



Exhibit List for OPA-PA-15-012

- Exhibit 1: 09/03/2015 fax received from GSA regarding Bid Status and Notice of Intent to Award
- Exhibit 2: 09/17/2015 PDS Protest to GSA (page 1)
- Exhibit 3: 09/18/2015 GSA Protest Decision
- Exhibit 4: IFB Bid Requirements – Bid General Terms and Conditions # 4, #6, #14, and #34 related to Bidder Qualifications (pages 22 and 24 of 30 of IFB)
- Exhibit 5: IFB Bid Specifications (pages 29 and 30 of 30 IFB)
- Exhibit 6: IFB Bid Requirements describing Bidder experience requirements (page 30 of 30 IFB)
- Exhibit 7: PDS Letter of July 6
- Exhibit 8: GSA Answers to Bidder Questions and requests for Clarification (July 9 and Amendment 3)
- Exhibit 9: G4S IFB Bid Response regarding Bidder Experience (pages 1 thru 23)

GENERAL SERVICE AGENCY
 (Ahensian Setbision Hinirat)
 Government of Guam
 P.O. Box FG, Agana, Guam 96910
 Tel: 477-1710-13 Fax: 472-4217 / 475-1716/27

Accountability * Impartiality * Competence * Openness * Value

BID STATUS

August 31, 2015

PACIFIC DATA SYSTEMS (PDS)
 Attn: John Day, President/COO
 185 Ilipog Drive, HBC Ste. 204A,
 Tamuning, Guam 96913
 Tel: (671) 300-0229/ Fax (671) 300-0265

BID INVITATION NO.: GSA-080-15

OPENING DATE: July 20, 2015

TELECOMMUNICATION / NETWORK "OPTICAL FIBER SOLUTIONS"

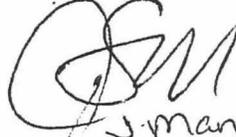
The following is the result of the above-mentioned bid. Refer to the items checked below.

Cancelled (in its entirety), or partially cancelled due to:

- Insufficient funds;
- Change of specifications; or
- Insufficient number of bidders.

Rejected due to:

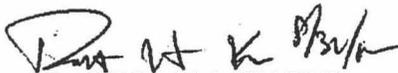
- Late submission of bid;
- No bid security or insufficient bid security;
- Not meeting the delivery requirement as stated in the IFB;
- Non-conformance with the specifications: "Lease Term".
- High price
- Others


 J. Mantanong
 9/3/15
 Pacific Data Systems

REMARKS: _____

Bid recommended for award: G4S in the total amount of \$118,941.85

REMARKS: Thank you for your participation with this bid. Please send your authorized representative to pickup your original bid status and Bid Bond/Cashiers Check


 CLAUDIA S. ACFALLE
 Chief Procurement Officer



September 17, 2015

VIA HAND DELIVERY

Ms. Claudia S. Acfalle
Chief Procurement Officer
General Services Agency
Government of Guam
Piti, Guam 93910

RECEIVED
SEP 17 PM 2:35
GOVT OF GUAM

Re: Protest of Notice of Intent to Award Decision G4S in GSA-IFB-080-15

Dear Ms. Acfalle:

This is a Protest by Pacific Data Systems ("PDS") under G.C.A. 5 § 5425(a) to the Notice of Intent to Award decision made by the General Services Agency ("GSA") in the above referenced bid and evidenced by the GSA Notice of Intent to Award sent to PDS by GSA on September 3, 2015 (a copy of the Notice of Intent to Award is attached as Exhibit "A").

On July 28, 2015 GSA provided PDS with a copy of the G4S bid in this procurement in response to a PDS Freedom of Information Act request. This timely protest of GSA's actions in this procurement are based upon the following issues that have been determined after a review of the G4S bid and the GSA Notice of Intent to Award:

I. G4S FAILED TO SUBMIT A VALID CONTRACTORS LICENSE REQUIRED TO MEET BID TERMS AND CONDITIONS AND GUAM LAW FOR THE TYPE OF WORK DEFINED IN THIS PROCUREMENT; THE G4S BID MUST BE REJECTED AS NON-RESPONSIVE.

The work defined by the IFB required the bidder to install buried fiber optic facilities between two Government buildings; the Guam Judiciary building the Office of Civil Defense. The only viable physical route between these two locations is to install this cable along or crossing public roads or rights of way. Guam law requires that the bidder would have to be a licensed contractor¹ in order to be qualified to perform this type of work. Page 22 of 30 of the bid (see Exhibit "B"), the Bid General Terms and Conditions #4; also requires that potential bidders be properly licensed to do business on Guam in order to be considered for award.

¹ 21 GCA REAL PROPERTY CH. 70 CONTRACTORS § 70100(b)

Eddie Baza Calvo
Governor



GENERAL SERVICES AGENCY

(Ahensian Setbision Hinlrat)
Department of Administration

Ray Tenorio
Lieutenant Governor

Anthony C. Blaz
Director

148 Route 1 Marine Corps Drive, Piti, Guam 96915
Tel: (671) 475-1707 Fax Nos: (671) 475-1727 / 472-4217

September 18, 2015

Memorandum

Mr. John Day
President
Pacific Data Systems
185 Illipog Drive
HBC Suite 204A
Tamuning Guam 96913

Re: Protest on GSA Bid No. 080-15

We are in receipt of your protest dated September 17, 2015, in which you are protesting the award on the above stated bid. In your memorandum, you indicated that on July 28, 2015, you were provided by GSA, a copy of the winning bidder's (G4S) bid in response to a PDS Freedom of Information Request.

As such, you know on July 28, 2015, the basis for the protest. 5 GSA Section 5425(a) states in pertinent part:

The protest shall be submitted in writing within fourteen (14) days after such aggrieved person knows or should know the facts giving rise thereto.

Since you received the bid submittal of G4S on July 28, 2015, you have fourteen (14) days from that day to submit a protest. That period ended on 11, 2015. As such, your protest is untimely and therefore is DENIED.

You have the right to seek any administrative or judicial review authorized by law.

CLAUDIA S. ACFALLE
Chief Procurement Officer

Please Print

ACKNOWLEDGEMENT COPY (Re-fax to GSA)

Received BY:

Date: 9/18/15

Vendor Name: Pacific Data Systems

Fax #: 475-1727

**GOVERNMENT OF GUAM
GENERAL TERMS AND CONDITIONS**

SEALED BID SOLICITATION AND AWARD

Only those Boxes checked below are applicable to this bid.

- [X] 1. **AUTHORITY:** This solicitation is issued subject to all the provision of the Guam Procurement Act (5GCA, Chapter 5) and the Guam Procurement Regulations (copies of both are available at the Office of the Comptroller of laws, Department of Law, copies available for inspection at General Services Agency). It requires all parties involved in the Preparation, negotiation, performance, or administration of contracts to act in good faith.
- [X] 2. **GENERAL INTENTION:** Unless otherwise specified, it is the declared and acknowledged intention and meaning of these General Terms and conditions for the bidder to provide the Government of Guam (Government) with specified services or with materials, supplies or equipment completely assembled and ready for use.
- [X] 3. **TAXES:** Bidders are cautioned that they are subject to Guam Income Taxes as well as all other taxes on Guam Transactions. Specific information on taxes may be obtained from the Director of Revenue and Taxation.
- [X] 4. **LICENSING:** Bidders are cautioned that the Government will not consider for award any offer submitted by a bidder who has not complied with the Guam Licensing Law. Specific information on licenses may be obtained from the Director of Revenue and Taxation.
- [X] 5. **LOCAL PROCUREMENT PREFERENCE:** All procurement of supplies and services where possible, will be made from among businesses licensed to do business on Guam in accordance with section 5008 of the Guam Procurement Act (5GCA, Chapter 5) and Section 1-104 of the Guam Procurement Regulations.
- [X] 6. **COMPLIANCE WITH SPECIFICATIONS AND OTHER SOLICITATION REQUIREMENTS:** Bidders shall comply with all specifications and other requirements of the Solicitation.
- [] 7. **"ALL OR NONE" BIDS:** NOTE: By checking this item, the Government is requesting all of the bid items to be bid or none at all.
- [X] 8. **INDEPENDENT PRICE DETERMINATION:** The bidder, upon signing the Invitation for Bid, certifies that the prices in his bid were derived at without collusion, and acknowledge that collusion and anti-competitive practices are prohibited by law. Violations will be subject to the provision of Section 5651 of that of the Guam Procurement Act. Other existing civil, criminal or administrative remedies are not impaired and may be in addition to the remedies in Section 5651 of the Government code.
- [X] 9. **BIDDER'S PRICE:** The Government will consider not more than two (2) (Basic and Alternate) item prices and the bidder shall explain fully each price if supplies, materials, equipment, and/or specified services offered comply with specifications and the products origin. Where basic or alternate bid meets the minimum required specification, cost and other factors will be considered. Failure to explain this requirement will result in rejection of the bid.
- [X] 10. **BID ENVELOPE:** Envelope shall be sealed and marked with the bidder's name, Bid number, time, date and place of Bid Opening.
- [X] 11. **BID GUARANTEE REQUIREMENT:** Bidder is required to submit a Bid Guarantee Bond or standby irrevocable Letter of Credit or Certified Check or Cashier's Check in the same bid envelope to be held by the Government pending award. The Bid Guarantee Bond, Letter of Credit, Certified Check or Cashier's Check must be issued by any local surety or banking institution licensed to do business on Guam and made payable to the Treasury of Guam in the amount of fifteen percent (15%) of his highest total bid offer. The Bid Bond must be submitted on Government Standard Form BB-1 (copy enclosed). Personal Checks will not be accepted as Bid Guarantee. If a successful Bidder (contractor) withdraws from the bid or fails to enter into contract within the prescribed time, such Bid guarantee will be forfeited to the Government of Guam. Bids will be disqualified if not accompanied by Bid Bond, Letter of Credit, Certified Check or Cashier's check. Bidder must include in his/her bid, valid copies of a Power of Attorney from the Surety and a Certificate of Authority from the Government of Guam to show proof that the surety company named on the bond instrument is authorized by the Government of Guam and qualified to do business on Guam. For detailed information on bonding matters, contact the Department of Revenue and Taxation. Failure to submit a valid Power of Attorney and Certificate of Authority on the surety is cause for rejection of bid. **Pursuant to 5 GCA § 5212, all competitive sealed bidding for the procurement of supplies or services exceeding \$25,000.00 a 15% Bid Security of the total bid price must accompany the bid package. The bid bond, Letter of Credit, Certified Check or Cashier's Check will serve as Bid Security for this procurement.**
- [X] 12. **PERFORMANCE GUARANTEE:** Bidders who are awarded a contract under this solicitation, guarantee that goods will be delivered or required services performed within the time specified. Failure to perform the contract in a satisfactory manner may be cause for suspension or debarment from doing business with the Government of Guam. In addition, the Government will hold the Vendor liable and will enforce the requirements as set forth in Section 40 of these General Terms and Conditions.
- [X] 13. **SURETY BONDS:** Bid and Bid Bonds coverage must be signed or countersigned in Guam by a foreign or alien surety's resident general agent. The surety must be an Insurance Company, authorized by the government of Guam and qualified to do business in Guam. Bids will be disqualified if the Surety Company does not have a valid Certificate of Authority from the Government of Guam to conduct business in Guam.
- [X] 14. **COMPETENCY OF BIDDERS:** Bids will be considered only from the such bidders who, in the opinion of the Government, can show evidence of their ability, experience, equipment, and facilities to render satisfactory service.
- [X] 15. **DETERMINATION OF RESPONSIBILITY OF BIDDERS:** The Chief Procurement Officer reserves the right for securing from bidders information to determine whether or not they are responsible and to inspect plant site, place of business; and supplies and services as necessary to determine their responsibility in accordance with Section 15 of these General Terms and Conditions. (2 GAR, Div. 4 § 3116)

- [] 29. **SAFETY INSPECTION:** All motor vehicles delivered under this contract must pass the Government of Guam Vehicle Inspection before delivery at destination.
- [] 30. **GUARANTEE:**
- a) **Guarantee of Vehicle Type of Equipment:**
The successful bidder shall guarantee vehicular type of equipment offered against defective parts, workmanship, and performance, for a period of not less than one (1) year after date of receipt of equipment. Bidder shall also provide service to the equipment for at least one (1) year. Service to be provided shall include, but will not be limited to tune ups (change of spark plugs, contact points and condensers) and lubrication (change of engine and transmission oil). All parts and labor shall be at the expense of the bidder. All parts found defective and not caused by misuse, negligence or accident within the guarantee period shall be repaired, replaced, or adjusted within six (6) working days after notice from the Government and without cost to the Government. Vehicular type of equipment as used in this context shall include equipment used for transportation as differentiated from tractors, backhoes, etc.
- b) **Guarantee of Other Type of Equipment:**
The successful bidder shall guarantee all other types of equipment offered, except those mentioned in 30a, above, against defective parts, workmanship, and performance for a period of not less than three (3) months after date of receipt of equipment. Bidder shall also provide service to the equipment for at least three (3) months. All parts found defective within that period shall be repaired or replaced by the Contractor without cost to the Government. Repairs, adjustments or replacements of defective parts shall be completed by the contractor within six (6) working days after notice from the Government.
- (c) **Compliance with this Section is a condition of this Bid.**
- [X] 31. **REPRESENTATION REGARDING ETHICS IN PUBLIC PROCUREMENT:** The bidder or contractor represents that it has not knowingly influenced and promises that it will not knowingly influence a Government employee to breach any of the ethical standards and represents that it has not violated, is not violating, and promises that it will not violate the prohibition against gratuities and kickbacks set forth on Chapter 11 (Ethics in Public Contracting) of the Guam Procurement Act and in Chapter 11 of the Guam Procurement Regulations.
- [X] 32. **REPRESENTATION REGARDING CONTINGENT FEES:** The contractor represents that it has not retained a person to solicit or secure a Government contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except for retention of bona fide employees or bona fide established commercial selling agencies for the purpose of securing business (GPR Section 11-207).
- [X] 33. **EQUAL EMPLOYMENT OPPORTUNITY:** Contractors shall not discriminate against any employee or applicant of employment because of race, color, religion, sex, or national origin. The contractor will take affirmative action to ensure that employees are treated equally during employment without regards to their race, color, religion, sex, or national origin.
- [X] 34. **COMPLIANCE WITH LAWS:** Bidders awarded a contract under this Solicitation shall comply with the applicable standard, provisions, and stipulations of all pertinent Federal and/or local laws, rules, and regulations relative to the performance of this contract and the furnishing of goods.
- [X] 35. **CHANGE ORDER:** Any order issued relative to awards made under this solicitation will be subject to and in accordance with the provisions of Section 6-101-03.1 of the Guam Procurement Regulations.
- [X] 36. **STOP WORK ORDER:** Any stop work order issued relative to awards made under this solicitation will be subject to and in accordance with the provisions of Section 6-101-04.1 of the Guam Procurement Regulations.
- [X] 37. **CANCELLATION OF INVITATION FOR BIDS OR REQUEST FOR PROPOSALS:** Any Invitation for Bid may be cancelled, or any or all bids or proposals may be rejected in whole or in part as may be specified in the solicitation, when it is in the best interests of the Territory in accordance with regulations promulgated by the Policy Office. The reasons therefor shall be made part of the contract file.
- [X] 38. **TIME FOR COMPLETION:** It is hereby understood and mutually agreed by and between the contractor and the Government that the time for delivery to final destination or the timely performance of certain services is an essential condition of this contract. If the contractor refuses or fails to perform any of the provisions of this contract within the time specified in the Purchase Order (from the date Purchase Order is acknowledged by vendor), then the contractor is in default. Defaults will be treated subject to and in accordance with the provisions of 2 GAR, Div. 4 § 6101(8)
- [X] 39. **JUSTIFICATION OF DELAY:** Bidders who are awarded contracts under this Solicitation, guarantee that the goods will be delivered to their destination or required services rendered within the time specified. If the bidder is not able to meet the specified delivery date, he is required to notify the Chief Procurement Officer of such delay. Notification shall be in writing and shall be received by the Chief Procurement Officer at least twenty-four (24) hours before the specified delivery date. Notification of delay shall include an explanation of the causes and reasons for the delay including statement(s) from supplier or shipping company causing the delay. The Government reserves the right to reject delay justification if, in the opinion of the Chief Procurement Officer, such justification is not adequate.

NO.	DESCRIPTION	QTY.	UOM	COST	COST
1.0	Telecommunication/Networks "Optical Fiber Solutions"	1	Job	\$ _____	\$ _____

SPECIFICATIONS:

BIDDING ON / REMARKS

To install twelve (12) stands single mode outside plan fiber continuous from Judiciary of Guam MIS Computer Room to Guam Homeland Office TELCON Room.

Termination and installation of connector.

No wireless technologies may be used for this project.

Scope of Work – Implement an 'Optical Fiber Solution' and ensure the following:

- *ANSI/TIA/EIA-568-A – Commercial Building Telecommunication Pathway and Spaces
- *ANSI/TIA/EIA-568-B1 – Commercial Building Telecommunication Cabling Standard
- *ANSI/TIA/EIA-606-A – Administration Standard for Commercial Telecommunication Infrastructure
- *ANSI/TIA/EIA-607 – Commercial Building Grounding & Bonding Requirement for Telecommunication
- *Note: All materials used will be UL Listed (Underwrite Laboratories) *Direct buried solution from Judiciary of Guam MIS, Computer Room to Guam to Homeland Security TELCON room. Vendor not allowed directing burying their fiber other than the government requirement.

Deployment of Structured Cabling

Permits and engineering drawing must be vendor responsibility and must be approved by Guam Homeland Security.

Equipment & Telecommunication Rooms

Bidder must provide and install the following at each site:

- Install fiber patch panels
- Install fiber adapters
- Install materials required for outside plant optical fiber
- Install grounding system and to be compliant with ANSI/TIA/EIA-607- A
- Must provide twelve (12) single model 12 feet fiber patch cable.

Optical Fiber Cabling:

- OSP backbone, single mode, 12-stand cable (direct buried) run from Judiciary of Guam MIS Computer Room Guam Homeland Security TELCON Room.
- All cabling will be terminated with subscriber connector Mount Fiber adapter
- Install and secure throughout pathway
- All structured cabling is warranted for five (5) years
- This project will be projected managed by an RCDD/NTS Certified Technician.
- All run will be labeled with ANSI/TIA/EIA-606-A standards
- Fiber must be conduits and be buried with a minimum depth of 24 inches or greater.

SPECIFICATIONS:

BIDDING ON / REMARKS

Switches:

24 port, 1 GB switch from a U.S. manufacturer and must include the fiber optic transceivers for each termination point.

Outside Plant (OSP):

Optical Back Bone Cabling Proposal Judiciary of Guam, MIS Computer Room – Guam Homeland Security TELCON Room.

Testing & Certification of Fiber Optic Cabling and Links

A Fluke Light Source will be used for certifying all optical stands and must provide a report.

Vendor must have over 15 years of experience with this type of service and a proven track record with favorable completions (Meeting service deployment and installation Deadlines).

Bidding On:

Manufacturer: _____

Make: _____

Place of Origin: _____

Date of Delivery: _____

These specifications has been developed and approved by the staff of Office of Homeland Security/ Office of Civil Defense:

Prepared by:

Rolando L. Delfin
Intelligence Officer
Office of Homeland Security
Mariana Regional Fusion Center

Approved by:

James T. McDonald
(Acting) Administrator
Guam Homeland Security/Office of Civil Defense

SPECIFICATIONS:

BIDDING ON / REMARKS

Switches:

24 port, 1 GB switch from a U.S. manufacturer and must include the fiber optic transceivers for each termination point.

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A Fluke Light Source will be used for certifying all optical stands and must provide a report.

Vendor must have over 15 years of experience with this type of service and a proven track record with favorable completions (Meeting service deployment and installation Deadlines).

Bidding On:

Manufacturer: _____

Make: _____

Place of Origin: _____

Date of Delivery: _____

These specifications has been developed and approved by the staff of Office of Homeland Security/ Office of Civil Defense:

Prepared by:

Rolando L. Delfin
Intelligence Officer
Office of Homeland Security
Mariana Regional Fusion Center

Approved by:

James T. McDonald
(Acting) Administrator
Guam Homeland Security/Office of Civil Defense



JOHN MANTANONA
GOVERNMENT ACCOUNT MANAGER
185 ILIPOG DRIVE • SUITE 204A
TAMUNING, GU 96913
DIRECT: (671) 300-0229 • MOBILE (671) 686-7333
E-MAIL: jsm@pdsguam.com

July 6, 2015

via fax to 475-1727
Page 1 of 1

Claudia S. Acfalle
Chief Procurement Officer
General Services Agency
Government of Guam
148 Route 1, Marine Drive
Piti, Guam 96915

SUBJECT: IFB GSA-080-15 Telecommunication/Networks "Optical Fiber Solutions" Networks
Optical Fiber- **Clarification Questions**

Dear Ms. Acfalle:

After our review the Bid Package, we have the following questions/requests for clarification regarding this procurement.

The bid requirements that state that a minimum of 15 years of fiber optic experience is required to bid on this procurement. Though PDS has been in business since 1967 and is well experienced in the design, construction, installation, and operations of Fiber Optic Networks having installed over 150,000 feet of fiber optic outside plant cable, we do not have 15 years of experience. We believe the contractor should have prior experience in the design and installation of fiber optic cable systems, but we believe 15 years is unrealistically restrictive and as such would violate Guam Procurement Laws (see 5 G.C.A. § 5265) which requires a procurement to be designed to encourage maximum competition.

For the above reason, we request that GSA is an amendment that changes the requirement for bidder experience from 15 years to 5 or a maximum of 8 years of experience with the bidder required to provide a list of 5 successfully completed FO projects over the last 5 years.

PDS appreciates the opportunity to be able to fully participate in GSA procurements that are responsible and will benefit the Territory of Guam. We look forward to your timely feedback regarding our questions, concerns and requests for clarification.

Respectfully submitted,

A handwritten signature in black ink, appearing to be 'JM', is written over a faint circular stamp.

John Mantanona
Government Account Manager

Pacific Data Systems

185 Iliopog Drive • Suite 204A • Tamuning, Guam 96913 | Tel: 671-300-0200 • Fax: 671-300-0265 • www.pdsguam.com

Eddie Baza Calvo
Governor



Anthony C. Blaz
Director, Dept. of Admin.

GENERAL SERVICES AGENCY
Government of Guam
18 Route 1 Marine Drive Corp
Piti, Guam 96915

Ray Tenorio
Lt. Governor

Alfred F. Duenas
Deputy Director

July 09, 2015

INVITATION FOR BID GSA-080-15
TELECOMMUNICATION/NETWORK
"OPTICAL FIBER SOLUTION"

Questions submitted by Pacific Data Systems dated 7/06/15

Question 1:

The bid requirements that state that a minimum of 15 years of fiber optic experience is required to bid on this procurement. Though PDS has been in business since 1967 and is well experienced in the design, construction, installation, and operations of Fiber Optic Networks having installed over 150,000 feet of fiber optic outside plant cable, we do not have 15 years of experience. We believe of contractor should be have prior experience in the design and installation of fiber optic cable systems, but we believe 15 years is unrealistically restrictive and as such would violate Guam Procurement Laws (see 5 G.C.A. § 5265) which requires a procurement to be designed to encourage maximum completion.

For the above reason, we request that GSA is an amendment that changes the requirement for bidder experience from 15 years to 5 or a maximum of 8 years of experience with the bidder required to provide a list of 5 successfully completed FO projects over the last 5 years.

Response: See attached (Amendment #3)

Question 2:

After further of the above referenced Bid, we have noted a significant ambiguity in the specifications related to how the Fiber Optic (FO) cable is to be installed/buried in the ground; is the FO cable to be directly buried in the ground without conduits. The current specifications, summarized below and highlighted on the attached, are not clear and indicate both methods, "direct bury" and "bury in conduit", should be used for the installation of the FO cable in this project.

- See page 29 SPECIFICATIONS, Scope of Work: Direct buried solution from Judiciary of Guam MIS, computer Room to Guam Homeland Security TELCON room. Vendor not allowed directing burying their fiber other than government requirement
- See page 29 SPECIFICATIONS, Optical Fiber Cabling – OSP backbone, single mode, 12 strand cable (direct buried) run from Judiciary of Guam – MIS Computer Room to Guam Homeland Security TELCON room.
- See page 29 SPECIFICATIONS, Optical Fiber Cabling – Fiber must be conduits and be buried with a minimum depth of 24 inches or greater.

This is a significant ambiguity and must be clarified by GSA since the type of FO cable to be used in the project and the design of the construction to support conduit (and the pulling/installation of FO cable into the conduit) will greatly impact the cost and complexity of the project.

Response: See attached (Amendment #3)

Please Print

ACKNOWLEDGEMENT COPY (Re-fax to GSA)

Received BY: J. Chong 

Date: 7/9/15

Vendor Name: Pacific Data Systems

Fax #: 475-1727

Questions submitted by G4S Secure Solutions dated 7/03/15

Question 1:

Will there be a mandatory walk through to determine routes for trenching? If not we are requesting for one.

Response: No walk through will be conducted. Please refer to page 29 of 30 "SPECIFICATIONS" under Deployment of Structured Cabling.

Question: 2

Is there a current connection to Homeland Security?

Response: Yes

Question: 3

Specifications call for 12 strands outside plant fiber, will armored be required? Or none?

Response: See attached (Amendment #3)

Question: 4

Are there any current as built drawings for the Courthouse or Homeland Security parking.

Response: Refer to page 29 of 30 Deployment of Structured Cabling.

Question: 5

Is there a preference for fiber connectors? ST, SC, LC

Response: Prefer LC connectors

Question: 6

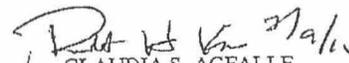
Section: Optical Fiber Cabling calls for "Fiber must be conduits and be direct buried cable? If so what re

Response: See attached (Amendment #3)

Question: 7

As per the amended date for questions to be submitted by 6 July 2015 how soon will questions be answered? We feel that the opening bid on July 10 is too soon to react for the opening bid based on when questions will be answered.

Response: Refer to Amendment #2 (Bid Opening: July 14, 2015 at 2:00pm)


CLAUDIA S. ACFALLE
Chief Procurement Officer

Eddie Baza Calvo
Governor



Anthony C. Blaz
Director, Dept. of Admin.

GENERAL SERVICES AGENCY
Government of Guam
148 Route 1 Marine Drive Corp
Piti, Guam 96915

Ray Tenorio
Lt. Governor

Alfred F. Duenas
Deputy Director

July 09, 2015

Invitation for Bid GSA-080-15
TELECOMMUNICATION/NETWORKS
"OPTICAL FIBER SOLUTIONS"

AMENDMENT #3

1. Amend to change on page 29 of 30 "SPECIFICATIONS" under **Optical Fiber Cabling** the following:

From:

- Fiber must be conduits and be buried with a minimum depth of 24 inches or greater.

To Now Read:

- Fiber must be direct buried cable (Armored) with a minimum depth of 24 inches or greater

2. Amend to change on page 30 of 30 "SPECIFICATIONS" under **Testing & Certification of Fiber Optic Cabling and Links** the following:

From:

Vendor must have over **15 years** of experience with this type of service and a proven track record with favorable completions (Meeting service deployment and installation Deadlines).

To Now Read:

Vendor must have over **10 years** of experience with this type of service and a proven track record with favorable completions (Meeting service deployment and installation Deadlines).

All others remains unchanged.

Please Print

ACKNOWLEDGEMENT COPY (Re-fax to GSA)

Received BY: J. Chong JF

Date: 7/9/15

Vendor Name: Pacific Data Systems

Fax #: 475-1727

CLAUDIA S. ACFALLE
Chief Procurement Officer



STATEMENT OF QUALIFICATIONS



1.1.1 Global Group Introduction:

G4S is the world's leading international security solutions group specializing in outsourced business processes where security and safety risks are considered a strategic threat; assesses current and future risks and develops secure solutions to minimize their impact; works across a wide range of geographic markets and business sectors; is a major provider of risk management and protection to governments and businesses around the world.

G4S forms one of the largest global networks of security operations worldwide in over 120 countries on 6 continents. Listed on the London Stock Exchange (stock symbol: GFS) with a secondary listing in Copenhagen, G4S is the largest employer quoted on the London Stock Exchange, with over 618,000 employees worldwide.

G4S offers a comprehensive range of security solutions with diverse skills and world-leading expertise. Backed by the best people in the business and the latest innovations in technology, the company delivers premium services with total quality and absolute integrity.

Even with our vast international resources and expertise, we are keenly aware that the security requirements in the Marianas must be tailored to meet the needs of the local business community.

Established in the Marianas Islands, G4S provides security services to many of the Marianas most prestigious companies, G4S employs over 900 staff on Guam and in the CNMI. Services include, but are not limited to:

- Uniformed Armed / Un-Armed Security Officers
- Fully Insured Cash-in-Transit Service
- Offender Electronic Monitoring
- Investigative Services
- Hospitality Safety
- Commercial & Residential CCTV Surveillance, Access Control & Intrusion Detection Systems
- Fiber Optics, Cabling and Comms
- Secured Document Storage, Destruction & Management
- Executive Protection Services

1.1.2 Group Audit Edge: Standards & Practices:

Customers who entrust their security requirements with us can enjoy total "peace of mind", knowing that their security is in safe and professional hands. We provide customers with a host of benefits, including:

1. Quality People – We select all applicants according to a set of stringent criteria based on their educational background, language ability and experience.



2. Best Practices – We conform to international standards and comply with the relevant legislation in the markets we operate.
3. Professional Training – With a strong commitment of quality and professionalism, we operate our in-house training school, staffed by a fully qualified training team.
4. Vetting Processes – We prepare our staff with thorough FBI, court & police clearances; financial background checks; and required drug test.
5. Quality Control & Assurances – These controls and assurances are driven by the company's Standard Operating Procedures and the Manual of Guidance to ensure total compliance with national & international standards to obtain the highest security efficiency and capability.

G4S Security Systems (Guam), Inc., G4S Secure Solutions (Guam), Inc., and G4S Secure Solutions (CNMI), Inc. is the Marianas branch office of the largest global security solutions corporation G4S plc., operating across 120 countries, headquartered in the UK. As the Marianas leader in life safety, fire prevention and security systems, G4S has U.S. Treasury Listed bonding capability and has extensive expertise in providing support services in the sectors of Government, Private Energy & Utilities, Oil & Gas, Transport & Logistics, Ports & Airports, Leisure & Tourism, Financial Institutions, Retail and Industrials.

G4S brings innovative, flexible and cost-efficient thinking to the design, construction and maintenance of stand-alone or integrated communication networks and security systems. For nearly two decades, G4S Technology has offered commercial, industrial and governmental clients an efficient single point of contact for all their project issues. A trusted partner to customers and suppliers around the world, G4S Technology takes great pride in delivering outstanding technology, superior control and a great return on investment.

G4S is listed in an issue of the SDM Magazine as one of the Top 10 Systems Integrators. G4S is a valuable partner around the world as they plan, manage and execute their safety and security programs and compliance requirements. G4S, with its global security expertise, provides integrated security systems, technology and personnel to support facilities and help maintain compliance within a caring and supportive environment. G4S also provides one-stop assistance with security and safety management documentation including planning, post orders, HVA and EOC annual reviews.

G4S furnishes and installs top quality equipment manufactured by Aiphone, Notifier, Hochiki, Simplex, Silent Night, Gamewell, Burle, Pelco, Kalatel, Navco, First Alert, Ademco, Kingfisher, Monaco, Navis, Kantech, American Dynamics, ONCAM Grandeye, Inovonics, Delta Scientific, Receptors, Symmetry, HID, Altronix, Advanced Signaling, Ademco Video, EMI, Securitron, Digital Protection Services, Prism Remote Video, Northern Systems, Kerri Systems, Tripp-Lite, Quam Speakers, Alpha Communications, Minimax, Amerex, GE Lighting and L3 Security & Detection



and more. Our technicians are continuously trained in all technical and physical aspects of these systems to ensure the highest quality installations are achieved.

Our Sales and Installation teams of professionals have a collective experience well in excess of 100 years. The team is trained to provide the most effective and economical systems to meet your safety and security needs.

FIRE	INTRUSION/ACCESS	VIDEO
Alarms	Intrusion Detection	CCTV
Suppression	Access Control	Covert Cameras
Clean Agent	Gated Communities	Remote Monitoring
Sprinkler	Perimeter Protection	Digital Vaulting
Pre-Action	Delta Scientific Wedge Barricades	Wireless Cameras
Extinguishers		Networkable and IP based CCTV Systems
Maintenance Testing/Certification		

COMMUNICATIONS

Telephone Systems
Telephone Subsystems
Intercom Systems
Radio Back-Up
Networking
Telecommunications Infrastructure
Nurses Call Stations

MANNED SERVICES

Secured Document Storage & Destruction
Cash Solutions
Manned Security Services
Ground Maintenance & Tree Trimming
Janitorial Services
Courier Services



Consulting	System Certification
Incident Investigation	Integrity Shopping
Paging	Elevator Phone 24 Hour Service
Personal Protection	UPS Systems

A large part of our business is comprised of providing system integration solutions. We provide and install connectivity equipment for high-speed communication, telephone switches and complete telephone systems. Our management team has significant commercial project experience in the construction and maintenance arenas. Our collective portfolio includes management of contracts in the multi-million dollar range.

G4S is the only security provider to offer an integrated solution of security guards, roving patrol officers, a 24-hour Central Monitoring Station, CCTV as well as security alarm equipment, access controls, and life safety and alert systems, sales and service to meet all requirements. ***Our ability to 'bundle' security and fire/life-safety services provides you with a single economical source for all your service and monitoring needs.***

Our installation, repair and service technicians are cross-trained making available the largest security electronic technician force on Guam and Saipan. These technicians are available 24-hours each day for emergency repair response, minimizing the down time of your system in the event of a failure or malfunction. Semi-annual maintenance visits can be scheduled to check and test your system to minimize the potential for untimely failures or malfunctions.

Furthermore, our Installation Department routinely installs CCTV, Intrusion Systems, Access Control Systems, Fire Alarm Systems, Suppression and Clean Agents, Communications Cabling, and more. Our **installers are factory trained**, and have many years of installation & service experience.

G4S is unique on Guam as the only security provider that maintains over \$500,000 in inventory of frequently used components for service and installation needs. This inventory enhances the availability of replacement parts to further minimize down time.

After the initial installation, G4S Service Department provides maintenance service to ensure that security equipment are maintained in good working conditions. We have 24 hour on call technicians who can repair the system at any hour of the day,



help customers arm or disarm the system if they are having trouble, again at any hour of the day. Service technician perform routine maintenance and testing to ensure the systems are in good working condition.

Customer Support services is a concerted effort in the Integrated Security Services here at G4S. And what this means, G4S has the unique ability to coordinate all of its security services to satisfy the security needs of any customer.

So, a customer can call one number for any services and get a security officer, get help for his electronic security system, CCTV, or access system, or get information from NCC about alarm signal history and events, as well as get a security consultant.

Chris Garde – Our G4S Marianas Country Manager has over 20 years of Executive Management Expertise in Finance & Administration, Marketing, Engineering & Project Management, Business Development and Sales & Marketing. He has served as the General Manager of Electronic Security Systems for G4S Security Systems (Philippines) and was promoted to Vice President of ESS & IT for G4S Philippines in 2008. Mr. Garde has completed the G4S Global Leadership Training Program in the UK and was assigned as the General Manager of G4S Security Systems (Guam), Inc. while concurrently holding the position of Vice President for ESS & IT, Philippines.

Moises K. Pangelinan Jr. – Our CNMI Branch Manager has over 9 years' experience in the Safety and Security Industry. He started with G4S as a guard after working several years in the auto industry; he graduated from Universal Technical Institute in Phoenix, Arizona as a Certified Auto Diesel Technician. He had worked himself up from a security officer and evolve within guarding until he was promoted to Supervisor and then to Branch Manager for CNMI, he now manages three business units un CNMI; Manned Guarding, Cash Solutions and ESS.

Eduardo Bitanga – Our Marianas Managing Director-ESS has over 10 years' experience in the security industry and also holds a Graduate of National University, San Diego, California in Applied Science. Mr. Bitanga has overall management responsibility for the installation and maintenance aspects of all projects. He is a former U. S. Marine officer and veteran, retired after a distinguished career. He also served as the Guam Department of Corrections Director and as the Protection Group Manager for Pacific Security Alarm, Inc.



Sil Kadiasang – Our Operation Manager-ESS has been active in the Security Industry for over 20 years. His background includes being a service member of the U. S. Army as a military policeman and correctional specialist. His career started in the Electronic Security Industry as a fire alarm installer; he has since installed, supervised, managed, repaired and managed a wide range of Electronic Security Systems and Projects to include major Naval projects. He has held various positions in the Electronic Security Industry ranging from installer, service repair technician, Technical Division Manager, General Manager and Vice President.

Eric Roberto – Our Communication and Engineering Manager-ESS has over 20 years' experience in the Telecommunications Industry and 10 years in the Security Industry. Graduate of Clover Park Technical College in Avionics and Telecommunication. Served as Project Manager responsible for support centers in Tucson Arizona and Raleigh, North Carolina for Microsoft Windows 95, fiber optic ring install port of Seattle, design engineer for Erate year 4, 5, 7, 10 Department of Education Guam, Port Authority fiber optic ring, Silver Flag Red Horse, Guam to include numerous major projects throughout the island.

Eric V. Santos – Our Support Senior Project Manager-ESS has over 20 years' experience in the Fire and Security Industry. His background includes being a Fire Safety Engineer under Siemens Fire Safety Division Philippines, Facilities Engineer for Intel Semiconductor under Johnson Control IFM Philippines, Product Manager for Integrated Security and Automation Inc. Philippines, Technical Manager for Sharps Electrical Botswana. He has served as the Project Operation Manager of Electronic Security Systems for G4S Security Systems Inc. (Philippines). He also supervised, managed various projects that includes Voice of America, Intel semiconductor, Botswana Defense Force, Botswana Diamond Valuing Company and Maun District Hospital Botswana. In addition, he is Electrical Engineer graduated in Technological Institute of the Philippines, Manila Campus.

Romeo Buccat – Our Installation and Service Manager has over 25 years in the Security Industry. He manages over 20 employees in Installation and Service Department. He conducts quality control for jobs as required. He also provides on call technical support 24/7 in trouble shooting and repair and conducts routine preventive maintenance for the Central Monitoring Station. He has been involved in major projects that include but are not limited to Naval Base Main Entrance (ACS & Directional Traffic Lights), Coast 360 (ACS, Intrusion & CCTV), Naval Base OIC (ACS, Intrusion & CCTV), Naval Base (CCTV, Wireless and ACS) and other major projects.

Edgardo Sergio – Our Technician Supervisor has over 20 years experience in Electronic Security System. His career started as an entry level technician and has gained extensive experience in various types of major projects. He now supervises the installation technicians in equipment installations and commissioning.



Dwight Martin – G4S Marianas IT Manager has over 20 years of IT Management Experience. Past and Present focus includes but not limited to: IT Systems Administrator; Research & Development; Disaster Recovery Planning and Implementation; Wide Area Networking with Encrypted Tunnels; Network Security; Systems Integration and Automation; Telecommunications including Encrypted VoIP;

Rowelex Junio – Bachelor of Science in Computer Information Systems 2012. Served as intern for GTA Teleguam with multiple tasks such as cabling, sever firmware updates, and computer applications such as Studio 2008 and SQL Server 2010.

Randy Martin – Our Fire Alarm Systems Engineer has over 10 years' experience in the Fire alarm Systems and Electrical Field preparing Shop Drawings for various systems that include CCTV, Background Music, Intercom & Nurse Call and the supervision of projects. He is a graduate of the University of the East (Philippines). P. E. – Guam/CA, NCET IV.

Maricel Santos – Our Project Engineer based in the Philippines, has an experience on designing and estimating CCTV, Intrusion, and Access Control Systems for over 8 years. She also provides technical support for the Commissioning Team. A licensed Electronics and Communications Engineer and graduated in Rizal Technological University (Philippines).

Michael Calhoun– Our ESS Project and Implementation Manager. Has experience as the CAD and Project Manager for dck Guam, a Project Coordinator, Quality Control Manager, and cad operator for Alcan Electrical of Anchorage, Alaska, Has worked for a commercial developer in Port St. Joe, Florida as chief designer, estimator, logistician, server maintainer, and cad operator. Is an NCCER certified instructor for Core Curriculum and Electrical Apprenticeship. Is an adjunct instructor at Guam Community College for Autocad I and II, Basic Blueprint Reading, Revit, Navisworks, and Property of Materials. Is an honorably retired 20 year Air Force veteran.



Name	Position	Systems Expertise Certified	Years of Experience
Romeo Buccat	Installations & Service Manager	All Systems	25
Edgardo Sergio	Supervisor	All Systems	22
Alvin Buccat	Technician	Gate Access & Fire Alarm	22
Scott Kadiusang	Technician	All Systems	22
Norberto Capindo	Supervisor	Intrusion/CCTV	19
John Fortin	Supervisor	Fire Alarm	18
Jacob Zimlich	Technician	Gate Access & Fire Alarm	12
Gary Lontoc	Technician	All Systems	12
Farr Ysaol	Supervisor	All Systems	12
Larry Bowermaster	Technician	Intrusion/CCTV	12
Mark Unsiog	Technician	Intrusion/CCTV	10
Clemente Unsiog	Technician	Intrusion/CCTV/Fire/Access	10
Dante Guevarra	Technician	Intrusion/CCTV/Fire/Access	10
John Kaipat	Technician	Fire Alarm	9
Jesse Martinez	Technician	Intrusion/CCTV	8
Louis Gonzales	Technician	Pipe Fitter	8
Del Mallari	Technician	Coms/Fiber	7
Don Yoo	Technician	Cable Installer/Pipe Fitter/Coms/CCTV	5
Dennis Biscocho	Technician	All Systems	4
Daryll Bataclan	Technician	Pipe Fitter/Cable Installer	3
Charles Camacho	Technician	Fire Alarm	3

Frank Ishizaki - Our Care and Justice Director is a retired FBI agent with over 35 years of law enforcement and security expertise. He has also served as Homeland Security Advisor, Senator in the Guam Legislature, Chief of Police, Director of Corrections, Security Consultant and Trainer, Police Officer, Youth Corrections Worker, Forensic Scientist and Crime Scene Investigator.

Jackie Santos - Our NCC Manager has 5 year of central monitoring station, patrol services controller, remote video monitoring, customer service, and other related security experience. Her duties require her to direct and oversee the monitoring activities of NCC personnel with intrusion and fire alarms, dispatching of G4S guards, and notification of police and fire personnel when necessary in order to protect customers and employees. Jackie has served as remote video monitor to observe and dispatched G4S personnel to critical incidents to assist public safety first responders. Jackie manages the day to day operations of this critical department and has served as NCC shift leader and supervisor.

Leilha Ingais - Our Customer Care Representative has 9 years of monitoring and customer service experience with Pacific Security Alarm and G4S. Her duties have



required her to monitor intrusion and fire alarms, to dispatch G4S guards, and to notify police and fire personnel when necessary in order to save lives. Leilha has served as remote video monitor to observe and dispatch G4S personnel to critical incidents which require the notification of public safety first responders. In Customer Care, Leilha has handled the most urgent customer needs which include resetting and troubleshooting alarm systems, dispatching of repair technicians, and other customer needs in order to minimize customer frustrations.

The above mentioned team leaders along with shift supervisors, patrol services controllers, alarm monitors, and remote video monitors make up the team at NCC.

Clarence Heath – Our Marianas Divisional Director has over 10 years' experience in the security industry. Mr. Heath has overall management responsibility for the successful business operations for Guam & CNMI. Prior to his employment with G4S, he served over 20 years and retired from the U.S Army as a commissioned officer.

Paul Suba – Our most recent member of the team. Paul brings over 38 years of law enforcement experience. He has served in various positions with the Guam Police Department (GPD). Most notably he served at the pleasure of the Governor of Guam, and was assigned as the GPD Police Chief. He also served in various departments such as SWAT, Investigations, Forensics Science and Operations.

Greg Duenas - Our Operations Manager has been active in the Security Industry for over 10 years. His G4S career with supervisory and management experience extend over 9 years. Joining the security industry right out of high school, he is what you can consider the "homegrown" product of G4S. Since 2004, he has successfully evolved within the ranks of G4S' Manned Security Services division.

Scott O'Brien – Our Safety and Security Manager has 6 years in the United States Marine Corps. followed by 12 ½ years in the Guam Fire Department as Fire Captain. Following his career in the government, he decided to take an interest in the security industry where he has built a career with over 13 years of security management experience.



Marcial Montevirgen – Our Assistant Operations Manager has been actively involved in the hospitality-security industry for over 5 years. G4S raised in the Outrigger Guam Resort security team, he has proven the ability to handle difficult situations and individuals. Through his Certified Lodging Security Officer training he has assisted with educating the hospitality security industry and continues his effort to improve the development of our security teams.

Ronald Balbas– Our Loss Prevention Manager brings over 10 years of extensive experience in the field of loss prevention. Prior to his role as Loss Prevention Manager, he was the G4S Cash In Transit Operations Manager as well as the G4S Area Security Manager for the Cash In Transit Division. He is familiar with DVR CCTV technologies, burglary, fire alarm systems and retail inventory systems.

Employee Name	Years of Experience	Employee Name	Years of Experience
Kenneth Calma	20	Cerena Ledesma	20
David San Nicolas	20	Kenneth Cruz	19
Rebecca Kubarii	18	Joshua Peter	12
Jeffrey Toves	12	Manny Acfalle	12
Norbert Edrosa	12	Archie Godwin	9
Antonio Benavente	8	Lawrence Whitfield	8
Keith Naputi	8	Richard Camacho	7
Helwell Killion	6	Frank Tenorio	4

Cash Solutions (CS) Team:

Vince Walker is the Director of Cash Solutions and brings over 14 years of experience in the Security and Business Support Industry dedicated to Sales, Marketing and Contract Management. A former U. S. Marine, he carries a sense of professionalism and understands the importance of providing a high level of consistent and reliable service within G4S business sectors of Government, Ports & Airport, Leisure & Tourism and Retail & Industrial.

Paul Betancourt is the CPC/OCC and Facilities Manager for Cash Solutions. He has over 16 years of experience in the Security Industry ranging from the Supervisor at PIC Hotel Saipan, Guam Office Training Manager, Guam Memorial Hospital Security Manager and G4S Security Manager for the Outrigger/Ohana Bayview Hotels. He believes in being Customer Oriented, Safety Conscious, Team Building and in Training staff to improve their on the job skills.



Mike Dewitz is the OCC Operations Supervisor for Cash Solutions with over 25 years of Cash Courier Service. He has worked his way up through the G4S ranks from Messenger/Drive Captain to his current role as OCC Operations Supervisor. His hands on experience allows him to train his staff to ensure standard operating procedures are followed to ensure the safe transfer of valuables to/from the established designation. .

Raymond Blas – Our Cash Solutions Operations Manager has been active in his G4S career for over 6 years. Prior to his role as Cash Solutions Operations Manager, he was the Manned Security Solutions Operations Management. He was active in the United States Army where he retired after 20 + years of service at the rank of Sergeant First Class.

Significant Projects with Brief Description:

G4S furnished all labor and materials to design-build a complete video surveillance system. The system included a communication network, one (1) Surveillance Monitoring Workstations (SMW) installed at the GWA Dispatch Office, and video surveillance equipment at ten selected deep wells. Antennas that ranged from 9 feet to 26 feet tall where erected at 10 different GWA locations. PTZ cameras were installed on Water Wells and are transmitter wirelessly to the dispatch office in Upper Tumon. Dispatchers are able to view and control all cameras from their office.

Cameras communicate **via wireless communication links** to NDVR that will accommodate up to 30-days of video storage (minimum of 1-Terabyte Storage). They can detect objects that have been left in one place for a specified duration. Up to four detection areas can be designated per camera. This feature can be useful for applications such as detecting suspicious objects left in public spaces. The cameras are capable of capturing full motion video, even in extreme conditions such as bad weather and/or low lighting. Other features include cropping functions, Date/Time Superimposition and Privacy Zone Masking. Users can choose any of the three compression formats, JPEG, MPEG-4, or H.264, to match the network environment and application requirements.

Employees of G4S designed the District Court of Guam's integrated security system, provided the equipment, the expertise and experience to install the system properly, train District Court staff, and maintain the system in good working condition. The sophisticated security system was designed to meet the high level of security needs required by the court system. The design was completed and accepted by the



court. Providing the technical expertise and experience was no problem since the average security system installer or technician employed has at least 9 years' experience in the electronic security industry. No other company in this region can compare to this level of experience and reliability.

District Court must be able to depend on a company who has been there, has the experience, is able to respond quickly to resolve problems with the system, and who will be here in the future to meet their security needs.

The District Court System integration includes a 24 hour Intrusion Detection, a high-end Door Access and Intercom System, and a Closed Circuit Television System, totaling over \$200,000.00.

The Intrusion Detection System contains a master control panel capable of 246 detection points and 250 users. This means we are able to retrieve the history of system activity, indicating who turned the alarm on/off and at what date and time. The roll-up doors were protected with armored door contacts and the system has a power back-up that can last a minimum of 80 hours. This system is also monitored on a 24-hour basis.

The Access System utilizes the N-1000-II master control, from one of the best access system manufacturers in the country, Northern Computers. The control panel is interfaced with proximity card readers. The proximity readers are the same type as those used in the Guam International Airport Terminal and approved by FAA. The system uses Windows based access software called Win-Pak for managing and storing data into computer files. This makes it very easy to retrieve the history of system activity. The Software also provides the ability for system administrators to manage, install, and modify user files. The System also uses electronic door locking hardware in combination with mechanical door hardware. The electronic hardware is protected using suppressor kits. The system power is backed with a battery power source.

The Intercom System uses Aiphone equipment. Aiphone is perhaps the largest manufacturer of and the most widely used intercom systems worldwide. The system provides communication ability for the security officer to query personnel before allowing entry into the facility. The intercom system works in conjunction with the Closed Circuit Television and the Access System.

The Closed Circuit Television System was designed around a computerized matrix system that is capable of handling up to 64 cameras and more with the addition of expansion modules. The color cameras are high-resolution Burle Auto Domes. These camera units are capable of panning, tilting and zooming in, with built-in iris and automatic zoom focusing.

The high level of complexity with this project was met easily through the high level of expertise and experience of the team.



G4S continues to provide installation, monitoring, and maintenance services to Bank of Guam which is the largest local bank throughout the Marianas and Micronesia.

These projects involve the design and installation of a variety of Access Control Systems (ACS) and Electronic Security Systems (ESS) at sixteen (16) Navy locations on Guam. The objective has been to significantly improve the security posture of the respective locations in accordance with the established Anti-Terrorism/Force Protection (ATFP) standards. The design to meet these standards was defined in the KBR ATFP Project and reflects the designs incorporated in this project.

The primary purpose of these systems was to provide new, and/or enhance existing Access Control and Monitoring of the sites. On some projects this included the installation of Cable Restrained Fencing. This is a chain link fence with all poles embedded in concrete, hooded with razor wire and reinforced with a 1" cable, stressed for impact and connected independently of the fence, by large concrete anchors.

Access to the site through the fence is controlled by motorized, crash resistant, cantilevered gates and turnstiles. Control of the gates and turnstiles is managed by a Receptors Access Control System. This includes CAC (Common Access Card) and PIN Code Card Readers, Active Tag Vehicle Recognition systems and in some cases integrated Intercom Systems. Video overview of key areas of the sites has been established with the integration of Closed Circuit Television Systems (CCTV). Automated Housing sites involved no fence installations, but concentrated on providing unmanned Access Control and Monitoring. This was achieved through the installation of cable reinforced barrier arm gates, automated control of the existing wedge barriers and the introduction of card readers, vehicle tags and intercoms. This protection is further enhanced by the installation of Pan, Tilt and Zoom and Moondance cameras.

The Card Access Control System (CACS) component of these projects are the Receptors Alliance control panels. These panels are installed at almost every project included in this overview. The notable exceptions are Flag Circle which has an existing Receptors panel and Building 1A which only required a standalone IDS system. At this time the Receptors panels are functioning as standalone systems. A computer is only required at the stand alone sites to pull reports, add or delete users and change access levels. The Navy has purchased a laptop computer for this purpose.

Provision has been made to ensure that the systems installed are capable of being integrated at the main monitoring station which is located at Building 6009. For the most part this will involve the establishment of sufficient band width and the purchase of modems and Mpeg4 encryption processors. Currently, Naval Security is working toward establishing the necessary connectivity for these sites.

Project sites with the above installations include South Finegayan Housing, Turner Road Housing, Old Apra Housing, New Apra Housing, Building 112, Building 150,



Building 285, Orote Power Plant, Flag Circle, Building 3110, Building 51, Building 52, Building 1, Build 1a, Building 3012, Kilo Wharf, and X-Ray Wharf.

The operational team, employed by G4S, along with management is proud of the work they had done on this Anti-Terrorism Force Protection project.

Our team designed and installed an Access Control/Intrusion system for Naval Security at the Department of Defense schools. These systems control access through door contacts on all perimeter doors. Each one of these doors are individually zoned, addressed, and identified by their location. The contacts are monitored at a central control panel and by Naval Security. The status of each contact is reported locally at IEL keypads placed in each of the school buildings. These keypads are programmed to transmit panic, fire, and medical emergency situations to Naval Security. Sirens with strobes are placed on the exterior of each building and are programmed to activate when any zone in that particular building is in alarm.

The CCTV system for these locations were designed and installed to integrate with the access control/intrusion system. The exterior Day/Night cameras are programmed to perform routine surveillance patrols (with manual override) under normal circumstances and are programmed to automatically move to cover areas in alarm. The interior camera system is programmed to record and index every entry and exit through the maintenance and interface with the access control/intrusion system. This activity is recorded by time and event. The built-in VMD (Video Motion Detector) also allows for maximum recording capability and review. All data is immediately archived to CDW ROM via the attached computer station. The easily retrieved images can also be printed or emailed.

The Navy Fuel Farm management team decided they could solve some of their operational issues by turning to electronics. Our employees took this challenge and began conceptualizing the system design as it relates to the some of the operational issues concerning the fuel farm management.

Through intense design and equipment installation application trials, the team determined that the standard industry equipment was not going to be acceptable in the way that would allow the fuel farm to maximize their operation with a reduced number of personnel.

Through extensive research, we found that new technological breakthroughs in wireless video would provide a feasible solution. The team acquired the equipment and began testing it at the test site. When the testing was complete the team configured the system that is now installed at the fuel farm.



The system transmits Pan/Tilt/Zoom camera video images and control data over a 5.8ghz wireless video and data transmission, all in **real time**. There is no delay in picture reception and the quality of the picture is excellent.

The Navy has since purchased more of these systems from G4S and we continue to solve security issues as well as operational issues through the diverse resources the company has in its people.

The Marriott management team continues to use G4S for its security and life safety upgrades. In addition to the CCTV Camera system upgrade, we have replaced the entire Fire Alarm System.

The Guam Airport Authority (GIAA) used our employees to evaluate, maintain, and repair the integrity of their Access and closed Circuit Television System. GIAA made this decision based upon the resources and technical abilities of the individuals. Its former off-island security contractor, at that time, was not able to fulfill its contractual obligations to maintain or complete the work requirements.

The diverse abilities of our technical team give G4S the ability to bring in internal resources for different types of problems that can occur in the system. The following description of the integrated nature of the systems illustrates the absolute necessity of diversity of abilities in your maintenance provider.

The intense evaluation of the security system by our employees had to determine the reliability of the entire security system for the Guam Airport Authority. It indicated problems with the system and how to correct them. The evaluation also pin pointed areas in the system that was weak and thus can easily be defeated. The evaluation also included operational issues relating to the security system.

The Closed Circuit Television System (CCTV) is designed for live viewing and event recording. This means that each camera in the system can be recorded at the same time that it is viewed through the monitors by personnel monitoring activities within the camera's field of view.

The CCTV System uses fiber optics technology for video and data transmission. It is a "Fiber Optics Back Bone System." There is mix between fixed cameras with fixed lens' and cameras with panning, tilting and zooming capabilities. There are 85 cameras in the interior of the airport and 12 on the exterior that report to this system.

The system utilizes camera matrix switching coordinated by operating software. This system allows GIAA to have singular control of each camera from three (3) different sites.

The Access System is a software based access control system integrated with the CCTV system. The system utilizes proximity card readers with digital keypads, video



badging, electromagnetic locks, status switches to monitor status of each doors, RTE's to open controlled doors from the secured side of the doors, local annunciators and visual alerts. The Access System is also integrated with the elevators so that only authorized personnel may access elevators. The access system is also used for controlling exterior gates remotely. There are over 300 entry points in the system controlled by card readers.

Employees of G4S have been involved with the E-Rate project for many years and have been successful with the complete installation of wiring in 22 schools.

This project consisted of full installation in accordance with NEC, NFPA, and local codes. All communication design and installation of pathways was done by the employees and is in compliance with the EIA/TIA-568-B.

They've provided full As-built drawings for these installations dictating all conduit runs, trenches, MDF/IDF, and IMO locations.

They designed and installed inter-building conduit pathways and network systems within each of these schools to support this project. Each of these schools has Main Distribution Frames and Intermediate Distribution Frames that house the inter-building backbone cabling system. Each of MDF/IDF has a cabinet or backboard with a rack, fiber optic panel, coaxial amplifiers, taps and a 66M150 voice terminating block, to support the main equipment for cross connect and connectivity throughout the campus. Within this rack a 6-strand fiber optic cable, 1/2" coaxial cable, and voice riser cable were pulled, terminated and tested to meet all necessary codes for this project.

They also installed for this project, an intra-building conduit system that supports all 5E, coaxial, and voice cabling that homerun from each classroom back to the MDF/IDF network cabinet. We had terminated, tested, and documented all cabling for certification to meet the scope of work. The conduit and cabling that were installed met all federal and local codes according to the scope of work

The project was awarded and our employees were able to design and build the library's network system that met both the library's needs and budget.

UOG required a system to support 30 separate terminals within the Library providing simultaneous access to the central system efficiently.

The previous system did not provide sufficient capacity for this many users creating frustration amongst the students due to network failure and inefficiency.

The team developed and installed a network system utilizing the high capacity of fiber optic and CAT 5e wiring routed through CISCO switches. CAT 5e modules were installed at the IMO to complete connectivity.



The solution provided RFK Library with the ability to accommodate their current network needs as well as provide for future expansion.

Our employees installed all communication cable, voice and data, and coaxial cable that support inside wiring for all workstations.

During this time frame the team noticed that through specification of codes, data cables were not going to meet these specifications. They also noticed through blueprint readings that there was no support of communication for their Readiness Building to be tied to the outside world. Through this, they requested a meeting & brought this to the attention of the Guam Army National Guard.

They proposed a solution to Guard Army National Guard for meeting all specifications & codes for connectivity with a fiber backbone. Through this they were able to deliver a project that allows our Island to communicate with our nation's capital.

The GANG Readiness Center installation was performed in two phases:

Phase 1. - Required our employees to skillfully install network cabling throughout 51 IMO locations which included voice and CATV applications. During installation all data cables (CAT 5e) were terminated in accordance with EIA/TIA standards. All IMO faceplates were labeled for database and as-built records. This phase was accomplished weeks ahead of the General Contractor's schedule.

Phase 2. - This portion of the work was awarded as a direct result of our employees' professional workmanship in Phase 1.

This phase required numerous tasks including design/build for a fiber backbone to be installed between the GANG NOC located at the U.S.P.F.O., as well as two 12-strand fiber backbones to be installed between the MDF and the two IDF's located on the second floor. This was required to support the FMO station data cable connectivity.

During this installation, we also installed a 100 pair CAT 3 voice riser cable to support voice connectivity. At the MDF an AT&T 190 entrance protector was installed between GTA and the Readiness Center.

All installation and termination was performed in accordance with EIA/TIA – NEC codes and standards.

It was professionally completed in a timely manner well before the grand opening ceremony.



MSS – MAJOR PROJECTS

Judiciary Court of Guam awarded the government contract to G4S again this year. G4S has been providing MSS services to the court for several years and is familiar with their requirements. G4S extensive multi-level management resources allows G4S to assist the Judiciary Court with many facets of Security Service.

International Consolidated Contracting (ICC) is in charge of the Sunora Solar Energy Project located at Dan Dan, Inarajan that is taking place at the southern end of the island. Due to the Dan Dan Project's remote location and the critical aspects of such a large construction site with a span of nearly 6 miles, ICC awarded G4S the contract to handle the Manned Security Solutions due to G4S knowledge and experience with the various phases of the job.

Guam Reef & Olive Resort Hotel awarded the contract for their Manned Security Services to G4S after providing their own in-house Security for over 20 years. The new owners of the hotel chose G4S due to the comprehensive Integrated Security Service that was offered which covered the various Security Solutions needed for the hotel.

Leo Palace Hotel has the largest hotel property on the island which includes over 400 guest rooms located in multiple buildings within the property, town houses, a golf course, professional sports field, a man-made lake and 3 outdoor swimming pools. The hotel recently G4S was awarded the contract to manage Leo Palace's Manned Security Services which includes a complete Integrated Security package which was tailored to meet the Security Solutions for such a large property.



CONTRACTOR'S LOGISTICAL AND SERVICE SUPPORT



Repair, Maintenance and Sheltering Facility / Service Technician

Qualifications:

Our installation, repair and service technicians are cross-trained making available the largest security electronic technician force on Guam and Saipan. These technicians are available 24-hours each day for emergency repair response, minimizing the down time of your system in the event of a failure or malfunction. Semi-annual maintenance visits can be scheduled to check and test your system to minimize the potential for untimely failures or malfunctions.

Furthermore, our Installation Department routinely installs CCTV, Intrusion Systems, Access Control Systems, Fire Alarm Systems, Suppression and Clean Agents, Communications Cabling, and more. Our **installers are factory trained**, and have many years of installation & service experience.

G4S is unique on Guam as the only security provider that maintains over \$500,000 in inventory of frequently used components for service and installation needs. This inventory enhances the availability of replacement parts to further minimize down time.

After the initial installation, G4S Service Department provides maintenance service to ensure that security equipment are maintained in good working conditions. We have 24 hour on call technicians who can repair the system at any hour of the day, help customers arm or disarm the system if they are having trouble, again at any hour of the day. Service technician perform routine maintenance and testing to ensure the systems are in good working condition.

Customer Support services is a concerted effort in the Integrated Security Services here at G4S. And what this means, G4S has the unique ability to coordinate all of its security services to satisfy the security needs of any customer.

So, a customer can call one number for any services and get a security officer, get help for his electronic security system, CCTV, or access system, or get information from NCC about alarm signal history and events, as well as get a security consultant.

The G4S Marianas NCC Team is responsible for coordinating G4S activities for Guam and the Northern Marianas to serve the safety and security needs of our customers. Coordination is our single most critical focus which ensures that our security systems and personnel are utilized in the most efficient and effective



manner. By effective coordination, G4S resources are integrated with fire and police first responders in order to provide customer peace of mind.

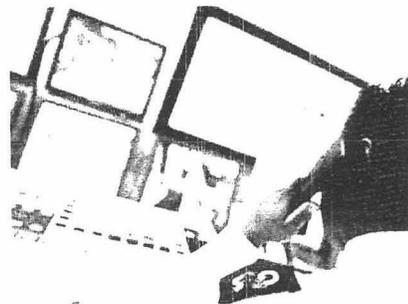
At the NCC nerve center, our team monitors intrusion, fire, and smoke alarms, closed circuit television, security guard activities, and customer service problems 24 hours a day, 7 days a week. Customer care interacts with customers to gather necessary information, address their concerns, schedule and dispatch service technicians, and track work orders in order to provide customer satisfaction.

When necessary, NCC notifies fire and police personnel to respond to critical incidents in conjunction with stationary and roving G4S guards. NCC ensures that G4S responds in a coordinated manner which will provide our customers with the best that security systems and people can bring at the most critical time.

As part of the security package unique to G4S, We appreciate the opportunity to provide a quotation for remote video surveillance (RVM). Many of our business customers appreciate the value of adding this service feature as part of their overall risk mitigation and security procedures.

G4S offers different service options of remote video monitoring video surveillance monitoring personnel to be allocated and dedicated specifically for monitoring provided cameras associated with A project 24 hours daily, 7 days weekly. This will be accomplished with the appropriate remote connection software installed on the system, remotely monitored by G4S staff at our local National Control Center on Guam.

This is G4S' full service option identified as Active Remote Video Monitoring (ARVM).



As an added benefit, authorized personnel will also be able to view the cameras from any internet-enabled portable device such as smart-phones, notepads, laptops and desktop computers. Secure access makes RVM an effective tool which provides peace of mind, by enabling the authorized user to see the activity at your property from anywhere they have internet connection.

With the (ARVM) service feature, if a suspicious incident is detected, a G4S Patrol Supervisor will be dispatched to the designated locations to further assess the area. This is effective in deterring loitering, graffiti, homeless individuals and other criminal mischief.

The National Control Center is where we have professional Alarm monitors who are on alert to react and dispatch the proper personnel to your location where an alarm system has been triggered.



At the National Control Center is also where MSS Supervisors are directing and coordinating the Security Officers.

MOBILE PATROL SOLUTIONS:

G4S offers mobile patrol solutions. While random patrol inspections are the key to this program, electronic check points verify that your facility has been inspected and high-threat areas visited. This verification is accomplished by the proxy-pen, a G4S product. Our mobile patrol officer will record into the proxy-pen event book his arrival time and location. He will then commence his patrol, checking all designated high-risk areas.

