**DAVID B. CAMPBELL**

**Thru June 2016**

<u>DATE</u>	<u>NAME</u>	<u>AMOUNT</u>
02/02/2015	Ben Zahn	1,000.00
06/05/2015	Ben Zahn	500.00
07/02/2015	Ben Zahn	250.00
06/22/2015	Chris Roberts	500.00
06/22/2015	Chris Roberts	500.00
06/22/2015	Chris Roberts	500.00
06/23/2015	Paul Johnston	100.00



**Request for Proposal**

**AFFIDAVIT**

STATE OF **Louisiana**

PARISH/COUNTY OF **Jefferson**

BEFORE ME, the undersigned authority, personally came and appeared: **Debbie Moran**, (Affiant) who after being by me duly sworn, deposed and said that he/she is the fully authorized **President / CEO** of **VEC Solutions, LLC** (Entity), the party who submitted a proposal in response to RFP Number **0345**, to the Parish of Jefferson.

Affiant further said:

Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A** \_\_\_\_\_ Attached hereto is a list of all campaign contributions, including the date and amount of each contribution, made to current or former elected officials of the Parish of Jefferson by Entity, Affiant, and/or officers, directors and owners, including employees, owning 25% or more of the Entity during the two-year period immediately preceding the date of this affidavit or the current term of the elected official, whichever is greater. Further, Entity, Affiant, and/or Entity Owners have not made any contributions to or in support of current or former members of the Jefferson Parish Council or the Jefferson Parish President through or in the name of another person or legal entity, either directly or indirectly.

**Choice B**  there are **NO** campaign contributions made which would require disclosure under Choice A of this section.

Affiant further said:

Debt Disclosures

**(Choose A or B if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Attached hereto is a list of all debts owed by the affiant to any elected or appointed official of the Parish of Jefferson, and any and all debts owed by any elected or appointed official of the Parish to the Affiant.

Choice B  There are **NO** debts which would require disclosure under Choice A of this section.

Affiant further said:

Solicitation of Campaign Contribution Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

Choice A \_\_\_\_\_ Attached hereto is a list of all elected officials of the Parish of Jefferson, whether still holding office at the time of the affidavit or not, where the elected official, individually, either by **telephone or by personal contact**, solicited a campaign contribution or other monetary consideration from the Entity, including the Entity's officers, directors and owners, and employees owning twenty-five percent (25%) or more of the Entity, during the two-year period immediately preceding the date the affidavit is signed. Further, to the extent known to the Affiant, the date of any such solicitation is included on the attached list.

Choice B  there are **NO** solicitations for campaign contributions which would require disclosure under



Affidavit further said:

That Affiant has employed no person, corporation, firm, association, or other organization, either directly or indirectly, to secure the public contract under which he received payment, other than persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project or in securing the public contract were in the regular course of their duties for Affiant; and that no part of the contract price received by Affiant was paid or will be paid to any person, corporation, firm, association, or other organization for soliciting the contract, other than the payment of their normal compensation to persons regularly employed by the Affiant whose services in connection with the construction, alteration or demolition of the public building or project were in the regular course of their duties for Affiant.

Affiant further said:

Subcontractor Disclosures

**(Choose A or B, if option A is indicated please include the required attachment):**

**Choice A**  Affiant further said that attached is a listing of all subcontractors, excluding full time employees, who may assist in providing professional services for the aforementioned RFP.

**Choice B**  There are **NO** subcontractors which would require disclosure under Choice A of this section.

Deborah G. Moran

Signature of Affiant

Deborah G. Moran

Printed Name of Affiant

SWORN AND SUBSCRIBED TO BEFORE ME

ON THE 7 DAY OF July, 2016



Notary Public

*Michael L. Marchand ID # 145524*

MICHAEL L. MARCHAND

Printed Name of Notary

#145524

Notary/Bar Roll Number

My commission expires at Death

# **Licenses & Certifications**



July 20, 2016

RE: VEC Solutions

To whom it may concern:

VEC Solutions (formerly Vector Electric) has been a certified Frontier Solutions Partner since June 2014. VEC Solutions has met all of the training requirements for the Frontier Integrated Platform Software and both the Frontier and Mercury based operating sub systems.

VEC Solutions is authorized to sell, service, and install all levels of the Frontier Solution including Access Control Software, Access Control Hardware, and the Frontier Video Management Solution. Their account is in good standing and VEC Solutions is a valued partner for Frontier Security.

If you have any questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink that reads 'Jeff A. Stout'. The signature is fluid and cursive, with a long horizontal line extending from the end.

Jeff A. Stout  
VP of Sales and Marketing  
Frontier Security  
E: [jeff.stout@frontier-security.com](mailto:jeff.stout@frontier-security.com)

FOR PUBLIC DISPLAY - NOT TRANSFERABLE

ISSUED BY

SHERIFF AND EX-OFFICIO TAX COLLECTOR-JEFFERSON PARISH, LOUISIANA

# 2016 Occupational License Tax

NEW ERA INFO TECHNOLOGIES LLC  
277 PLAUCHE ST  
HARAHAN, LA 70123



License # **25370470**

Account # 16210001

**Location Address**

277 PLAUCHE ST  
HARAHAN, LA

**Business Class 541519**  
Other Computer Related Services

**License Class 1740**  
Retail Mdse/Service/Rental/etc

Tax	Interest	Penalty	Other	Total	Payment
\$1,800.00	\$54.00	\$270.00	\$0.00	\$2,124.00	\$2,016.00

NEWELL NORMAND  
SHERIFF & TAX COLLECTOR

Gregory A. Ruppert, Director  
Bureau of Revenue and Taxation

Pursuant to Jefferson Parish Code of Ordinances Chapter 35, Article VI, Section 35-153, the issuance of this occupational license to the person or firm named hereon is a receipt for payment of said tax and entitles the recipient to operate a business at the location shown, provided said business is operated within the confines of the application thereof, and does not violate any parish or state criminal, health, or zoning laws. This license will expire December 31, 2016.

**RENEWAL APPLICATIONS ARE DUE PRIOR TO MARCH 1.**



# State of Louisiana

## State Licensing Board for Contractors

This is to Certify that:

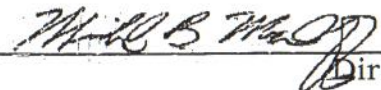
VEC SOLUTIONS, L.L.C.  
39417 Babin Road  
Gonzales, LA 70737

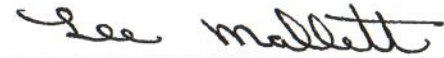
is duly licensed and entitled to practice the following classifications

ELECTRICAL WORK (STATEWIDE)



Witness our hand and seal of the Board dated,  
Baton Rouge, LA 19th day of November 2015

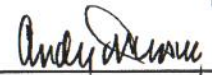
  
Director

  
Chairman

Expiration Date: November 19, 2016

License No: 62586

This License Is Not Transferrable

  
Treasurer





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

6/23/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Eagan Insurance Agency, LLC 2629 N. Causeway Blvd. P. O. Box 8590 Metairie LA 70002		<b>CONTACT NAME:</b> Maeghan Monnerjahn <b>PHONE (A/C, No, Ext):</b> (504) 836-9600 <b>E-MAIL ADDRESS:</b> monnerjahn@eaganins.com <b>FAX (A/C, No):</b> (504) 836-9621	
<b>INSURED</b> New Era Information Technologies LLC 277 Plauche St Harahan LA 70123		<b>INSURER(S) AFFORDING COVERAGE</b> INSURER A Nautilus Insurance Company INSURER B Republic Vanguard Ins Company INSURER C LUBA INSURER D Darwin Select Insurance Com INSURER E : INSURER F :	
		<b>NAIC #</b> 12472	

**COVERAGES** CERTIFICATE NUMBER:16-17 HNOA;15-16 All Cov REVISION NUMBER:

THIS IS TO CERTIFY THAT 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. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER		NN535946	9/23/2015	9/23/2016	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ Excluded GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ Excluded \$
B	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS		CNO555031202	4/29/2016	4/29/2017	COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Hired & Non-Owned Auto \$ 1,000,000
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$	<input type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE				EACH OCCURRENCE \$ AGGREGATE \$ \$
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/> Y <input checked="" type="checkbox"/> N/A	156871	9/7/2015	9/7/2016	<input type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
D	Errors & Omissions		0305-9554	9/23/2015	9/23/2016	Limit 1,000,000
D	Cyber Security		0309-2115	9/23/2015	9/23/2016	Aggregate 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER****CANCELLATION**

PROOF OF COVERAGE

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

C Trapani, CIC/MAEGH 





# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)  
7/5/2016

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> BancorpSouth Insurance Services, Inc. 4041 Essen Lane, Suite 400 Baton Rouge LA 70809	<b>CONTACT NAME:</b> <b>PHONE (A/C, No, Ext):</b> 225-336-3200 <b>FAX (A/C, No):</b> 225-336-4536 <b>E-MAIL ADDRESS:</b>  <table style="width:100%; border: none;"> <tr> <td style="text-align: center; border: none;"><b>INSURER(S) AFFORDING COVERAGE</b></td> <td style="text-align: center; border: none;"><b>NAIC #</b></td> </tr> <tr> <td style="border: none;">INSURER A :Scottsdale Insurance Co</td> <td style="border: none;">41297</td> </tr> <tr> <td style="border: none;">INSURER B :Louisiana Work Comp Corporation</td> <td style="border: none;">22350</td> </tr> <tr> <td style="border: none;">INSURER C :State National Insurance Co.</td> <td style="border: none;">12831</td> </tr> <tr> <td style="border: none;">INSURER D :</td> <td style="border: none;"></td> </tr> <tr> <td style="border: none;">INSURER E :</td> <td style="border: none;"></td> </tr> <tr> <td style="border: none;">INSURER F :</td> <td style="border: none;"></td> </tr> </table>	<b>INSURER(S) AFFORDING COVERAGE</b>	<b>NAIC #</b>	INSURER A :Scottsdale Insurance Co	41297	INSURER B :Louisiana Work Comp Corporation	22350	INSURER C :State National Insurance Co.	12831	INSURER D :		INSURER E :		INSURER F :	
<b>INSURER(S) AFFORDING COVERAGE</b>	<b>NAIC #</b>														
INSURER A :Scottsdale Insurance Co	41297														
INSURER B :Louisiana Work Comp Corporation	22350														
INSURER C :State National Insurance Co.	12831														
INSURER D :															
INSURER E :															
INSURER F :															
<b>INSURED</b> VEC SOLUTIONS-02 VEC Solutions, LLC 39417 Babin Rd Gonzales LA 70737															

**COVERAGES**                                      **CERTIFICATE NUMBER:** 1050967040                                      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT 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. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:		ENS0001307	1/22/2016	1/22/2017	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$100,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
C	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS		XNDA0192000	1/22/2016	1/22/2017	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$		XNS0001329	1/22/2016	1/22/2017	EACH OCCURRENCE \$5,000,000 AGGREGATE \$5,000,000 \$
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) <input type="checkbox"/> Y/N <input checked="" type="checkbox"/> N/A If yes, describe under DESCRIPTION OF OPERATIONS below		463950	1/22/2016	1/22/2017	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
 RENTED AND LEASED EQUIPMENT: \$50,000 PER ITEM - \$250,000 PER OCCURRENCE - AGCS MARINE INSURANCE COMPANY, POLICY NO. MZI93071001 , 1/22/16 - 1/22/17

SUBJECT TO POLICY TERMS, CONDITIONS AND EXCLUSIONS; TO THE EXTENT OF RISK ASSUMED BY THE NAMED INSURED IN FAVOR OF THE CERTIFICATE HOLDER IN A WRITTEN INDEMNIFICATION AGREEMENT, THE CERTIFICATE HOLDER SHALL BE AN ADDITIONAL INSURED (GENERAL LIABILITY, AUTOMOBILE, AND EXCESS LIABILITY POLICIES) WITH A WAIVER OF SUBROGATION See Attached...

<b>CERTIFICATE HOLDER</b>  New Era Information Technologies 277 Plauche Street Harahan LA 70123	<b>CANCELLATION</b>  SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
---	--



## ADDITIONAL REMARKS SCHEDULE

AGENCY BancorpSouth Insurance Services, Inc.		NAMED INSURED VEC Solutions, LLC 39417 Babin Rd Gonzales LA 70737	
POLICY NUMBER		EFFECTIVE DATE:	
CARRIER	NAIC CODE	(Empty)	

**ADDITIONAL REMARKS**

**THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,  
 FORM NUMBER: 25 FORM TITLE: CERTIFICATE OF LIABILITY INSURANCE**

IN THEIR FAVOR (GENERAL LIABILITY, AUTOMOBILE, WORKERS COMPENSATION AND EXCESS LIABILITY POLICIES) BUT ONLY TO THE EXTENT OF THE NAMED INSURED'S CONTRACTUAL OBLIGATION TO INDEMNIFY, DEFEND AND HOLD HARMLESS THE CERTIFICATE HOLDER.

GENERAL LIABILITY:  
 IF REQUIRED BY WRITTEN CONTRACT, A PER PROJECT AGGREGATE APPLIES AND THE ADDITIONAL INSURED IS PRIMARY AND NON-CONTRIBUTORY, GULF OF MEXICO IN REM AND TERRITORY ENDORSEMENT

WORKERS COMPENSATION:  
 USL&H, BLANKET ALTERNATE EMPLOYER ENDORSEMENT IF REQUIRED BY WRITTEN CONTRACT

**Louisiana State Fire Marshal**  
**Life Safety and Property Protection Licensing & Registration Division**  
**Certificate of Firm Registration**

*The below named firm is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 ET SEQ. of Life Safety & Property Protection systems:*

**License Number:** F2067

**Endorsements:** CCTV/Camera

**Firm Name:** NEW ERA INFORMATION TECHNOLOGIES LLC

**Doing Business As:**

**Mailing Address:** 277 PLAUCHE ST  
HARAHAN, LA 70123

**Physical Location:** 277 PLAUCHE ST  
HARAHAN, LA 70123

*This license is not transferable and may be revoked or suspended with cause.*

**This License was issued on 3/18/2015 and will expire on 3/1/2018**





**Louisiana State Fire Marshal**  
**Life Safety and Property Protection Licensing & Registration Division**  
**Certificate of Employee Registration**

The below named employee is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 ET SEQ. of Life Safety & Property Protection systems:

**License:** E 16614

**Endorsements** (firm qualifiers in **bold**).

**CLOSED CIRCUIT TELEVISION**

**Firm:** F 2067

**NEW ERA INFORMATION TECHNOLOGIES LLC**  
**277 PLAUCHE ST**  
**HARRAHAN, LA 70123-**

**Employee:**

**GLEN M FEUCHT**  
**5755 GEORGE ST**  
**BATON ROUGE, LA 70806-**

*This license is not transferable and may be revoked or suspended with cause.*

**This license was issued on 03/18/2015 and will expire on 03/01/2018.**

**State Fire Marshal – H “Butch” Browning**



Life Safety &  
Property Protection License



**License Holder:**  
GLEN M FEUCHT



**Firm:**  
NEW ERA INFORMATION  
TECHNOLOGIES LLC

**License Number:**  
E 16814

**Firm Number:**  
F 2067

**Expires On:**  
3/1/2017

**Firm Expiration:**  
3/1/2017

Issued by Louisiana State Fire Marshal

Life Safety & Property Protection License

License holder is duly qualified and licensed in accordance with R.S. 40:1604 et seq. in the following endorsements:

**Endorsements:**  
CCTV (QUALIFIER)

This license is not transferable and remains the property of Louisiana State Fire Marshal's Office and must be surrendered upon request of a duly authorized employee of this office.

**\*\*This license holder is not an employee or agent of the Louisiana State Fire Marshal\*\***

**Louisiana State Fire Marshal**  
**Life Safety and Property Protection Licensing & Registration Division**  
**Certificate of Firm Registration**

*The below named firm is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 ET SEQ. of Life Safety & Property Protection systems:*

**License Number:** F2157

**Endorsements:** Security

**Firm Name:** VEC SOLUTIONS, LLC

**Doing Business As:**

**Mailing Address:** 39417 BABIN ROAD  
GONZALES, LA 70737

**Physical Location:** 39417 BABIN ROAD  
GONZALES, LA 70737

*This license is not transferable and may be revoked or suspended with cause.*

**This License was issued on 2/8/2016 and will expire on 2/1/2019**







# National Fire Protection Association

Be it known that NFPA recognizes

GARY DAIGLE

as a Member in Good Standing and is entitled to  
all the rights, honors and privileges of membership.



In witness thereof, the Seal of this Association  
and the signature of its duly appointed officer is  
affixed to this certificate.

January 30, 2015

Date of Issue

Jim Pauley, President



**Louisiana State Fire Marshal  
Life Safety and Property Protection Licensing & Registration Division  
Certificate of Employee Registration**

*The below named Employee is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 et seq. of Life Safety & Property Protection Systems:*

**License Number:** E18098

**Firm License:** F2157

**Endorsements:** Security Technician

**Qualifying Endorsements:**

**Firm:** VEC SOLUTIONS, LLC  
39417 BABIN ROAD  
GONZALES, LA 70737

**Employee:** GRANT ELLIOT CRAWFORD  
28696 ROSS TRAIL  
ALBANY, LA 70711

*This license is not transferable and may be revoked or suspended with cause.*

**This License was issued on 3/30/2016 and will expire on 2/1/2019**



**Louisiana State Fire Marshal**  
**Life Safety and Property Protection Licensing & Registration Division**  
**Certificate of Employee Registration**

*The below named Employee is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 et seq. of Life Safety & Property Protection Systems:*

**License Number:** E18097

**Firm License:** F2157

**Endorsements:** Security Technician

**Qualifying Endorsements:**

**Firm:** VEC SOLUTIONS, LLC

39417 BABIN ROAD  
GONZALES, LA 70737

**Employee:** DOUGLAS EDWARD ALLEN

15401 HWY 440  
KENTWOOD, LA 70444



*This license is not transferable and may be revoked or suspended with cause.*

**This License was issued on 3/30/2016 and will expire on 2/1/2019**



**Louisiana State Fire Marshal  
Life Safety and Property Protection Licensing & Registration Division  
Certificate of Employee Registration**

*The below named Employee is hereby certified by and registered with the Office of State Fire Marshal pursuant to L.R.S. 40:1664 et seq. of Life Safety & Property Protection Systems:*

**License Number:** E17765

**Firm License:** F2157

**Endorsements:** Security Technician

**Qualifying Endorsements:** Security

**Firm:** VEC SOLUTIONS, LLC  
39417 BABIN ROAD  
GONZALES, LA 70737

**Employee:** GARY DAIGLE  
9512 FAYE LANE  
GONZALES, LA 70737

*This license is not transferable and may be revoked or suspended with cause.*

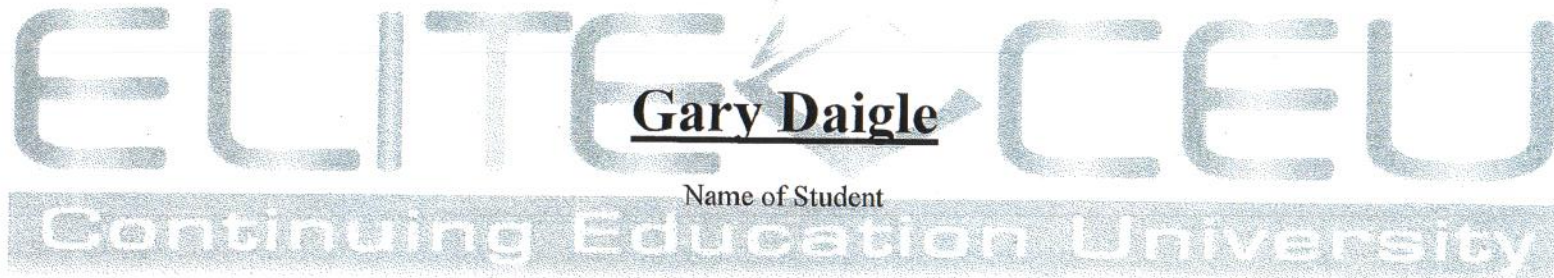
**This License was issued on 2/8/2016 and will expire on 2/1/2019**



# Elite CEU Training School

## *Certificate of Completion*

This Certificate of Completion verifies that



Gary Daigle

Name of Student

has successfully completed the **AEIT (16 Hour Advanced Electronic Intrusion Technician)** course for a Type C Installer as required by the Louisiana Fire Marshal's Office.

08/15/2015

Course Approval Date

Instructor Signature

Kaleb Brashear

Instructor Name

# Elite CEU Training School

## *Certificate of Completion*

This Certificate of Completion verifies that

**Douglas Allen**

Name of Student

has successfully completed the **Alarm Level 1** course

as required by the Louisiana Fire Marshal's Office.



03/18/2016

Course Approval Date

Instructor Signature

Kaleb Brashear

Instructor Name



# Microsoft Certified Engineer Certificate



CERTIFICATE

*of* ACHIEVEMENT

Brent Lee Rigsby

HAS SUCCESSFULLY COMPLETED THE

Administrator Module



Jonathon Hike, Solutions Trainer





CERTIFICATE

*of* ACHIEVEMENT

Brent Lee Rigsby

HAS SUCCESSFULLY COMPLETED THE

Credential Management Module



Jonathon Hike, Solutions Trainer



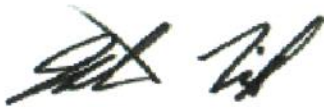
CERTIFICATE

*of* ACHIEVEMENT

Brent Lee Rigsby

HAS SUCCESSFULLY COMPLETED THE

FRONTIER ACCESS CONTROL LEVEL 1  
CERTIFICATION



Jonathon Hike, Solutions Trainer



CERTIFICATE

*of* ACHIEVEMENT

Brent Lee Rigsby

HAS SUCCESSFULLY COMPLETED THE

Operations Module



Jonathon Hike, Solutions Trainer



CERTIFICATE

*of* ACHIEVEMENT

Brent Lee Rigsby

HAS SUCCESSFULLY COMPLETED THE

Web Client Module



Jonathon Hike, Solutions Trainer





CERTIFICATE

*of* ACHIEVEMENT

Danny Newman

HAS SUCCESSFULLY COMPLETED THE

Administrator Module



Jonathon Hike, Solutions Trainer



CERTIFICATE

*of* ACHIEVEMENT

Danny Newman

HAS SUCCESSFULLY COMPLETED THE

Credential Management Module



Jonathon Hike, Solutions Trainer



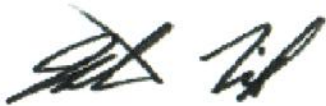
CERTIFICATE

*of* ACHIEVEMENT

Danny Newman

HAS SUCCESSFULLY COMPLETED THE

FRONTIER ACCESS CONTROL LEVEL 1  
CERTIFICATION



Jonathon Hike, Solutions Trainer





CERTIFICATE  
*of* ACHIEVEMENT  
Danny Newman

HAS SUCCESSFULLY COMPLETED THE

Operations Module



Jonathon Hike, Solutions Trainer



CERTIFICATE  
*of* ACHIEVEMENT  
Danny Newman

HAS SUCCESSFULLY COMPLETED THE

Web Client Module



Jonathon Hike, Solutions Trainer



CERTIFICATE  
*of* ACHIEVEMENT

Gary Diagle

HAS SUCCESSFULLY COMPLETED THE

Administrator Module



Jonathon Hike, Solutions Trainer



CERTIFICATE  
*of* ACHIEVEMENT

Gary Diagle

HAS SUCCESSFULLY COMPLETED THE

**Credential Management Module**



Jonathon Hike, Solutions Trainer





# CERTIFICATE of ACHIEVEMENT

This is to certify that

**Douglas Allen**

has completed the course

Frontier Subsystem

January 13, 2016



Jonathon Hike, Solutions Trainer



# CERTIFICATE of ACHIEVEMENT

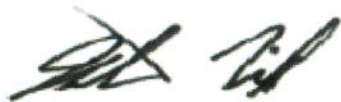
This is to certify that

**Douglas Allen**

has completed the course

Frontier Video

January 13, 2016



Jonathon Hike, Solutions Trainer





# CERTIFICATE of ACHIEVEMENT

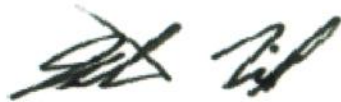
This is to certify that

**Douglas Allen**

has completed the course

Mercury Subsystem

January 13, 2016



Jonathon Hike, Solutions Trainer



# CERTIFICATE of ACHIEVEMENT

This is to certify that

**Douglas Allen**

has completed the course

**Frontier R4**

**Administrator Module**

January 12, 2016



Jonathon Hike, Solutions Trainer



# CERTIFICATE of ACHIEVEMENT

This is to certify that

**Douglas Allen**

has completed the course

Frontier R4

**Credential Management Module**

January 12, 2016



Jonathon Hike, Solutions Trainer





# CERTIFICATE of ACHIEVEMENT

This is to certify that

**Douglas Allen**

has completed the course

Frontier R4

**Operations Module**

January 12, 2016



Jonathon Hike, Solutions Trainer



# CERTIFICATE of ACHIEVEMENT

This is to certify that

**Douglas Allen**

has completed the course

Frontier R4

**Web Client Module**

January 12, 2016



Jonathon Hike, Solutions Trainer



# Elite CEU Training School

## *Certificate of Completion*

This Certificate of Completion verifies that

**Douglas Allen**

Name of Student

has successfully completed the **Alarm Level 1** course

as required by the Louisiana Fire Marshal's Office.



03/18/2016

Course Approval Date

Instructor Signature

Kaleb Brashear

Instructor Name



CERTIFICATE

*of* ACHIEVEMENT

Brent Lee Rigsby

HAS SUCCESSFULLY COMPLETED THE

**Mercury Subsystem**



Jonathon Hike, Solutions Trainer



CERTIFICATE

*of* ACHIEVEMENT

Danny Newman

HAS SUCCESSFULLY COMPLETED THE

**Mercury Subsystem**



Jonathon Hike, Solutions Trainer



CERTIFICATE

*of* ACHIEVEMENT

Gary Diagle

HAS SUCCESSFULLY COMPLETED THE

**Mercury Subsystem**



Jonathon Hike, Solutions Trainer



CERTIFICATE

*of* ACHIEVEMENT

Grant Crawford

HAS SUCCESSFULLY COMPLETED THE

**Mercury Subsystem**



Jonathon Hike, Solutions Trainer



CERTIFICATE

*of* ACHIEVEMENT

Jason Hill

HAS SUCCESSFULLY COMPLETED THE

**Mercury Subsystem**



Jonathon Hike, Solutions Trainer



CERTIFICATE

*of* ACHIEVEMENT

Mary L Yarbrough

HAS SUCCESSFULLY COMPLETED THE

**Mercury Subsystem**



Jonathon Hike, Solutions Trainer





# CERTIFICATE of ACHIEVEMENT

This is to certify that

---

**Douglas Allen**

---

has completed the course

Mercury Subsystem

January 13, 2016



---

Jonathon Hike, Solutions Trainer



RFP 345 Purchasing  
Checklist



Description: Provide Security systems and security consulting

JEFFERSON PARISH, LA

RFP 0345

Receipt Date: 7/22/2016

Frontier 5/20/16

NO	VENDOR	How many boxes or envelopes	Did the firm sign proposal form?	\$5,000 BOND	Did the Firm acknowledge addenda 1, 2, 3 & 4?	How many copies did the firm provide?	Did the firm mark original proposal?	Did the firm provide an electronic format?	Did the firm provide financials?	Did the firm provide a cost proposal? Did the firm separate the cost proposal from the technical?	Did the firm provide a corporate resolution?	Did the firm submit a completed RFP affidavit?	Did the firm submit a current insurance certificate?
1	Homeland Safety Systems, Inc.	1	NO SIGNATURE PAGE	YES	NO	6	NOT MARKED	NO	YES	YES / YES	NO	YES	YES
2	JOHNSON CONTROLS	1	YES	YES	1, 2, & 3 NOT #4	6	NOT MARKED	YES	YES	YES / YES	DELEGATION OF AUTHORITY	YES	YES
3	CONVERGINT TECHNOLOGIES	2	YES	YES	YES	6	NOT MARKED	YES	YES	YES / YES	YES	YES	YES
4	NEW ERA INFORMATION TECHNOLOGIES, LLC VEC Solutions as authorized to sell, services and install all levels of Frontiers Solution (component of RFP)	1	YES	YES	YES	6	YES	YES	YES	YES / YES	YES	YES	YES
5	VEC IS NOT A SUB BUT A SUPPLIER FOR NEW ERA											VEC Solutions / Supplier of Frontier Products supplied Affidavit	VEC Solutions supplied Insurance certificate
<b>LICENSES &amp; CERTIFICATIONS:</b>													
7	Homeland Safety Systems, Inc.				NO								
8	JOHNSON CONTROLS		✓		YES								
9	CONVERGINT TECHNOLOGIES		✓	✓	YES								
10	NEW ERA INFORMATION TECHNOLOGIES, LLC		✓	✓	YES								

Proposals Opened By: Sidney Duffy & Jennifer Lotz

Date: July 27, 2016

Description: Provide Security systems and security consulting

JEFFERSON PARISH, LA

RFP 0345

Receipt Date: 7/22/2016

NO	VENDOR	How many boxes or envelopes	Did the firm sign proposal form?	\$5,000 BOND	Did the Firm acknowledged addenda 1, 2, 3 & 4?	How many copies did the firm provide?	Did the firm mark original proposal?	Did the firm provide an electronic format?	Did the firm provide financials?	Did the firm provide a cost proposal? Did the firm separate the cost proposal from the technical?	Did the firm provide a corporate resolution?	Did the firm submit a completed RFP affidavit?	Did the firm submit a current insurance certificate?
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2	JOHNSON CONTROLS	1	YES	YES	1,2, & 3 NOT #4	6	NOT MARKED	YES	YES	YES / YES	DELEGATION OF AUTHORITY	YES	YES
3	CONVERGINT TECHNOLOGIES	2	YES	YES	YES	6	NOT MARKED	YES	YES	YES / YES	YES	YES	YES
4	NEW ERA INFORMATION TECHNOLOGIES, LLC VEC Solutions as authorized to sell, services and install all levels of Frontiers Solution (component of RFP)	1	YES	YES	YES	6	YES	YES	YES	YES / YES	YES	YES	YES
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6	LICENSES & CERTIFICATIONS:												
7	Homeland Safety Systems, Inc.				NO								
8	JOHNSON CONTROLS				YES								
9	CONVERGINT TECHNOLOGIES				YES								
10	NEW ERA INFORMATION TECHNOLOGIES, LLC				YES								

Proposals Opened By: Sidney Duffy & Jennifer Lotz

Date: July 27, 2016

Description: Provide Security systems and security consulting  
 JEFFERSON PARISH, LA  
 RFP 0345

Receipt Date: 7/22/2016

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2	JOHNSON CONTROLS	1 ✓	YES ✓	YES ✓	1,2, & 3 NOT #4 ✓	6 ✓	NOT MARKED	YES ✓	YES ✓	YES / YES ✓	DELEGATION OF AUTHORITY ✓	YES ✓	YES ✓
3	CONVERGINT TECHNOLOGIES	2 ✓	YES ✓	YES ✓	YES ✓	6 ✓	NOT MARKED	YES ✓	YES ✓	YES / YES ✓	YES ✓	YES ✓	YES ✓
4	NEW ERA INFORMATION TECHNOLOGIES, LLC	1 ✓	YES ✓	YES ✓	YES ✓	6 ✓	YES ✓	YES ✓	YES ✓	YES / YES ✓	YES ✓	YES ✓	YES ✓
5													
6	LICENSES & CERTIFICATIONS:												
7	Homeland Safety Systems, Inc.				NO ✓								
8	JOHNSON CONTROLS				YES ✓								
9	CONVERGINT TECHNOLOGIES				YES ✓								
10	NEW ERA INFORMATION TECHNOLOGIES, LLC				YES ✓								

Sep aff. for VEC  
 Sep ins VEC

Proposals Opened By: Sidney Duffy & Jennifer Lotz

Date: July 27, 2016



Description: Provide Security systems and security consulting  
 JEFFERSON PARISH, LA  
 RFP 0345  
 Receipt Date: 7/22/2016

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3	CONVERGINT TECHNOLOGIES	2	YES	YES	YES	6	NOT MARKED	YES	YES	YES / YES	YES	YES	YES
4	NEW ERA INFORMATION TECHNOLOGIES, LLC	1	YES	YES	YES	6	YES	YES	YES	YES / YES	YES	YES	YES
5													
6	LICENSES & CERTIFICATIONS:												
7	Homeland Safety Systems, Inc.				NO								
8	JOHNSON CONTROLS				YES								
9	CONVERGINT TECHNOLOGIES				YES								
10	NEW ERA INFORMATION TECHNOLOGIES, LLC				YES								

Proposals Opened By: Sidney Duffy & Jennifer Lotz\_  
 Date: July 27, 2016



# REPORT FRAUD, WASTE, OR ABUSE

## BY INTERNET:

Visit our website at [www.jpoig.net](http://www.jpoig.net), click  
"Report Waste, Fraud or Abuse"

## BY PHONE:

Call our tip line at (504) 528-4444

## BY MAIL:

990 N. Corporate Drive, Suite 300  
Jefferson, LA 70123

## IN PERSON:

Contact us at (504) 736-8962 to schedule an appointment

## JPOIG Social Media



[Twitter.com/JPOIG](https://twitter.com/JPOIG)



Channel: Jefferson  
Parish Office of  
Inspector General



[Facebook.com/JPOIG](https://facebook.com/JPOIG)



[LinkedIn.com/Company/JPOIG](https://LinkedIn.com/Company/JPOIG)



990 N. Corporate Drive Suite 300  
Jefferson, LA 70123  
Phone (504) 736-8962