

**RFP2021-33 BROADBAND NETWORK CONSULTING SERVICES FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION PROPOSALS OPENED 7/9/2021  
AT 11:00AM**

RFP2021-33 BROADBAND NETWORK CONSULTING SERVICES FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION			
NUMBER OF RESPONDENTS:	3		
NAME OF BIDDER	HOPLITE COMMUNICATIONS, LLC	V-COMM, LLC	TEM 360 GLOBAL ENTERPRISE SOLUTIONS LLC, DBA TEKNOGRID, LLC
ADDRESS	197 ROUTE 18, SUITE 3000	5 CHESNUT STREET	ONE GATEWAY CENTER, SUITE 2600
CITY, STATE, ZIP	EAST BRUNSWICK, NJ 08816	SOMERS POINT, NJ 08244	NEWARK, NJ 07102
CONTACT NAME	PETER J. LUPO	DOMINIC C. VILLECCO	MARLAND JENKINS
TELEPHONE	732-207-3912	609-655-1200	973-342-2711
FAX	844-453-9744	609-409-1927	862-250-6100
E-MAIL	<a href="mailto:PETER.LUPO.HOPLITE@GMAIL.COM">PETER.LUPO.HOPLITE@GMAIL.COM</a>	<a href="mailto:DOMINIC.VILLECCO@VCOMM-ENG.COM">DOMINIC.VILLECCO@VCOMM-ENG.COM</a>	<a href="mailto:MJENKINS@TEKNOGRID.COM">MJENKINS@TEKNOGRID.COM</a>
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED
EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA	N/A	N/A	N/A
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED	INCLUDED	INCLUDED
NON-COLLUSION AFFADAVIT	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED	INCLUDED
DEBARMENT NOTICE	INCLUDED		INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED	INCLUDED	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED	INCLUDED	INCLUDED
EIC	REQUIRED FROM AWARDED VENDOR	CERT.#31794 EXP. 01/15/2023	REQUIRED FROM AWARDED VENDOR
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR	REQUIRED FROM AWARDED VENDOR
60-DAY EXTENSION COMPLIANCE	YES	YES	YES
PROVIDE PRIORITY EMERGENCY SERVICES	YES	YES	YES
REFERENCES	INCLUDED	INCLUDED	INCLUDED
W-9	INCLUDED	INCLUDED	INCLUDED
EXCEPTIONS (IF ANY)	NONE	NONE	NONE
TOTAL AMOUNT FOR THE SERVICES FOR ONE (1) YEAR	\$90,000.00	\$103,500.00	\$235,000.00 TO \$465,000.00
FATAL FLAW	NONE	NONE	NONE

**BID PROPOSAL FORM**  
**RESPONDENT MUST COMPLETE**

**WE THE UNDERSIGNED PROPOSE TO PROVIDE BROADBAND NETWORK CONSULTING SERVICES FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION PURSUANT TO THE SCOPE OF SERVICES AND REQUIREMENTS AND MADE PART HEREOF:**

**TOTAL AMOUNT FOR THE SERVICES FOR ONE (1) YEAR \$ 90,000**

**(ORIGINAL SIGNATURE BY AUTHORIZED REPRESENTATIVE)**

The undersigned is a Corporation, Partnership or Individual under the laws of the State of New Jersey having its principal office at 197 Route 18, Suite 3000, East Brunswick, NJ 08816

COMPANY Hoplite Communications LLC

ADDRESS 197 Route 18, Suite 3000

ADDRESS East Brunswick, NJ 08816

FED. ID #   

NAME Peter J. Lupo

TELEPHONE 732-207-3912

FAX 844-453-9744

EMAIL peter.lupo.hoplite@gmail.com

DATE 6/25/2021

SIGNATURE 



5 Chestnut Street, Somers Point, NJ 08244  
2147 Route 27 South, Suite 102, Edison, NJ 08817  
736 Springdale Drive, Suite 300, Exton, PA 19341

## BID PROPOSAL FORM

### This is a Time and Materials (T&M) proposal.

Telecommunications Engineering Services performed under this proposed agreement will be performed on a Time and Materials (T&M) basis by members of our professional staff. We have allocated 600 engineering hours and estimated expenses to perform the services outlined within our RFP response.

#### **BID PROPOSAL FORM**

#### **RESPONDENT MUST COMPLETE**

**WE THE UNDERSIGNED PROPOSE TO PROVIDE BROADBAND NETWORK CONSULTING SERVICES FOR THE CITY OF TRENTON, DEPARTMENT OF ADMINISTRATION PURSUANT TO THE SCOPE OF SERVICES AND REQUIREMENTS AND MADE PART HEREOF:**

**TOTAL AMOUNT FOR THE SERVICES FOR ONE (1) YEAR \$ 103,500**

**(ORIGINAL SIGNATURE BY AUTHORIZED REPRESENTATIVE)**

**Limited Liability Company**

The undersigned is a **Corporation, Partnership or Individual** under the laws of the State of **Delaware** having its principal office at **5 Chestnut Street, Somers Point, NJ 08244**

**COMPANY** V-COMM, L.L.C

**ADDRESS** 5 Chestnut Street

**ADDRESS** Somers Point, NJ 08244

**FED. ID #** 51-07000

**NAME** Dominic C. Villecco

**TELEPHONE** 609-655-1200

**FAX** 609-409-1927

**EMAIL** dominic.villecco@vcomm-eng.com

**DATE** 6/16/2021

**SIGNATURE** Dominic C. Villecco



5 Chestnut Street, Somers Point, NJ 08244  
2147 Route 27 South, Suite 102, Edison, NJ 08817  
736 Springdale Drive, Suite 300, Exton, PA 19341

## COST EXCLUSIONS AND ASSUMPTIONS

1. Estimated costs quoted in this proposal include an estimated labor, travel time, and estimated expenses. This project will be performed on a Time and Materials basis. As such, only actual time and expenses incurred will be invoiced. If additional time is needed for a particular task, V-COMM will notify the city and mutually agree with the city on any associated additional costs, prior to expending any such costs.
2. Cost assumes 600 engineering man hours have been allocated to this project if additional hours are required a separate estimate will be supplied.
3. Costs include an allowance for expenses of \$3,500. If expenses are projected to exceed \$3,500, V-COMM will seek approval prior to expending any such costs.
4. V-COMM is not providing any hardware, software or installation services as part of this proposal.
5. The price reflected in this proposal does not include any building materials, construction cost, construction or electronic equipment, product or vendor costs associated with the plans or recommendations provided by V-COMM.
6. The price reflected in this proposal does not include any additional cost associated with the delay of this project as a result of vendor delays, union disputes, COVID-19 or Homeland Security issues.
7. All costs assume project is completed within twelve (12) months from Notice to Proceed. If the overall project timeframe extends beyond twelve months, additional costs may be incurred.
8. This cost proposal is specific to the tasks outlined in the "Scope of Work" section of our RFP response. Additional requirements or projects will be quoted separately. Further, changes, expansions and/or additions to the tasks outlined in the proposal as estimated herein will be quoted separately.
9. Travel to and from Trenton locations from V-COMM offices will be invoiced at cost or according to IRS Rules:
  - a. Mileage costs for use of personal cars will be reimbursed based upon IRS guidelines.
  - b. Parking and tolls will be reimbursed with receipts.
10. V-COMM management will perform coordination of personnel. These personnel will be located in either V-COMM's Edison, NJ or Exton, PA offices throughout the duration of the project, with travel as required for the various tasks.
11. Should the City of Trenton direct a change in the work, the change shall be incorporated into the agreement by a written Change Order, approved in advance of such work in writing by the City of Trenton and V-COMM, stating their agreement upon the change or changes in the work, and the necessary adjustments.
12. There is no guarantee of broadband service or that broadband service providers will agree to provide services in Trenton, as a result of the research and analyses provided by this Scope of Work.

**CORPORATE HEADQUARTERS**

One Gateway Center, suite 2600  
Newark, NJ 07102  
Phone: 862-505-1429

Visit Us at:  
[www.teknogrid.com](http://www.teknogrid.com)

**Price Proposal: RFP2021-33 Broadband Network Consulting Services**  
**Establishing Trenton as the National Leader in Eliminating the Digital Divide**

The Price Proposal of the Trenton Broadband Team (TBT), an alliance of TeknoGRID and CGI, Solutions and Service Inc. is fully responsive to the City of Trenton's RFP2021-33 Broadband Network Consulting Services. This proposal aligns to the TBT Proposal Section 6, Scope of Services and as executed according to Section 10 Project Plan and Schedule. We propose to conduct our work on a time and materials basis, with a not to exceed amount established for each Task, providing resources for and at the City of Trenton, in accordance with the rate schedule provided herein. As such, we offer the following bid:

**Base Proposal: Estimated Budget \$235,000 to \$465,000**

**Task 1 - Assess Citywide Broadband Coverage**

The TBT will perform feasibility reviews to determine how best to provide wired and wireless internet coverage to the entirety of the City of Trenton, including all approximately 85,000 residents and any businesses or visitors within the City of Trenton. This will include:

- Desk survey of in-place or planned infrastructure
- Conduct a visual broadband infrastructure architecture discovery of The City of Trenton's wired and wireless backbones
- Leverage CGI data intelligence program to deepen understanding of current coverage
- Recommend and Conduct Broadband Feasibility Review(s) aggregating elements of itemized milestones together with a Client authorized Review Scope that may include: Needs Assessment, Mapping and GIS, Business Case, Network Design, Network Buildout, Network Operations Design, Service Provider Development, Market Development, Funding and Grant Writing

**TASK 2 - Meetings and Interviews with Potential Broadband Providers**

- The TBT will conduct meetings and interviews with potential broadband providers. This will include preparing necessary Requests for Information (RFIs) or Requests for Qualifications (RFQs) to determine interest and frame the discussions
- The TBT will guide the City through the process and act as your advocate in these discussions