



ROBERT L. EHRLICH, JR.
Governor

MICHAEL S. STEELE
Lieutenant Governor

CECILIA JANUSZKIEWICZ
Secretary

PRE-PROPOSAL CONFERENCE SUMMARY

Project Title: CABLE and WIRING

Project No.: 050R6800016

November 15, 2005

Ladies and Gentlemen:

The State of Maryland conducted Pre-Proposal Conference at Workforce Technology Center Auditorium, Baltimore, MD, on October 28, 2005. An attendance list with the names of those attendees signing in is at Attachment 1.

This Summary is being issued to document the Pre-Proposal Conference. The Procurement Officer convened the conference, recognized the State and Department (DBM) people present, and reiterated that all vendors sign in. The Procurement Officer advised that a transcript of the Conference would be available through the Free State Reporting transcription company and further advised vendors present to send the Procurement Officer an e-mail to be added/deleted from the vendor list for this RFP. The Procurement Officer then reviewed the RFP: Sections 1 (reviewed points related to type, terms and conditions of the solicitation), 3 (reviewed proposal submission guidance and requirements, and 4 (explained evaluation process and how State will select the most advantageous proposal)

Reviewed Attachments A (pointed out that contract takes precedence over all other materials that might be included by reference such as the RFP and contractor proposals), B (emphasized all blanks are to be filled in and that "domestic corporation" means a corporation registered in Maryland and that a "foreign corporation" means a corporation not registered in Maryland), C (explained contract affidavit is reaffirmation of bid/proposal affidavit and not submitted with the proposal), D (MBE forms to include requirement for Attachment D-1 to be submitted with the proposal), F (Price Proposal Forms and Instructions), G (Procurement Officer Checklist), H (Mercury Affidavit) and I (Fiber Marker Specification).

The State's Contract Manager's summarized the RFP, Section 2 (Scope of Work).

Questions submitted prior to the Pre-Proposal were read and short answers given. Then, the floor was opened to questions with the caveat that formal written answers to questions would only be given if the question were submitted in writing, preferably by e-mail. The transcript of those questions and answers can be obtained from the transcription service, Free State Reporting, Tel: 410-757-6337, for a fee.

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Date Issued: November 15, 2005

By _____ <signed> _____.
Mike Yeager
Procurement Officer

1 Atch
Cable & Wiring Pre-Proposal Attendance List

MBE	Name/Company	E-mail	Phone(s)	Physical Address
No	Randi Soskill, RCDD/Graybar	Randi.soskil@gbe.com	V:301-306-3210 F:301-731-0573 C:240-485-6573	4800 Forbes Blvd. Lanham, MD 20706
Yes	William Hopson, CEO/IceTech	whopson@icetech.net icetech.net	V:410-225-3117 F:410-225-3120 C:301-806-4823	940 W. North Avenue Baltimore, MD 21217
Yes	Denise Desien, VP Marketing/DHARA Consulting Group, Inc.	ddesien@dharacg.com	V:301-664-6470 F:301-664-6455 C:301-642-8807	
Yes	Gary Maxa/TFC Construction, LLC	garym@tfcconstruction.com	V:410-335-5433 F:410-335-8985 C:443-506-1734	111 Marketplance, Ste. 103 Baltimore, MD 21202
No	Kenneth Rogers/Cable Constructors	krogers@cci-its.com	V:410-538-6992 F:410-538-6435 C:	2108 Emmonton Park Road Edgewood, MD 21040
Yes	Reginald James/Fastech	rjames@fastechinc.com	V:301-931-2001 F:301-931-2005 C:202-436-0552	11890 Old Baltimore Pike Suite P & Q Beltsville, MD 20705
No	Gary A. Schuchart/Interconnect Services, Inc.	gas@interconnectservice.com	V:410-687-8900 F:410-574-7541 C:	1212 Philco Road Baltimore, MC 21237
N/A	David Dubs/Networx	ddubs@networxusa.com	V:703-573-2900 F: C:703-989-1715	
No	Brian Bowman/Fiberco	N/A	V:410-519-6790 F:410-519-6792 C:443-324-5263	P.O. Box 502 Severn, MD 21144
Yes	Samuel J. McDowell/CTC, LLC	smcdowell@ctc-llc.com	V:240-506-3180 F:240-597-0411 C:	11705 Lord Philip Court Germantown, MD 20876
Yes	Timothy Matthews/American Cabling Company	Timothy.matthews@americanCabling.com	V:301-390-2774 F:301-390-7840 C:	14605 Danube Lane Mitchellville, MD 20721
No	John Shetrone/Vision Technologies	jshetrone@visiontech.biz	V:410-424-2183 Ext. 222 F:410-424-2208 C:443-690-3766	International Trade Center 530 McCormick Dr., Suite J Glen Burnie, MD 21061
Yes	Sandra Janis/Cabling Concepts, LLC	Sandra@cablingconcept.com	V:410-544-9298 F:410-544-9148 C:	P.O. Box 1758 Millersville, MD 21108
No	Chuck Zellen/Northstar Management & Construction Co., Inc.	N/A	V:410-519-6696 F:410-519-6698 C:443-324-4076	P.O. Box 3696 Crofton, MD 21114
Yes	Steve Janis/Cabling Concepts, LLC	steve@cablingconcept.com	V:410-544-9298 F:410-544-9148 C:	P.O. Box 1758 Millersville, MD 21108
Yes	Dutch Morley/B. Frank Joy	dmorey@bfjoy.com	V:301-699-6014 F:301-699-6013 C:240-417-0194	5355 Kilmer Place Hyattsville, MD 20781

MBE	Name/Company	E-mail	Phone(s)	Physical Address
Yes	Robert Askew/Cabling Concepts, LLC	www.cablingconcept.com	V:410-544-9298 F:410-544-9148 C:	P.O. Box 1758 Millersville, MD 21108
Yes	Bernie Macapagal/Tondo Tech System, Inc.	bernietondo@cs.com	V:410-789-4700 F:410-789-4750 C:443-250-7696	803 H Barkwood Ct. Linthicum, MD 21090
No	Jim Bateman/Severn Construction Services	jbateman@severncable.com	V:410-674-7100 F:410-674-8473 C:410-320-3017	1434 Odenton Rd. Odenton, MD 21113
No	Bill Roscof/NDI, Inc.	wroscopf@ndicom.com	V:804-752-0053 F:804-752-2644 C:	11027 Leadbetter Rd. Ashland, VA 23005
No	Charles Chassagne/Prime Net., Inc.	Charles.chassagne@prime Networks.com	V:410-412-2000 F:410-760-3373 C:	220 Eighth Avenue, N.W. Glen Burnie, MD 21061
No	Ed Cezar/CMW, LLC	Cmw.comm.@verizon.net	V:410-360-5497 F:410-747-6028 C:443-745-1462	180 Sillery Bay Road Pasadena, MD 21122
No	Corey Jovan/Prime Net, Inc.	cjovan@primenetworks.com	V:410-412-2011 F:410-412-2001 C:	220 Eighth Avenue, N.W. Glen Burnie, MD 21061
No	Kelvin Carney/Capitol Cable & Technology, Inc.	kcarney@capitolcable.com	V:301-840-570 Ext.215 F:301-840-1015 C:410-206-1199	7905 Airpark Road Gaithersburg, MD 20879
No	Michael Kaline/Freestate	mkaline@amsofusa.com	V:301-595-0665 Ext. 117 F:301-595-5120 C:301-418-2774	6623 Mid Cities Avenue Beltsville, MD 20705
No	Gerry Swann/SMC, Inc.	gswann@smcinc.biz	V:410-867-7577 F: C:443-336-7294	P.O. Box 30 Tracy's Landing, MD 20779
Yes	Terrence Allison/Networx	tallison@networxusa.com	V:410-414-8494 F:410-414-8496 C:713-289-0182	
N/A	John Lynch/Verizon	John.s.lynch@verizon.com	V:410-694-3946 F: C:443-928-8004	989 Corporate Blvd. Linthicum Heights, MD 21090
N/A	Chuck Hutzell/Verizon	chuckhut@verizon.net	V: F:410-694-3980 C:410-746-7108	989 Corporate Blvd. Linthicum Heights, MD 21090
No	Jackie Hall/Internet Work Consulting Services, LLC	jhall@icsnets.com	V:410-901-9700 F:240-363-0204 C:	533 Race Street Cambridge, MD 21613
Yes	Nathan Flowers/Automated Cable Services	nflowers@automatedcable.com	V:301-702-8117 F: C:	P.O. Box 607 Waldorf, MD 20604
No	Patrick Carter/Technical Specialties, Inc.	pcarter@tspec.com	V:301-306-7000 F:301-306-7022 C:	5001 Forbes Boulevard Lanham, MD 20406

MBE	Name/Company	E-mail	Phone(s)	Physical Address
Yes	Howard Weiss/Tondo Tech System, Inc.	hweiss@tondotech.com	V:410-768-4887 F:410-768-5887 C:443-677-8476	152 A Blades Lane Glen Burnie, MD 21061
No	Joseph Rubino/LAI Construction Services, Inc.	joer@laiconstruction.com	V:410-335-8031 F:410-335-8041 C:410-977-6913	10711 A Philadelphia Road Baltimore, MD 21162
Yes	Terrell Prettyman/Nucleus Group, LLC	tprettyman@nucleusgroupllc.com	V:410-542-1323 F:410-542-1551 C:	2704 Roslyn Avenue Baltimore, MD 21216
No	Bob Johnston/Fiber Plus, Inc.	bjohnston@fiberplusinc.com	V:301-317-3300 Ext. 113 F:301-317-8585 C:410-320-5368	8240 Preston Court, Suite C Jessup, MD 20794
Yes	Tim Rescigno/Varia Systems, Inc.	trescigno@variasystems.com	V:410-536-1900 F:410-536-1810 C:443-278-5161	3730 Commerce Drive, Suite 1211 Baltimore, MD 21227
No	Ron Richter/Fiber Plus, Inc.	rrichter@fiberplusinc.com	V:301-317-3300 Ext, 120 F:301-317-8585 C:410-320-6497	8240 Preston Court, Suite C Jessup, MD 20794
No	Bob Schneider/KCI Convergent Technologies	bschneider@kci.com	V:410-309-7902 Ext. 206 F:410-309-1089 C:443-542-1161	8310 Guilford Road, Suite B Columbia, MD 21046
N/A	Henson DeBruler/Datacom Connections, Inc.	hdebruler@datacomconnections.com	V:703-583-9499 F:703-583-6306 C:703-929-7409	2837 PS Business Center Woodbridge, VA 22192
N/A	John McConnell/MELE Associates, Inc.	John.mcconnell@meleassociates.com	V:240-453-6979 F:240-453-6933 C:240-498-6015	14660 Rothgeb Dr., Suite 102 Rockville, MD 20850
N/A	Carrie Phelps/MELE Associates, Inc.	Carrie.phelps@Meleassociates.com	V:240-453-6983 F:240-453-6931 C:	14660 Rothgeb Dr., Suite 102 Rockville, MD 20850
N/A	Brian Heldmann/Caton Communications Group, Inc.	Brian.heldmann@ccgusa.net	V:410-247-5800 F:410-536-7189 C:	P.O. Box 3202 Catonsville, MD 21228
Yes	Cesar Alarcon/Plexus Com Group	calarcon@plexus-group.net	V:410-265-1818 F:410-265-1984 C:	2520 Lord Baltimore Drive Suite W Baltimore, MD 21244
Yes	Al Shaw/One On One Cable Connect, LLC	aloneonone@verizon.net	V:410-653-3558 F:410-653-3558 C:443-250-6884	
No	Mike O'Melia/Pipes & Wires Services, Inc.	N/A	V:410-848-5676 F: C:443-277-4223	3199 Winter Drive Westminster, MD 21157
No	Jeffrey Pekins/CIRTA Communications Products	jeff@cirtacommunications.com	V:703-262-0988 F:703-262-7749 C:	12203 Dark Star Court Reston, VA 20191