



## FirstNet Interested Teaming/Partnering List

As a courtesy, FirstNet has maintained a list of vendors that are interested in subcontracting and partnering opportunities with other potential offerors on the Request for Proposals (RFP) for the FirstNet Network. The final day to get on this Teaming List was March 17, 2016. As of that date, FirstNet is no longer accepting submissions or edits to the below list. Offerors are not required to be on the Teaming List in order to submit a proposal to or to participate in the RFP. Being included on this list was optional and solely intended to be an avenue to facilitate potential subcontracting and partnering opportunities. FirstNet accepts no liability for any resultant outcomes.

### **21st Century Wireless**

Infrastructure; Applications; Devices; Towers/Sites; IT/Eng/Enterprise Services

**Stephen McKenna**

**[stephen.mckenna@21stcenturytowers.com](mailto:stephen.mckenna@21stcenturytowers.com)**

(630) 546-3765

**[www.21stcenturytowers.com](http://www.21stcenturytowers.com)**

21ST CENTURY TOWERS IS AVAILABLE TO PROVIDE SERVICES IN ALL 50 STATES. 21ST CENTURY WILL USE STANDARD TOWER AND CARRIER TECHNOLOGY. 21ST CENTURY TOWERS COMBINES: NEXT GENERATION OWNERSHIP MODELS; EXPERTISE IN TOWER MANAGEMENT, MAINTENANCE AND MODIFICATIONS; ADVANCED FINANCIAL, LEASING AND OWNERSHIP MODELS; CUTTING EDGE POWER, COOLING / HEATING AND RELATED SOLUTIONS; OPERATIONAL AND FINANCIAL EXCELLENCE; EXPERIENCED MANAGEMENT; CLIENT-FOCUSED CULTURE; FINANCIAL STRENGTH

### **2pifi**

Infrastructure; Systems Integrator; Towers/Sites; IT/Eng/Enterprise services; Carrier: Custom transport or DIA links built to connect hard to reach sites anywhere in North America

**Andrew Kelly**

**[andrew.kelly@2pifi.com](mailto:andrew.kelly@2pifi.com)**

(319) 248-0120

**[www.2pifi.com](http://www.2pifi.com)**

2pifi is a last marathon connectivity provider covering all 50 states. 2pifi specializes in terrestrial microwave and fiber solutions 50mbps to 2gbps for hard to reach sites (sites that do not qualify for any traditional solution). 2pifi gives its clients the ability to reach the elusive 100% site coverage.

### **3480 Group, Inc**

Infrastructure; Consulting; Towers/Sites; IT/Eng/Enterprise Services

**Wayne Murray**

CFO and VP of Special Projects

**[wayne.murray@3480g.com](mailto:wayne.murray@3480g.com)**

(719) 963-5525

**[www.3480g.com](http://www.3480g.com)**

3480 Group is a Certified (MBE) Telecommunications Construction and Project Management Company. We are a licensed GC in AK, CA, GA, LA and NY with ability to perform work in all other States. We provide network support services for wireless and utility service providers, public safety and government agencies. Our core business includes expanding, upgrading, and maintaining wireless



networks. We specialize in Site Acquisition, Planning, Leasing, Permitting and Zoning, RF Engineering, Network Design, Microwave, Systems Integration, Tower Inspection/Mapping/Modification, Systems Interoperability, Equipment Installation, Site Audits, Trouble Shooting and Maintenance.

#### **4k Solutions**

**Jim Urbec**

Vice President Business Development

**[jim@4ksolutions.com](mailto:jim@4ksolutions.com)**

(901) 574-7573

**[www.4ksolutions.com](http://www.4ksolutions.com)**

#### **5 Stems Networks LLC**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; Towers/Sites; IT/Eng/Enterprise Services

**Ron Smith**

**[rlsmith@5stemsnetworks.com](mailto:rlsmith@5stemsnetworks.com)**

(610) 659-6111

**[www.5stemsnetworks.com](http://www.5stemsnetworks.com)**

5 Stems Networks, LLC is an established full-service telecommunications engineering firm able to perform Core and RAN design, permitting, and implementation services nationwide. We have a (60) sixty-year track-record providing telecommunications engineering services for carriers in the following areas: RAN Coverage, Capacity, and Spectrum Planning: Regulatory compliance and new technology deployment. Core Network Fiber, Cell Site, DAS, & Small Cell Network Design, Permitting, & Construction Management: Extensive FTTx, Anchor Institution, DAS, Small Cell, and LTE networks designed, install and integration over the last five years.

#### **5G Solutions**

Consulting; Devices; Applications; Systems Integrator; Towers/Sites; RF OEM; IT/Eng/Enterprise Services

**Amit Atri**

**[a.atri@5g-solutions.com](mailto:a.atri@5g-solutions.com)**

(206) 914-2937

**[www.5g-solutions.com](http://www.5g-solutions.com)**

5G Solutions is a Certified Minority Women Owned Telecom/IT solutions company that believes in knowledge, dedication and customer service. We offer a diverse blend of Technical, Professional, Management, Service and Solutions for different departments of Telecom/IT Network i.e. RF & System Performance, Switch & Data Transport, Installation, Network Engineering & Design-Configuration, Integration and Implementation, Staff Augmentation and Database updates. We have deep industry experience and our professional, reliable and dedicated team provides engineering, integration and implementation support based on your requirement and goals. The possibility becomes infinite when you have a fully functional and reliable team to support you.



### **A10 Networks**

#### **Keenan Bayol**

Regional Account Manager  
**kbayol@a10networks.com**  
(703) 346-7214  
**www.a10networks.com**

### **Aarcher, Inc**

Consulting; Towers/Sites

#### **Jason Los**

National Wireless Account Manager  
**jlos@aarcherinc.com**  
(410) 897-9100 x108  
**www.aarcherinc.com**

Founded in 1997, AARCHER currently has 43 employees in Maryland, Colorado, and Texas. A specialty consulting firm based in Annapolis, MD, AARCHER has provided environmental compliance, conservation & planning, and prevention & sustainability consulting services nationwide and specializes in environmental impact assessment, pollution prevention, and natural and cultural resources management.

### **Acano**

Infrastructure

#### **Dan Schattie**

Manager, Southeast US Sales  
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(561) 329-2455  
**www.acano.com**

Imagine having all of the tools your team needs to work together, available in one place and always accessible. That's Acano. Founded in 2012, we're a fast-growing technology company with a fresh perspective on audio, web and video conferencing. We make teams work. Now, anyone inside or outside an organization can join meetings using: Microsoft Lync or Skype clients and apps; Any standards-based video systems, clients or apps; Web browsers on desktops or smart phones; Regular telephony

### **Access Technologies, Inc**

Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services

#### **Mark Isle**

General Manager  
**mark.isle@atisw.com**  
(505) 341-0202  
**www.atisw.com**



#### **ACD Telecom LLC**

Infrastructure; Consulting; Systems Integrator; Towers/Sites

**Ali Shahnami**

**ali.shahnami@acdtelecom.com**

(407) 333-2300

**www.acdtelecom.com**

#### **Acela Technologies**

Consulting; Systems Integrator; IT/Eng/Enterprise Services; Other: DAS

**Terrence L. Myers**

Project Manager

**tmyers@acelatech.com**

(301) 788-5594

**www.acelatech.com**

Acela Technologies is a Service Disabled Veteran Owned Small Business (SDVOSB) and Minority Business Enterprise (MBE), operating nationally, with office locations in the DC metro Area, Boston, Miami, & Los Angeles. We are a nationally recognized leader in providing state-of-the-art wireless systems, public safety communication, information technology solutions and Radio Frequency engineering services. Acela is a turn-key vendor specializing in the design, deployment, integration, and maintenance of multi-vendor wireless networks to include DAS, Small Cells, Microwave, and Wi-Fi solutions. We provide services to a variety of customers to include government, hospitality, healthcare, public safety, wireless service providers, commercial enterprise

#### **Acumentrics SOFC Corporation**

Other: Manufacturer of solid oxide fuel cell (SOFC) remote power generators

**Bob Nuner**

Project Research and Lead Development

**bnuner@acumentrics.com**

(802) 223-7227

**Michael Gagnon**

Vice President, Sales

**mgagnon@acumentrics.com**

(781) 461-8251 ext 403

**www.acumentrics.com/sofc-products-overview.htm**

ISO9001 Certified manufacturer of solid oxide fuel cell (SOFC) remote power generators fueled by propane or natural gas (not hydrogen). Solid state construction, save for small fans. Low emissions (only CO<sub>2</sub>, H<sub>2</sub>O, heat); highly efficient fuel-electrical power conversion. Annual maintenance involves cleaning/changing filters. No fluids involved. SOFC units have remote monitoring capability, and are quiet, small, and unobtrusive.

For power output details, customer set points, fuel consumption data, operating temperature and humidity parameters, etc., please send for data sheets.



### **Advanced Cable Communications**

Carrier: FL; broadband Internet, voice, data, and video using FTTP, hybrid fiber/coax and wireless

**James Pagano**

**jpagano@advancedcable.net**

(954) 752-7244

**www.advancedcable.net**

Advanced Cable Communications is a traditional cable TV company, providing voice, data, broadband and video services to the households and business in the service area. Advanced's wired network includes fiber to the premise and hybrid/fiber coax technologies as well as wireless last mile and is capable of providing wireless cell site off load for wireless networks at any frequency band.

### **Advantage Engineers LLC**

Infrastructure; Consulting; Towers/Sites

**Marshall Knight**

**mknight@advantageengineers.com**

(443) 367-0003

**www.advantageengineers.com**

### **Advantech AMT Corp.**

RF OEM; Devices; Applications; Consulting

**Mike Fowler**

Director of Government Programs

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(443) 570-8111

**www.advantechwireless.com**

At Advantech Wireless, we design, manufacture and deploy networking for broadband connectivity, broadcast solutions, video contribution and distribution, mobile backhaul, using satellite and terrestrial wireless technologies. Our technologies include next generation VSAT hubs and terminals, world-leading GaN technology high power amplifiers, SSPAs, block-up converters (SSPB), frequency converters, satellite SCPC modems, fixed and deployable antennas, antenna controllers and terrestrial microwave radios.

### **Advisory Engineering and Analytics LLC**

Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services

**Hal Thomas**

Principal Engineer

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Advisory Engineering & Analytics LLC. (aea) is a results oriented boutique firm helping private and public sector organizations define and implement innovative solutions to intrinsically complex industry practices. aea's members are recognized in the industry with years of practical experience and



specialized knowledge gained from work within Global organizations in multi-customer/multi-cultural environments. We help service providers and OEMs in the areas of Engineering, Operations, Project Management, Innovation and Customer Service.

### **Affirmed Networks**

Infrastructure

#### **Victoria Ministri**

Director of US Cable, IoT

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(917) 301-4481

**www.affirmednetworks.com**

Affirmed Networks has achieved significant attention as its Network Functions Virtualization (NFV) solution has become the standard for the world's top mobile operators. Currently, the company has been deployed commercially, including in Tier 1 and Tier 2 mobile networks, and is engaged in many trials worldwide

### **Agile Networks**

#### **Ryan Ramsey**

Inside Sales Manager

**rramsey@agilenetworks.com**

(888) 494-0549 x 1002

**www.agilenetworks.com**

### **Airosmith Development**

Infrastructure; Consulting; Systems Integrator; Towers/Sites; Other

#### **Ann D'Alessandro**

Business Development Manager

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(518) 350-4060

**www.airosmithdevelopment.com**

Airosmith Development, Inc., a certified women owned business, established in 2004, provides wireless network support services for wireless and utility service providers, public safety and government agencies. Our core business includes expanding, upgrading, and maintaining wireless networks. We are highly specialized in Site Acquisition and Planning, Lease Agreements and Management, Right of Way Agreements, Zoning and Permitting, Engineering and Network Design, Microwave and 2 Way Radio, PATH Reliability Studies, Systems Integration, Tower Inspection and Mapping, Frequency and Spectrum Analysis, Systems Interoperability, Equipment Installation, Construction Management, Project Management, Site Audits, Database Management, Trouble Shooting and Maintenance.



### **Airspan Networks, Inc**

Infrastructure; RF OEM

#### **Torin Dow**

Sales Director North America - Vertical Markets

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(914) 582-3888

**www.airspan.com**

Airspan is a U.S. based corporation and a manufacturer of both 4G LTE and wireless backhaul solutions. Airspan's LTE product offerings are standards based and have proven interoperability with several 3rd party LTE manufacturers and their respective EPC, eNodeB, and UE offerings. Airspan's customer base includes Tier 1 Mobile Carriers, rural operators, DoD, public safety, utilities, schools/universities, and transportation. Specific to Airspan's eNodeB offerings, Airspan today offers five variants, ranging from 2x26dBm to 2x43dBm, for indoor and outdoor applications. Airspan's compact eNodeBs and optional integrated wireless backhaul solutions are ideal for both permanent and rapidly deployable applications.

### **Airwave**

Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise services

#### **Brian Baker**

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44.7410.441142

**www.airwavesolutions.co.uk**

For the past 15 years Airwave has delivered mission critical voice and data communications services to British organisations that provide vital public services – the police, fire and ambulance services, local authorities, health, utilities and transport providers. The Airwave Network, was designed, built and is operated to meet the exacting feature and coverage needs of emergency services. This interoperable Network is resilient, secure, covers 99% of Great Britain's landmass. More than a third of Great Britain's police forces have taken a significant step towards paperless policing by equipping frontline police officers with Airwave's specialised mobile data and applications technology which runs over an LTE bearer.

### **AIS Engineering Incorporated**

#### **Patrick Ibrahima**

**ipatrick@aisengineering.com**

(301) 585-1235

### **Akana**

Consulting; Towers/Sites; IT/Engineering/Enterprise Services

#### **Herb Fricke**

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(503) 652-9090

**www.akana.us**

Akana is a Native American owned, Oregon certified DBE/MBE (Certification No. 588), multi-disciplined consulting firm providing engineering, planning, and construction services to a diverse client base including the public, tribal, and private sectors throughout the Northwest.



### **Akinnovate LLC**

Consulting; Systems Integrator; IT/Eng/Enterprise Services

#### **Jacquelyn Ting**

Managing Partner and Founder

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**www.akinnovate.com**

Akinnovate is a boutique consulting company that provides a collaborative and total solution approach to meet our customer's specific business objectives. Our portfolio of consulting, software development and management services is built upon over 20 years of global experience in a diverse client base. This client base spans the wireless telecom industry, non-profit organizations, energy and federal government agencies. Our diverse and versatile team allows us to work with both small and large companies. Whether you need help on the startup of your organization or need assistance on the day-to-day operations, we have the expertise that delivers results. Akinnovate is certified as a small, woman and minority owned business.

### **Alaska Communications**

Carrier: We are the Local Exchange Carrier in over 75 communities around Alaska.

#### **Jeff Glaser**

Client Account Manager, Enterprise Sales

**jeff.glaser@acsalaska.com**

(907) 564-7388

**www.alaskacommunications.com**

Alaska Communications (NASDAQ: ALSK) has led telecommunications in Alaska for more than 100 years. We are a company of over 700 people, mostly in Alaska, dedicated to serving our customers. We provide broadband and managed IT services for businesses and consumers with a reliable, statewide data and voice network and the most diverse undersea fiber optic system connecting Alaska to the Lower 48. We believe in helping Alaska connect and grow and have invested more than \$500 million in our state since 2001.

### **Algona Municipal Utilities**

Infrastructure

#### **John Bilsten**

**jhbilsten@netamu.com**

(515) 295-3584

**www.netamu.com**

Algona Municipal Utilities is a city owned water, electric and telecommunications provider serving the Algona, Iowa area. The telecommunications service includes a 100 gigabit fiber optic backbone around Algona. Algona Municipal Utilities provides telecommunications services in the Algona, Iowa area utilizing fiber optic technology.



### **All Clear Fire Systems LLC**

Devices; Applications

**Jim Mabry**

**[jim@allclearfiresystems.com](mailto:jim@allclearfiresystems.com)**

**(623) 696-5125**

**[www.knoblite.com](http://www.knoblite.com)**

All Clear Fire Systems is developing a personal smart device for firefighters/paramedics capable of capturing, storing, and transmitting secure data in real time, providing lighting, thermal imaging, video, atmospheric and biological monitoring, radiation detection, personal locator for personnel on the fire ground and emergency scene.

### **All Purpose Networks, LLC**

Devices; Applications

**Jim Herbert**

**[jimherbert37@gmail.com](mailto:jimherbert37@gmail.com)**

**(703) 867-0885**

APN has developed a core technology called the Wireless Edge Services Platform (WESP). The WESP is a commercial server platform that runs a specialized communications middleware software component. The software component provides the native communications and security features of the Platform. Any existing or future operator or third-party service application can interface with the WESP software component to gain access to the capabilities and benefits that the WESP can provide, and APN is developing a small software library that makes it easy for applications to communicate with the WESP middleware software.

### **AllCom Global Services, Inc**

Infrastructure; IT/Engineering/Enterprise services; Other: Installation, structured cabling, shelters, power, cooling

**Brad Nacke**

**[bnacke@allcomgs.com](mailto:bnacke@allcomgs.com)**

**(614) 600-6197**

**[www.allcomgs.com](http://www.allcomgs.com)**

AllCom supports critical technology infrastructure for United States government and commercial customers worldwide. AllCom has offices in Missouri, Pennsylvania and Virginia. AllCom's parent company, Great Plains Communications, is an Independent Local Exchange Carrier in Nebraska and serves rural communities. AllCom and the majority of our engineers/technicians hold Top Secret clearances and is ISO 9001-2008 certified. AllCom specializes in large, complex critical infrastructure projects that are multi-discipline, multiple locations. These infrastructure projects include AC/DC power, structured cabling, shelters and fuel cells. AllCom deployed hundreds of mission critical telecommunication power system upgrades for customers globally and are a leading DoD infrastructure subcontractor.



### **Alliance Communications**

Infrastructure; Towers/Sites; Other

**Paul VanDeBerg**

Business Relations

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(605) 594-8250

**www.alliancecom.net**

Alliance Communications provides Internet, cable TV and telephone services to portions of South Dakota, Minnesota and Iowa. Alliance customers have access to an elite fiber-to-the-home network. With a fiber network, customers receive their services over optical fiber rather than copper telephone wires or coaxial cable. Alliance Communications is customer owned and locally operated cooperative. Alliance Communications is also an iWireless network provider.

### **Allied Telesis, Inc**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services; Other

**Philip Yim**

SVP Global Programs and GM Carrier BU

**Philip\_yim@alliedtelesis.com**

(408) 519-8700

**www.alliedtelesis.com**

For nearly 30 years, Allied Telesis has been delivering reliable, intelligent connectivity for everything from enterprise organizations to complex, mission critical infrastructure projects around the globe. Allied Telesis is a world class leader in delivering IP/Ethernet network solutions to the global marketplace. We create innovative, standards-based IP networks that seamlessly connect you with voice, video and data services across any media. In a world moving toward Smart Cities and the Internet of Things, networks must evolve rapidly to meet new challenges. Allied Telesis smart technologies, such as Allied Telesis Management Framework™ (AMF) and Enterprise SDN, ensure that network evolution can keep pace

### **Allot**

**Charles Lenis**

Director North America Sales

**clenis@allot.com**

(617) 916-3278

**www.allot.com**

### **Alpha Technologies, Ltd**

**Brian McCrea**

**brian.mccrea@alpha.ca**

(815) 307-0653



### **Alpine Communications, LC**

Infrastructure

**Chris Hopp**

COO

**chris@alpine-communications.com**

(563) 245-4000

**www.alpinecom.net**

Since 1997, Alpine Communications has helped our communities stay connected with the latest advancements in clear, dependable communications services. As the local provider, we offer an expanding array of communications options along with responsive, personal service. These options include Fiber-to-the-Home, high speed Internet, monitored security systems, computer networking, digital FusionTV, wireless phone service, telephone systems, local and long distance, and voice messaging. Alpine Communications, LC provides services to Clayton County, IA; Copper and Fiber Loop facilities.

### **Altagrove**

**Andy Beegan**

**andy.beegan@altagrove.com**

(703) 884-1126

### **Aluma Tower Company, Inc**

**Shane Mullan**

Vice President of Global Sales

**shane@alumatower.com**

(772) 567-3423

**www.alumatower.com**

Aluma Tower Company is a small business that designs and manufactures both fixed and mobile aluminum light weight/high strength telescoping tower systems. Over the last 40 years of business, Aluma has deployed thousands of systems to the harshest environments across the globe. Applications for use have been in the communications, surveillance, data transfer and many other markets, sold both commercially and to US & foreign Governments. Alumas' trailer tower systems are ideal for supporting Public Safety/First Responder efforts in response to incidents, at events, and in extremely remote locations.

### **AM Telecom**

Devices

**Han Jin Lim**

VP, Business Development

**hanjin.l@amtel.co.kr**

82-10-2637-9310

**www.amtel.co.kr/english/?home**

Makes LTE rugged, public safety phones



### **Amato Law Group, PLLC**

Consulting; Other: Law-Leasing, Zoning, Environmental Services for Telecom Vendors

**Alfred L. Amato, Esq.**

Operations and Marketing Manager

**aamato@amatofirm.com**

(516) 227-6363

**www.amatolawgroup.com**

Amato Law Group has provided telecommunications legal services for the past 20 years, based on an expert-level understanding of the Telecommunications Act of 1996 and in-depth experience with the zoning, leasing and licensing components of building and operating telecommunication facilities on Long Island and in New York City. From inception to completion, our telecommunications attorneys provide a full scope of services, including site and zoning/permitting feasibility assessments, title and environmental review, application processing and management, public hearings, procurement of necessary permits, drafting and negotiating the unique licenses, leases, access agreements and easements relating to telecommunication facilities.

### **American Tower Corporation**

Towers/Sites

**Tom Gramaglia**

Business Development

**tom.gramaglia@americantower.com**

(781) 926-7829

**www.americantower.com**

### **Amphenol Antenna Solutions**

Infrastructure; Other: Antenna designers and manufacturers

**Alan Spencer**

Director of Global Sales

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44 (771)852-5603

**www.amphenol-antennas.com**

Amphenol Corporation is a major producer of electronic and fiber optic connectors, antennas, cable and interconnect systems such as coaxial cables. The division Amphenol Antenna Solutions was founded with the singular focus of designing and manufacturing high performance base station antennas for cellular and public safety networks. Today, the company is a single source for wireless infrastructure offering not only base station antennas, but also transmission line products including RF cable, connectors and jumpers as well as accessories (TMAs, combiners, filters, couplers, repeaters) and RET system components (surge arrestors, Bias-Ts and PDUs).



### **Amphenol Wireless Solutions**

Infrastructure

**Gabriel Birnie**

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(571) 237-0466

**[www.amphenol-antennas.com](http://www.amphenol-antennas.com)**

Amphenol is a leading global solutions provider for wireless infrastructure systems. Whether it's a complex base station, a small DAS network or an In-Building System, we supply over 6,000 site solution products with best-in-class performance.

### **Anite Network Testing**

Consulting; Devices; Applications; IT/Eng/Enterprise Services; Others: Tools Vendor

**Alex Chua**

Director, Project Management and Business Development

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**[www.anite.com/nemo](http://www.anite.com/nemo)**

Anite Network Testing's Nemo-branded products enable network operators, equipment manufacturers and regulatory authorities to measure, analyze and optimize network coverage and quality. By identifying anomalies in the radio network, our tools enable operators to fix reception problems and maintain consistent quality. Nemo tools provide a wide range of information – from call quality, data download and upload speeds, signal reliability, the interaction of neighboring cells, to the efficiency of devices "hand-off" from one cell to another. Our data analytics platform analyzes data from multiple sources, and automates the process of generating a variety of reports intended for engineering to executive audiences.

### **Anite Telecoms Inc**

Devices; Applications

**Duncan Walker**

Head of Customer Engineering-Americas

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(847) 648-6328

**[www.anite.com/businesses/devices-infrastructure-testing](http://www.anite.com/businesses/devices-infrastructure-testing)**

Anite is a leading supplier of test and measurement solutions to the international wireless market. It provides testing, measurement, optimization and analytics systems based on its specialist sector knowledge and its proprietary software and hardware products. Customers include major manufacturers of mobile devices, chipsets and network equipment, mobile network operators, regulatory authorities, and independent test houses.



### **Anritsu Company**

**Orral Sezer**

**orral.sezer@anritsu.com**

**(919) 607-8269**

**www.anritsu.com**

Anritsu Corporation ([www.anritsu.com](http://www.anritsu.com)) has been a provider of innovative communications solutions for more than 120 years. The company's test and measurement solutions include wireless, optical, microwave/RF and digital instruments, operations support systems and solutions that can be used during R&D, manufacturing, installation, and maintenance. Anritsu also provides precision microwave/RF components, optical devices, and high-speed devices for design into communication products and systems. With the addition of OSS monitoring solutions it has expanded its offering to provide complete solutions for existing and next-generation wireline and wireless communication systems and service providers. Anritsu sells in over 90 countries world-wide with approximately 4,000 employees.

### **Antietam Cable**

Carrier

**Brian Lynch**

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**(240) 420-2068**

**www.antietamcable.com**

Providing fiber and cable modem wired broadband services and wireless WiFi carrier off load services across the Washington County MD service area. The company also provides back haul fiber services for wireless operators from their cell sites to the Internet. The company is a subsidiary of Schurz Communications which also operates cable TV, broadband and fiber transport operations in other parts of the United States.

### **AOptix Technologies**

**Jay Bowker**

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### **APC Towers, LLC**

Infrastructure; Consulting; Towers/Sites

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**www.apctowers.com**

Based in Raleigh, North Carolina, APC Towers is a privately held owner, operator and developer of wireless communications infrastructure throughout the United States. At APC Towers, we collaborate with wireless carriers to provide solutions to extend their coverage and capacity, ultimately enhancing their wireless networks. With over 50 years of telecommunication infrastructure experience among the



APC management team, our capabilities include build to suit programs for new site development needs, relocation assistance and colocation opportunities on existing APC Towers' sites. Visit APC Towers online: [www.apctowers.com](http://www.apctowers.com).

**Armcor.com Contractor Capital**

**John Fedewa**

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**(800) 873-4161**

**Ascom Network Testing, Inc**

Consulting; Devices; Applications; RF OEM; IT/Eng/Enterprise Services; Other: Tools Vendor

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**[www.ascom.com/nt/en/index-nt](http://www.ascom.com/nt/en/index-nt)**

Ascom Network Testing, Inc. provides network testing tools and services, offering the TEMS portfolio – a suite of best-in-class solutions for drive testing, analyzing, benchmarking, and monitoring mobile network performance. Ascom is the wireless communications drive-test market leader with nearly 40% market share - 650+ customers in 170 countries, including the top 20 mobile operators and major infrastructure suppliers. TEMS is the world's most trusted technology for deploying, monitoring and assuring quality of service for broadband wireless networks. Ascom is actively involved with telecommunications standards committees world-wide, with a strong portfolio of white papers, research publications, and over 30 patents.

**Ashburn Consulting LLC**

**John Demmon**

Senior Business Development Executive

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**[www.ashburnconsulting.com](http://www.ashburnconsulting.com)**

**Ashurst LLP**

Other: P3 Legal

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**(212) 205-7042**

**[www.ashurst.com](http://www.ashurst.com)**



### **Associated Carrier Group, LLC**

Towers/Sites; Carrier: Represent 27 regional wireless carriers with coverage in 37 states and PR

#### **Russ Lipinski**

President and Executive Director

**russ@associatedcarriergroup.com**

(920) 617-3007

**www.associatedcarriergroup.com**

Associated Carrier Group members own commercial mobile radio service (CMRS) licenses in over 20 states and Puerto Rico, Members operate over 7,350+ wireless sites The majority of those sites are provisioned with LTE along with voice technologies of CDMA. While some of our networks cover 2nd and 3rd tier metropolitan markets, the majority of our network is in areas with less than 30 people per square mile. We believe we can be an effective partner with FirstNet and help you reach your 15% rural telecommunications partner goal.

### **ATC Cablevision**

Infrastructure

#### **Don Miller**

CEO

**dmiller@ncn.net**

(712) 776-2222

**www.ayrshireia.com**

ATC Cablevision is a communication company located in northwest Iowa serving customers with voice, data, video and broadband with fiber, wireless, coaxial and copper facilities. ATC Cablevision provides service and own fiber in Palo Alto county, Clay county and Kossuth county.

### **ATDI Government Services, LLC**

#### **Clara Young**

**cyang@atdi.us.com**

(703) 752-0462

### **AtHoc, Inc**

Applications; IT/Eng/Enterprise services; Other: Secure crisis communications

#### **Dan Robinson**

**danrobinson@blackberry.com**

(904) 226-4950

**www.athoc.com**

AtHoc, Inc. a division of BlackBerry Limited, is the pioneer and recognized leader in networked crisis communication, protecting millions of people and thousands of organizations around the world. AtHoc provides a seamless and reliable exchange of critical information among organizations, their people and devices. A trusted partner to the world's most demanding customers, AtHoc is the leading provider to the U.S. Departments of Defense and Homeland Security, and safeguards numerous other government agencies and leading commercial enterprises. Headquartered in Silicon Valley, AtHoc operates around the globe. For more information about AtHoc, please visit [www.athoc.com](http://www.athoc.com).



#### **Atlanta Cable Sales dba ACS Solutions**

Systems Integrator; IT/Eng/Enterprise Services; Other: Interconnection copper and fiber optic cable assemblies

**Jim Marzullo**

Government Contract Specialist

**jmarzullo@acssolutions.com**

(770) 682-4014

**www.acssolutions.com**

#### **Atlantic Telephone Membership Cooperative (ATMC)**

Infrastructure; Towers/Sites; Carrier: Brunswick and Columbus counties, NC; provide high capacity services via Ethernet over fiber optic physical plant

**Clint J. Berry**

VP, Networks

**cberry@atmc.coop**

(910) 755-1665

**www.atmc.net**

#### **Augustine Counseling, Inc**

**Daryl Thies**

**dthies@aciedge.com**

(706) 464-8353

#### **AuniGeneral Managera Network Solutions Corp**

IT/Eng/Enterprise services

**Kenneth Garrard**

**kgarrard@auniGeneral Managera.net**

(404) 610-2663

**www.auniGeneral Managera.com**

#### **AuNR Systems LLC**

Infrastructure; Consulting; Applications; Systems Integrator; Other: wireless operations efficiency

**Sudir Anand**

CTO

**sudir@aunrs.com**

(513) 910-3395

**www.aunrs.com**

AuNR Systems is a supplier of Mass Notification, Mobile Edge Computing (MEC) and IMS/VoLTE system enhancements to LTE EPCs' for Wireless Carriers and Public Safety Agencies. We are a women owner small business specializing in system integration and operational efficiency in the core and transport networks. We provide procurement and wireless architecture consulting services to LTE Network Operators. Through the IMSWorkX portfolio, we provide VoLTE integration to Voice and E911 systems. Through the Saguna Networks portfolio, we provide MEC innovations and infrastructure that integrates to the EPCs and the Edge locations.



### **Aviat Networks**

Infrastructure

#### **Randy Jenkins**

Director of Business Development

**randy.jenkins@aviatnet.com**

(410) 423-0731

**www.aviatnet.com**

Aviat Networks provides mission critical MW Radio solutions including network design ( RF, IP, mechanical), all supporting components (routers, switches, cabinets, antennas, cabling) and nationwide monitoring/maintenance of the deployed solution. Aviat Networks' track record of excellence in products and services has been established over 60 years of service to the US public safety community.

### **AW Solutions, Inc**

Infrastructure; Consulting; Systems Integrator; IT/Eng/Enterprise services; Other

#### **Keith W. Hayter**

President

**keith.hayter@awsolutionsinc.com**

(407) 260-0231 ext 105

**www.awsolutionsinc.com**

AW Solutions has Engineering and GC licenses throughout the US, Canada and Caribbean and provides discreet or full turnkey deployment services for Macro site, iDAS, oDAS, Small Cell, and Fiber ISP/OSP infrastructure. Services include: Project Management; Site Audits & Mappings; Site Acquisition, Zoning & Leasing; Civil/Structural/Electrical Tower Site/OSP/ISP Engineering Design, Structural Analysis, Pole Loadings; Construction Permitting; Fiber Make-Ready; Construction Management & Inspection; Construction & Equipment Installation, Equipment & System Testing; Procurement, Warehousing & Logistics.

### **Ayrshire Farmer Mutual Telephone Company**

Infrastructure

#### **Don Miller**

CEO

**dmiller@ncn.net**

(712) 776-2222

**www.ayrshireia.com**

Ayrshire Farmer Mutual Telephone Company is a communication company located in northwest Iowa serving customers with voice, data, video and broadband with fiber, wireless, coaxial and copper facilities. Ayrshire Farmer Mutual Telephone Company provides service and own fiber in Palo Alto county, Clay county and Kossuth county.



### **AZZ, Inc**

Infrastructure; Applications, Devices; Systems Integrator

#### **David Nark**

Vice President - Marketing

**davidnark@azz.com**

(817) 810-0095

**www.azz.com**

Headquartered in Ft. Worth Texas, AZZ Inc. manufactures highly specialized electrical products including NEMA 3R and ballistic rated power control centers, power distribution centers, e-houses and electrical cabinets. The company is a leading provider of switchgear, relay-panels, medium and high voltage electrical bus, and hazardous/specialty lighting, and is the nation's largest provider of galvanizing for fabricated metal, with 43 galvanizing plants in operation throughout North America.

### **B+T Group**

Towers/Sites; IT/Eng/Enterprise Services

#### **Leigh Anne Self**

Director of Marketing

**laself@btgrp.com**

(918) 488-3914

**www.btgrp.com**

### **Baldwin Nashville Telephone Co., Inc.**

Infrastructure

#### **Brian Rickels**

**bntc@netins.net**

(563) 673-6001

Baldwin Nashville Telephone Co., Inc. (BNT) provides high speed data and voice services in and around the towns Baldwin and Monmouth utilizing fiber optics.

### **Ballard Power Systems Inc**

#### **Kevin White**

Director of Sales

**kevin.white@ballard.com**

828-234-3773

**www.ballard.com**

### **BandRich, Inc**

Devices; Applications

#### **Jeff Hart**

**jphart@bandrich.com**

(202) 525-6307

**www.bandrich.com**

BandRich designs and manufactures leading-edge 4G LTE devices, including highly rugged 4G LTE mobile routers and outdoor 4G LTE CPE.



### **Barnes City Cooperative Telephone Company**

Infrastructure, Towers/Sites

**Doris Freeborn**

**dorism@netins.net**

(641) 644-5214

Barnes City Cooperative Telephone Company provides service in Mahaska and Poweshiek County, in and around the town of Barnes City, Iowa utilizing copper and fiber optics.

### **Battery Power Systems LLC**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services; Consulting

**Rod Jones**

President and CEO

**rjones@batterypowersystems.com**

(253) 931-8222

**www.batterypowersystems.com**

Battery Power Systems, LLC is a full-service electrical product and services provider specializing in standby power systems for wireless, telecom, public safety, broadband, utility, oil & gas, and industrial applications. Originally founded in 1984 as a Seattle-area DC services company, BPS has expanded into a leader in the critical power market serving the Pacific Northwest and Rocky Mountain regions. Today, product and service capabilities include a full line-card of industrial batteries and critical power equipment with EF&I services in AC/DC power systems infrastructure, preventative maintenance, emergency service, temporary power, site audits, decommissioning, certified battery recycling, and hazmat transport. BPS is a certified minority-owned business enterprise (MBE).

### **Bay Communications LLC II**

Towers/Sites

**James Riley**

**jriley@baycommunicationsllc.com**

(774) 719-2135

**www.baycommunicationsllc.com**

### **Beartooth Radio**

**Ray Beyl**

Systems Engineer

(406) 570-5917

### **BEC Technologies, Inc**

Devices

**D'Andre Ladson**

Director Product Marketing

**dladson@bectechnologies.net**

(972) 422-0877 x135

**www.bectechnologies.net**

BEC Technologies is a leading developer and manufacturer of 3G, 4G/LTE wireless broadband networking solutions for mobile operators, residential, enterprise and Industrial markets. BEC's comprehensive product portfolio of solutions incorporate Fixed Data Routers, VoIP/VoLTE Gateways,



Rugged Outdoor, Industrial/M2M Connectivity, Public Safety, Fleet/Telematics and Cloud based remote device management. Our solutions are designed for high availability, reliability and secure connectivity all backed up with class-leading technical service and support.

### **Beesion Technology**

Devices, Applications; IT/Engineering/Enterprise services

#### **Ann Mooney**

North America Sales Manager

**amooney@beesion.com**

(770) 842-9921

**www.beesion.com**

Beesion Suite has helped dozens of telecom, cable and wireless companies quickly transform their BSS to enhance the subscriber experience, maximize revenue, and reduce operational costs. Our solutions integrate with Legacy Billing Systems, and other systems. Adaptive business layer that can work with Ericsson, Amdocs, Oracle, SAP, CSG, and many others. Connectors for ERP systems, predictive dialer, ticketing, inventory and other systems. The solution has ensured security Web-enabled front-end built with latest encryption and authentication standards (SSL, OWASP, SOX, SSO) auditable and monitorable interactions. Beesion applications use configurable software framework, allowing the business to roll out upgrades 5x quicker

### **Benchmark Services, Inc**

#### **Ralph M. Walden**

President

**ralphwallem@benchmarkservicesinc.biz**

(812) 683-3049

**www.benchmarkservicesinc.biz**

We have been doing engineering and surveying on cell tower sites in Indiana, Kentucky, Ohio, and Illinois since the 1990's. We are interested in teaming opportunities for the First Net Project.

### **Bernard Communications Inc.**

Infrastructure, Towers/Sites

#### **Kyle Manders**

**kyle@bernardtel.net**

(563) 879-3203

**www.bernardtel.com**

Bernard Communications has assets and infrastructure located in Eastern Iowa in Jackson and Dubuque Counties. Service technologies used for the delivery of service include Fiber Optic cable and Wireless transmission from tower assets.



### **BeyondTrust Software**

IT/Eng/Enterprise services

#### **Joe Krakowski**

Director of Federal Business Development

**[jkrakowski@beyondtrust.com](mailto:jkrakowski@beyondtrust.com)**

(571) 235-7774

**[www.beyondtrust.com](http://www.beyondtrust.com)**

Cyber Security Software for Privilege Account Management, Password Account management for Shared organizational Accounts including: Unix, Linux, Windows, Mac and Mobile devices.

### **Bird Technologies Group**

#### **Donald Hutson**

Motorola Strategic Account Manager and Technical Trainer

**[dhutson@birdrf.com](mailto:dhutson@birdrf.com)**

(440) 5192228

**[www.birdrf.com](http://www.birdrf.com)**

### **Black & Veatch Corporation**

#### **Paul Scutieri**

Regional General Manager

**[scutieripa@bv.com](mailto:scutieripa@bv.com)**

(518) 275-2882

**[www.bv.com](http://www.bv.com)**

Black & Veatch is a Telecommunications Design/Build/Engineering Company based in Overland Park, Kansas. Founded in 1915, Black & Veatch offers a full suite of end to end Site Development/EPC services to the Public Safety Community. For six years in a row, Black & Veatch was ranked by Engineering News Record Magazine as the #1 Design/Build Engineering Company in the County among our top 500 peers.

### **BlackBerry Limited**

Devices, Applications; IT/Engineering/Enterprise services; Consulting; Other: Security

#### **Niko Hammond**

Corporate Strategy Director

**[nhammond@blackberry.com](mailto:nhammond@blackberry.com)**

(519) 589-9179

**[www.blackberry.com](http://www.blackberry.com)**

BlackBerry is securing a connected world, delivering innovative solutions across the entire mobile ecosystem and beyond. We secure the world's most sensitive data across all end points – from cars to smartphones – making the mobile-first enterprise vision a reality. Founded in 1984 and based in Waterloo, Ontario, BlackBerry operates offices in North America, Europe, Middle East and Africa, Asia Pacific and Latin America. The Company trades under the ticker symbols "BB" on the Toronto Stock Exchange and "BBRY" on the NASDAQ.



### **Blue Sky Towers LLC**

Infrastructure; Towers/Sites

**Tom Remillard**

**tomr@blueskytower.com**

(508) 530-3580

**www.blueskytower.com**

Blue Sky Tower LLC has over 2,000 rooftops and tower sites available for cell site installation throughout the U.S. with a focus of the on the top metropolitan urban markets. Blue Sky also offers carriers rooftop to suit programs whereby Blue Sky will leverage its extensive proprietary database of qualified rooftop structures to provide turn-key rooftop collocation services dramatically reducing both cycle times and cost to deployment.

### **Bluebird Network, LLC**

**Sue Schaefer**

Director, Business Development

**sue.schaefer@bluebirdnetwork.com**

(816) 237-2119

### **BlueSky Communications**

**Stuart Fong**

Operations Manager

**sfong@blueskypacificgroup.com**

(684) 699-2759

**www.bluesky.as**

### **BlueSky101**

IT/Eng/Enterprise Services

**Thad Brasfield**

National Account Manager

**tbrasfield@bluesky101.com**

(404) 987-1104

**www.bluesky101.com**

### **Brazos Valley Council of Governments**

Infrastructure

**Susan Lightfoot**

Director of Purchasing

**susan.lightfoot@bvcog.org**

(979) 595-2800

**www.bvcog.com**

### **Briskwave Consulting**

Consulting; IT/Eng/Enterprise Services

**Luc Samson**

**luc.samson@briaskwave.com**

(514) 502-6654

**www.briskwave.com**



### **Broadband Antenna Tracking Systems (BATS)**

**Rob Bruder**

Business Development Associate

**rbruder@batswireless.com**

(888)955-8228x202

BATS' Antenna Aiming and Tracking System (AATS), automatically locates, locks onto, and optimizes terrestrial backhaul links for Rapid Deploy Cell on Wheels (COWs). For additional information regarding BATS products, please visit: <http://www.batswireless.com/FirstNet>. BATS offers a full product line of antenna aiming and stabilization platforms for at-the-halt and comms-on-the-move deployments for radio communications ranging from 400 MHz to 80 GHz. Our systems will automatically locate, lock onto, and track within the main lobe of the radio signal. BATS systems are radio, antenna, and frequency agnostic. A full list of radios integrated to work with BATS can be found at <http://www.batswireless.com/radios/>.

### **Brooklyn Mutual Telecommunications Cooperative**

Infrastructure, Towers/Sites

**Tim Atkinson**

**brookmt@netins.net**

(641) 522-9211

**www.brooklyntelco.com**

Brooklyn Mutual Telecommunications Cooperative provides service in Poweshiek County, in and around the towns of Brooklyn, Iowa utilizing copper and fiber optics.

### **BTC, Inc. (d/b/a Western Iowa Networks)**

Infrastructure

**Chuck Deisbeck**

CEO

**cdeisbeck@westianet.com**

(712) 673-2311

**www.westianet.com**

BTC, Inc. (d/b/a Western Iowa Networks) is primarily a broadband company powered by nearly 400 miles of fiber. BTC, Inc. (d/b/a Western Iowa Networks) provides services to West central Iowa – fiber; (Exchanges of Carroll, Breda, Lidderdale, Westside), Southwest Iowa – copper cable; (Exchanges of Pacific Junction, Farragut & Macedonia. Areas of exchanges near interstate have some fiber deployment) and Adjacent Exchanges with some Company fiber (Lake City, Glidden, Nemaha, Sac City and Auburn).

### **BTECH**

Infrastructure

**Larry Baker**

**lbaker@email.btechinc.com**

(973)983-1120 ext. 248

**www.btechinc.com**

BTECH provides battery monitoring and management systems for critical backup power systems. BTECH is the exclusive supplier of battery monitoring systems to the Los Angeles Regional Interoperable



Communications System (LA-RICS). We assure that the batteries in critical backup power systems will perform during a power outage. Whether it is generator start batteries, a remote radio site, or a large UPS system for a central command and control center, BTECH has a cost effective battery monitoring system to fit the application. All BTECH systems can be remotely monitored at a central location – eliminating the need for expensive manual testing and maintenance.

#### **Burns Network Solutions**

**Kimberly Burns**

**[kimberly@burnsnetworksolutions.com](mailto:kimberly@burnsnetworksolutions.com)**

**(805) 448-8976**

**[www.burnsnetworksolutions.com](http://www.burnsnetworksolutions.com)**

#### **Butler Bremer Mutual Telephone Company (parent company of Cedar-Wapsie Communications, Inc.)**

Infrastructure, Towers/Sites

**Richard L. McBurney**

**[rich@butler-bremer.com](mailto:rich@butler-bremer.com)**

**(319) 276-4458**

**[www.butler-bremer.com](http://www.butler-bremer.com)**

Butler Bremer Mutual Telephone Company and Cedar-Wapsie Communications, Inc. provide high speed data and voice services in and around the towns of Clarksville, Frederika, Plainfield, Shell Rock, and Tripoli, Iowa utilizing copper fiber optics.

#### **C Faulkner Engineering, LP**

Infrastructure; Consulting; Systems Integrator; Towers/Sites; IT/Eng/Enterprise Services

**Carroll Faulkner**

**[cfaulkner@ccc411.com](mailto:cfaulkner@ccc411.com)**

**(512) 426-9888**

**[www.cfeamerica.com](http://www.cfeamerica.com)**

#### **C&S Companies**

Consulting

**Bob Duclos**

**[bduclos@cscos.com](mailto:bduclos@cscos.com)**

**(315) 455-2000**

**[www.cscos.com](http://www.cscos.com)**

With C&S's full service capabilities, our team has the ability to self perform all aspects of project development, including site evaluation, survey, permitting, environmental compliance, detailed design, utilities coordination, and construction management. For some projects, C&S has provided site construction and equipment installation services. Whether it's wireless infrastructure, fiber optics, or remote radar sites, clients turn to C&S when timeliness, cost, and quality are paramount.



### **CA Technologies**

**Kenneth Anderson**

**kenneth.anderson@ca.com**

**(571) 299-9785**

CA Technologies helps customers succeed in a future where every organization —from commercial to public sector —is being rewritten by software. From planning to development to management to security, at CA we create software that fuels transformation for companies in the application economy. With CA software at the center of their IT strategy, organizations can leverage the technology that changes the way we live—from the data center to the mobile device. Our software and solutions help our customers thrive in the new application economy by delivering the means to deploy monitor and secure their applications and infrastructure.

### **CapeNet LLC**

Infrastructure; Carrier

**Alan S. Davis**

President and CEO

**adavis@capenet.com**

**(508) 983-1475**

**www.capenet.com**

CapeNet LLC designed, built and operates a 470 mile fiber optic network on CapeCod and southeastern, MA, terminating in Providence, RI and Brockton, MA, with leased fiber extending the network to Boston. The network, funded under NTIA's BTOP program, is integrated with an 11 hop emergency overlay microwave system running the length of Cape Cod with connectivity to Martha's Vineyard.

### **Carlson Wireless Technologies, Inc (CWT)**

Infrastructure

**Mark O'Connor**

Senior Vice President

**moconnor@carlsonwireless.com**

**(202) 494-1505**

**www.carlsonwireless.com**

CWT is the leading manufacturer of TV white spaces wireless broadband equipment. CWT equipment provides point-to-multipoint and point-to-point broadband over long distances to areas in the U.S. and around the world that cannot be served feasibly using other technologies. Operating on low-band spectrum, CWT's signals penetrate trees, foliage, walls, and bend around hills. CWT equipment uses include: remote/rural broadband; VoIP; border patrol; remote sensing; wireless backhaul. Fully encrypted and proprietary wireless interface for very high level security. CWT also offers wireless microwave equipment for rugged and remote areas.



### **Carter Fiber**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; Towers/Sites; IT/Eng/Enterprise Services; Carrier: Georgia Fiber and Wireless connectivity

**Gerald Carter**

**gerald@carterfiber.com**

(404) 944-0070

**www.carterfiber.com**

Carter Fiber is a minority owned (MBE), SBA 8(A) and DBE eligible small business. We provide full service telecommunications support, including equipment procurement, construction, engineering, consulting, technology integration, development, network monitoring, and infrastructure maintenance and testing.

### **Cascade Communications Company**

Infrastructure, Towers/Sites

**David L. Gibson**

**dave@cascadecomm.com**

(563) 852-3710

**www.cascadecomm.com**

Cascade Communications is a local exchange carrier providing local and long distance voice service, broadband Internet and digital video services and through our wholly owned affiliate MAC Wireless we provide wireless voice and data services. Cascade Communications Company provides services within Dubuque, Jackson and Jones Counties in northeast Iowa using fiber-to-the-premise (FTTP), ADSL2+, Ethernet technologies and our wholly owned affiliate MAC Wireless provides wireless services using GSM and WCDMA technologies.

### **Casey Mutual Telephone Company**

Infrastructure, Towers/Sites

**John Breining**

**jbreining@netins.net**

(641) 746-2222

Casey Mutual Telephone Company provides service in Adair and Guthrie County, in and around the town of Casey, Iowa utilizing copper and fiber optics. Wireless services are also provided in Union County utilizing cell towers and fiber optics serving the communities of Creston, Afton and Lorimor.

### **Cat5 Resources LLC**

Towers/Sites

**Becky Romero**

Vice President Customer Relations

**bromero@cat5resources.com**

(409) 504-9003

**www.cat5resources.com**

Cat5 Resources, LLC, a certified woman owned and HUB business, provides comprehensive management and support for backup power and transmission systems across the nation in both day-to-day operations and disaster recovery mode. We place businesses' multi-faceted needs under one umbrella, by providing services such as business continuity planning, bulk fueling, logistics/transportation of assets, establishing staging yards and all equipment/personnel needed,



deploying and tracking assets, performing generator/HVAC/tower preventative maintenance and on-demand repairs, and any additional equipment rentals as needed by the customer.

**Catalyst Network Services, LLC**

Consulting; RF OEM; Towers/Sites

**David Domann**

Vice President

**ddomann@catalystns.com**

(312) 480-7756

**www.catalystns.com**

Catalyst Network Services, LLC, provides wireless telecommunication services including New Site Development, Modifications, Lease Renewals, Site Decommissioning, Field Audits, File Audits, Lease Abstraction, Lease Management and Due Diligence. Catalyst has a track record of managing the timeline, budgetary, and quality aspects of diverse projects. Our tracking and reporting tool provides real time data and ad hoc reporting to our clients on each individual site and on the project as a whole.

**CCI Systems, Inc**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services

**Thad Mead**

**thad.mead@ccisystems.com**

(630) 841-8423

**Julie Wheatley**

Inside Sales Representative

**julie.wheatley@ccisystems.com**

(906) 776-2614

**www.ccisystems.com**

**CDW Government LLC**

**Rod Francisco**

Federal Business Development Executive

**rod.francisc@cdwg.com**

(703) 955-2864

**CEI Inc.**

**Paul Daniels**

CFO

**pdaniels@ceicomm.net**

(505)349-4228

**www.ceicomm.net**



### **CelPlan Technologies, Inc**

Consulting; Systems Integrator; IT/Eng/Enterprise Services; Other: LTE Design and Optimization, CAEX/OPEX analysis, RF Planning, Optimization and measurement tools, Surveillance Systems

#### **Oscar R. Miranda**

Executive VP of BD

**oscar@celplan.com**

(703) 259-4039

**www.celplan.com**

CelPlan Technologies, Inc., headquartered in Reston Virginia, USA, is a leading provider of advanced wireless solutions that serves the Wireless industry, Public Safety, Government, Intelligent Transportation Systems (ITS), and Energy Segments. CelPlan provides a comprehensive set of products that range from full turnkey integration to specialized hardware, managed services and sophisticated software solutions. Our integrated managed surveillance systems have been deployed in many counties and municipalities over the last 10 years covering Citywide, Campuswide and Regional areas.

### **Center Junction Telephone Co., Inc.**

Infrastructure

#### **Russ Benke**

**cntrjct@netins.net**

(563) 487-2631

Center Junction Telephone Co. provides service in Jones Co., in and around the town Center Junction utilizing some fiber and copper facilities.

### **Centerline Communications, LLC**

Infrastructure; Consulting; Towers/Sites; RF OEM; IT/Eng/Enterprise Services; Other: Site acquisition, property management; HVAC services

#### **Michael Prendergast**

SVP of Sales and Marketing

**mprendergast@clinellc.com**

(571) 228-6238

**www.centerlinecommunications.com**

Founded in 2006, Centerline Communications LLC is a full service telecommunications consulting firm providing a complete range of services to develop, construct, and maintain wireless telecommunications networks. We are a national organization that provide the following services: Site Acquisition Services; Zoning and Permitting Services; Construction Services; HVAC Service & Preventative Maintenance; Distributed Antenna and WiFi; Property Management; Project Management; General Contracting; and Tower Development

### **Centerline Solutions**

#### **Daniel Mieszala**

Principal Engineer

**dmieszala@centerlinesolutions.com**

(303) 906-2900

**www.centerlinesolutions.com**



### **Central Iowa Broadband**

Infrastructure

**Larry Springer**

**[larrycolo@netins.net](mailto:larrycolo@netins.net)**

(641) 377-2202

**[www.centraliowabroadband.org](http://www.centraliowabroadband.org)**

Central Iowa Broadband provides services in Story County, in and around the towns of Ames, Gilbert and Nevada, Iowa utilizing fiber optics.

### **Central Iowa Wireless Co.**

Infrastructure, Towers/Sites

**James Daubendiek**

**[jtcobob@netins.net](mailto:jtcobob@netins.net)**

(515) 386-4141

Central Iowa Wireless Co. owns towers in the Iowa counties of Greene County, Dallas County, Madison County and Boone County. Wireless services are provided to customers utilizing copper and fiber. The location of all of the towers, the cities covered, and fiber connectivity can be provided upon request.

### **Central Station Alarm Association**

Devices; Applications

**Jay Huhn**

Executive Director

**[jhuhn@csaaintl.org](mailto:jhuhn@csaaintl.org)**

(571) 356-9955

**[www.csaaintl.org](http://www.csaaintl.org)**

CSAA is an association representing NRTL (i.e. UL) listed alarm monitoring businesses, and may participate through a related LLC. NPSBN infrastructure allows real time data to be provided directly to first responders, which can include data from the services CSAA members provide to citizens and businesses. Live video and a plethora of other unique data sources, will enhance first responder "situational awareness" about dangerous situations, thereby improving public safety. CSAA's vision of use-cases has been well received by FirstNet and inclusion of security video/data in RFP responses will enhance your offering. CSAA's members will also create NPSBN sustainability revenues.

### **Centuria Corporation**

**Gary Arnett**

Vice President

**[garnett@centuria.com](mailto:garnett@centuria.com)**

(571) 313-4021

**[www.centuria.com](http://www.centuria.com)**

### **Ceragon Networks**

**Ivan Holmes**

NA Services and Support

**[ivanh@ceragon.com](mailto:ivanh@ceragon.com)**

(469) 408-8005



#### **Certes Networks**

**James Rapp**

Director BD

[james.rapp@certesnetworks.com](mailto:james.rapp@certesnetworks.com)

412-515-0535

[www.certesnetworks.com](http://www.certesnetworks.com)

#### **CES Network Services, Inc.**

**E.H Flores**

President

[ehflores@cesnetser.com](mailto:ehflores@cesnetser.com)

(972)241-3683 ext. 125

#### **Champion Telecom, Inc**

Infrastructure; Towers/Sites

**John Althoff**

Vice President

[sales@championtelecom.com](mailto:sales@championtelecom.com)

(510) 226-8525

[www.championtelecom.com](http://www.championtelecom.com)

#### **Chariton Valley**

Infrastructure; Carrier: North central MO, 3G and 4G LTE services

**Ryan Johnson**

Director of Sales and Marketing

[rjohnson@charitonvalley.com](mailto:rjohnson@charitonvalley.com)

(660) 395-9657

[www.cvalley.net](http://www.cvalley.net)

Chariton Valley located in Macon, Missouri employs over 95 people serving 25,000 subscribers in rural North Central Missouri with voice, video, internet and wireless services. Chariton Valley owns 62 towers, and operates 197 wireless cell sites with fiber backbone for connection. Chariton Valley provides Ethernet and TDM transport within North Central Missouri. Chariton Valley will work with other carriers to provide the wireless and backhaul service including maintenance to support FirstNet.

#### **CHAT Mobility**

**Brian Spurgeon**

[bspurgeon@chatmobility.com](mailto:bspurgeon@chatmobility.com)

(712) 370-8118

4G carrier covering the 12 counties in SW Iowa We are an LRA Verizon partner. Have 58 towers and 7 retail locations where they sell phones, tablets and accessories.



### **Chatterbox Communications, LLC**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise services; RF OEM

#### **Leo Tran**

Project Manager

**ltran@chatterboxcommunicationsllc.com**

(214) 728-3200

**www.chatterboxcommuncationsllc.com**

Our Mission: Deliver cost-effective service without compromising quality for our customer. We know that profitable jobs require jobs to be completed on time and on budget. For that reason, we emphasize that our team consists of only highly skilled technicians with over a decade of hands-on experience. We seek to consistently deliver progressive complete solutions that meet the requirement challenges of each job. Allow us to showcase our expertise in the industry and a rock-solid commitment to working harder and smarter can help you build a better, more reliable network.

### **Chesnee Telephone Cooperative, Inc**

Infrastructure; Towers/Sites; IT/Eng/Enterprise services; Carrier: central office, remote office, tower and site equipment

#### **David Gilbert**

**davidgilbert@chesnet.net**

(864) 461-2211

**www.chesnet.net**

Chesnee Telephone Company, Inc. serves over 85 sq. miles in the north-northwestern part of Spartanburg and Cherokee Counties of South Carolina. The Company offers local, long distance and internet service over 195 miles of aerial and buried copper plant and over 163 miles of aerial and buried fiber. There are seven tower sites within the service area. Chesnee Telephone Company provides backhaul for five.

### **Chester Telephone Company dba Truvista**

Infrastructure; Towers/Sites; IT/Eng/Enterprise services; Carrier: South Carolina and Georgia, ethernet via fiber

#### **David Brunt**

**dbrunt@truvista.biz**

(803) 581-9195

**www.truvista.net**

TruVista is a facilities based common carrier having a 24/7/365 NOC/Call Center with more than 66 field service and engineering employees and 1200 route miles of fiber serving 4 South Carolina counties (Chester, Fairfield, Kershaw, Union) and 5 Georgia counties (Franklin, Hart, Habersham, Rabun, Stephens). Truvista has fiber connectivity to 7 owned and 59 supported towers. Additionally, via our partnership with Spirit Communications, we have access to over 350 owned and 773 supported towers, 8 geographically diverse data centers, 6 diverse 24/7/365 NOC's, 16,500 route miles of fiber and more than 350 field service and engineering personnel.



### **Choice Broadband Corporation**

Devices; Applications

**W. Douglas Stewart**

Chief Development Officer

**wdouglasstewart@General Managerail.com**

(720) 217-5157

Choice Broadband Corporation offers a proprietary and patented, UHF-based wireless broadband, telephony and video distribution system, which incorporates the full DOCSIS protocol into a UHF wireless environment. The UHF broadband distribution system operates in the 700 MHz to 800 MHz bandwidth spectrum. Establishing a new broadband acronym "WiDox" (combining Wireless & DOCSIS), the UHF system achieves a distribution/reception signal radius, exceeding 50 km. The WiDox system delivers >1Gbps at each receive location. The UHF WiDox system is proven commercially, and is currently deployed in over 150 locations. The WiDox UHF system is ideally suited for providing broadband distribution solutions in remote geographic settings.

### **Choice Communications, LLC**

**Rohan Ranaraja**

Director Regulatory

**rranaraja@atni.com**

501-448-1249

### **Cielo Networks**

**James Gordon**

VP Business Development

**jimgordon@cielonetworks.com**

713-247-9913

### **Ciena Corp**

**Philip Moser**

Director, Business Development

**pmoser@cgsi.ciena.com**

410-215-2047

### **CIS Communications**

**William Jenkins**

Vice President

**william@ciscomm.com**

314-569-2275

**www.ciscomm.com**

CIS Communications, LLC is one of the leading full service network deployment firms in the USA. With over 20 years in business, we have worked for every major carrier and tower company in the industry. CIS provides site acquisition, engineering, regulatory, and construction management services throughout the Country for wireless site deployments. In addition to our service offerings, CIS owns a portfolio of high quality tower assets in the Missouri and Illinois areas.



### **Cisco Systems**

IT/Eng/Enterprise Services

**John Robinson**

Virtual Sales Account Manager, US Sales

**jorobin@cisco.com**

(919) 392-4387

**www.cisco.com**

### **Citizens Mutual Telephone Company**

Infrastructure

**Joe Snyder**

**jsnyder@cmtel.com**

(641) 664-2074

**www.mycmtech.com**

Citizens Mutual is an incumbent LEC providing a full range of communications services throughout Davis County, Iowa; provides Iowa Fiber to the prem.

### **CityScape Consultants, Inc**

Consulting; Towers/Sites; IT/Eng/Enterprise Services

**Kay Miles**

Vice President and General Manager

**kay@cityscapegov.com**

(561) 558-2808

**Susan Rabold**

Business Manager

**susan@cityscapegov.com**

(336) 210-0843

**www.cityscapegov.com**

CityScape Consultants, Inc. specializes in serving governmental entities exclusively and is not associated or affiliated with wireless providers or private tower owners. We offer a variety of services including telecommunications master planning. Master planning is a functional representation of the community's physical space using the ESRI platform and demonstrates RF analysis from existing and potential new wireless facility locations. The Master Plan illustrates where future infrastructure is needed for a variety of technologies including emergency services. CityScape advocates maximizing placement of new towers on publicly owned lands to save costs and maximize local government investments.

### **Clarence Telephone Company**

Infrastructure

**Mark Harvey**

**ctcmanager@netins.net**

(563) 452-3852

**www.clarencetelinc.com**

Clarence Telephone Company is a provider of voice, video and high speed internet services in Cedar and Jones county. Clarence Telephone Company also offers wireless services and owns towers.



### **Clark Wireless, Inc**

Infrastructure; Towers/Sites; Systems Integrator; IT/Eng/Enterprise Services

**Aaron Clark**

**aaron@clarkwireless.com**

(208) 785-1430

**www.clarkwireless.com**

Clark Wireless is a distributor, systems integrator, and sales agency of telecommunications and networking products located in Idaho and Wyoming. Tactical Command Control Communications and Surveillance Solutions. Products range from transport networks, Carrier Ethernet and microwave networks, public safety communications systems, access and service assurance solutions. We also provide Civils/Construction/Tower Services (including L&A, complex tower/foundation modifications, TIA inspections, and maintenance. Our services include: Equipment Maintenance; Technical Assistance; Microwave Path Survey; Propagation Studies; Network Design; System Installation; Project Management.

### **Clear Advantage Pty Ltd**

Consulting

**Mary Egan**

Director and Principal

**megan@clearadvantage.com.au**

(805) 666-5131

**www.clearadvantage.com.au**

Clear Advantage is a boutique strategy and marketing consulting firm with deep expertise in industries such as telecommunications, utilities and emergency services. For public safety or emergency services clients we have:

- developed strategy plans
- conducted sector capability reviews to find 'best in class' capabilities across the emergency services/public safety sector
- reviewed property and asset management processes to identify opportunities for improvement; and
- managed a wide range of stakeholders during transformation programs

We have blue-chip clients, including carriers, utilities, government agencies and public safety organisations. Clear Advantage is a minority-owned small business.

### **Clear Lake Independent Telephone Company**

Infrastructure, Towers/Sites

**Thomas A Lovell**

**tomlovell@citel.com**

(641) 357-6333

**www.citel.com**

Clear Lake Independent Telephone Company is a local exchange company servicing the communities of Clear Lake and Ventura, Iowa exchanges in Northern Iowa. We provide up to one Giga internet service in our fiber areas and up to 50Megs in our VDSL area. We have fiber to the home technology in all of our rural areas and 65% of the urban area of our Clear Lake and Ventura exchanges. We own or lease 7 towers providing GSM wireless service through iWireless. We have been in business since 1895. Clear Lake Independent Telephone Company has not applied for Iowa Targeted Small Business designation



but would qualify since the company President is a woman and more than 51% of all corporate stock is female owned.

#### **Clearstream Solutions LLC**

Consulting

**Farhan Khan**

General Manager of Technology and Consulting

**khan@clearstreamsolutions.net**

(858) 752-9043

**www.clearstreamsolutions.net**

#### **Cloudstreet OY**

Infrastructure

**Mika Skarp**

Founder and CTO

**mskarp@thecloudst.com**

358-50-582-9809

**www.cloudstreet.co**

Cloudstreet provides Dynamic Controller network element with API for public safety application to change user profile dynamically required by application. Dynamic Controller ensures that public safety network is never congested. LTE network with Dynamic Controller always delivers maximum end-to-end capacity when servicing mission critical applications at the pre defined individual application capacity level.

#### **C-M-L Telephone Cooperative Association**

Infrastructure

**Bruce Johnson**

**cmltelco@netins.net**

(712) 443-8222

**www.cmltelephone.com**

The C-M-L Telephone Cooperative Association was formed in 1963 and is headquartered in the community of Meriden, in Cherokee County of northwest Iowa. It is member owned and serves the communities of Cherokee, Cleghorn, Larrabee and Meriden in Cherokee County and Archer in O'Brien County. Along with these communities, it also serves approximately 225 square miles of rural Cherokee and O'Brien counties. CML Telephone Cooperative Association has a 100% all buried Fiber-Optic network.

#### **CNA Corporation**

**Erin Mohres**

Director, Safety and Security

**mohrese@cna.org**

703-824-2897



#### **Cobham SATCOM**

**Steve Hailey**

Manager, Business Development

**steve.hailey@cobham.com**

(407)650-9054x185

**www.cobhamn.com/satcom**

#### **CODECOM, Inc**

Infrastructure; Consulting; Devices; Applications; Towers/Sites; RF OEM; Carrier; IT/Eng/Enterprise Services; Other

**Jose Jaime Romero**

**jjromero@codecom.com**

(787) 793-6000

**www.codecom.com**

Codecom is a distributor, systems integrator, and sales agency of telecommunications and networking products located in Puerto Rico., Products range from DWDM transport networks, Carrier Ethernet and microwave networks, Tactical Command Control Communications and Surveillance Solutions, public safety communications systems, access (GPON and multi-platform) to revenue assurance and service assurance solutions. We have a proven record of success and quality with our principals and customers. Our services include: Equipment Maintenance; Technical Assistance; Microwave Path Survey; Propagation Studies; Network Design; System Installation; Project Management

#### **Colo Telephone Company**

Infrastructure

**Larry Springer**

**larrycolo@netins.net**

(641) 377-2202

**www.colotel.org**

Colo Telephone Company provides services in Story County, in and around the town of Colo, Iowa utilizing fiber optics.

#### **Comcast Business Services**

**Mark Boyce**

Senior Director, Government Sales

**mark\_boyce@cable.comcast.com**

(215) 286-3759



### **Commdex Consulting**

Infrastructure; Consulting; Systems Integrator; IT/Eng/Enterprise Services; Other: Interoperability planning

#### **Chawn Tate**

Client Relations Leader

**ctate@commdex.com**

(240) 832-4785

**www.commdex.com**

Backhaul, LTE, and Interoperability Planning, Commdex is the agnostic Small Business partner. LTE RAN installs in New Mexico. Microwave backhaul integration for LTE site deployment in Midwest markets. Verizon Wireless partnered with Time Warner Cable .Subscriber device evaluation and deployment planning. Management of Verizon product launch in TWC markets. Interoperability Planning- Coordinated with 14 jurisdictions in and around Washington DC area. Collected data from hundreds of state/local and federal departments with over 50,000 subscribers. Developed Interoperability Configurations.

### **Commnet Wireless, LLC**

#### **Rohan Ranaraja**

Director Regulatory

**rranaraja@atni.com**

501448-1249

### **CommScope**

Infrastructure

#### **Joe Troiano**

Sales Director - Public Safety

**joe.troiano@commscope.com**

703-597-2097

Through the Andrew Solutions portfolio, CommScope is a global leader for wireless network infrastructure, including all the integral building blocks for base station sites such as air interface access (antennas), RF conditioning (filters, amplifiers and diplexers), backhaul, installation (mounts and towers), design and installation services, inter-connectivity (feeder cabling), energy conservation (thermal management system), power and power backup, and monitoring and control. CommScope offers fully integrated, pretested deployable solutions such as cell on wheels (COWs). It also is a leading global provider of solutions that enhance and extend the coverage and capacity of wireless networks including distributed antenna systems (DAS).

### **Communication Construction Services, INC**

#### **DJ McDyre**

Senior Account Executive

**djmcdyre@corp.warrior.tv**

703-728-0015



### **Communication Technologies, LLC**

Infrastructure, Towers/Sites

**Tony Oliver**

**aoliver@communicationtechnologies.net**

(515) 289-1422

**www.communicationtechnologies.net**

Communication Technologies, LLC is a customer-focused, safety-driven provider of directional boring, aerial cable installation, splicing, and utility locating which provides services for its customers in Iowa and the surrounding states. For the past 20 years, Communication Technologies has provided construction, maintenance, repair, emergency response, and consulting to the utility, telecommunication, cable, and municipal infrastructure industries. Communication Technologies, LLC provides services in the entire State of Iowa / Infrastructure Placement.

### **Communication Technology Services, LLC (CTS)**

IT/Eng/Enterprise services

**Kate Sheehy**

Business Development

**ksheehy@cts1.com**

(817) 291-1371

**www.cts1.com**

Communication Technology Services is a 25 year old nationwide all inclusive IT Professional Services Provider with offices in 21 NFL Cities. CTS helps ensure project success with complete turn-key wireless solutions and managed services capabilities for all major DAS, Small Cell, and WLAN and Public Safety vendors. CTS holds preferred vendor status with Sprint, ATT, Verizon Wireless and has extensive experience with enterprise, stadium, education, healthcare, and municipal wireless projects.

### **Communications 1 Network, Inc.**

Infrastructure, Devices/Applications, Towers/Sites

**Randy Yeakel**

**ryeakel@comm1net.net**

(641) 762-3772

Communications 1 Network, Inc. provides Fiber Optic broadband Services to Hancock County, IA.

### **Community Digital Properties, LLC**

Towers/Sites

**David Byers**

VP

**dabyers@neitel.com**

(563) 539-2122

**www.cdwwireless.com**

Community Digital Properties, LLC is owned and operated by a partnership of five independent telephone companies: Oran Mutual Telephone Company, Hawkeye Telephone Company, Readlyn Telephone Company, East Buchanan Telephone Company and Northeast Iowa Telephone Company. Community Digital Properties, LLC owns communications towers in Bremer, Buchanan, and Fayette



Counties in Iowa. A map depicting the locations of these towers is available at <http://www.cdwwireless.com/communication-towers>.

#### **Community Technical Services, LLC (dba GloMo Group)**

Systems Integrator

**Tom Neff**

COO

**[tom.neff@glomogroup.com](mailto:tom.neff@glomogroup.com)**

(888) 453-8243 x701

**[www.glomogroup.com](http://www.glomogroup.com)**

GloMo is a small company focused on integrating communications technologies for a global mobile world. We add value by customizing solutions for specific requirements, such as those needed for first responders. Our capabilities include software engineering and signal processing for beamforming and geolocation of 2G/3G/4G cellular, Wi-Fi, and other RF protocols; custom QoS solutions as might be needed to ensure FirstNet requirements; and emergency alerting via SMS and Cell Broadcast services. Our systems engineers are capable of integrating our OEM RF hardware with towers and satellite backhaul to provide FirstNet capabilities to rural and fringe areas.

#### **Comporium Communications**

Infrastructure; Towers/Sites; Other: Ethernet transport, sonnet transport, fiber optic; Carrier: Fiber networks and Towers in SC and GA

**Tim Smoak**

Vice President - Business Development

**[tim.smoak@comporium.com](mailto:tim.smoak@comporium.com)**

(803) 326-7275

**[www.comporium.com](http://www.comporium.com)**

Five regional incumbent local exchange carriers with 1100 employees under a single holding group umbrella with a history of innovation and success that began in 1880. Our networks cover ten counties within South Carolina and one in North Carolina. We currently provide lit ethernet services up to 100 Gbps on our facilities-based fiber optic network. We also are a member-owner of Spirit Communications. We also have fiber connectivity on a limited basis outside our incumbent footprint on an individual case basis.

#### **Compunetix**

Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services; RF OEM; Other

**Jeff Lautenschlager**

Account Executive

**[Jlautenschlager@compunetix.com](mailto:Jlautenschlager@compunetix.com)**

(412) 858-1728

**[www.compunetix.com](http://www.compunetix.com)**

Compunetix is the leading developer of converged VoIP, voice, video, and data collaboration and conferencing applications for the service provider, government, and corporate enterprise markets. With over one million ports installed in 30 countries, we have one of the largest worldwide deployments of mission-critical collaboration systems. Proudly manufactured from the circuit board on up and



headquartered in Pittsburgh, PA, Compunetix offers the only Lifetime Support Guarantee in the industry.

#### **Comsearch Government Solutions**

##### **David Weston**

Sr. Manager, Business Development

**DWeston@comsearch.com**

(703)726-5703

**www.comsearch.com**

#### **ComSites West, LLC**

##### **Charlie Feick**

Director, Sales and Marketing

**charlie@comsiteswest.com**

530-414-4376

**www.comsiteswest.com**

#### **Connected Nation, Inc**

Consulting

##### **Chris Pedersen**

VP, Development and Planning

**cpedersen@connectednation.org**

(202) 255-6098

**www.connectednation.org**

Connected Nation is a national nonprofit providing comprehensive broadband planning and outreach services for communities and states to effectively and efficiently advance broadband access, adoption, and use through strategic public-private partnerships. Since its inception in 2001, Connected Nation has launched broadband initiatives in 33 states and 1 territory and conducted data collection to map broadband availability across more than 40% of the U.S. landmass. Connected Nation measures the supply, demand, and use of technology in communities in order to target interventions that promote broadband expansion.

#### **Consolidated Electric Cooperative**

Infrastructure; Consulting; Towers/Sites; IT/Eng/Enterprise services; Other: Colocation; Carrier

##### **Dan Jones**

**djones@consolidated.coop**

(419) 768-1135

**www.consolidated.coop**

Consolidated owns and operates an expansive electric distribution and fiber optic network in the Ohio region. Services include dark fiber, cellular backhaul and layer 2 Carrier-Ethernet transport with connections to multiple data centers and telecommunications carriers within the Midwest region. Consolidated can provide fiber consulting, network planning, design, and engineering.



### **Consulting Gateway Corporation**

**Keith Hill**

President

**hillk@consultinggatewaycorp.com**

484-651-2366

**www.consultinggatewaycorp.com**

### **Contact Telecom, LLC**

Other: Network invoice processing and management

**Peter Yelle**

**pyelle@contacttelecom.com**

(978) 270-3004

**www.contacttelecom.com**

Contact Telecom, LLC provides communications service providers with automated solutions for collecting, tracking, processing, managing and utilizing their vendor invoices and call detail records. By optimizing accounting efficiencies and identifying hidden errors, CONTACT's cost assurance solutions help clients reduce operating expenses, gain operational intelligence, and reclaim 2% – 5% gross margin. The Billing Data Analyzer (BDA) modules are quickly implemented in customized web-based cloud platforms for a rapid Return On Investment (ROI) and worry-free convenience. Contact Telecom is SOC 1 SSAE16 Type II certified. Contact Telecom has served customers all over the globe since 1998 from their headquarters in Manchester, New Hampshire.

### **Conterra**

**Kelley Boan**

Regulator & Special Projects Manger

**kboan@conterra.com**

703-936-1789

**www.conterra.com**

### **Conti Corporation**

Infrastructure; Systems Integrator; Towers/Sites; IT/Eng/Enterprise services

**Michael Williams**

**mwilliams@conticorporation.com**

(714) 683-7676

**www.conticorporation.com**

Conti is a nationally respected multi-trade contractor (MEP) with an impressive history of quality and service. Since 1969, we have led the industry in the development of design and construction solutions that address job requirements while surpassing performance expectations. We have teams that specialize in DAS deployment from cradle to grave. Offering full turnkey solutions i.e. Design, Construction, Commissioning, Optimizing, Site Acceptance.



### **Continental Wireless, Inc**

Devices; Applications

**Rita Weber**

**[bids@cntlwire.com](mailto:bids@cntlwire.com)**

(972) 926-7443

**[www.cntlwire.com](http://www.cntlwire.com)**

Continental Wireless, Inc. is a woman-owned telecommunications company centrally located in Dallas, Texas. We provide a broad spectrum of telecom equipment and support to Federal, State, and Local Government agencies as well as Transportation, Industry, Hospitality, Schools, and Private Sector Businesses throughout the U.S. As authorized representatives of Motorola, Icom, Kenwood, Vertex, Bosch/Telex, David, Clark, Otto, Cisco and Proxim, we design, sell, install, and maintain communication systems, both large and small.

We also specialize in Land Mobile Radio, IT, and RFID systems and provide real-time solutions, offering design, sales, maintenance, training, and installation services for every manufacturer we represent.

### **Converge Communications**

**Marsha Spellman**

**[marsha@convergecomm.com](mailto:marsha@convergecomm.com)**

503-997-1685

**[www.convergecomm.com](http://www.convergecomm.com)**

### **Convergence Services, Inc**

**John Lawson**

Owner

**[jlawson@convg.com](mailto:jlawson@convg.com)**

703-347-7070

**[www.convg.com](http://www.convg.com)**

Convergence Services works at the intersection of business, technology and policy, particularly as it relates to the television broadcast industry. We believe that utilizing broadcast spectrum to send data and mission-critical video to FirstNet handsets will guard against the congestion of the LTE network, freeing it up for vital two-way communications. We work closely with broadcasters nationwide and want to partner with vendors to provide a broadcast-based failsafe for unintentional denial of service (DoS). With AWARN ([awarn.org](http://awarn.org)) we have provided a broadcast-based, rich-media solution for public alert and warning. We want to expand this to the first responder community too.

### **Convergent Technologies**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services

**James McLellan**

Business Development

**[james.mclellan@convergent.com](mailto:james.mclellan@convergent.com)**

(585) 749-9479

**[www.convergent.com](http://www.convergent.com)**

Convergent Technologies provides national coverage for any installation and ongoing service needs.



**Coon Creek Telecommunications Corp. – OCN 4189**

Infrastructure

**Debra Lucht**

**debl@cooncreektelephone.com**

(319) 454-0010

**www.cooncreektelephone.com**

Coon Creek Telecommunications Corp.—OCN 4189 provides services in Benton and Iowa counties, in and around the town of Marengo and Belle Plaine, Iowa utilizing copper and fiber optics.

**Coon Creek Telephone Company – OCN 1136**

Infrastructure

**Debra Lucht**

**debl@cooncreektelephone.com**

(319) 454-0011

**www.cooncreektelephone.com**

Coon Creek Telephone Company—OCN 1136 provides service in Benton and Iowa, Counties, in and around the town of Blairstown, Iowa utilizing copper and fiber optics.

**Coon Valley Cooperative Telephone Assn.**

Towers/Sites

**Jim Nelson**

**jnelson@coonvalleytelco.com**

(641) 524-2111

**www.coonvalleytelco.com**

Coon Valley Cooperative Telephone Assn. provides high speed data and voice services in Guthrie, Adair, Adams, and Union counties and in and around the towns of Menlo, Monteith and Nevinville utilizing copper and fiber optics.

**Cooper Consulting**

Consulting; Devices; Applications; IT/Eng/Enterprise Services

**Dane Holbrook**

Strategic Accounts Manager

**cooper@cooperconsulting.com**

(512) 527-1000

**www.cooperconsulting.com**

Cooper Consulting provides IT consulting and IT staffing and has been in business since 1994. Our success is the result of our proven ability to quickly build teams capable of high-quality execution for a wide range of diverse projects ranging from education, environmental, health and human services, labor, and regulatory. We provide turn-key software development and implementation, production support, business process modeling and assessments, and program/project management – along with the staffing for all of the positions that support these activities. Cooper is platform agnostic - .Net, Java, Pega, and open source. 100% Woman Owned and Managed.



### **Cooperative Telephone Company (CTC)**

Tower/Sites, Other

**Scott A. Schabacker**

COO/General Manager

**cooptel@netins.net**

(319) 647-3131

**www.cooperativetelephone.com**

Cooperative Telephone Company (CTC) is a telecommunications provider serving the eastern third or Poweshiek Co., Iowa, including the cities of Hartwick and Guernsey, and also the western third of Iowa Co., Iowa, including the cities of Ladora and Victor. CTC is a provider of voice, video and both wired and wireless broadband services.

### **Cooperative Telephone Exchange**

Infrastructure

**Roger Anderson**

**cooproger@netins.net**

(515) 826-3206

**www.copteleexchange.com**

Cooperative Telephone Exchange is a 60 + year old company providing communication services to Stanhope, Iowa and Kamrar, Iowa telephone exchanges as indicated on the FCC Study Area Boundary Map. The service territory is located primarily in Hamilton County, Iowa with a small portion of its service territory located in northern Boone County, Iowa. The company provides broadband, voice, and video service within its service territory. The company also provides carrier grade fiber transport, ethernet transport service, and cell tower backhaul services.

### **COPsync, Inc**

Applications

**Herbert Severin**

Vice President, Strategic Business Initiatives

**hseverin@copsync.com**

(972) 638-8806

**www.copsync.com**

COPsync is the software to connect every law enforcement agency in the United States. Today, hundreds of agencies across 10 states operate as one, using COPsync. The secure, encrypted COPsync Network enables real-time cross jurisdictional information sharing at the point of traffic stop. Subscribers instantly access law enforcement databases, COPsync's database, create and receive real-time person of interest and officer safety alerts, activate officer needs assistance emergency alerts, plus more. COPsync enables the efficient gathering of information at the point of traffic stop, and the ability to immediately share critical data with all officers on the COPsync Network.



### **CoreRecon, LLC**

Consulting; Devices; Applications; IT/Eng/Enterprise Services

**Chris Hegg**

**chris@corerecon.com**

1-800-955-2596 ext 701

**www.corerecon.com**

CoreRecon's team has over 30 years of IT experience providing technical and business solutions. By leveraging our well-established relationships with major vendors, suppliers and partners, CoreRecon provides customers with custom solutions to meet their unique needs. CoreRecon is committed to providing timely delivery and implementation of all solutions with exceptional customer service and support.

### **Cornbelt Telephone**

Infrastructure, Towers/Sites

**Lee Wuebker**

**cornbelt@netins.net**

(712) 664-2221

### **Cradlepoint**

**Mitch Head**

National Account Manager

**mhead@cradlepoint.com**

(208) 472-6154

### **Cross Wireless, Inc**

Carrier: East central and southeast OK; 3G EVDO Rev A and 4G services

**Chris Ruhl**

**jcruhl@crosstel.net**

(918) 463-2921

**www.crosstel.net**

Cross Wireless is a subsidiary of Cross Telephone Company, which is based in Warner, Oklahoma. Cross Telephone provides over 10,000 access lines and offers a variety of telecommunication services throughout 11 exchanges spanning several counties. The Cross companies together provide access to 1,900 miles of fiber throughout Oklahoma and Arkansas. Using the 700 MHz D block spectrum, Cross Wireless has the capability and capacity to build and operate the sites and RAN equipment in rural Oklahoma. Cross will work with other carriers to provide the wireless and backhaul service including maintenance to support FirstNet.

### **Crown Castle**

**Todd Bailey**

Director, National Sales

**todd.bailey@crowncastle.com**

615-771-1549



### **CS Corporation**

Devices, Applications; Infrastructure; Systems Integrator; Consulting; IT/Eng/Enterprise Services

**JJ Jeong**

**jjeong@cs-holdings.com**

82-31-622-3324

**www.cs-holdings.com**

Founded in 1999, LTE/WCMTA/CDMA Repeater vendor; ISO certified company in TL9000 and ISO14001.; Customer : KOREA(SKtelecom), Asia, Europe, Africa and US; Main Product for PS-LTE; ICS (Interference Cancellation System) Repeater supply to KOREA PS-LTE Pilot Deployment Project with SKtelecom; ICS Remote monitoring System (NMS)

### **CSRA**

**Dave Markiewicz**

Principal Bid/Capture Manager

**dmarkiewicz@csgov.com**

(703) 876-1164

### **Custom Cable**

IT/Eng/Enterprise services; Other: Fiber optic/copper/RF Cable manufacturing and installation

**Robert Chipman**

**rchipman@customcable.com**

(813) 612-5085

**www.customcable.com**

### **Cyber Clarity Inc**

**Edward Kraemer**

**ed@cyberclarity.com**

703-589-5245

**www.cyberclarity.com**

### **CybertelBridge**

Devices; Applications; Systems Integrator; IT/Eng/Enterprise services

**Dennis Jinwon Kim**

Channel Manager

**dennis@everytalk.co.kr**

82-70-7945-7001

**www.cybertelbridge.com**

IP-based Video PTT(Push-to-talk) solution provider, Industrial computer(Convergence mobile) and PTT handset manufacturer. EveryTalk™, Carrier-grade Video PTT based on SIP, follows 3GPP specification (Optimization for the Public Safety; Web managing system; Dispatch console/Conferencing server/Recording server/Call bridge server



### **Cyient**

IT/Eng/Enterprise Services; Systems Integrator

#### **Lucretia Williams**

Business Development Manager, Communications

**lucretia.williams@cyient.com**

(601) 317-7374

**www.cyient.com**

### **Dali Wireless**

RF OEM

#### **Lance Craft**

**lcraft@daliwireless.com**

(281) 726-0204

**www.daliwireless.com**

Dali Wireless manufactures a patented all-digital Distributed Antenna System (DAS) which enhances and extends the coverage and capacity of commercial and public safety networks. Dali's all-digital Public Safety DAS solutions are built to meet today's voice and data requirements while having the scalability to address evolving broadband needs. Dali's two-way radio coverage enhancement systems address current P25 and TETRA requirements, and are LTE field proven and ready today. Dali's Public Safety solutions not only provide clear and distortion-free transmission of radio communication to ensure maximum security and system resilience, but also provide redundancy with automatic switchover and fiber path diversity.

### **Danville Mutual Telephone Company**

Infrastructure, Towers/Sites, IT/Engineering/Enterprise Services

#### **Timothy J. Fencil**

**tfencil@danvilletelco.net**

(319) 392-4251

**www.danvilletelco.net**

Danville Mutual Telephone Company provides Data and Voices services in Southeast Iowa in the counties of Des Moines and Lee, specifically in the communities of Danville, West Burlington, Burlington, Wever, Ft Madison, Montrose, and Keokuk utilizing mostly fiber optics.

### **Datapath Tower**

#### **Bill Tinsley**

CEO

**bill@datapathtower.com**

(727)260-2811

**www.datapathtower.com**



### **Dave Helton and Associates, Inc**

Infrastructure; Consulting; Towers/Sites; IT/Eng/Enterprise Services; Other: Site acquisition services;  
Carrier: Indiana, Central Illinois, Ohio

**Dave Helton**

**davehelton@heltonassoc.com**

(317) 718-4433

**www.heltonassoc.com**

Dave Helton & Associates, Inc. provides a broad range of services including: Turnkey Wireless Site Development Projects; Small cell Deployment/Special Venue Projects; Project Management Services/Oversight; Service Coordination; Co-Location and Lease Negotiation; Engineering, structural reports, NEPA, Environmental; Tower Development; Zoning & Permitting / Exhibit Preparation; Cell Site Modifications; On going cell site property management; Due Diligence; Feasibility Analysis; Right of Way land acquisition buying services to local public agencies and utility companies for 30 years; Developed over 1,000 tower sites in Indiana and Ohio; Managed over 1300 fiber sites in Indiana and Ohio

### **DD Consulting and Management**

Consulting; Devices; IT/Eng/Enterprise services

**Walter Great**

Vice President

**walter@ddconsultingservice.com**

(704) 909-2970

**www.DDConsultingservice.com**

We are a certified minority owned small business. Our focus is to provide solutions and services for data storage management, backup and long term archiving of surveillance data. We also alleviate risk exposure as it pertains to security and disaster recovery. As an EMC reseller, we are able to demonstrate to our customers the value of building better platforms on which to consolidate and manage their data.

### **Deerfield Construction Group**

**Jason Bay**

Vice President

**jason.bay@DCGI1.com**

708-514-7340

**www.dcgi1.com**

### **Delmarva Communications Inc**

**Mike Cavazzini**

**m.cavazzini@delmarvacom.com**

(302) 324-1230

Radio communications vendor. Motorola authorized radio dealer and service shop with vast experience in public safety communications.



### **Delta Groups Engineering, Inc**

Consulting; Towers/Sites

**Jennifer Wu**

Compliance Manager

**jwu@deltagroups.com**

(949) 622-0333 ext 118

**www.deltagroups.com**

Delta Groups Engineering Inc. has served the telecommunications industry for over 25 years and been involved in the development of more than 20000 wireless communications facilities nationwide. Our full-range services, utilizing in-house personnel, in the areas of architecture, engineering, site acquisition, land use planning, and permit expediting give us unique capabilities to assure the highest level of quality and efficiency. Delta serves nearly every major wireless carrier in the United States including Verizon, AT&T, Sprint, T-Mobile and MetroPCS as well as equipment providers including Ericsson and Motorola. As an added benefit to our clients, Delta is a Certified Minority Business Enterprise

### **DEMCO (Dixie Electric Membership Corporation)**

Other: Electric utility

**John Vranic**

CEO and General Manager

**johnv@demco.org**

(225) 978-4597

**www.demco.org**

DEMCO is a distribution Electric Cooperative. DEMCO provides electrical services within a seven Parish area of central Louisiana. DEMCO operates a significant WAN including Fiber, Microwave and Leased lines. DEMCO also owns several communications towers with space available for transmitter and microwave equipment.

### **DESE**

**Patsy Lindley**

**plindley@dese.com**

256-837-8004

### **Dialogic Corporation**

**Jeff Decker**

Director-Business Development

**jeff.decker@dialogic.com**

973-967-6162



### **Diamond Communications, LLC**

#### **Orazio Russo**

SVP Business Development and Marketing

**orusso@diamondcomm.com**

(973) 544-6817

**www.diamondcomm.com**

Diamond Communications LLC (“Diamond”) - is a wireless communications infrastructure company experienced in all aspects of the tower/leasing business: colocations, build-to-suits, tower and site management, and land and tower acquisitions. Diamond stands as a leader in the field and one of the largest private tower companies in the United States. Diamond’s two primary businesses are site leasing/management and site development services. Diamond currently owns, manages or leases a portfolio of approximately 200,000 infrastructure locations (communications towers, utility structures, billboards, etc.) located throughout the United States that may be suitable for the collocation of wireless equipment or the development of new towers.

### **DigitalGlobe**

Infrastructure; Consulting; IT/Eng/Enterprise services

#### **Kreg Barrett**

Director of Sales, North America

**kreg.barrett@digitalglobe.com**

(713) 562-1469

**www.digitalglobe.com**

DigitalGlobe is a leading global provider of high resolution Earth Imagery products and services including precise Digital Elevation Models for advanced line of sight analysis and RF/Propagation Modeling. DG’s Geospatial Big Data Platform allows customers to analyze imagery and data at scale for urban, suburban and rural planning.

### **Dispersive Technologies**

#### **Katie Arrington**

Operations Coordinator

**karrington@dispersivegroup.com**

843-442-9047

**www.dispersivetechologies.com**

### **DMONetworks**

#### **Hanan Armoni**

**hanan@dmonetowrks.com**

646-477-2773

**www.dmonetworks.com**



### **Dobson Technologies, Inc**

Infrastructure

#### **Jim Horsburgh**

Senior VP or Corporate Development

**jim.horsburgh@dobsontechnologies.com**

(405) 242-0343

**www.dobsontechnologies.com**

Dobson Technologies has been a leading provider of information and communications services since 1936. We currently provide state of the art fiber optic transport and other telephony services in rural/underserved areas of Oklahoma and the Texas panhandle with our 2,600 fiber mile network.

### **Douglas Services, Inc dba Douglas Fast Net**

Carrier: fiber based CLEC for Douglas County, OR and Land County, OR

#### **Todd Way**

**tway@dfn.net**

(541) 673-4242 x1002

**www.dfn.net**

### **DQE Communications, LLC**

Carrier: Western PA including Pittsburgh

#### **Ross Henzel**

Director of Business Development

**rhenzel@dqe.com**

(412) 393-1038

**www.dqecom.com**

Headquartered in Pittsburgh's SouthSide Works development, DQE Communications is one of the leading providers of high-speed, fiber-optic data networking for businesses, governmental agencies and carriers throughout the southwestern Pennsylvania region. The company's network of fiber-optic cables spans thousands of miles throughout Allegheny, Armstrong, Beaver, Blair, Butler, Greene, Indiana, Mercer, Washington and Westmoreland counties. Already in over 1100+ commercial buildings in the region, DQE Communications is continually working to expand its network. Through Metro Ethernet, wavelength, Internet, dark fiber, and colocation services, DQE Communications offers their business customers secure, reliable and flexible network solutions. An unregulated subsidiary of Duquesne Light Holdings, DQE Communications was established in 1997.

### **Draxco**

#### **Andrew Langum**

**andrewlangum@draxco.com**

608-268-3468

**www.draxco.com**

### **DTC Communications**

#### **Michael Demos**

Director, Law Enforcement Programs

**michael.demos@cobham.com**

603-320-3255



### **Dumont Telephone Company**

Infrastructure, Towers/Sites

**Roger Kregel**

General Manager

**rogerkr@netins.net**

(641) 857-3211

**www.dumonttelephone.com**

Dumont Telephone Company is a LEC which provides Voice, Video and Data services via Fiber-To-The-Home in the communities and rural areas of Dumont and Allison. We also have a fiber fed tower site in the community of Parkersburg. We are one of a 13 member fiber ring in Northeast Iowa with POP's to Iowa Network Services at Readlyn and Mason City.

### **Dunkerton Telephone Cooperative**

Infrastructure

**Sue Bruns**

General Manager

**sue@dunkerton.net**

(319) 822-4512

**www.dunkerton.net**

Dunkerton Telephone Cooperative (organized and operated as a cooperative), provides voice, data and cable TV services to the community of Dunkerton, IA whose population is roughly 900. It is located approximately 18 miles northeast of Waterloo, IA. Dunkerton provides its services via fiber to the home (FTTH) and DSL.

### **DuPage Public Safety Communications**

Towers/Sites

**John Lozar**

System Coordinator

**jlozar@ducomm.org**

(630) 260-7516

**www.ducomm.org**

DU-COMM is an intergovernmental agency formed in 1975 to provide public safety communications services to Police, Fire, and EMS agencies. Today, DU-COMM serves forty-one (41) agencies in DuPage County and is one of the largest consolidated 9-1-1 centers in Illinois. In 2014 DU-COMM processed over 1.1 million phone calls and 584,000 police and Fire/EMS incidents.

### **Duquesne Light Company**

Towers/Sites

**Robert Linden**

Senior Analyst

**rlinden@duqlight.com**

(412) 393-8164

**www.duquesnelight.com**

An investor-owned electric utility providing transmission and distribution services to most of two counties in western Pennsylvania to include the City of Pittsburgh.



### **Durham Tower Development**

Consulting; Towers/Sites; Other: site acquisition and project management

#### **John Manning**

**[jmanning@durhamtower.com](mailto:jmanning@durhamtower.com)**

(919) 539-1225

#### **Matthew Danielson**

Partner

**[mdanielson@durhamtower.com](mailto:mdanielson@durhamtower.com)**

(919) 522-9837

**[www.durhamtower.com](http://www.durhamtower.com)**

Durham Tower provides cell tower development, construction, operational management and site acquisition services. Additionally, we are cell tower owners/operators. Our turnkey approach includes all phases of development from jurisdictional approval to tower construction. Our site acquisition services include: search ring analysis, site visits, site audits, site candidate identification, private easement acquisition, land lease negotiations, tower co-location lease negotiations, master lease negotiations, jurisdictional and land use hearings, and all permitting. We operate in Florida, Georgia, North and South Carolina, Virginia, Tennessee and Kentucky.

### **DVA Consulting, LLC**

Consulting

#### **Dominick Arcuri**

**[darcuri@dvaconsult.com](mailto:darcuri@dvaconsult.com)**

(804) 986-7884

DVA Consulting (DVA) advises clients in areas related to technical and regulatory aspects of wireless communications systems. DVA's expertise includes Public Safety Broadband; P25 and Two-Way radio technology & standards; Radio propagation and system design; In-building wireless; 800-MHz Rebanding. The Principal for DVA has been engaged in the execution and management of consulting, engineering and product development in communications and defense electronics over a 35-year career. DVA is a small women-owned business.

### **DVBE Technology Group**

infrastructure; Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services;

Other: Imaging systems

#### **Richard McKinnon**

CEO

**[rmckinnon@dvgetg.com](mailto:rmckinnon@dvgetg.com)**

(916) 806-1554

**[www.dvbetg.com](http://www.dvbetg.com)**



### **E.M. Enterprises General Contractors, Inc**

Towers/Sites

**Keith M. Jurado**

**[kmj@emegc.com](mailto:kmj@emegc.com)**

**(813) 470-7202**

**[www.emegc.com](http://www.emegc.com)**

E.M. Enterprises General Contractors, Inc. is a minority owned (FMSSDC), Florida state certified general and electrical contractor doing business for the past twenty-seven years in the southeastern United States. We have been active in the wireless communications field since 1995, completing over twenty-five hundred projects for wireless carriers and tower investment companies. EMEGC has constructed sites ranging from monopole change-outs, to "raw land" self-support tower sites, to co-location projects in power company facilities, rooftops and privately owned towers. EMEGC is able to offer Turnkey services in Florida and south Georgia.

### **E-9 Corporation**

**Cliff Veale**

Managing Director, Security Solutions

**[cveale@e-9corporation.com](mailto:cveale@e-9corporation.com)**

**609-332-3485**

**[www.e-9corporation.com](http://www.e-9corporation.com)**

### **East Buchanan Telephone Cooperative**

Infrastructure, Towers/Sites

**E. A. "Butch" Rorabaugh**

**[butch.rorabaugh@eastbuchanan.com](mailto:butch.rorabaugh@eastbuchanan.com)**

**(319) 935-3011**

**[www.eastbuchanan.com](http://www.eastbuchanan.com)**

East Buchanan Telephone Cooperative provides GSM/LTE mobile data and fixed wireless Internet (3.65) in Eastern Buchanan County.

### **East Kentucky Network, LLC**

Infrastructure; Towers/Sites; Carrier: Regional cellular carrier; CDMA (800 MHz and PCS) with data at 1X, 3G, and LTE (bands 12 and 13)

**W.A. Gillum**

**[wagillum@ekn.com](mailto:wagillum@ekn.com)**

**(606) 874-7550**

**[www.appalachianwireless.com](http://www.appalachianwireless.com)**

East Kentucky Network, LLC d/b/a Appalachian Wireless has been a regional cellular carrier since 1990. EKN is a Verizon 4G LRA partner operating on 700 MHz spectrum in the region that is served. EKN currently operates 235 cell sites, of which more than 80% are served by fiber optic cable for backhaul. EKN provides service connectivity to all subscribers and roamers on it's infrastructure to all PSAPs within it's service area. EKN and it's owner telcos also own and operate approximately 6,000 route miles of fiber in the region served.



#### **EBI Consulting**

**Alanna Toner**

Account Executive

[atoner@ebiconsulting.com](mailto:atoner@ebiconsulting.com)

781-367-3350

[www.ebiconsulting.com](http://www.ebiconsulting.com)

#### **Educational Information Corporation dba WCPE FM**

Infrastructure; Towers/Sites

**Curtis Brothers**

Facilities Manager

[curtis@theclassicalstation.org](mailto:curtis@theclassicalstation.org)

(919) 621-8953

[www.theclassicalstation.org/index.shtml](http://www.theclassicalstation.org/index.shtml)

WCPE FM is an independent community supported, not public supported classical music station located in Wake Forest, NC 27587 1928 Chalk Rd. We wish to offer space on our tower at reasonable rates for public safety communications.

#### **Eileen Healy**

**Eileen Healy**

CEO

[ehaly@healy-co.com](mailto:ehaly@healy-co.com)

925-487-4908

[www.healy-co.com](http://www.healy-co.com)

#### **Elbit Systems**

Devices; Applications; Systems Integrator

**Michael Dillon**

[michael.dillon@elbitsystems-us.com](mailto:michael.dillon@elbitsystems-us.com)

(703) 261-5854

[www.elbitsystems-us.com](http://www.elbitsystems-us.com)

Elbit Systems of America, LLC, is a leading provider of high performance products and system solutions focusing on the homeland security and public safety advanced secure interoperable broadband services for voice, video, data, and LMR/LTE integration, WideBridge™. WideBridge is an interoperable system of interoperable systems that connects smartphones and LMR handsets together to extend radio capabilities and enhance situational awareness and information sharing over existing LTE and radio networks, as well as 700 MHz BC 14 networks to come. WideBridge has been thoroughly and successfully tested by DHS S&T at the Public Safety Communications Research (PSCR) lab in Boulder, CO.

#### **Electricom**

**Todd Womack**

Sr Director Southwest Operations

[twomack@electricominc.com](mailto:twomack@electricominc.com)

214-912-0523



### **Elektrobit**

#### **Jani Lyrintzis**

VP, General Manager

**jani.lyrintzis@elektrobit.com**

(425)444-2830

**www.elektrobit.com**

### **Ellsworth Cooperative Telephone Association**

Infrastructure

#### **Josh Angove**

**jangove@netins.net**

(515) 836-4431

Ellsworth Cooperative Telephone Association is a 50 + year old company providing communication services in Ellsworth, Iowa and Garden City, Iowa telephone exchanges as indicated on the FCC Study Area Boundary Map. The service territory is located primarily in eastern Hamilton County, Iowa and southwestern Hardin County, Iowa. The company provides broadband, voice, and video service within its service territory. The company also provides carrier grade fiber transport, Ethernet transport service, and cell tower backhaul services.

### **EmbarkIT, Inc.**

Infrastructure, Devices/Applications, Systems Integrator

#### **Lenore Hamill**

**lenore@embarkit.com**

(515) 440-1451 X 200

**www.embarkit.com**

EmbarkIT, Inc. is a technology reseller and systems integrator located in West Des Moines, IA. We have the ability to procure and support hundreds of thousands of technology products and services through our distributors and other manufacturers.

### **EMF Telecom**

Towers/Sites

#### **Neece Cummings**

Project Manager

**neecec@emftelecom.com**

(615) 934-6537

#### **Dave Cook**

Business Development

**dave.cook@emftelecom.com**

(614) 754-1644

**www.emftelecom.com**

We are a turn-key tower services company specializing in installations, colocations, L&A, civil, construction, Inspections, lighting and testing. We have offices in Orlando, FL, Nashville, TN and Columbus, OH and cover the Southeast US as well as the Northeast



### **EMR Corp.**

Consulting; Devices; Applications; RF OEM; Other: RF Combining Networks; Antenna system design and interference mitigation

**Alan. F. Leffler**

**alan@emrcorp.com**

(623) 581-2875

**www.emr.com**

EMR Corporation manufactures a complete line of amplifiers in the Low, VHF, UHF & 700/800/900 MHz Bands for OEM (embedded) RFA's, HPA's & LNA's; bandpass, pass-reject, and lowpass filters; RF isolators, system combining and monitoring systems, along with our comprehensive In-Building Systems (DAS) offerings including BDA's, UDA's, splitters, dividers, line-taps and indoor antennas. With our specialized team members providing leadership, top-notch Product & Systems Engineering along with state-of-the-art manufacturing. We design and manufacture a wide variety of custom products as well as products for standardized applications. EMR excels in unique designs to meet exact customer requirements

### **Enersphere Communications, Inc**

Towers/Sites; Infrastructure

**Kate Lasier**

Marketing Manager

**klasier@enersphere.com**

(404) 786-1265

**www.enersphere.com**

### **Engility**

Infrastructure; Consulting; IT/Eng/Enterprise Services; Other: Program Management, Logistics

**William Lee**

Federal/Civil Capture Manager

**william.lee2@engilitycorp.com**

571-329-0637

**www.engilitycorp.com**

### **Engineering Associates, Inc.**

IT/Eng/Enterprise services

**Frank DeJoy**

VP, General Manager

**fdejoy@engineeringassociates.com**

949-637-1062

**www.engineeringassociates.com**

Engineering Associates, LLC is an established full-service telecommunications engineering firm able to perform Core and RAN design, permitting, and implementation services nationwide. We have a (60) sixty-year track-record providing telecommunications engineering services for carriers, enterprises, & government in the following areas:

Public Safety Design: Municipal, carrier, and federal public safety network designs.



RAN Coverage, Capacity, and Spectrum Planning: Regulatory compliance and new technology deployment.

Core Network Fiber, Cell Site, DAS, & Small Cell Network Design, Permitting, & Construction Management: Extensive FTTx, Anchor Institution, DAS, Small Cell, and LTE networks designed over the last five years.

#### **Entrepreneur Development Network Global (EDN Global)**

Consulting; Devices; Applications; IT/Eng/Enterprise services; Other: Call center support

##### **Alena Edmondson**

President and Co-Founder

**[alena@ednglobal.com](mailto:alena@ednglobal.com)**

(404) 419-2652 ext 2

**[www.ednglobal.com](http://www.ednglobal.com)**

Entrepreneur Development Network Global is a 27 year old woman owned Global diversity business development and small business capacity building company. Our learn, launch, run and grow all inclusive training helps ensure project success with complete turn-key wireless solutions and managed services capabilities for all major Small Cell, and WLAN and Public Safety vendors. EDN Global is a Platinum Premier vendor and co-seller for Sprint, ATT, Verizon Wireless and has extensive mobility experience with enterprise, stadium, education, healthcare, and municipal wireless projects. We specialize in Public Safety and Rural area development mobility and wireline training.

#### **ERC Broadband**

Carrier: Western North Carolina

##### **Tanya Riddle**

Executive Director and CEO

**[info@ercwnc.org](mailto:info@ercwnc.org)**

(828) 350-2415

**[www.ercwnc.org](http://www.ercwnc.org)**

The ERC is a nonprofit middle-mile carrier that serves western North Carolina via its network and data center providing broadband Internet access (and more) to our customers. Based in Asheville, the ERC network spans from Franklin to Boone. The ERC team also serves as technology advocates for the region.

#### **ESIS Health, Safety, and Environmental**

Consulting

##### **Daniel Best**

Business Development Manager

**[daniel.beste@esis.com](mailto:daniel.beste@esis.com)**

(510) 833-3752

**[www.acegroup.com/esis-en](http://www.acegroup.com/esis-en)**

ESIS is a nationwide provider of health, safety and environmental and consulting. We can assist with environmental permitting, reporting, and OSHA worker health and safety compliance and programs.



### **Everbridge**

IT/Eng/Enterprise services

#### **Eric Borzino**

Vice President, Corporate Development

**Eric.Borzino@Everbridge.com**

(781) 373-9810

**www.everbridge.com**

Everbridge is the leading and largest pure-play provider of SaaS-based unified critical communications solutions for over 3,000 corporations and 8,000 local communities. Today, over 100 million individuals receive critical notifications from Everbridge. Our enterprise scale platform and communication applications for Emergency Mass Notification, Incident Management, IT Alerting, Secure Messaging, Community Engagement and Internet of Things (IoT) Communication enable customers to quickly and reliably deliver the right message and reach the right people.

### **eX2 Technology**

#### **Kyle Hildebrand**

Vice President Project Development

**khildebrand@ex2technology.com**

402-301-6768

**www.ex2technology.com**

### **EXFO**

Other – Test equipment and Service Assurance (network monitoring)

#### **Jim Bottomley**

Government Sales

**james.bottomley@exfo.com**

(310) 601-6951

**www.exfo.com**

EXFO is a manufacturer of Test and Measurement equipment focused on field network testing for transport and Datacom specializing in fiber optic testing, and networking monitoring for service assurance for network analysis and network simulation. EXFO has been in business for over 30 years servicing network operators, network equipment manufacturers and government agencies for all their communications needs including installation, commissioning and all the network testing needs.



### **ExteNet Systems, Inc**

Infrastructure; Other: Fiber, Indoor Networks, Outdoor Networks, DAS, Small Cells

#### **Tormod Larsen**

CTO

**tlarsen@extenetsystems.com**

(630) 589-4272

#### **Eric Abbott**

Director of Product Management

**eabbott@extenetsystems.com**

(847) 302-7738

**www.extenetsystems.com**

ExteNet Systems, the largest independent provider of distributed networks in North America, designs, builds, owns and operates infrastructure for use by wireless carriers and venues in key markets. We utilize distributed antenna systems (DAS), centralized/cloud RAN (C-RAN), small cells, Wi-Fi, distributed or virtualized Evolved Packet Core (EPC) and other technologies to enhance wireless service and network performance for multiple carriers across both outdoor and indoor environments. ExteNet Systems is a CLEC in many states and owns dense fiber networks throughout some of the largest cities in the US. Primary markets includes but are not limited to: dense urban areas

### **F&B Communications, Inc.**

Infrastructure

#### **Ken Laursen**

**ken@fbc-tele.com**

(563) 374-1236

**www.fbc-tele.com**

F&B Communications is a 100 + year old company providing communication services in Iowa telephone exchanges of Calamus and Wheatland as indicated on the FCC Study Area Boundary Map. The company also provides service in Lowden, Delmar, and Bennett, Iowa. The service territory is located primarily in Clinton and Cedar Counties in Iowa. The company provides broadband, voice, and video service within its service territory. The company also provides carrier grade fiber transport, ethernet transport service, and cell tower backhaul services.

### **FairPoint Communications**

Carrier: Maine, New Hampshire, and Vermont

#### **Marilyn Planinsek**

Senior Account Manager Wholesale

**mplaninsek@fairpoint.com**

(412) 221-4440

**www.fairpoint.com**

FairPoint has more than 21,000 fiber route miles and the largest network in northern New England. In ME, NH and VT we have more than 17,000 fiber miles with 90% of our central offices being Carrier Ethernet enabled. We offer 95% network coverage investing more than \$700,000,000 in infrastructure and technology upgrading our network for the next-generation of communications technology. Our Construction Solutions for Wholesale Customers offers small cell and custom cellular construction, structured cabling, inside wiring, construction project management and custom-built network solutions.



### **Farmers Cooperative Telephone Company**

Infrastructure

**Mark Harvey**

**mharvey@fctc.coop**

(563) 452-3852

**www.fctc.coop**

Farmers Cooperative Telephone Company is a provider of voice, video and high speed internet services in Benton and Tama county. We also offer wireless services and own towers.

### **Farmers Mutual Cooperative Telephone Company**

Infrastructure, Towers/Sites

**Thomas Conry**

CEO

**tcc@fmctc.com**

(712) 744-3131

**www.fmctc.com**

Farmers Mutual Cooperative Telephone Company is a Communication company located in Western Iowa serving customers with voice, data, video and broadband with fiber, wireless, coaxial and copper facilities. Farmers Mutual Cooperative Telephone Company provides services and owns fiber and towers in Eastern Pottawattamie County, Shelby County, Southern Crawford County, and western Audubon County.

### **Farmers Mutual Cooperative Telephone Company of Moulton, Iowa**

Infrastructure, Towers/Sites

**Tammy Wheeler**

General Manager

**twheeler@netins.net**

(641) 642-3249

**www.farmersmutualcoop.com**

Farmers Mutual Cooperative Telephone Company of Moulton, Iowa provides high speed data and voice services in Appanoose County and a portion of Davis County, in and around the town of Moulton utilizing a 100% fiber optic network.

### **Farmers Mutual Telephone Company (Parent Company)**

Infrastructure, Towers/Sites

**Josh Hveem**

**jhveem@omnitel.biz**

(641) 749-2531

**www.omnitel.biz**

Farmers Mutual Telephone Company, Farmers Telephone Company of Riceville, FMTC Wireless, Inc. and OmniTel Communications provide high speed data and voice services in and around the towns of Rudd, Rockford, Marble Rock, Greene, Nora Springs, Floyd, Riceville, St. Ansgar, Plymouth, Rock falls, Little Cedar, New Haven, Otranto, Osage, Cresco, Charles City, Elma, Lime Springs, Stacyville, Orchard Iowa utilizing wireless, coax, copper and fiber optics.



### **Farmers Telephone Company**

Infrastructure

**Joe Snyder**

**jsnyder@cmtel.com**

(641) 622-2373

**www.bataviatelephone.com**

Farmers Telephone Company provides services in the town of Batavia Iowa and rural area immediately surrounding in Wapello and Jefferson County.

### **Farmers Telephone Cooperative, Inc**

Towers/Sites; Carrier: South Carolina, LTE

**Skeet Coker**

Chief Sales Officer

**skeet\_coker@ftc.org**

(843) 382-1483

**www.ftc-i.net**

Centrally located Data Center. 24X7X365 Network Operations Center (NOC) with more than 55 field service personnel engineering and maintaining fiber, wireless and tower assets and finally over 2,600 route miles of fiber in the state of South Carolina. Additionally via our partnership with Spirit Communications, together we have access to over 350 owned towers and 773 supported towers, 700 Mhz, AWS and PCS spectrum, an Alcatel-Lucent EPC Core, 8 geographically diverse data centers, eighty five personnel manning 6 diverse 24X7X365 NOC's, more than 350 field service personnel engineering and maintaining fiber, wireless and tower assets and more than 16,500 route miles of fiber.

### **Fastback Networks**

Other: Wireless transport and backhaul equipment provider

**Chris Thelander**

VP Sales

**ct@fastbacknetworks.com**

(408) 430-5457

**www.fastbacknetworks.com**

Fastback Networks develops and manufactures high performance wireless transport and backhaul equipment for network operators. Our solutions incorporate cutting-edge radio and switching components to deliver high capacity data connectivity that mirrors fiber optic cable-served connections. Fastback Networks looks at the challenges of LTE and 5G deployments, as well as fiber network extension, with fresh eyes and better ideas to create transformational mobile backhaul solutions. Our AnyLOSTM product portfolio covers all applications and use cases, including the toughest NLOS scenarios. Fastback Networks is a privately held company based in San Jose, California, with all engineering and manufacturing done in California.



### **FDH Velocitel**

Tower/Sites; RF OEM; IT/Eng/Enterprise Services; Carrier: Nationwide

#### **Ken Czosnowski**

Senior Vice President, Business of Development & Sales

**Kenneth.czosnowski@fdhvelocitel.com**

847778-0879

#### **Mendie Lange**

Business Development Manager

**mendie.lange@fdhvelocitel.com**

(678) 637-4923

Since its founding in 1987, FDH Velocitel's experienced staff has designed, constructed, and deployed over 50,000 wireless sites. We are the telecommunication industry's first choice for services throughout all stages of the wireless and broadcast network lifecycle — from planning and development, through system upgrades, optimization and regulatory due diligence, all the way to eventual decommissioning of equipment as needed. We have assembled the industry expertise required to meet your needs at every step of the network development process, and our talented, multidisciplinary team can provide a seamless transition from stage to stage as your network grows and matures.

### **Fenton Cooperative Telephone Company**

Infrastructure, Towers/Sites

#### **Steve Longhenry**

**fntn@netins.net**

(515) 889-2785

Fenton Cooperative Telephone Company provides services in Emmet, Kossuth and Palo Alto Counties, in and around the town of Fenton, Iowa utilizing copper and fiber optics.

### **Fial Incorporated**

#### **Kathleen Fial**

President

**kathy@fial.com**

503607-1940

**www.fial.com**

### **FiberComm**

Infrastructure; Carrier: NW Iowa, fiber optics

#### **Al Aymar**

CEO

**aaymar@fibercomm.net**

(712) 224-2020

**www.fibercomm.net**



**FiberNet Communications L.C.**

Infrastructure; Carrier: NW Iowa, fiber

**Ryan Boone**

Regulatory Manager

**rboone@mypremieronline.com**

(712) 722-3451

**FiberNet Communications L.C.**

Infrastructure, Systems Integrator, IT/Engineering/Enterprise Services, Carrier

**Doug Boone**

**dboone@mypremieronline.com**

(712) 722-3451

**Ryan Boone**

**rboone@mypremieronline.com**

FiberNet Communications is a well-established and progressive underground fiber network in northwest Iowa owned by five area service providers for the purposes of providing intra-regional connectivity for its owners and commercial and wholesale transport services to its partners and customers. It's 350+ mile DWDM-based 100G-capable carrier-grade network is built on top of two rings to provide geographical diversity for greater uptime. Major POPs include Sioux City, Sioux Falls, SD, as well as Merville and Spencer, and over twenty more locations. FiberNet is trusted by enterprise, healthcare, and first responder customers alike to provide reliable connectivity and exceptional service.

**Finley Engineering Company, Inc**

IT/Eng/Enterprise Services; Consulting; Other

**Mark Mrla**

Business Unit Manager

**m.mrla@fecinc.com**

(507) 777-2222

**www.finleyusa.com**

For 63 years Finley Engineering has been providing engineering/consulting services related to telecom and electric energy. Finley specializes in telecom/broadband and IT throughout the U.S. and beyond, and currently has offices in Iowa, Minnesota, Wisconsin, North Dakota, Kentucky, Illinois, Missouri, and Nebraska. Specific services include: project management, engineering/design, CAD/GIS, quality assurance, various outside plant services, ROW and easements, permitting, environmental filings, and various inside plant services such as IP and associated power and equipment/electronics expertise. Finley's client-base includes states, cities, counties, federal government, cooperatives, private businesses, large carriers and other investor-owned corporations, and others.

**Fiorel Systems, Inc**

Consulting

**Claudio Lucente**

**clucente@fiorel.com**

(514) 442-2357

FIOREL SYSTEMS offers consulting services in Information and Communications Technologies for commercial, public safety, and defense telecommunications. Our consultants can provide a diverse



nature of assistance – from technical studies to business advisory and policy development. The following areas are key strengths and focus of market activity for FIOREL Systems: Wireless technologies – microwave radio, WiFi, 3G, 4G LTE Systems integration Operations Support Systems Communications and information security

#### **FireEye**

**Thomas Conway**

Director, Federal Bus Dev

**Thomas.Conway@fireeye.com**

(703)801-0752

**www.fireeye.com**

FireEye is the industry leader in helping large organizations protect, detect and respond to the most advanced cyber threats across mobile, web and other vectors. Our Mandiant subsidiary is the premier provider of incident response and infrastructure assessment services. Both leverage Dynamic Threat Intelligence to automatically counter threats as they emerge worldwide. Advanced, proven technology, subject matter expertise, and cyber threat intelligence integrated to build & protect FirstNet.

#### **FireSign, Inc Promos+Prints**

Infrastructure; Consulting

**Jen Lyles**

**jlyles@firesigninc.com**

(678) 574-2461

**www.firesigninc2.com**

#### **First Element Energy**

**Steve Quai**

VP of Business Development

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(913) 206-1598

**www.firstelementenergy.com**

#### **First Group Engineering, Inc**

IT/Eng/Enterprise services

**Mark Norville**

Vice President of Wireless Telecommunications Services

**mnorville@firstgroupengineering.com**

(317) 216-7705 ext 225

**www.firstgroupengineering.com**

First Group Engineering, Inc has been providing engineering, surveying, structural analysis and right-of-services across Indiana, Ohio, Illinois, Michigan and Kentucky since 1996. We are the partner you need to achieve your goals.



### **Florida Telecom Consultants, LLC**

Infrastructure; Consulting; Systems Integrator; Towers/Sites; RF OEM; Other: Site Acquisition

#### **Mike Moody**

Vice President

**mike@fitelecomconsultants.com**

(352) 553-7085

**www.fitelecomconsultants.com**

### **Fort Mojave Telecommunications, Inc**

#### **Ruben Hernandez**

Operations Manager

**rhernandez@ftmojave.net**

928-346-2500

### **Fortinet**

Other: Cybersecurity

#### **Lee Moser**

Director, Capture (Federal)

**lmoser@fortinet.com**

(571) 999-3162

**www.fortinet.com**

Fortinet's security platform has been designed to specifically address the security needs of today's telecommunications companies. Our next-generation firewalls address the needs of telecommunications companies and are used by the world's largest carriers. They are based on a purpose-built operating system, FortiOS, that provides the intelligence and features to actively secure the service provider's domains. Our carrier-grade models are unique in their ability to handle throughput rates of greater than 1Tbps. They can be scaled to effectively support the traffic, analysis, and treatment for multimillions of sessions and transactions per second, are continuously updated to protect against newly emerging threats, and allow for centralized, single-pane-of-glass management.

### **Fortune Wireless, Inc**

Infrastructure; Systems Integrator; Consulting; Other;

#### **Robert Weeks**

President of Operations

**rweeks@ffi.net**

(317) 442-8371

#### **Brad Riggs**

President of Real Estate and A&E

**briggs@ffi.net**

(317) 443-8863

**www.fortunewirelessinc.com**

Fortune Wireless, Inc. has (3) core business disciplines in-house:

- Real Estate (site selection, leasing, zoning and permitting)
- Architecture & Engineering Services, and
- Civils/Construction/Tower Services (including L&A, complex tower/foundation modifications, TIA inspections, and maintenance (scheduled and call-out))



We're focused geographically here in the Midwest/Great Lakes, Plains States, and Southeast regions of the US.

#### **Frank Reilly**

**Frank Reilly**

**frank@frankvreilly.com**

561-400-0072

#### **FreeWave Technologies**

Devices; Applications; RF OEM

**Luanne Ashcraft**

Manager, North American Channels

**lashcraft@freewave.com**

(303) 962-7862

**www.freewave.com**

Based in Boulder, CO, FreeWave Technologies is a leader in industrial M2M (machine to machine) and Industrial Internet of Things (IIoT) wireless networking solutions that support a wide range of industrial and military applications. Our mission is to help our customers transmit mission-critical data via secure, highly reliable licensed and license-free M2M communications solutions.

#### **Frontier Communications of Iowa, LLC**

Infrastructure

**Jack Phillips**

**jack.phillips@ftr.com**

(952) 435-1373

**www.frontier.com**

Frontier Communications of Iowa is an incumbent local exchange carrier with extensive fiber and copper distribution and transport facilities in the following communities and surrounding rural areas in Iowa: Alexander, Ashton, Battle Creek, Bedford, Belmond, Brunsville, Carson, Charter Oak, Corning, Denison, Dow City, Early, Fort Dodge, George, Goodell, Holstein, Ida Grove, Kingsley, Latimer-Coulter, Le Mars, Lenox, Meservey, Nemaha, Oakland, Orange City, Otho, Pierson, Rowan, Sac City, Sharpsburg, Sheffield, Struble, Swaledale, Thornton, Treynor and Washta. Frontier Communications of Iowa, LLC is the Iowa subsidiary of Frontier Communications Corporation, a broadband, telecommunications, and video service provider operating in 28 states. Frontier is a major provider of back-haul transport to wireless carriers, providing high-capacity networks connecting wireless cell sites throughout our 28 state foot-print.

#### **Fujitsu Network Communications, Inc**

**David Olberholzer**

Director, Wireless Business Development

**david.oberholzer@us.fujitsu.com**

(972) 479-2415

**www.fujitsu.com/us/products/network/**

Fujitsu offers comprehensive professional services to implement multi-vendor, multi-technology networks. Fujitsu provided wireless and optical IP backhaul design, deployment and network



management services for two FirstNet early-builder networks. Fujitsu is an industry leader in optical networks, SDN/NFV, Microwave and LTE radio access network technologies.

**Fullerton Engineering Consultants, Inc**

IT/Eng/Enterprise services

**Jerry Fisher**

Director of Regional Operations

**[jfisher@fullertonengineering.com](mailto:jfisher@fullertonengineering.com)**

(224) 585-4430 ext 586

**[www.fullertonengineering.com](http://www.fullertonengineering.com)**

For over 17 years, Fullerton has provided superior design and engineering solutions for wireless network and infrastructure providers on all generations of wireless technologies. Licensed in all 50 states and the District of Columbia, Fullerton has successfully participated in the engineering and design of over 25,000 sites. Our team of highly-skilled and registered architects, engineers, and designers take pride in consistently providing our clients with industry-leading expertise in their respective disciplines. This effort is reinforced by Fullerton's responsive client service and dedicated commitment to quality as technologies, structures and materials evolve within the industry.

**Further Enterprise Solutions (FES)**

IT/Eng/Enterprise Services

**Tim Courtney**

VP Sales and Strategy

**[tcourtney@furtherllc.com](mailto:tcourtney@furtherllc.com)**

(973) 714-5746

**[www.furtherllc.com](http://www.furtherllc.com)**

**Fuse Integration, Inc**

**Rebecca Unetic**

Director of Strategy

**[rebecca.unetic@fuseintegration.com](mailto:rebecca.unetic@fuseintegration.com)**

(952) 994-3323

**[www.fuseintegration.com](http://www.fuseintegration.com)**

The first responder or warfighter must communicate and collaborate to effectively operate in harsh environments. With a background of experience in military operations, aviation, and emergency response, Fuse applies the best practices of design-think to developing networked systems that meet requirements for specialized users. Fuse solutions enable smart decision making and result in accelerated mission accomplishment and reduced risk.



### **Fuss and O'Neill, Inc**

Infrastructure; Consulting

#### **Katherine Nanowski**

Senior Marketing and Business Development Manager

**knanowski@fando.com**

(860) 646-2469 x5283

**www.fando.com**

Fuss & O'Neill is a full-service engineering firm that provides the same focus and expertise to small, straightforward, single-discipline projects as we do to large, complex, multi-discipline ones. Headquartered in Manchester, CT and founded in 1924, the company has grown to include six regional offices, three LLCs and 260 employees. Our professional staff maintains licenses and certifications across a wide range of engineering, planning, landscape architecture, design build, scientific and manufacturing disciplines.

### **G3 Technologies Inc**

#### **Bill Matthews**

Director, Strategic Integration

**bill.matthews@g3ti.net**

240-447-4821

**www.g3ti.net**

### **Gemalto, Inc**

Infrastructure; Devices, Applications; IT/Eng/Enterprise services

#### **John Lineberger**

Marketing and Business Development

**john.lineberger@gemalto.com**

(512) 257-3896

**www.gemalto.com**

Gemalto is the global leader in digital security, with 2015 annual revenues of \$3.5 billion and customers in over 180 countries. Our technologies and services enable businesses and governments to authenticate identities and protect data so they stay safe and enable services in personal devices, connected objects, the cloud and in between. Gemalto is the leading provider of SIM and UICC technology and the complementary server components, Over-the-Air and remote SIM provisioning platforms, to mobile network operators. In addition, Gemalto offers a comprehensive portfolio of cybersecurity solutions including authentication, encryption, and key management services to protect network infrastructure and data.

### **Generac Power Systems**

Other: OEM for power generators

#### **Mary Ann Knott**

Strategic Account Manager

**maryann.knott@generac.com**

(262) 395-3698

**www.generac.com**



### **General Datatech**

Infrastructure; Consulting; Towers/Sites; IT/Eng/Enterprise Services; Other: Logistics, Staging, Kitting, Deployments, Cable Manufacturing

#### **Nicholas Errico**

Services Sales Manager

**nick.errico@gdt.com**

(904) 762-8682

#### **Gary May**

**gary@gdt.com**

(972) 523-3851

**www.gdt.com**

### **GIANT Solutions**

Infrastructure; Consulting; Systems Integrator; IT/Eng/Enterprise services; Other: DAS

#### **Eric Pankonin**

SVP, Business Development

**eric.pankonin@giantllc.com**

(518) 212-6770

**www.giantsolutions.com**

GIANT Solutions is an engineering-based design, consulting, and implementation firm specializing in all facets of Distributed Antenna System and Small Cell solutions. We have experience, expertise, and resources to handle all of your in-building, campus, transportation and public/sporting venue applications. We are keenly focused on Distributed Antenna Systems and Small Cell applications designed, installed, and maintained for our many carrier, neutral host, and enterprise customers. This has been our core purpose from our beginnings in 2002 and will continue to be at the heart of our effort long into the future.

### **Giesecke & Devrient America, Inc**

#### **Stu Cox**

Product Manager

**stu.cox@gi-de.com**

(703) 480-2365

#### **Heather Klein**

Director, Marketing Communications

**heather.klein@gi-de.com**

703480-2302

**www.gi-de.com**

The trusted Mobile Security supplier to more than 350 worldwide Mobile Network Operators including over 60 in North America, G&D offers mission critical solutions supporting mobile networks from launch through their full lifecycle. Our end-to-end solutions include network and cloud based digital credential management systems for Devices, Mobile Subscriptions, Secure Applications, UICCs/physical SIMs, eSIMs, secure clients and VAS. We manage over two billion UICCs and one billion devices globally—from activation to decommission. We are the leader in subscription management services, enabling such essential use cases as remote network selection, subscription/device swap, device sharing, mobile identity and roaming steering.



### **Giglinx Global Inc**

Infrastructure; Consulting; Carrier-Global coverage, layer 2 transport and internet services including but not limited to Dedicated Internet Access, MPLS, IPVPN & VPLS services.

#### **Offir Schwartz**

Global Account Manager

**offir@giglinx.com**

512377-6827

**www.giglinx.com**

Giglinx would like to participate in the Firstnet RFP as a subcontractor, specifically regarding the sourcing of transport backhaul using terrestrial based layer 2 transport services from the radio area network (RAN) back to the core network data centers. Giglinx is also able to source new Data Center locations for the core area network and source private network services from each of the data centers to other federal, State and Local service agencies & 3rd party networks.

### **Gila River Telecommunications, Inc**

#### **Bruce Holdridge**

General Manager

**bholdridge@gilarivertel.com**

(520) 796-8885

Provide dial tone, Ethernet transport, internet access, co-location, local and long distance toll services, T-1/PRI services, telephone numbers in the 520 480 602 and 623 area codes, PBX services, voice/data telecommunications premise equipment, wireless transport services, video surveillance equipment, printer repair/service/maintenance and parts services, low-voltage wiring services and enhanced data services.

### **Gilat Satellite Networks Ltd**

Infrastructure; RF OEM

#### **Ernesto Preciado**

**ernesto@gilat.com**

(954) 937-5018

**www.gilat.com**

Gilat Satellite Networks Ltd (NASDAQ, GILT) is a leading provider of products and services for satellite-based broadband communications. Gilat develops and markets a wide range of high-performance satellite ground equipment and VSATs including LTE backhaul solutions for commercial and public safety applications. Gilat enables mobile SOTM (Satellite-on-the-Move) solutions providing low-profile antennas, next generation solid-state power amplifiers and modems. With over 25 years of experience, and over a million products shipped to more than 90 countries, Gilat has provided reliable satellite-based connectivity solutions, for cellular backhaul, banking, retail, e-government, rural communication networks, defense and public safety agencies.



### **Global Emergency Resources, LLC**

**Erika Bobbitt**

President

**erika.bobbitt@ger911.com**

706-869-6911

**www.ger911.com**

### **Global Near Space Solutions**

**Ben Schafer**

**bschafer@gloabnearspace.com**

855-861-8080

**www.globalnearspace.com**

### **Global Technology Associates**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services

**Paul Ryder**

VP of Business Development

**paul.ryder@gtechassociates.net**

(703) 930-7437

GTA is a leading independent provider of high-value engineering, technology and business consulting services to the telecommunications industry. We are a Women Owned Small Business and Schedule 70 certified. Our business is assisting clients with maximizing infrastructure potential and evolving networks and services to address market opportunities. Our services include RF Engineering, Network Design, Software Development, iDAS, LTE/CDMA/EvDO Engineering, Core Network Engineering, Backhaul Planning and Deployment, and Rapid Deployable Networks.

### **Global Tower Service, Inc**

**Matt Halpin**

Vice President

**matt@globaltowerservice.com**

(360) 225-8800

**www.globaltowerservice.com**

### **Global Wireless Strategies**

Consulting; Towers/Sites; IT/Engineering/Enterprise Services; Other: LTE Network Planning, Radio Access Network (RAN) Design, Public Safety Broadband Network Deployment and Program Management

**Adliana Bahrin**

Business Development Manager

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(703) 606-5888

**www.globalwireless-strategies.com**

Global Wireless Strategies (GWS) is a certified minority woman-owned small business (WOSB) based in the Washington DC metropolitan area. Serving the telecommunication industry, we provide a range of professional services in wireless telecommunications engineering, spectrum management, business strategy, expert analyses and program management. Our key areas of expertise and focus include LTE



wireless broadband, Radio Access Network (RAN), spectrum and public safety communications. Our team of experts, engineers and consultants brings strong business backgrounds, solid technical experience, and in-depth skills in wireless telecommunications deployment, broadband strategy, spectrum, public safety broadband, and program/project management.

### **Global Wireless Technologies**

#### **David Gross**

Director of Marketing

**david@globalwirelesstech.com**

973-998-6256

### **Globalstar, Inc**

#### **Greg Wilkinson**

District Manager, Northeast and DC Government

**Greg.wilkinson@globalstar.com**

(518) 452-3803

**www.globalstar.com**

Globalstar owns and operates a LEO satellite network and ground stations. Globalstar has successfully launched their second-generation satellite constellation enabling advanced features and the fastest MSS data speeds. Globalstar's Satellite Network enables world-wide communications. Our services include satellite-based voice and data services, along with satellite-based asset-tracking services. Globalstar manufactures self-contained asset tracking devices, satellite phones, and satellite data modems.

### **GlobalXperts**

IT/Eng/Enterprise services

#### **Alan Murrell**

Director of Business Development

**alan.murrell@globalxperts.net**

(214) 310-0355

**www.globalxperts.net**

GlobalXperts is an IT professional services company, that specializes in architecture, design, engineering, implementation, optimization and maintenance of infrastructure systems. We maintain a rigorous focus upon Cisco, Juniper, Microsoft, Oracle, VCE, VMware and similar premier vendors. GlobalXperts has deep roots with the integration of technology disciplines such as route/switch, next generation firewall security, ID access/management, cloud services, collaboration, SDN, wireless etc. Globalxperts engineers' maintain an impressive array of educational and certification backgrounds and are well positioned for national and international projects. Our seasoning comes from having supported Fortune 100 companies with global project initiatives.



### **Globecomm Systems, Inc**

Infrastructure; Consulting; Devices; Applications; Towers/Sites; RF OEM; Carrier; IT/Eng/Enterprise Services; Systems Integrator

#### **Larry Spangler**

Director of Business Development

**[larry.spangler@globecomm.com](mailto:larry.spangler@globecomm.com)**

(240) 553-9410

**[www.globecomm.com](http://www.globecomm.com)**

Globecomm Systems provides network services , professional services and lifecycle support services for the systems and networks it deploys.

### **Goff Communications Incorporated**

#### **Joseph Rogers**

**[joerogers@goffcommunications.com](mailto:joerogers@goffcommunications.com)**

941-417-9077

### **Golden Wheat Inc**

#### **Kenneth Johnson**

**[ken@hermanwhiteaker.com](mailto:ken@hermanwhiteaker.com)**

202-827-0664

### **Graebel Vanlines Holdings LLC**

Other: Workspace Solutions, Moving and Warehousing

#### **John Burton**

**[john.burton@graebelmoving.com](mailto:john.burton@graebelmoving.com)**

(925) 922-2066

**[www.graebelmoving.com](http://www.graebelmoving.com)**

Optim Workspace – A Division of Graebel Van Lines LLC: Provides customized nationwide solutions for workspace needs with over 66 years of proven expertise in design, planning, MAC, moving, installation, inventory management, warehousing, tracking and reporting. Certified by WBENC; proud to be the largest woman owned workspace company in the US.

### **Graybar**

Infrastructure; Consulting; Towers/Sites; RF OEM; Other: Distribution

#### **Eric Toenjes**

Business Development Manager, Mobility

**[eric.toenjes@graybar.com](mailto:eric.toenjes@graybar.com)**

(314) 346-2470

#### **Ron Drescher**

Director, Federal Government Sales

**[ronald.drescher@graybar.com](mailto:ronald.drescher@graybar.com)**

(301) 830-1424

**[www.graybar.com](http://www.graybar.com)**

Graybar is a leading distributor of electrical, communications and data products; representing the top OEM's in the wireless and tower business. With over 260 warehouse locations in the US and our own fleet of delivery trucks and drivers, Graybar can provide both national and local logistics including



kitting, material staging and just-in-time delivery to job sites. We consult with our partners to lower their total cost by increasing efficiency and on-time performance.

**Green Mountain Communications, Inc**

Infrastructure; Systems Integrator; Towers/Sites; IT/Eng/Enterprise Services; Other

**Gregg Grisevich**

**sale-1@greenmtncomm.com**

(603) 717-7117

**www.greenmtncomm.com**

Green Mountain Communications delivers wireless solutions for businesses in the Northeast. We engineered, furnished and integrated the NHSafeNet statewide public safety microwave network. The designed network includes multiple state stakeholders.

Serving the enterprise, education, government, healthcare, service provider, and utility industries in areas such as iDAS/oDAS, Small Cell, Tower Services, Site Acquisition, Electrical, MW Backhaul, Two-Way Radio Systems, Engineering, Licensing & Permitting, Civil and Construction.

Green Mountain is equipped to engineer, install, and furnish the wired/wireless systems that today's businesses need to stay competitive and serve their customers.

**GridMaven, Inc**

IT/Eng/Enterprise Services; Applications

**A.K. Singh**

General Manager

**asingh@gridmaven.com**

(408) 328-2943

**www.gridmaven.com**

**Griswold Cooperative Telephone Company**

Infrastructure, Towers/Sites

**Amy McLaren**

**amym\_gctc@netins.net**

(712) 778-2121

**www.griswoldcommunications.com**

Griswold Cooperative Telephone Company provides services in Adams, Cass, Montgomery, and Pottawattamie Counties, in and around the towns of Griswold, Lewis, Elliott and Grant, Iowa utilizing copper and fiber optics.

**GRM Networks**

Infrastructure; Towers/Sites; Other

**Jennifer Neff**

Director of Human Resources and Regulatory Affairs

**jneff@grm.net**

(660) 748-2575

**www.grm.net**

GRM Networks has facilities and services in northern Missouri and southern Iowa including spectrum, towers, fiber, switching, etc.



### **Group 2000 Nederland B.V.**

Consulting; Devices, Applications; Systems Integrator; IT/Engineering/Enterprise Services; Other

#### **Jaap Boonstra**

Senior Global Account Director

**jaap.boonstra@group2000.com**

31(0)6 20606014

**www.group2000.com**

Group 2000's portfolio includes an extensive range of solutions to solve critical capabilities for Law Enforcement, Intelligence Agencies, Enterprises, Telecom Providers and Internet Service Providers. Group 2000 supports both ETSI and CALEA. With our innovative cell barring technology, Group 2000 provide telecommunication service providers full and immediate control of their network services in a selected geographic area. By submitting barring requests of the network at cell level, Group 2000 provides service providers the opportunity to protect their network against disasters or events which threatens network availability or public safety.

### **Guthrie Center Communications**

Infrastructure, Towers/Sites

#### **Andrew M. Randol**

General Manager

**andrewrandol@panoratelco.com**

(641) 332-2000

**www.guthriecentercom.com**

Guthrie Center Communications is a locally owned competitive local exchange carrier (CLEC). It provides communications services including voice, data and video to Guthrie, Dallas, and Audubon Counties in Iowa including the city of Guthrie Center, utilizing primarily fiber optic cable distribution with some coax and fixed wireless. Guthrie Center Communications has space available on two local towers.

### **H&M Networks (div. of Henkels and McCoy)**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; Towers/Sires; RF OEM;  
IT/Eng/Enterprise Services

#### **Daryl L. Coyle**

Senior Government Sales Executive

**dcoyle@henkels.com**

(571) 302-0689

**www.henkels.com**

Henkels & McCoy offers the latest solutions in Wireless Technology combined with more than ninety years of proven telecom expertise. Whether a wireless system or a network project involving buildings, towers, antennas, cables or fiber, your investment needs to pay off. Our Full Range of Services Includes: Planning; Site Engineering; Permitting; Design; Civil; Testing; Overall Project Management; and Engineering Support for Site Acquisition and Zoning. Delivery: Small Cell; Distributed Antenna Systems; WiFi; Fiber Optic Backbones; Line and Antenna; Network and RF Electronics; Microwave Systems; Power Space Antenna/Cable Installation; and Equipment Upgrade Installation



### **Hawkeye Telephone Company**

Infrastructure

**Richard L. McBurney**

**rich@butler-bremer.biz**

(319) 276-4458

**www.hawkeyetel.com**

Hawkeye Telephone Company provides services in Fayette County, in and around the town of Hawkeye, Iowa utilizing copper and fiber optics.

### **Heart of Iowa Communications Cooperative**

Infrastructure

**Bryan Amundson**

**executive@heartofiowa.coop**

(641) 486-2211

**www.heartofiowa.coop**

Heart of Iowa Communications Cooperative provides service using fiber technology to the following counties in Iowa: Hardin, Marshall, Grundy, Tama and Jasper.

### **Heartland Solutions Corp**

Infrastructure; Consulting; Towers Sites; Other: Project Management

**Mark Fisher**

President/CEO

**mfisher@heartlandsolutions.us**

(317) 455-1158

**Michael Anderson**

Director of Business Development

**manderson@heartlandsolutions.us**

(317) 455-1158

**www.heartlandsolutions.us**

Heartland Solutions, Corp. is the mid-west leader in telecommunication tower construction and maintenance services which provides services to tower owners, carriers and OEM's throughout the mid-west and south-west regions. We are a member of the Indiana Wireless Association, National Association of Tower Erectors, Kentucky Wireless Association and serve as a regional safety training hub two well-known Safety Certification firms.

### **HIB Technical Installation Services**

Infrastructure; Consulting

**Tommie Horton**

Director of Business Development

**tommie.horton@hibticvet.com**

(972) 415-7520



### **High Elevation Rescue and Maintenance, LLC**

Infrastructure; Towers/Sites; RF OEM

**Christopher Deckrow**

Owner and CEO

**deckrowc@aol.com**

(989) 448-8808

**www.highlevationrescue.com**

High Elevation Rescue & Maintenance, LLC is a telecommunications company, specializing in cellular/broadcast/radio/tower construction, installation, maintenance, tiger team, and emergency response. Headquartered in central Northern Michigan. We are a Michigan Public Safety (MPSCS) approved vendor.

### **Highwoods Properties**

Infrastructure; Towers/Sites

**Matthew Danielson**

Telecom Relationship Manager

**matthew.danielson@highwoods.com**

(919) 875-6743

**www.highwoods.com**

Excellent rooftop colocation opportunities! Highwoods Properties owns 264+ office/industrial buildings in high traffic areas. Locations include: Raleigh & Triad NC, Orlando & Tampa FL, Nashville & Memphis TN, Atlanta GA, Richmond VA and Pittsburgh PA. Willing landlord for all types of collocations.

### **Hitachi Communications Technologies America**

Infrastructure

**Eric Murrell**

VP Sales and Strategic Alliances

**emurrell@hitachi-cta.com**

(469) 461-5467

**http://www.hitachi-cta.com**

Hitachi Communication Technologies America, Inc., headquartered in Richardson, Texas, provides communications products and services for the telecommunications, cable TV, utility, enterprise, industrial and other markets. Areas of focus include: mobile core, smallcell solutions, traffic management systems (TMS), AeroMACS solutions; middleware, management systems and professional services for M2M services and vertical markets such as connected home, energy management, and telemedicine/telehealth applications.

### **Hixxa Communications, Inc**

Consulting; Systems Integrator; IT/Eng/Enterprise Services

**Shane Gidcumb**

**sgidcumb@nixxa.net**

(970) 800-3824

**www.hixxacomunications.com**



#### **Holland Company**

Systems Integrator

**Paul Lindemulder**

Director of Research and Development

**plindemulder@hollandco.com**

(773) 450-1690

**www.hollanco.com**

#### **Home Telephone ILEC, LLC dba Home Telecom**

Infrastructure; Towers/Sites; IT/Eng/Enterprise services; Carrier: Towers in Berkeley County, SC

**Denny Thompson**

**denny.thompson@hometelco.com**

(843) 761-9173

**www.homesc.com**

#### **Horry Telephone Cooperative, Inc**

Infrastructure; Towers/Sites; Carrier: SC, fiber

**Brent Groome**

Chief Executive Marketing, Economic, and Strategic Initiatives

**brent.groome@htcinc.net**

(843) 369-8393

**www.htcinc.net**

Founded in 1952, Horry Telephone Cooperative, Inc. is the largest telephone cooperative in the US. We provide voice, video, data, security, managed and professional services in northeast South Carolina. With over 80 percent of our state of the art fiber network underground, we provide a high level of performance for our residential, business, and enterprise customers.

#### **Hospers Telephone Exchange, Inc. dba HTC Communications**

Infrastructure, Towers/Sites, IT/Engineering/Enterprise Services

**Ruth Kuster**

**ruth@hosperstel.com**

(712) 752-8100

**www.hosperstel.com**

Hospers Telephone Exchange, Inc. dba HTC Communications provides Fiber Optic Cable and AWS services in Sioux County, O'Brien County and Osceola County.

#### **HP Enterprise Services**

**Kevin Wright**

Capture Manager

**kevin.wright@hp.com**

703-456-5068

**Dave McGinn**

Business Development

**david.r.mcginn@hp.com**



### **HTC America**

Devices

**Marty McGinley**

**marty\_mcginley@htc.com**

(913) 219-0032

**www.htc.com**

HTC brings brilliance to life through leading innovation in smart mobile device and experience design. Beginning with a vision to put a personal computer in the palm of our customers' hands, we have led the way in the evolution from palm PC to smartphone. The Pursuit of Brilliance is at the heart of everything we do, inspiring best-in-class design and game-changing mobile experiences for consumers around the world. At HTC, the Pursuit of Brilliance is the impulse to create, to venture into the unknown with an unwavering dedication to bring innovative design to life. It pushes us everyday to re-imagine new ways to connect the world, our consumers, and their pursuits in ways never before thought possible.

### **Hughes Network Systems**

**Tony Bardo**

Assistant Vice President

**tony.bardo@hughes.com**

301-428-1638

### **Huxley Communications Cooperative (HCCoop)**

Infrastructure, IT/Engineering/Enterprise Services

**Gary A. Clark**

General Manager

**garyc@huxleycommunications.net**

(515) 597-2281

**www.huxcomm.net**

Huxley Communications Cooperative is an integral part of a community in central Iowa, providing communications services to over 2,200 cooperative members and customers. We serve the communities of Cambridge, Elkhart, Huxley, Kelley, and Slater. Provide dial tone, Ethernet transport, internet access, local and long distance toll services, T-1/PRI services, telephone numbers in the 515-597/769/228/220 area and enhanced data services. HCCoop will work with other companies and carriers to provide the wireless and backhaul service including maintenance to support FirstNet.

### **HVHF Sciences LLC**

**Moin Rahman**

Founder/Principal Scientist

**moin.rahman@hvhfsciences.com**

(954) 868-9163

**www.hvhfsciences.com**

HVHF Sciences is a boutique human factors science & technology firm specializing in user-centered / user-experience design of hardware & software and human-systems integration. Our value proposition is to enable our teaming partner design their broadband technology to FirstNet to be intuitive, user-friendly, and utilitarian under all types of scenarios (local to large scale emergencies; normal to highly stressful, abnormal situations). Furthermore, we have extensive experience pertaining to human factors



and user-centered design of critical infrastructure communication & computing technologies such as LMR/LTE critical communication (PSAP; portable/mobile radios; NOCs; command & control centers), Intelligent Transportation to Smart City Systems.

### **i3scomm**

#### **Syed Shah**

Senior VP of Operations

[syed.shah@i3scomm.com](mailto:syed.shah@i3scomm.com)

(800)348-1635 ext. 302

### **IBM**

#### **Bob Green**

Capture Manager

[robgreen@us.ibm.com](mailto:robgreen@us.ibm.com)

571-344-0141

### **iCode Mobile Solutions**

Devices; Applications; Systems Integrator; IT/Eng/Enterprise Services

#### **Mark Mendenhall**

Chief Innovation Officer

[mark@icodesolutions.us](mailto:mark@icodesolutions.us)

844-442-6332

[www.icodesolutions.us](http://www.icodesolutions.us)

iCode builds secure and extensible software solutions for mobile, unmanned and cloud-based computing platforms. We focus on empowering Military and First Responders. Our downloadable FirstNet eXplorer (FNX) application can be deployed on phones / tablets, providing Geospatial Situational Awareness even during periods of extended network communications outages. When operating with small Unmanned Aircraft Systems (sUAS) equipped with our companion Unmanned Mission Manager (UMM), FNX users can securely discover, access and display geospatially-enabled content including Full Motion Video (FMV), Still Imagery, or mission data (e.g., KML-based Fire Boundaries), while securely collaborating with other federated (local & remote) FNX users.

### **ID Associates**

#### **Ian Dickinson**

CEO

[ian.dickinson@idassociates.net](mailto:ian.dickinson@idassociates.net)

(571) 303-2066

### **ID Dataweb, Inc**

Infrastructure

#### **David Coxe**

CEO

[dcoxe@iddataweb.com](mailto:dcoxe@iddataweb.com)

(703) 942-5800 ext 315

[www.iddataweb.com](http://www.iddataweb.com)

The Attribute Exchange Network (AXN) is an Internet-scale, trusted, interoperable, user-centric Identity as a Service. AXN service providers include ISPs, Telcos, Credit Bureaus, enterprises and others. As a



claims management and contractual hub for online credential federation and user attribute verification, the AXN can deploy and enforce privacy and security policies. Service providers have contracts to provision services via the AXN, so customers only need one AXN contract to competitively source services, including credential authentication at varying levels of assurance. Identity verification services include real-time, contextual attribute verification, device ID, biometric, and other attribute verification services.

#### **Idea Entity Corporation**

IT/Eng/Enterprise services

**Alex Kakar**

**alexk@ideaentity.com**

(425) 454-2905 x 105

**www.ideaentity.com**

Idea Entity is an Information Technology Product and Solution development firm headquartered at Washington. Idea Entity is having presence across various US Federal and Fortune 500 companies and have core competency in the following areas : Microsoft SharePoint Solutions; Implementation Services; Consulting Services; Migration & Integration Services; Enterprise Content management; Business Process Analysis and Work Flow Automation; Project Management; Mobile Solutions; Cloud Solutions; Web Portals and Collaborations; Staff Augmentation

#### **IIF Data Solutions, Inc**

**Rusty Lingenfelter**

EVP, Strategy and Development

**rusty.lingenfelter@iifdata.com**

571-480-3836

**www.iifdata.com**

#### **Illinois Century Network**

Carrier: state of Illinois

**Robin Woodsome**

**robin.woodsosome@illinois.gov**

(312) 814-9698

**www.illinois.net**

The Illinois Century Network (ICN), managed by Illinois Department of Central Management Services, a State agency, is a high speed 2000 mile fiber based broadband network serving Illinois K12 and Higher Education, Public Libraries and Museums, State and Local Government, the Healthcare community and commercial service providers. The ICN provides Internet and Intranet connectivity for thousands of sites state wide, ensuring high availability for cloud based content, disaster recovery services, data, video, and audio communications.



### **ImOn Communications, LLC**

Infrastructure, Towers/Sites, IT/Engineering/Enterprise Services

**Creed Heilskov**

**creedh@imon.net**

(319) 261-4648

**www.ImOn.net**

ImOn services Eastern Iowa including Cedar Rapids, Marion, Hiawatha, Iowa City and Waterloo and uses a redundant fiber-based infrastructure. It provides high-speed Internet, cable TV, data and a telephone services to residents of Cedar Rapids, Marion and Hiawatha. ImOn provides businesses throughout the Cedar Rapids/ Iowa City Corridor with advanced communication solutions to help organizations of all sizes meet their business objectives. ImOn is locally owned and operated and offers customers tremendous value and choice for services.

### **IMTAS: Innovative Management and Technology Approaches**

Infrastructure; Applications; IT/Eng/Enterprise Services; Consulting

**Jerry L. Bowman**

Chief Business Development Officer

**bowman-jerry@imtas.com**

(571) 255-6210

**www.imtas.com**

IMTAS was founded in 1994 as a Small Disadvantaged Business providing specialized services in enterprise information technology, telecommunications and program management. Because of our results-oriented approach to solutions and our reputation for consistently delivering excellent program support, our organization has grown significantly in the last 20 years. Our attention to detail and commitment to meeting and exceeding all client expectations has propelled us into becoming one of the most trusted IT management and consulting firms in the country.

### **Indatel Services, LLC**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services; Carrier

**Max Huffman**

Chief Operations Officer

**max.huffman@indatelservices.com**

(816) 888-8302

**www.indatel.com**

### **Independent Networks**

Infrastructure, Towers/Sites

**Aaron McCartan**

**aaron@ringtelco.com**

(712) 866-8000

**www.ringtelco.com**

Independent Network provides high speed data and voice services in Emmet County in and around the town of Armstrong, Iowa utilizing copper and fiber optics.



### **Industrial Solar Consulting, Inc**

Infrastructure; Consulting; Devices; Applications; Systems Integrator

#### **Fernando J. Vigil**

President/Renewable Energy Consultant

**sales@iscpv.com**

(480) 442-2062

**www.iscpv.com**

ISC specializes in stand-alone Off-grid energy systems requiring extreme reliability. ISC's team of Renewable Energy Engineers, Consultants and Installers have the ability to interconnect complex hybrid systems to any utility, communications or mission critical infrastructure. Utilizing renewable energy and various forms of tertiary power, our engineering team specializes in providing uninterruptable power in any environment. Our history of providing power to niche markets makes us an ideal contractor, sub-contractor or teaming partner for remote autonomous power solutions. Contact ISC to learn how we can complement your offering.

### **Infinigy**

#### **Ken Curley**

National Account Manager

**kcurley@infinigy.com**

949-505-2459

**www.infinigy.com**

### **InfiniTel**

#### **Zawar Shah**

President

**zshah@infinitelcorp.com**

703-731-4874

**www.infinitelcorp.com**

### **Infradapt, LLC**

#### **John Reilly**

**j.reilly@infradapt.com**

484-546-2000

### **Inland Cellular LLC**

#### **Mike Bly**

Director Business Operations

**mikeb@inlandcellular.com**

(208)798-0245x1222



### **InSite Wireless Group, LLC**

Infrastructure; Towers/Sites

#### **Max Lind**

Senior Director of Group Sales

**mlind@insitewireless.com**

(513) 403-4304

**www.insitewireless.com**

InSite Wireless Group, LLC develops, owns, operates and manages communications wireless infrastructure facilities primarily for the wireless and broadcast industries. InSite's tower division is one of the largest privately owned U.S. tower companies and develops, manages, owns, and operates more than 1,200 telecommunications towers and sites for wireless carriers across the United States, Puerto Rico, the U.S. Virgin Islands, and Canada.

### **Integrated Strategic Resources LLC**

#### **Brian Dolan**

Vice President, Business Development

**bdolan@isrllc.us**

212-244-8532

**www.isrllc.us**

Service in: RF design & optimization for LMR, LTE & P-25 networks; Coverage prediction & capacity analysis using Mentum PLANET; In-building DAS system design; Review & recommendations of test equipment; Analysis & RF test procedures (e.g. FAT, SAT, SIT); Study RF Interference; RF site quality control for pre-construction (e.g. Sweep tests RF site audit) & post construction (e.g. site audit, drive test); Creation, issuance & review of RF search rings for new cell site(s); Define RF coverage objective; RF Site modification; Fiber Cable and conduit path analysis, routings (aerial & underground); Bandwidth Analysis; LAN/WAN Design; Feasibility studies & alternatives analysis.

### **Integrity Applications Incorporated**

Systems Integrator; IT/Eng/Enterprise Services

#### **Craig MacAllister**

Director, Cyber Dominance Sector

**cmacallister@integrity-apps.com**

(703) 378-8672 x3450

**www.integrity-apps.com**

### **Integrity Consulting LLC**

Consulting

#### **Jenifer Nugent**

Director, Public Safety Communications Division

**jnugent@integritygroup.com**

(301) 801-7812

**www.integritygroup.com**



### **Intercede**

Other: Strong Identity, Credential, & Access Management

#### **Jon Payne**

General Manager, US Operations

**jon.payne@intercede.com**

(703) 883-7022

**www.intercede.com**

Intercede specializes in secure digital identity and credential management. The company's MyID software is trusted globally to protect the networks, facilities and intellectual property of governments, agencies and major enterprise customers.

### **Interface Cable Assemblies and Services Corporation**

#### **Matthew Bonfitto**

**mbonfitto@icascorp.com**

718-278-1100

### **Intermountain Communications of Southern Idaho, Inc**

Infrastructure, Systems Integrator, Towers/Sites, IT/Engineering/Enterprise Services, Consulting

#### **Jeff Berger**

**berger.jf@intermountaincomm.com**

(208) 587-7122

**www.intermountaincomm.com**

Intermountain Communications provides turnkey wireless communications solutions in Southern Idaho and Eastern Oregon. We provide Engineering/Design, Sales, Installation, Technical Support, Maintenance and Project Management of complex communication networks for Enterprise and Public Safety Entities.

### **International Towers Incorporated**

Infrastructure; Systems Integrator; IT/Eng/Enterprise Services; Towers/Sites; Carrier

#### **James Hynes**

Director of Sales

**james.hynes@itowersinc.com**

504-655-3403

**www.itowersinc.com**

ITI is a fully licensed General Contractor and national tower engineering company. ITI designs, builds, installs, integrates and maintains communications infrastructure. ITI performs all structural and electrical engineering, and designs towers to EIA/TIA 222G standards. Site grounding, fencing and shelters are designed to the FAA -019e and R56 standards. ITI employs crews with test equipment and tools to complete the design, build, installation, integration, test, and maintenance of tower sites. ITI staff have completed background investigations, most hold DHS security clearances. Current projects include First Net (LA-RICS), and CBP Block-1 Operation and Maintenance, Integrated Fixed Towers, and Remote Video Surveillance System.



### **Interstate 35 Telephone Company**

Infrastructure, Towers/Sites, IT/Engineering/Enterprise Services

**Bryan Nelson**

**bryan@interstatecom.com**

(641) 765-4201

**Pat McGowan**

**pmcgowan@interstatecom.com**

**www.interstatecom.com**

Interstate 35 Telephone Company provides services in Madison, Warren, Clarke, Union, Mills, Montgomery, Fremont, Page, and Pottawattamie counties in Iowa. Interstate 35 Telephone Company provides phone, Internet, video, Ethernet backhaul, WDM, and dark fiber services over a 100% buried fiber network. Interstate also has tower locations available for colocation.

### **Intrado, Inc**

**Christian Militeau**

Director, Technical Standards

**christian.militeau@intrado.com**

(720) 864-5245

**www.intrado.com**

### **Iowa Communications Network (ICN)**

Systems Integrator; IT/Eng/Enterprise Services; Carrier: Iowa

**Ric Lumbard**

**ric.lumbard@iowa.gov**

(515) 725-4910

**www.icn.iowa.gov**

The Iowa Communications Network (ICN) is the country's premier distance learning and state government broadband carrier network, committed to providing Iowa strong broadband solutions for the education, government, and healthcare sectors of Iowa. The ICN makes it possible for Iowans, physically separated by location, to interact in an efficient, creative, and cost-effective manner. ICN provides high-speed flexible broadband Internet, data, video conferencing, and voice (phone) services to authorized users, under Code of Iowa, which includes: K-12 schools, higher education, hospitals and clinics, state and federal government, National Guard armories, and libraries.

### **Iowa Network Services**

Infrastructure, Towers/Sites, IT/Engineering/Enterprise Services, Other

**Ray Warner**

**rhwarner@netins.com**

(515) 830-0395

**www.insfamilyofcompanies.com**

Iowa Network Services provides Ethernet, TDM, IP, DWDM, MPLS and fiber services throughout Iowa. Iowa Network Services (INS) is privately held by 122 Independent Telephone Companies and has had middle-mile fiber optics in place since 1989. INS Network delivers the latest in telecom/broadband services and continues to expand. Network transport, Internet, IP video, data center, network management, contact center services, IT and HR outsourcing are many of the products/services offered.



The INS Family of Companies includes Alliance Technologies, an IT company; Alliance Connect, a CLEC; Merit Resources, a Professional Employer Organization; and Caleris, an Iowa-based contact center services company. INS also is affiliated with iWireless, a statewide cellular partner with T-Mobile.

#### **Iowa Network Services (INS)**

**Ray H. Warner**

Manager, Market Expansion and Business Development

**rhwarner@netins.com**

(515) 830-0395

**www.iowanetworkservices.com**

#### **Iowa RSA No. 2 Limited Partnership dba Chat Mobility**

Towers/Sites

**Tom Tipton**

**tommy10s@windstream.net**

(402) 488-3555

**www.chatmobility.com**

Iowa RSA No. 2 operates in (6) Counties in SW Iowa which are: Union, Clarke, Lucas, Decatur, Ringgold and Wayne. The technology used is the 850 CDMA spectrum. Iowa RSA No. 2 was granted their FCC wireless license in 10-11-2000 to operate in (6) Counties in SW Iowa. Iowa RSA No. 2 currently has (23) cell sites and owns (128) miles of fiber plus leases another (492) miles of fiber and has a 10 Gig ring to transport wireless traffic back to the MSC in Stanton. Two of the three owners of Iowa RSA No. 2 are Independent Telephone Companies. Iowa RSA No. 2 is a participant in the Verizon Wireless "LTE in Rural America" partnership with this LTE service being active since 2013. Iowa RSA No. 2 also is a partner with a Lucent 5ESS switch to work with CDMA services and is located in Stanton, Iowa.

#### **IP Access**

**Bryan Hill**

CEO

**bryan.hill@ipinternational.net**

949-655-1027

**www.ipinternational.net**

#### **Iridium Satellite LLC**

**Josh Miner**

Director of Product Strategy and Partnerships

**josh.miner@iridium.com**

(703) 287-7431

Iridium's unique network architecture makes it the only commercial provider of mobile satellite communications offering true global coverage. Our constellation design of 66 in-orbit satellites, in-orbit spares and related ground infrastructure provide communications services worldwide, including remote land areas, open ocean, and the polar regions. With its ubiquity, Iridium can help fill in service gaps, ensuring that FirstNet users retain access to essential communications services even when they enter areas without terrestrial network coverage. Iridium's voice, push-to-talk, high-speed data, broadcast, and geolocation services, among other offerings, are critical building blocks that can and should be leveraged to support FirstNet's mission.



### **ISCO International**

Infrastructure

**Jan Starzec**

**jan.starzec@iscointl.com**

630-283-3145

**www.iscointl.com**

ISCO International specializes in protecting wireless networks from harm by dynamically detecting and mitigating interference, removing unwanted noise and intrusive signals and maximizing the amount of spectrum capacity that is clean and available for handling traffic. Our equipment is deployed in Tier 1 wireless carrier networks in macro sites and DAS systems throughout the United States. Other capabilities include precise filtering to prevent jamming and problems from out-of-band emissions, along with tools to remotely analyze spectrum real-time and identify interference characteristics to assist in hunting interference sources.

### **ISPN**

Consulting; Systems Integrator; IT/Eng/Enterprise Services

**Lana Gill**

Director of Business Development

**lana@ispn.net**

(913) 307-5097

**www.ispn.net**

Established in 1994, ISPN provides 24x7 Internet, IPTV & Video Technical Support, Email Services, Spam/Virus Filtering, Hosted Server Solutions, Network Engineering, Network Monitoring, Network Usage Reporting, Targeted Marketing, PC Repair, Cloud Solutions and Hardware Consultation. ISPN offers transparent and branded solution to Telcos, Municipalities, Cable Operators, the Hospitality Industry, and ISPs nationwide.

### **ITC Service Group, Inc (ITC)**

Infrastructure; Consulting; Systems Integrator; Towers/Sites; IT/Eng/Enterprise services

**Jerome Daniels**

**jdaniels@callitc.com**

(916) 735-5015

**www.callitc.com**

ITC is a full service provider of qualified personnel, managed services, and Turnkey Solutions to the IT, Telecom and CATV industries for the planning, design, construction and maintenance of wireless and wireline communications networks worldwide. ITC offers single-source solutions for new market development, network expansion and network maintenance. Our objective is to assist organizations in becoming more responsive, more efficient and more profitable by: Reducing time for networking planning and deployment; Satisfying peak and short-term labor requirements; Providing experienced resources on demand; Enabling your organization to focus on your customers



### **J&L Electrical and Communications Group, Inc**

Infrastructure

**Jeff Hogan**

Vice President, Business Development

**[jhogan@jlecg.com](mailto:jhogan@jlecg.com)**

(973) 257-2600

**[www.jlecg.com](http://www.jlecg.com)**

J&L is a leading regional turn-key contractor working with communications providers, internet service providers, utilities, health systems, real estate developers and government agencies throughout the Mid-Atlantic States. Our union workforce is affiliated with International Brotherhood of Electrical Workers. We are a certified Minority Business Enterprise (MBE), registered with the New York & New Jersey NMSDC.

### **Jefferson Telephone Company dba Jefferson Telecom**

Infrastructure, Towers/Sites

**James Daubendiek**

**[jtcobob@netins.net](mailto:jtcobob@netins.net)**

(515) 386-4141

**[www.jeffersontelecom.com](http://www.jeffersontelecom.com)**

Jefferson Telephone Company provides high speed data and voice services in and around the town of Jefferson, Iowa utilizing copper and fiber optics. Middle mile transport is also available between the cities of Jefferson, IA and Ames, IA. In addition, one of the subsidiaries of Jefferson Telephone Company owns towers in the Iowa counties of Greene County, Dallas County, Madison County and Boone County, and provides services to customers utilizing copper and fiber. Fiber optic transport is also provided to non-owned towers in Greene and Boone Counties.

### **Jenesia1**

**Kervin Spivey**

CEO

**[kspivey@jenesia1.com](mailto:kspivey@jenesia1.com)**

(877) 860-9610 ext 1014

**[www.jenesia1.com](http://www.jenesia1.com)**

Jenesia1, Inc. supports core competencies with qualified expert professional personnel, technology, and solutions in information technology/ Information systems , telecommunications, strategic communications systems, industrial surveillance systems, mobile command vehicle, JM-Tactical Communications Vehicle Trailer (TCV), communications, disaster recovery, and emergency management support facilities designed to fulfill homeland security first responder interoperability requirements.

### **JMC Engineers and Associates**

Consulting; Towers/Sites; IT/Eng/Enterprise services

**J.B. Overmyer**

(574) 842-8830

We are located in Indiana with resources in Indiana, Illinois, Ohio and Wisconsin.



#### **JMtel**

**Justin Mooney**  
justin.mooney@jmtel.com  
(703)981-1112

#### **Juni America, Inc**

**Daniel Hur**  
Director, Systems Engineering  
daniel.hur@juniglobal.com  
425-702-0848

#### **Kalona Co-operative Telephone Co. dba Kalona Cooperative Technology Company**

Infrastructure, Towers/Sites

**Casey Peck**  
casey.peck@kctc.net  
(319) 656-3668  
www.kctc.net

Kalona Cooperative Technology Company provides a wide range of wireline services in and around the towns of Kalona and Washington in Johnson & Washington Counties utilizing wireless spectrum, copper & fiber optics.

#### **KanOkla Networks**

Consulting; Towers/Sites; IT/Eng/Enterprise Services; Carrier: South Central Kansas, North Central Oklahoma, fiber

**Ed Bernard**  
Plant Manager  
edb@kanokla.com  
(620) 845-5682  
www.kanokla.com

Regional LEC operator with an extensive non-regulated wireless operations also

#### **Kansas Fiber Network**

Carrier: Kansas, ethernet fiber services

**Zach Cole**  
zcole@ksfiber.net  
(316) 712-6036  
www.ksfiber.net

#### **Kathrein USA**

Infrastructure

**Capriccio Martin**  
cmartin@kathrein.com  
(214) 238-8822  
www.kathreinusa.com

Kathrein is recognized as the worldwide leader in professional antenna systems (ABI Research 2014) with global headquarters in Rosenheim, Germany. As a growth strategy, Kathrein is focused on the



North American market and recently relocated its U.S. headquarters to Richardson, Texas in the heart of the TelecomCorridor(TM). With U.S. and Canadian spectrum licensing auctions and its implications for additional wireless and broadband growth, Kathrein USA is aimed to deliver innovative solutions for wireless densification.

#### **Katmai Services**

**Ed Herndon**

VP of Commercial Business Development

**eherndon@katmaicorp.com**

907-830-4591

**www.katmaicorp.com**

#### **KCI Technologies, Inc**

Other

**Brian Skimmons**

**brian.skimmons@kci.com**

(410) 316-7985

**www.kci.com**

KCI is a multi-discipline engineering, construction, and consulting firm serving public and private sector organizations. We combine the strengths of our Communications Infrastructure, Construction, Site Development, Geospatial, and Environmental areas of expertise to deliver client-focused solutions. KCI has over 1100 employees and is a recognized industry leader providing critical functions and completing challenging infrastructure projects.

#### **Keystone Communications**

Infrastructure

**Byran Kimm**

**keystone@netins.net**

(319) 442-3241

**www.keystonecommunications.com**

Keystone Communications provides services in Benton and Tama Counties in and around the towns of Keystone, Elberon and Garrison utilizing copper and fiber optics.

#### **KGP Telecommunications**

Infrastructure; Devices; Applications; Towers/Sites; RF OEM; Other

**Jeff Fitzpatrick**

AVP Wireless Sales

**jfitzpatrick@kgptel.com**

(817) 994-1847

**www.kgplogistics.com**

KGP is a diversity leader in distribution of wireless communication solutions. KGP partners with the top wireless OEM's such as Commscope, RFS, Corning to name a few. With the addition of our exemplary Logistic and Tower services, we provide our customers a unique alternative to the typical distribution offering. We work closely with our customers. Understand the critical needs and scope of their projects and tailor solutions to complete projects on-time and in budget.



#### **KinetX, Inc**

Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise services; Other: SW development, Systems Architecture, Integration/Test

##### **Craig Cigich**

VP, Business Development

[craig.cigich@kinetx.com](mailto:craig.cigich@kinetx.com)

(602) 315-8502

[www.kinetx.com](http://www.kinetx.com)

KinetX Inc. is categorized as a small business with 70 + employees that specializes in systems engineering, and SW/HW design/development in the terrestrial and satellite communication industries. We possess quality standard certifications for our SW development (CMMI Level 3) and systems engineering/HW development (ISO9001/AS9100) processes. KinetX is currently developing an interoperable portable remote mobile communications system capable of being rapidly deployed and integrated into existing communication networks. This system will enable FirstNet to ensure critical communications are deployed and maintained in natural disaster situations and areas where terrestrial/satellite network communications are unavailable.

#### **Kodiak Microwave System, LLC**

##### **Carl Gatter**

[cgatter@oldharbor.org](mailto:cgatter@oldharbor.org)

907-278-6100

#### **Kromtech Consulting Solutions Inc**

##### **Siaka Kromah**

[skromah@ktechcs.com](mailto:skromah@ktechcs.com)

919-640-5141

#### **La Motte/Andrew Telephone Companies**

Infrastructure, Towers/Sites

##### **JoAnne Gregorich**

[joanne@lamotte-telco.com](mailto:joanne@lamotte-telco.com)

(563) 773-2213

[www.lamotte-telco.com](http://www.lamotte-telco.com)

La Motte and Andrew Telephone Companies provides services in Andrew, La Motte, St. Donatus and Zwingle in Jackson County and a small portion of Zwingle in Dubuque County in Iowa, this includes towns and surrounding rural areas. La Motte and Andrew Telephone Companies have been providing telecommunication services for over 60 years. We serve our customers with dialtone, DSL internet, fiber internet, wireless internet, IPTV and we are partners with I Wireless to provide cellular service to our customers.



### **La Porte City Telephone Company**

Infrastructure

**Chris Hopp**

COO

**[chris@alpine-communications.com](mailto:chris@alpine-communications.com)**

(563) 245-4000

**[www.alpinecom.net](http://www.alpinecom.net)**

La Porte City Telephone Company provides services in La Porte City, IA and Mt. Auburn, IA and surrounding rural area with connectivity to Waterloo, IA; Fiber Loop facilities. Since 1907, La Porte City Telephone Company has helped our communities stay connected with the latest advancements in clear, dependable communications services. As the local provider, we offer an expanding array of communications options along with responsive, personal service. These options include Fiber-to-the-Home, high speed Internet, digital FusionTV, telephone systems, local and long distance, Ethernet and TDM transport and voice messaging.

### **Last Mile Networks**

Infrastructure; Consulting; Devices; Applications; Systems Integrator

**Ron Willman**

VP Business Development

**[ron@lastmilenetworks.us.com](mailto:ron@lastmilenetworks.us.com)**

(415) 563-3300

**[www.lastmilenetworks.us.com](http://www.lastmilenetworks.us.com)**

### **Launch 3 Telecom**

**Joseph Rogers**

VP Construction USA and Caribbean

**[joe.rogers@launch3.net](mailto:joe.rogers@launch3.net)**

941-417-9077

**[www.launch3telecom.com](http://www.launch3telecom.com)**

### **Leadership Techniques, LLC**

Consulting

**Lisa Hammer**

Principal

**[lisa@leadershiptechniquesllc.com](mailto:lisa@leadershiptechniquesllc.com)**

(301) 667-3915

**[www.leadershiptechniquesllc.com](http://www.leadershiptechniquesllc.com)**

Leadership Techniques, LLC is a Frederick, MD based small business owned and operated by co-founders David Newman, PMP, and Lisa Hammer, PMP. We improve the ability of our clients to accomplish their goals while increasing employee engagement. People who are satisfied with their employment experience are more engaged, which leads to improved quality, productivity and satisfaction. We make an impact by working directly with front-line leaders and project managers. Whether customizing an internal training regimen, teaching management and leadership skills at public seminars, or consulting for specific issues such as risk management or organizational needs, we help teams achieve success!



### **Lectronix, Inc**

Devices; Applications; IT/Eng/Enterprise Services

**Thomas Bayerl**

President

**bayerl@lectronix.biz**

(517) 492-1910

**www.lectronixinc.com**

Lectronix is a supplier of advanced electronics solutions for automotive, public safety, and communications. Our background includes advanced police vehicle product designs, radio repeater and crosspatch functions, mobile applications for public safety, and carrier-grade voice over IP solutions. Lectronix manufactures circuit boards and system assemblies in our Lansing, MI headquarters and provides engineering design services for complex systems.

### **Lemcon USA Corporation**

Infrastructure; Towers/Sites;

**Sam Clark**

**sam.clark@lemcon-americas.com**

(469) 247-8879

**www.lemcon-americas.com**

From offices in the South and Northeast, we self-perform on - remote integration; all ground and tower-top equipment installations (turn-key cell site services, including tower stack, PIM, Sweep, HVAC etc), and field deployment oversight in markets such as TX, MS, AR, OK, KA, PA, NY and NJ. In 2015 we delivered on some 1,000 sites in these markets.

### **Lemko Corporation**

Infrastructure; Devices, Applications

**Michael Sisto**

**sisto@lemko.com**

(630) 592-8248

**www.lemko.com**

### **Level 3 Communications LLC**

**Meg Coker**

Client Executive

**meg.coker@level3.com**

(703) 639-9727

### **Liberty Communications**

Infrastructure, Systems Integrator, Towers/Sites, IT/Eng/Enterprise Services

**Jerry Melick**

(319) 627-2145

Liberty Communications was incorporated in the State of Iowa. Liberty Communications does not have an Iowa Targeted Small Business designation. Liberty Communications provides services in south east Iowa.



### **Liberty Electric, Inc**

**James Coles**

Owner/CEO

**[jim@libertyelectrictowers.com](mailto:jim@libertyelectrictowers.com)**

(801) 685-9696

**[www.libertyelectrictowers.com](http://www.libertyelectrictowers.com)**

Liberty Electric, Inc is a leading wireless communications installation contractor, licensed in Utah and Idaho. Our headquarters in Salt Lake City Utah founded in 2001. Our experience, capabilities and resources make Liberty Electric, Inc. a preferred partner for Wireless Carriers and Tower Owners in our region. With anticipated ongoing growth in wireless traffic Liberty Electric Towers Inc. will continue to lead the way in providing all wireless installation services, SAFELY and, continuous improvements to Carrier and Tower owner infrastructure. Our site development wireless service and installation provides Carrier and Tower Owner assistance in developing their own networks through full site construction and equipment installations.

### **LOC Construction, Inc**

Towers/Sites

**Roger Davis**

Owner and President

**[rdavis@loc-construction.com](mailto:rdavis@loc-construction.com)**

(863) 838-2714

**[www.loc-construction.com](http://www.loc-construction.com)**

LOC Construction Inc focus is performing safe tower construction while providing our customers with optimum service. We build and maintain all types of cellular sites with services including, but not limited to installation, modification, troubleshooting, test results, emergency response, and decommissioning. Based out of Central Florida headed by leaders with over 30 years experience in the telecommunications industry.

### **Lockheed Martin Corporation**

**Traviss Green**

Business Development Lead/Capture Manager

**[traviss.a.green@lmco.com](mailto:traviss.a.green@lmco.com)**

240-364-4591

### **Long Lines, LLC**

Carrier: SD and IA, transport, voice, data, broadband, and video services

**Brent Olson**

**[bolson@longlines.biz](mailto:bolson@longlines.biz)**

(712) 271-5501

**[www.longlines.com](http://www.longlines.com)**

In addition to providing residential and enterprise voice, data, broadband Internet and video services, the Company provides primary and alternate broadband transport services for cell tower operators and Public Service Answering points.



### **Lookout Mobile Security**

Devices; Applications; Other: cybersecurity

**Mike Ligas**

**mike.ligas@lookout.com**

**(703)585-2661**

Lookout Mobile Security is a security company focused solely on protecting mobile devices connected to an Enterprise network where security is paramount. Our cloud based service uses predictive analytics to understand the Malware threat to mobile end points. Malware threats to mobile devices include Trojans, Surveillanceware, Ransomware, Viruses, Network Proxy Attacks, Rooting, jailbreaking and advanced operating system compromise.

### **Lost Nation-Elwood Telephone Company**

Infrastructure

**Jan Muhl**

**jan@lnecomm.com**

**(563) 678-2470**

**www.lnetelco.com**

Lost Nation-Elwood Telephone Company was established in 1902, providing high speed internet, digital video & phone service over fiber to the home since 2008. Lost Nation-Elwood Telephone Company was incorporated in the State of Iowa. Lost Nation-Elwood Telephone Company does not have an Iowa Targeted Small Business designation. Lost Nation-Elwood Telephone Company provides FTTH and leased fiber services in Lost Nation, Elwood, Oxford Junction, Iowa.

### **Louisa Communications**

Infrastructure

**Randy Foor**

**rdf@mutel.com**

**(319) 527-7636**

**www.louisacomm.net**

Louisa Communications is a CLEC in and around Wapello, Iowa and is an Internet Service Provider covering all of Louisa County and Lower Muscatine County, with extensive Fiber Network, Copper Plant and Wireless Technologies Throughout. Louisa Communications was incorporated in the State of Iowa. Louisa Communications does not have an Iowa Targeted Small Business designation. Louisa Communications provides telephone service in and around Wapello, Iowa and Internet Service, Mobile Backhaul, Metro Ethernet, and VLAN Service throughout all of Louisa County and Lower Muscatine County utilizing fiber, copper and wireless technologies.

### **LS Telecom, Inc**

**Sammy Moncada**

CEO

**smoncada@lstelecom.com**

**(301) 266-1195**

**www.lstelecom.us**



### **Macquarie Capital**

#### **Nicholas Hann**

Senior Managing Director

[nick.hann@macquarie.com](mailto:nick.hann@macquarie.com)

604-605-1779

[www.macquarie.com.com](http://www.macquarie.com.com)

### **Madcom**

Infrastructure; Consulting; Towers/Sites; IT/Eng/Enterprise Services; Other: OSP Fiber design

#### **Richard Frank**

[rffrank2468@aol.com](mailto:rffrank2468@aol.com)

(518) 491-7768

### **Mahaska Communications Group**

Infrastructure; Towers/Sites

#### **Mark Falck**

[mark.falck@musco.com](mailto:mark.falck@musco.com)

(641) 676-2740

[www.mahaska.org](http://www.mahaska.org)

Mahaska provides a wide range of wireless and wireline services in and around Mahaska & Warren Counties utilizing wireless spectrum & fiber optics. Mahaska Communication Group was incorporated in the State of Iowa. Mahaska Communication Group does not have an Iowa Targeted Small Business designation. Mahaska Communication Group provides services in Mahaska & Warren Counties, in and around the towns of Oskaloosa, New Sharon, What Cheer, Freemont, Eddyville, Leighton, Peoria, Bussey, Tracy, Rose Hill and Indianola utilizing wireless spectrum and fiber optics.

### **Mann Wireless**

Infrastructure; Consulting; Systems Integrator; IT/Eng/Enterprise services

#### **Ernie Mann**

[erniemann@mannwireless.com](mailto:erniemann@mannwireless.com)

(518) 587-2305

[www.mannwireless.com](http://www.mannwireless.com)

Mann Wireless partners with all major commercial carriers as well as venue owners to offer solutions that meet each client's unique communications needs. Our expert in-house consultants, engineers and integrators are highly proficient at designing and installing systems in a variety of environments that support 3G/4G(LTE) protocols, as well as WLAN (802.11), private land-mobile radio (LMR) and public safety technologies. We provide services that include Site Survey, Engineering & Design, Installation, Maintenance & Remote Monitoring, and Troubleshooting.



### **Marne & Elk Horn Telephone Company**

Infrastructure

**Janell Hansen**

**janell@metc.net**

**(712) 764-6161**

**www.metc.net**

Marne & Elk Horn Telephone Company is an independent local exchange carrier, providing telephone, Internet, and video in the above communities in Southwest Iowa. Marne & Elk Horn Telephone Company was incorporated in the State of Iowa. Marne & Elk Horn Telephone Company does not have an Iowa Targeted Small Business designation. Marne & Elk Horn Telephone Company provides telephone services in the service areas of Elk Horn, Kimballton, Brayton, Marne, Iowa - Fiber to the premise and copper-based telephone service in Exira, Iowa.

### **Marvin Heymann & Associates**

**Aaron Aabon**

**marvin@feddesignbuild.com**

**513-706-8098**

### **Massena Telephone Company, Inc**

Infrastructure; Towers/Sites

**Mike Klocke**

**mklocke@netins.net**

**(712) 779-2227**

**www.massenatelephone.com**

Massena Telephone Company, Inc. was incorporated in the State of Iowa. Massena Telephone Company, Inc. does not have an Iowa Targeted Small Business designation.

### **MCC Network Services, LLC**

Infrastructure; Carrier

**Heath Poulos**

**hpoulos@mcc-ixc.com**

**(217) 840-3584**

**www.mcc-ixc.com**

A description of your company or organization and the services you provide (maximum 100 words):  
MCC Network Services, LLC owns and operates a 1,600 + mile fiber based network in East Central Illinois. MCC is a major provider of back-haul transport to wireless carriers, as well as, wholesale and commercial Ethernet services.



### **MCNC**

Infrastructure; Carrier: Terrestrial network provider in North Carolina providing Layer 1, Layer 2, and Layer 3 network service provider

#### **Todd Broucksou**

Senior Director, Community Support

**[tbroucks@mcnc.org](mailto:tbroucks@mcnc.org)**

(919) 248-1117

**[www.mcnc.org](http://www.mcnc.org)**

MCNC is a technology non-profit that builds, owns, and operates a leading-edge broadband infrastructure for North Carolina's research, education, non-profit healthcare, public safety, and other community institutions.

### **Mediacom Communications**

Infrastructure; Carrier

#### **Christina Montalvo**

Carrier/Wholesale National Account Executive

**[cmontalvo@mediacomcc.com](mailto:cmontalvo@mediacomcc.com)**

(515) 314-6007

**[www.mediacomcable.com](http://www.mediacomcable.com)**

Mediacom provides Fiber Ethernet services in 21 states with the highest concentration in the Midwest. Mediacom provides layer 2 fiber based Ethernet services in a customized network design to meet and exceed customer SLA requirements. Mediacom will provide all equipment at the end-user locations, network and termination points. Telco, Huawei, Cisco, Nortel and other vendor equipment can be used. Applications supported by Fiber Ethernet services include transport, WANs, enterprise networks and cellular tower backhaul; all supported and monitored by a 24x7x365 NOC. Remote monitoring and automatic dispatch is also provided along with industry leading SLA's.

### **Mediapolis Telephone Company**

Infrastructure; IT/Eng/Enterprise services

#### **Marc Carlson**

**[mcarlson@mtctech.net](mailto:mcarlson@mtctech.net)**

(319) 394-3456

**[www.mtctech.net](http://www.mtctech.net)**

Mediapolis Telephone Company is a Local Exchange Telecommunications company established in 1902 that provides Data and Voice services in Southeast Iowa in the exchanges of Mediapolis, Dodgeville, Sperry, and Kingston. Mediapolis Telephone Company was incorporated in the State of Iowa. Mediapolis Telephone Company does not have an Iowa Targeted Small Business designation. Mediapolis telephone Company provides Data and Voice services in Southeast Iowa in the counties of Des Moines and Louisa, specifically in the communities of Mediapolis, Dodgeville, Sperry, and Kingston utilizing fiber optics.



### **Medical Networks / Point of care Ultrasound**

**Cody Neville**

**clinician.ultrasound@gmail.com**

**(317) 458-0073**

**Mike Welsh**

**cdnbrokerage@gmail.com**

**www.pocultrasound.com**

Point of Care Ultrasound is an ultrasound education company that educates paramedics on how to use ultrasound to help our most critically ill patients. The program includes a full certification course along with quizzes and interactive videos along side hands on training. Medical Networks is a technology and app development company that develops Telemedicine, Paramedicine solutions that can be used over the Wireless Network.

### **Mellanox Federal Systems**

**Elizabeth Burgoyne**

Civilian Account Manager

**elizabeth@mellanoxfederal.com**

**571-669-5997**

**www.mellanox.com**

### **Mercury Communications, Inc**

**Jeff Fischer**

Chief Operations Officer

**jfischer@mercurycom.net**

**(314) 581-0760**

### **MERP Systems, Inc**

Consulting; Systems Integrator; IT/Eng/Enterprise Services;

**Prem Nair**

Partner

**pnair@merpsystems.com**

**(703) 501-3443**

**www.merpsystems.com**

MERP Systems, Inc. (MERP) is a small disadvantaged and minority-women owned IT services organization. MERP is currently engaged by FirstNet to provide IT consulting services support to its Microsoft Dynamics CRM application and portal development. MERP provides consulting services support services in the areas of enterprise communications and collaboration. MERP team members support business analysis, system assessment, application and system design, development, testing, and deployment for our federal clients using Agile Project Management methodologies. Our expert consultants have advanced implementation experiences in the area of Cloud Consulting, Drupal and MS SharePoint, CRM enablement, Portal creation, and Application Integration support services.



### **Michael Baker Jr, Inc**

Infrastructure; Consulting; Applications; Towers/Sites; IT/Eng/Enterprise Services

#### **William Bates**

Director of Client Services

**wbates@mbakerintl.com**

(717) 221-2065

**www.mbakerintl.com**

Michael Baker Jr., Inc., a subsidiary of Michael Baker International, LLC provides full-service consulting services to support the FirstNet SLIGP planning effort to support all public safety disciplines, jurisdictions and levels of government. Michael Baker is a global engineering and consulting firm. Our 5,000+ engineers and consultants work with public sector clients around the country from over 92 office locations to provide expertise throughout all stages of technology-based and telecommunications projects. Our unmatched team of experts with SLIGP, public safety, and telecommunications experience can provide the necessary scale to meet team objectives for the upcoming FirstNet build nationwide.

### **MicroFocus**

Infrastructure; Devices; Applications; IT/Eng/Enterprise Services

#### **Jeff Mercy**

Senior Systems Engineer

**jeff.mercy@microfocus.com**

(410) 218-3796

**www.microfocus.com**

Microfocus offers a comprehensive suite of Identity Management, Access Management, and Cybersecurity Monitoring products and services which can be used to manage and secure the FirstNet enterprise.

### **Microsoft**

#### **Carol Kerins**

Director Partner Strategy

**cakerins@microsoft.com**

703-673-7867

### **Microtech**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; Towers/Sites; RF OEM; IT/Eng/Enterprise Services; Carrier

#### **Aaron Drabkin**

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(703) 674-9184

**www.microtech.net**

### **Microwave Networks**

#### **Vicky Youtz**

Vice President, Strategic Accounts

**vicky@microwavenetworks.com**

281263-6509

**www.microwavenetworks.com**



### **Midamerica Towers, Inc**

Towers/Sites

**Jay Panozzo**

President

**[jaypanozzo@midamericatowers.com](mailto:jaypanozzo@midamericatowers.com)**

(815) 693-1565

**[www.midamericatowers.com](http://www.midamericatowers.com)**

Midamerica Towers, Inc is a owner, manager and developer of radio tower sites. Our site list can be emailed by request. Our sites are also listed on our website.

### **Milford Communications, LLC**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services; Carrier

**Doug Boone**

**[dboone@mypremieronline.com](mailto:dboone@mypremieronline.com)**

(712) 722-3451

**Ryan Boone**

**[rboone@mypremieronline.com](mailto:rboone@mypremieronline.com)**

**[www.milfordcomm.net](http://www.milfordcomm.net)**

Milford Communications is a well-established and progressive service provider owned by four area LECs that provides voice, video, and data in Milford, IA. Via its partnerships Milford has access to 350+ miles of DWDM-based 100G-capable carrier-grade networks with geographically diverse connectivity, and multiple layers of redundancy to facilitate five 9's of uptime. The closest POPs are Spencer and Spirit Lakes, but others include Sioux City, Sioux Falls, SD, and Merville. Milford is trusted by enterprise, healthcare, and first responder customers alike to provide reliable connectivity and exceptional service

### **Minburn Telecommunication Corp (ILEC) – OCN 1158**

Infrastructure

**Debra Lucht**

**[debl@minburncomm.com](mailto:debl@minburncomm.com)**

(515) 677-2200

**[www.minburncomm.com](http://www.minburncomm.com)**

Minburn Telecommunication Corp (ILEC) provides high speed data and voice services in and around the towns of Woodward, Iowa utilizing fiber optics. Minburn Telecommunication Corp (ILEC) was incorporated in the State of Iowa. Minburn Telecommunication Corp (ILEC) does not have an Iowa Targeted Small Business designation. Minburn Telecommunication Corp (ILEC) provides services in Dallas and Boone, Counties, in and around the town of Woodward, Iowa utilizing fiber optics.

### **Minburn Telephone Company – OCN 1245**

Infrastructure

**Debra Lucht**

**[debl@minburncomm.com](mailto:debl@minburncomm.com)**

(515) 677-2264

**[www.minburncomm.com](http://www.minburncomm.com)**

Minburn Telephone Company provides high speed data and voice services in and around the town of Minburn Iowa utilizing fiber optics. Minburn Telephone Company was incorporated in the State of Iowa.



Minburn Telephone Company does not have an Iowa Targeted Small Business designation. Minburn Telephone Company provides services in Dallas County, in and around the towns of Minburn, Iowa utilizing fiber optics.

#### **Minburn Telephone Company, CLEC – OCN 143H**

Infrastructure

**Debra Lucht**

**debl@minburncomm.com**

(515) 677-2264

**www.minburncomm.com**

Minburn Telephone Company -CLEC (CLEC) provides high speed data and voice services in and around the town of Perry, Iowa utilizing fiber optics. Minburn Telephone Company -CLEC (CLEC) was incorporated in the State of Iowa. Minburn Telephone Company -CLEC (CLEC) does not have an Iowa Targeted Small Business designation. Minburn Telephone Company -CLEC (CLEC) provides services in Dallas County, in and around the towns of Perry, Iowa utilizing fiber optics.

#### **Mindbank Consulting Group**

Consulting

**Mike Stanley**

Program Manager

**mstanley@mindbank.com**

(434) 525-2733

**www.mindbank.com**

Our experience includes evaluation, planning, design, and implementation of wireless communication systems for a variety of Federal, state/local, and private organizations, with a documented record of success. Our recent radio systems work includes statewide radio system projects, feasibility studies, rawland radio repeater site construction, narrowbanding projects, analog-to-digital migrations, Project 25 radio system implementation, training, help desk, and maintenance support for national radio programs. We have experience in a wide variety of LMR project task areas including needs analysis, site inspections, feasibility studies, tower co-location and consolidation research, spectrum management, migration logistics planning, installation oversight, and end user training.

#### **Mission Critical Partners**

Consulting; Systems Integrator; IT/Eng/Enterprise Services

**Judy Treaster**

**judytreaster@mcp911.com**

(888) 862-7911

**www.mcp911.com**

#### **Mobil Satellite Technologies**

**Kirk Williams**

**krirk@mobilsat.com**

757-312-8300

**www.mobilsat.com**



### **MobileNet Services**

Consulting; Devices; Systems Integrator; IT/Eng/Enterprise services

**Eugene Powell**

Vice President

**[epowell@mobilenetservices.net](mailto:epowell@mobilenetservices.net)**

(949) 951-4444 ext. 234

**[www.mobilenetservices.net](http://www.mobilenetservices.net)**

MobileNet Services is a leading provider of Quality Engineering & Technology Services to the Telecommunications Industry. We are a company of 400+ with employees in 27 states and offices in California and Texas. Our services include RF Optimization, RF Design, Hardware Engineering, PIM Testing and Resolution, iDAS/oDAS Certified, Public Safety, Wi-Fi/LTE/UMTS/CDMA/EvDO Engineering, and Software Development. Our competitive advantage is our Quality and Speed. We can walk test a cellular/Wi-Fi/Public Safety venue and have the report provided next morning – or sooner if fast-track services are requested. We always deliver!

### **Modern Communications, Inc**

Infrastructure; Towers/Sites

**Jeff Brower**

**[jbrower@netins.net](mailto:jbrower@netins.net)**

(319) 667-2375

Modern Communications, Inc., provides high speed data and voice services in and around the towns of South English, Keswick, Keota, Millersburg, Richland, Sigourney, What Cheer and Webster, Iowa utilizing copper and fiber optics. Modern Communications, Inc. was incorporated in the State of Iowa. Modern Communications, Inc. does not have an Iowa Targeted Small Business designation. Modern Communications, Inc. provides services in Iowa and Keokuk Counties, in and around the towns of South English, Keswick, Keota, Millersburg, Richland, Sigourney, What Cheer and Webster, Iowa utilizing copper and fiber optics.

### **Modern Cooperative Telephone Company**

Infrastructure; Towers/Sites

**Jeff Brower**

**[jbrower@netins.net](mailto:jbrower@netins.net)**

(319) 667-2375

**[www.showcase.netins.net/web/mdrncoop/meet\\_modern\\_coop.htm](http://www.showcase.netins.net/web/mdrncoop/meet_modern_coop.htm)**

Modern Cooperative Telephone Company provides high speed data and voice services in and around the towns of South English, Keswick, Millersburg Kinross, and Webster, Iowa utilizing copper and fiber optics. Modern Cooperative Telephone was incorporated in the State of Iowa. Modern Cooperative Telephone does not have an Iowa Targeted Small Business designation. Modern Cooperative Telephone provides services in Iowa and Keokuk Counties, in and around the towns of South English, Keswick, Millersburg, Kinross, and Webster, Iowa utilizing copper and fiber optics.



### **Monarc Technologies**

Infrastructure

**Chuck Deisbeck**

**cdeisbeck@westianet.com**

(712) 393-4500

**Kristin Vonnahme**

**kvonnahme@netins.net**

**www.monarctechnologies.com**

Monarc Technologies is owned by Arcadia Telephone Cooperative, an I-Lec located in Arcadia, Iowa. Arcadia Telephone Cooperative is member-owned with over 200 members. Arcadia Telephone Cooperative expanded to the Denison area in 2009 to offer Fiber Optic services. Monarc Technologies was incorporated in the State of Iowa. Monarc Technologies does not have an Iowa Targeted Small Business designation. Monarc Technologies provides Fiber Optic service in Denison, Iowa. Monarc Technologies also has transport fiber between Breda and Arcadia as well as between Arcadia and Denison. SONET and GPON is the technology currently used.

### **Monetti & Associates, LLC**

IT/Eng/Enterprise services

**Gary Monetti**

**garymonetti@monettiandassociates.com**

301-514-7992

**www.monettiandassociates.com**

Monetti and Associates provides Professional Consulting and Engineering services for Public Safety, Federal, Commercial and private sectors. Professional Services include Strategic Partnering consulting across Public Safety, Federal, Commercial markets. We help companies interested in FirstNet develop teaming strategies and partnerships. This includes developing their value proposition and messaging in support of the upcoming Comprehensive Network procurement. We are experts in Business and Market Development planning and execution and proposal development support. Engineering design services cover a broad range of technologies to include Network Engineering, Systems Engineering, IT Architecture, Cloud, Cyber Security and Telecommunications (LTE, Microwave, LMR, satellite and Optical switching

### **Monte R. Lee and Company**

Consulting; IT/Eng/Enterprise Services

**Lynn Merrill**

President

**lmerrill@mrleng.com**

405-842-2405

MRL and Company provides Engineering Services for RF design for macro, micro and small cell technology. Other complementary designs include Ethernet network transport systems (wireless, fiber and Copper), tower and site facility layouts for LTE and other communication projects. Detail work by the firm includes initial concepts and designs, zoning, R/W permitting, environmental, tribal and SHPO studies, equipment plans and specifications, contract and project management, performance testing and site acceptance. MRL was established in 1979 and provides services for communication, power, CATV, oil and municipalities.



### **MoonCom**

**Artena Moon**

President

**artena.moon@mooncom.net**

916-692-0189

**www.mooncom.net**

### **Morcom International, Inc.**

Infrastructure; Systems Integrator

**Marty Ragusky**

Operations Manager

**mragusky@morcom.net**

703-263-9305

**www.morcom.com**

Morcom International, Inc. provides a complete range of RF engineering and measurements, field surveys and coverage verifications. Morcom designs, integrates and installs Distributed Antenna Systems by using design tools such as IBWave and on-site measurements. Once completed Morcom will optimize and commission the in-building solution, provide training, and monitor the DAS 24x7. Our company also provides Two-Way Radios, Broadband Wireless, Military Standard (MIL-STD) Equipment, and assists the federal or local government with radio spectrum monitoring, signal analysis, or direction finding (DF) systems. We are a distributor of WiNRADiO based receivers and software, and we also supply advanced weather systems.

### **MP Antenna, LTD**

Other: Antenna manufacturer

**Adam Duskocil**

**adoskocil@mpantenna.com**

(440) 387-5968

**www.mpantenna.com**

MP Antenna is an antenna solutions manufacturer that specializes in the design and manufacturing of multi-polarized antennas. This type of antenna features a three-dimensional element design that improve wireless communications for voice and data applications. Our patented antennas outperform all other NLOS purported antennas in quality, reliability, and price while providing network users with increased data throughput, enhanced voice clarity and multi-path mitigation. MP Antenna Manufacturers antennas from 25 MHz to 6 GHz for applications such as GPS, WiFi, all 802.11, 3G Cellular GSM/CDMA, 4G LTE, LTE-A, XLTE, WiMax, ISM, UHF, and VHF.



### **MP Nexlevel, LLC**

Infrastructure; Towers/Sites; Other: Outside plant construction

#### **Derek Groth**

Business Development Director

**dgroth@mpnexlevel.com**

(612) 269-5032

**www.mpnexlevel.com**

For more than 4 decades, MP Nexlevel has offered expertise in planning, installation and maintenance of aerial and underground infrastructure work. Our comprehensive construction services, FTTH, directional boring, splicing, plowing, trenching and more cover the entire spectrum of overhead and underground infrastructure installation.

### **MRS Consultants, LLC**

Consulting

#### **Catherine C. Meyer**

**Cathymeyer.mrscon@gmail.com**

(205) 242-8650

**www.mrsarchaeology.com**

MRS Consultants, LLC. provides professional consulting in cultural resource management (i.e. archaeology, historic standing structures), especially projects requiring compliance with Section 106 of the National Historic Preservation Act (NHPA). We are involved in the NEPA process for telecommunication projects, which involves compliance with the FCC Programmatic Agreement (FCC Form 620 and FCC Form 621). Our primary region of interest covers the states of Alabama, Mississippi, Louisiana, Tennessee, and the panhandle of Florida. MRS is a woman-owned, small business enterprise.

### **MT2 Telecom, LP**

Infrastructure; Consulting; Towers/Sites; Other: Site acquisition services, A&E

#### **Barry DaCruz**

**bdacruz@mikagroup.net**

(209) 992-1134

**www.mt2tele.com**

### **MTC Communications, Inc**

#### **Bill Buchanan**

President

**buchanan@mdtc.net**

309-575-3211

### **Mutual Telephone Company of Morning Sun**

Infrastructure

#### **Randy Foor**

**rdf@mutel.com**

(319) 868-7636

**www.mutel.com**

Mutual Telephone Company of Morning Sun is the ILEC and an Internet Service Provider in Morning Sun, Iowa and surrounding rural areas. Mutual Telephone Company provides Telephone Service, Internet



Service, Mobile Backhaul, Metro Ethernet, and VLAN Service utilizing fiber, copper and wireless technologies. Mutual Telephone Company of Morning Sun was incorporated in the State of Iowa. Mutual Telephone Company of Morning Sun does not have an Iowa Targeted Small Business designation. Mutual Telephone Company of Morning Sun operates in Morning Sun, Iowa and surrounding rural areas providing services over fiber, copper and wireless technologies.

#### **Mutualink**

##### **Dawn Odams**

Sr Director Sales Operations

**dodams@mutualink.net**

(866)957-5465 x101

**www.mutualink.net**

#### **mZeal Communications**

##### **Kent Bartlett**

Business Development

**kbartlett@mzeal.com**

202-255-8664

**www.mzeal.com**

#### **NCN**

Infrastructure; Systems Integrator

##### **Don Miller**

President

**dmiller@ncn.net**

(712) 776-2222

NCN is located in northwest Iowa providing services over a 40 Gig redundant fiber ring. NCN was incorporated in the State of Iowa. NCN does not have an Iowa Targeted Small Business designation. NCN provides services and owns fiber in Pocahontas county, Palo Alto county, Clay county, Kossuth county, Emmet county and Dickinson county.

#### **N-Com Inc**

##### **Tom Lewis**

VP Engineering

**tlewis@ncom.com**

806-866-9900

#### **NEC Corporation of America**

Infrastructure

##### **Wally Strader**

Service Provider Unit VP

**wally.strader@necam.com**

(214) 262-3645

**www.necam.com/service\_provider/**

For over 65 continuous years under one name, NEC has been a supplier of Mission Critical voice and data transmission equipment. Building on more than 6 decades of research and development experience, the high speed network products that make up NEC's portfolio of Microwave and Optical



solutions are feature rich and high performance, exhibiting superior initial quality and unmatched long-term reliability. These attributes make NEC the obvious choice for critical transport networks. Our turnkey capabilities also include, but are not limited to, antenna systems, transmission lines, DC power, and data networking equipment, along with the associated engineering, installation, test, and ongoing support services.

#### **NEIT Properties, LLC**

Towers/Sites

**Steve Hanson**

Director of Sales and Marketing

**shanson@neitel.com**

(563) 539-2122

**www.neitel.com**

NEIT Properties, LLC is a wholly owned subsidiary of Northeast Iowa Telephone Company. NEIT Properties, LLC was incorporated in the State of Iowa. NEIT Properties, LLC does not have an Iowa Targeted Small Business designation. NEIT Properties, LLC owns communications towers in Allamakee, Clayton and Winneshiek Counties in Iowa. A map depicting the locations of these towers is available at <http://neitel.com/communication-towers>

#### **NEIT Services, LLC**

Infrastructure

**Steve Hanson**

Director of Sales and Marketing

**shanson@neitel.com**

(563) 539-2122

**www.neitel.com**

NEIT Services, LLC is a wholly owned subsidiary of Northeast Iowa Telephone Company. NEIT Services, LLC was incorporated in the State of Iowa. NEIT Services, LLC does not have an Iowa Targeted Small Business designation. NEIT Services, LLC provides data and video services to end users via its parent company's (Northeast Iowa Telephone Company) wireline network in and around Farmersburg, Luana, Monona and St. Olaf, IA. The company as well offers computer services and data network engineering and installation. Additionally, the company has deployed a fiber optic network to portions of Postville, IA, and may expand the network in that community soon.

#### **Neo Technology Services, LLC**

**Minh Tran**

President

**minh.tran@neotechsvcs.com**

714-798-4324

#### **Neo-Tech Solutions Inc**

**Mohit Sehgal**

**msehgal@neo-techs.com**

202-487-8353

**www.neo-techs.com**



### **Net- Centric Design Professionals**

**Mike Sulek**

[mike.sulek@ndpgroup.com](mailto:mike.sulek@ndpgroup.com)

303-589-1766

[www.ndpgroup.com](http://www.ndpgroup.com)

### **NetMotion Wireless**

**Steve Fallin**

Senior Product Manager

[steve.falling@netmotionwireless.com](mailto:steve.falling@netmotionwireless.com)

206-691-5682

[www.netmotionwireless.com](http://www.netmotionwireless.com)

### **Netscout Systems, LLC**

Devices, Applications

**Paul Waddell**

Account Manager

[paul.waddell@netscout.com](mailto:paul.waddell@netscout.com)

(540) 660-2384

[www.netscout.com](http://www.netscout.com)

NetScout System Inc (NASDAQ: NTCT ) designs, develops, and manufactures products for advanced networks. NetScout's high-quality performance analytics and service assurance solutions help enterprise, government, and service providers to proactively manage network quality and security by identifying emerging performance issues. The nGeniusONE™ Service Assurance platform provides an overarching view into the performance characteristics of all infrastructure and application components associated with delivering IP-based services, by providing real-time network monitoring, historical analysis, and multi-layered analytics capabilities. NetScout's patented Adaptive Service Intelligence (ASI) technology analyzes traffic in real time, enabling highly granular views of network and service performance, availability and quality.

### **NetSecure LLC**

**Michael Dunn**

[michael.dunn@netsecurellc.com](mailto:michael.dunn@netsecurellc.com)

(917) 903-1057

### **Network Building + Consulting (NB+C)**

Consulting

**Jeff Ebihara**

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(616) 218-9444

[www.networkbuilding.com](http://www.networkbuilding.com)

NB+C is a wireless site development firm with more than 30 years of experience. We are comprised of three divisions: Site Development, Engineering (civil & structural) Services and Construction + Technical Services. We have expertise in New Site Build, Overlay/Modification, Small Cell, DAS, In Building, Backhaul and Site Hardening Projects. We've touched tens of thousands of sites and currently work for every major wireless service provider and tower company in the United States.



### **Neutral Path Communications**

Infrastructure; Consulting; IT/Eng/Enterprise Services; Carrier: Minnesota, Iowa, Nebraska, Colorado

**Scott Bergs**

CEO

**sbergs@neutralpath.net**

(612) 877-6500

**www.neutralpath.net**

### **New Cell Inc dba Cellcom**

Towers/Sites; Carrier: WI and upper peninsula of MI

**Russ Lipinski**

Director of Innovation and Product Development

**russ.lipinski@nsight.com**

(920) 617-6707

**www.nsight.com**

Nsight owns commercial mobile radio service (CMRS) licenses, operates 432 wireless sites along with our own LTE EPC data core along with an extensive fiber optic and microwave backhaul network and retail distribution capabilities. The majority of our sites are provisioned with LTE along with voice technologies of CDMA. While some of our network cover 2nd and 3rd tier metropolitan markets, the majority of our network is in areas with less than 30 people per square mile and covers or has engineered plans to cover virtually all of rural Wisconsin. We believe we can be an effective partner with FirstNet.

### **New-Tech Construction Corp.**

Towers/Sites; IT/Eng/Enterprise Services; Systems Integrator; Consulting

**Ty Brauch**

**ty@ntctowers.com**

(941) 757-9754

**www.ntctowers.com**

New-Tech Construction Corp. is a Certified Service-Disabled Veteran Owned licensed General and Electrical Contractor since 1998. New-Tech provides a wide range of services for our customers with a commitment to safety and quality. Our teams specialize in all aspects of construction from raw land builds to site integrations to complete DAS and small cell systems, services include construction, Engineering/Operations, Project Management, Civil and Electrical. Our experienced managers, engineering, tower, civil and electrical crews are capable of working in any market throughout the United States.

### **Newton Instrument Company**

**Walter L. Newton**

CEO and Owner

(919) 575-6426

**www.enewton.com**

Located in NC USA, Newton Instrument Company founded in 1949 is a leader in providing innovative products and solutions supporting the telecommunications market. ISO9001-2008 - product design and manufacturing. Exceptional customer service and engineering expertise and capability. Newton



provides: Seismic/non-seismic solutions, Cabinets and Racks, Cable Rack and Physical Infrastructure, Fiber Cable Management, Security Caging and Custom configurations designed to meet industry requirements. We ship nationally to a variety of customers including: RBOC, Government, Military, Wireless, OEM, Data Center, EF&I Contractors, Integrators and Distributor Partners.

#### **Nex-Tech Wireless**

Carrier: Western and Central Kansas and along interstate 70 between the Kansas border and Denver in Colorado. Provide both 3G and 4G LTE Services

**Darron Jamison**

**djamison@ntwls.com**

(785) 621-3600

**Nathan Sutter**

Director Of Network Operations and Engineering

**nsutter@ntwls.com**

**www.nex-techwireless.com**

Nex-Tech Wireless, LLC. Headquartered in Hays Kansas employs over 120 people serving 60,000 subscribers in rural Kansas with voice, and high speed wireless data services. Nex-Tech wireless has 100 towers and operates 377 wireless cell sites covering in excess of 40,000 Sq. Miles. In central and western Kansas and Eastern Colorado Nex-Tech Wireless is interested in deploying and maintaining network in our territory to support First-Net.

#### **NextGen Global Resources LLC**

Consulting; Other: staff auGeneral Managerentation services

**Amy Moreno**

VP Sales

**amy.moreno@nextgenr.com**

(619) 341-2597

**www.nextgenr.com**

#### **NextgenID**

**Michael M. Garcia**

SVP, Sales & Marketing

**mgarcia@nextgenid.com**

(210) 845-4772

**www.nextgenID.com**

NextGenID supports partner success in sections:

- C. 5, C.5.9, C.5.5 and C.5.12
- Section J-10, Cybersecurity
- 2.1. Public Safety - Authentication, Multi-Layer Security and Data Protection.
- 2.4. Cybersecurity Architecture (2.4.4, 2.4.1, and 2.4.2, 2.4.3, 2.4.4).
- 2.5. Lifecycle Processes
- 2.10. Providing trusted digital identities NextgenID delivers trusted identity credentialing solutions that unify enrollment, issuance and management. All products and services are cross certified on the Federal Bridge and meet all FIPS-201-2 and FIPS-140-2 First Responder requirements.



### **Nextivity, Inc**

Devices; Applications

#### **Michiel Lotter**

CTO & VP Engineering

**mlotter@nextivityinc.com**

(858) 485-9442 x226

**www.nextivityinc.com**

Nextivity Inc. is a leading developer of indoor coverage technology which optimizes the experience of wireless subscribers and increases Radio Frequency (RF) network capacity for mobile operators. Our veteran engineering team is leveraging advanced signal processing and intelligent antenna design to create a new market for self-configuring, environmentally-aware indoor coverage systems. In 2015 Nextivity was named one of the 500 fastest growing companies by Deloitte. Our Smart Signal Booster product line is approved for use by more than 170 Mobile Network Operators across the globe and is used in numerous government and public safety LTE applications.

### **NextNav**

#### **Bruce Cox**

**bcox@nextnav.com**

571-765-3627

**www.nextnav.com**

NextNav offers 3D positioning, context and visualization services in challenging urban and indoor environments where GPS signals cannot be received. NextNav's positioning capabilities are based on its Metropolitan Beacon System network (MBS). MBS, a technology supported by 3GPP, consists of long-range wireless beacon transmitters and delivers accurate horizontal positioning with floor-level height precision. The MBS network is operated by NextNav on its own spectrum licenses, and offers both redundancy and resiliency to ensure availability for public safety and emergency first responders in critical situations as well as day-to-day operations. Access to MBS is made available on a services basis, and does not impact LTE RAN operations.

### **Nez Perce Tribe**

#### **Christina St Germaine**

Project Leader

**chriss@nezperce.org**

208-621-3632

### **NICE Systems**

Devices; Applications

#### **Diamond Chaflawee**

Director, Public Safety Business Development

**diamond@nice.com**

(703) 464-1066

**www.nice.com**

NICE Systems (NASDAQ: NICE) public safety solutions integrate and put into context information from many sources to help emergency communications centers and investigation departments reconstruct and understand the who, what, when, where and why of incidents. NICE Inform, the industry leading



digital evidence management (DEM) solution gives emergency communications leaders better insight into how to continuously improve their operations. NICE Investigate is the first open, digital policing solution that automates and expedites the entire digital investigation process, helping to increase case clearance rates. Over 3,000 police departments worldwide rely on NICE solutions for digital policing.

#### **NIKSUN, Inc**

IT/Eng/Enterprise services; Other: Cybersecurity

**Vijay Menon**

**[vmenon@niksun.com](mailto:vmenon@niksun.com)**

**(972) 762-2991**

**[www.niksun.com](http://www.niksun.com)**

Make security or network decisions based on actionable data and complete information. With 100Gbps lossless packet capture for 100% analytics accuracy, scalability to Terabits/second with cluster and grid solutions, integrated analytics from link to application, specialized security analytics for forensically reconstructing network activity to getting complete situational awareness of your network, NIKSUN is up to it. NIKSUN also monitors the load and performance of network entities - eNodeB, MME, SGW, P-CSCF, S-CSCF and HSS in the EPC and IMS parts of the LTE Network.

#### **NoaNet**

**Raymond Hill**

Carrier Account Manager

**[raymond.hill@noanet.net](mailto:raymond.hill@noanet.net)**

**503-850-4310**

NW Open Access Network (NoaNet) operates a carrier class, fiber optic network in the rural areas of the state of Washington. We can provide anywhere from 10MB Ethernet up to 100GB Wave connections, as well as SONET from DS3 on up to OC192.

#### **North Sky Communications LLC**

Infrastructure

**Rodney Kuenzi**

**[rkuenzi@northskycomm.com](mailto:rkuenzi@northskycomm.com)**

**(360) 254-6920**

**[www.northskycomm.com](http://www.northskycomm.com)**

North Sky Communications, LLC is a specialty telecommunications construction company with over 25 years of experience. Our home base of operations is Vancouver, Washington with several satellite offices located in the Pacific Northwest and across the country, including a strong presence in Texas. North Sky Communications, LLC is one of the largest and most specialized professional service construction firms in the Pacific Northwest. We specialize in full fiber optic turnkey solutions from conception to final in-home installations. Planning, fielding, designing, permitting, and scheduling are only the beginning of our services, as we follow through with construction, splicing, testing, provisioning, installation, and final documentation of our projects.



### **Northeast Iowa Telephone Company**

Infrastructure

**Steve Hanson**

Director of Sales and Marketing

**shanson@neitel.com**

(563) 539-2122

**www.neitel.com**

Northeast Iowa Telephone Company was established in 1903 and with its subsidiaries, provides a wide variety of voice, data, video and related communications services. Northeast Iowa Telephone Company was incorporated in the State of Iowa. Northeast Iowa Telephone Company does not have an Iowa Targeted Small Business designation. Northeast Iowa Telephone Company operates a wireline network in the areas of Farmersburg, Luana, Monona and St. Olaf, IA. The wireline network is a combination of Fiber and Copper, with both ADSL2+ and VDSL used to deliver data over the copper network.

### **Northern Iowa Communication Partners**

Infrastructure; Towers/Sites

**Ivan Dalen**

**idalen@rvtc.net**

(712) 859-3300

Northern Iowa Communication Partners provides high speed data and voice services in and around the towns of Ayrshire, Havelock, Plover, West Bend, Palmer, Royal, Terril, Graettinger, Ruthven, Wallingford, Lone Rock, Swea City, Estherville, Emmetsburg, and Spencer, Iowa utilizing copper and fiber optics. Northern Iowa Communication Partners was incorporated in the State of Iowa. Northern Iowa Communication Partners does not have an Iowa Targeted Small Business designation. Northern Iowa Communication Partners provides services in Clay, Dickinson, Emmet, Palo Alto, and Kossuth counties, in and around the town of Emmetsburg and Estherville, Iowa utilizing copper and fiber optics.

### **Northwest Communications, Inc**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services

**Don Miller**

CEO

**dmiller@ncn.net**

(712) 776-2222

**www.ncn.net**

Northwest Communications Inc. is a Communication company located in northwest Iowa serving customers with voice, data, video and broadband with fiber, wireless, coaxial and copper facilities. Northwest Communications Inc. was incorporated in the State of Iowa. Northwest Communications Inc. does not have an Iowa Targeted Small Business designation. Northwest Communications Inc. provides service and own fiber in Pocahontas county, Palo Alto county, Buena Vista county, Cherokee county, Sac County, Humboldt county, Hancock county, Emmet county and Kossuth county.



### **Northwest Iowa Power Cooperative (NIPCO)**

Infrastructure; Towers/Sites; Other: fiber, ethernet transport

**Keith Schiltz**

**kschiltz@nipco.coop**

(712) 546-4141

**www.nipco.coop**

Northwest Iowa Power Cooperative (NIPCO) is a generation and transmission electric cooperative supplying wholesale electric power to 7 distribution cooperatives covering 6,500 square miles in western Iowa. The fiber optic rings consist of approximately 574 miles of cable. Fiber optic telecommunications are monitored 24x7 from NIPCO's network operations center near Le Mars, Iowa. Northwest Iowa Power Cooperative (NIPCO) was incorporated in the State of Iowa. Northwest Iowa Power Cooperative (NIPCO) does not have an Iowa Targeted Small Business designation. Northwest Iowa Power Cooperative (NIPCO) provides fiber optic cable, both OPGW and underground and Ethernet transport in Northwest Iowa.

### **Northwest Telephone Cooperative Association**

Infrastructure; Towers/Sites

**Don Miller**

CEO

**dmiller@ncn.net**

(712) 776-2222

**www.ncn.net**

Northwest Telephone Cooperative Association is a Communication company located in northwest Iowa serving customers with voice, data, video and broadband with fiber, wireless, coaxial and copper facilities. Northwest Telephone Cooperative Association was incorporated in the State of Iowa. Northwest Telephone Cooperative Association does not have an Iowa Targeted Small Business designation. Northwest Telephone Cooperative Association provides services and owns fiber in Pocahontas county, Palo Alto county, and Kossuth county.

### **Novum Concepts Ltd**

IT/Eng/Enterprise Services

**Mike Kobneck**

Founder and President

**mike@novumconcepts.com**

(303) 482-7763

**www.novumconcepts.com**

Novum Concepts is an IT based company that offers First Responders a way to send critical data to the ER prior to the patients arrival.

### **NowForce**

**Jason Goldberg**

Sales Director

**jason@nowforce.com**

240949-2443

**www.nowforce.com**



### **NTCA – The Rural Broadband Association**

Trade Association

**Jesse Ward**

Industry & Policy Analysis Manager

**[jward@ntca.org](mailto:jward@ntca.org)**

703351-2007

NTCA–The Rural Broadband Association is the premier association representing nearly 900 independent telecommunications companies that are leading innovation in rural and small-town America. NTCA members deploy robust wired and wireless networks to serve the most sparsely populated and remotely located areas of our country. As such, NTCA’s members have valuable assets in rural areas that may be of particular interest to FirstNet and its mission, including transport connections, copper and fiber infrastructure, high-capacity wireless backhaul, utility poles, wireless networks and towers, rights-of-ways, data centers, and other operational and technical resources.

### **NTP Wireless**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services

**Andrew Herring**

Director of Strategic Development

**[andrew.herring@ntpwireless.com](mailto:andrew.herring@ntpwireless.com)**

(773) 275-5712 x 140

**[www.ntpwireless.com](http://www.ntpwireless.com)**

NTP Wireless is a Site Acquisition and Program Management firm servicing the wireless telecommunications industry. We have offices located in Chicago, IL, Minneapolis, MN, Detroit, MI, Columbus, OH and Pittsburgh, PA. We can service the following types of projects: New Site Development, New Network Development, Upgrades/Modifications to existing networks, Microwave Networks, Backhaul Networks, Emergency Networks, Small Cell Networks, DAS/In-Building Networks.

### **NTUA Wireless, LLC**

**Rohan Ranaraja**

Director Regulatory

**[rranaraja@atni.com](mailto:rranaraja@atni.com)**

501-448-1249

### **NU-Telecom**

Carrier

**Kathy Lund**

**[kathylund@nu-telecom.net](mailto:kathylund@nu-telecom.net)**

(507) 233-4169

**[www.nutelecom.net](http://www.nutelecom.net)**

NU-Telecom is a Carrier/ILEC serving the Aurelia IA and surrounding area. We have many capabilities utilizing a fiber optic network utilizing many technologies and services.



### **Octasic**

#### **Art Ramirez**

Director of Sales, Americas  
**art.ramirez@octasic.com**  
(514) 282-2864

#### **Tim Morris**

Director of Sales, North America  
**tim.morris@octasic.com**

### **Ogden Telephone Company**

Infrastructure; IT/Eng/Enterprise services; Other

#### **Gary A. Clark**

General Manager  
**ogdentelgary@netins.net**  
(515) 275-2050  
**www.ogdentelephone.com**

Ogden Telephone Company is an integral part of a community in central Iowa, providing communications services to over 1,500 customers. Ogden Telephone Company provides dial tone, Ethernet transport, internet access, local and long distance toll services, T-1/PRI services, and telephone numbers in the 515-275 area. Ogden Telephone Company will work with other companies and carriers to provide the backhaul service including maintenance to support FirstNet. Ogden Telephone Company was incorporated in the State of Iowa. Ogden Telephone Company does not have an Iowa Targeted Small Business designation. Ogden Telephone Company is located in Story County and uses and maintains fiber.

### **Old Republic National Title Insurance Company**

#### **Lori DiTomaso**

Commercial Services Manager  
**ldimaso@oldrepublictitle.com**  
330-436-6134  
**www.oldrepublictitle.com**

### **Olin Telephone Company, Inc**

Infrastructure; Towers/Sites

#### **Rodney Cozart**

**olintel@netins.net**  
(319) 484-2200  
**www.olintelephone.com**

Olin Telephone Company, Inc. provides high speed data and voice services in and around the town of Olin, Morley, and Tipton, Iowa utilizing copper fiber optics. Olin Telephone Company, Inc. was incorporated in the State of Iowa. Olin Telephone Company, Inc. does not have an Iowa Targeted Small Business designation. Olin Telephone Company, Inc. provides services in Jones and Cedar Counties, in and around the towns of Olin, Morley, and Tipton, Iowa utilizing copper and fiber optics.



### **Onslow Cooperative Telephone Association**

Infrastructure

**Russ Benke**

**onslow@netins.net**

(563) 485-2833

Center junction Telephone Co provides high speed data and voice services in and around the town of Onslow. Onslow Cooperative Telephone Association was incorporated in the State of Iowa. Onslow Cooperative Telephone Association does not have an Iowa Targeted Small Business designation. Onslow Cooperative Telephone Association provides services in Jones Co., in and around the town Onslow utilizing some fiber and copper facilities.

### **Openet Telecom, Inc**

Infrastructure; Applications; IT/Eng/Enterprise Services; Other

**Kimberly Guidizi**

Sales Director-Americas

**kimberlyguidizi@openet.com**

(626) 534-5200

**www.openet.com**

Openet is a software company which provides Policy and Charging, Network Function Virtualization, Big Data Preparation, Customer Engagement Management and Network Optimization Solutions for the Wireless, Satellite and Video business verticals

### **OpenGov**

**Mike Dougherty**

Strategic Accounts

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650-265-7078

**www.opengov.com**

### **OpticSonic, LLC**

IT/Eng/Enterprise services

**Kevin J. Robins**

Senior Project Manager

**krobins@opticsonic.com**

(571) 221-0939

**www.opticsonic.com**

Wireless Field Operations Site Audits, Surveys, Network Planning, Maintenance and Engineering/Management Services



### **Oracle**

Infrastructure; Applications; Devices; Consulting; IT/Eng/Enterprise Services

#### **Travis Russell**

Director, Cyber Security

**travis.russell@oracle.com**

919205-6857

**www.oracle.com**

Oracle Communications is the leading provider of Evolved Packet Core and IMS solutions such as Policy and Charging, Diameter Routing, and Session Border Control. Together with our OSS/BSS and Identity Management, Telco Cloud and NFV solutions, Oracle Communications brings the most comprehensive portfolio for building an LTE network.

### **Orbital Data Network, Inc**

#### **Greg Heifner**

CEO, Founder

**greg.heifner@orbitaldata.net**

(573) 445-8101

Orbital Data Network Inc (ODN Inc) is the industry leader for satellite-based backhaul solutions, custom designed for mission critical public safety networks. Our role will be to provide a backbone network connection, and remote connectivity to Deployables and Fixed Sites for the FirstNet network design.

### **Orbitel Communications**

Carrier: voice, data, and video; AZ

#### **John D. Schurz**

**jschurz@orbitelcommunications.com**

(520) 568-8890

**www.orbitelcom.com**

Orbitel is a traditional cable TV company, providing voice, data, broadband and video services to the households and business in the service area. Orbitel's wired network includes fiber to the premise and hybrid/fiber coax technologies as well as wireless last mile and is capable of providing wireless cell site off load for wireless networks at any frequency band.

### **Organizational Communications Inc**

#### **Bernie DiTullio**

Vice President Business Development

**bdiTullio@ociwins.com**

703-230-9864

**www.ociwins.com**

### **OTZ Telephone Cooperative, Inc**

Carrier: NW Alaska

#### **Doug Neal**

**dteal@otz.org**

(907) 442-3114

**www.otz.net**



### **P3 Communications**

#### **Michael Schwab**

Director Network Testing

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973-944-8541

[www.p3-group.com](http://www.p3-group.com)

### **Palmer Mutual Telephone Company**

Infrastructure

#### **Steve Trimble**

[trimble@palmerone.com](mailto:trimble@palmerone.com)

(712) 359-2411

[www.palmerone.com](http://www.palmerone.com)

Palmer Mutual Telephone Company provides high speed data and voice services in and around the town of Palmer, Iowa utilizing copper and fiber optics. Palmer Mutual Telephone Company was incorporated in the State of Iowa. Palmer Mutual Telephone Company does not have an Iowa Targeted Small Business designation. Palmer Mutual Telephone Company provides services in Pocahontas County, in and around the town of Palmer, Iowa utilizing copper and fiber optics.

### **Palo Alto Networks**

Infrastructure; Other: Cybersecurity

#### **Rick Watt**

Regional Sales Manager

[rwatt@paloaltonetworks.com](mailto:rwatt@paloaltonetworks.com)

(720) 951-4697

[www.paloaltonetworks.com](http://www.paloaltonetworks.com)

As the next-generation security company, we are leading a new era in cybersecurity by safely enabling all applications and preventing advanced threats from achieving their objectives for tens of thousands of organizations around the world. We are one of the fastest growing security companies in the market because of our deep expertise, commitment to innovation, and game-changing security platform focused on bringing an end to the era of breaches by uniquely integrating our Next-Generation Firewall, Advanced Endpoint Protection, and Threat Intelligence Cloud.

### **Panhandle Telephone Cooperative, Inc**

Carrier: OK panhandle, parts of the TX panhandle, and southwestern KS; 3G, EVDO Rev A, UMTS, and 4G services

#### **Travis Clark**

[travis.clark@ptci.net](mailto:travis.clark@ptci.net)

(580) 562-2556

[www.ptci.net](http://www.ptci.net)

Panhandle Telephone Cooperative, Inc. (PTCI) is based in Guymon, Oklahoma. PTCI has 1,932 miles of fiber throughout their serving area network, which is interconnected with multiple nationwide carriers. Using the 700 MHz D block spectrum, PTCI can easily employ their 52 towers and emergency portable trailer to provide FirstNet services in their rural serving areas. PTCI is willing to work with other carriers to provide the wireless and backhaul service including maintenance to support FirstNet.



### **Panora Communications Cooperative**

Infrastructure

**Andrew M. Randol**

General Manager

**andrewrandol@panoratelco.com**

(641) 755-2424

**www.parnoratelco.com**

Panora Communications Cooperative is a locally owned independent telephone cooperative. Panora provides communications services including voice, data and video to a three county area utilizing primarily fiber optic cable distribution with some coax and fixed wireless. Panora Communications Cooperative provides local voice, data and video services in Guthrie, Dallas and Audubon Counties in Iowa including the city of Panora and Lake Panorama. Panora provides its services via fiber optic facilities (FTTH) and fixed wireless operations. Panora has space available on two local towers. Panora Communications Cooperative's core strength would be in providing infrastructure and local support for FirstNet.

### **Pantel International**

Devices; Applications

**Chris Oldham**

VP, Operations

**coldham@pantelintl.com**

(902) 468-5998

**www.pantelintl.com**

Pantel International provides critical emergency information systems to agencies at the forefront of ensuring the safety and security of its customers. By bridging existing radio communications infrastructures with the latest available technologies, Pantel's suite of radio dispatch console and control products provide dispatchers with the tools they need to ensure that help arrives when its needed.

### **Parallel Infrastructure**

**Rick Messinger**

Business Development Executive

**Rick.messinger@pallelinfrastructure.com**

908-399-6337

**www.parallelinfrastructure.com**

### **Parallel Wireless**

**Steve Kropper**

**skropper@parallelwireless.com**

617-306-9312



### **Partner Communications Cooperative**

Infrastructure

**Donald S. Jennings**

Executive Vice President

**donj@pcctel.net**

(641) 498-7701

**www.pcctel.net**

Originally incorporated on November 1, 1955, as Kellogg Co-op Telephone Association, now Partner Communications Cooperative, provides local exchange telecommunications service consisting of broadband data service, local voice and video services, in Gilman, Kellogg, Baxter, Melbourne, Rhodes and State Center, Iowa. In addition, we provide cable TV video services and in some cases cable modem service to laurel, Montour and Rock Creek Oakland Acres using 750 MHZ fiber coax network. Our local distribution plant connect to local city volunteer fire departments, local police departments, local First Responder Ambulance services, as well as wireless cell tower sites, FAA signal tower sites, local government offices, schools and libraries

### **Patrocinium Systems**

IT/Eng/Enterprise services

**Stephanie Gordon**

Business Development/Marketing

**sgordon@patrocinium.com**

703-272-7189

**www.patrocinium.com**

Patrocinium Systems utilizes real-time event management, high-fidelity mapping, predictive analytics and leading-edge visualization technologies to enable individual and enterprise level situational awareness and provide a common operating picture.

### **PCTel, Inc**

Consulting; Devices; Applications; IT/Eng/Enterprise Services

**Jeff Miller**

Senior Vice President, Global Sales

**jeff.miller@pctel.com**

(630) 339-2082

**www.pctel.com**

PCTEL, Inc. (NASDAQ: PCTI), a global provider of RF expertise, delivers Performance Critical Telecom solutions to the wireless industry. RF Solutions develops test equipment, software and engineering services for wireless networks. The industry relies upon PCTEL to benchmark network performance, analyze trends, and optimize wireless networks. Connected Solutions designs and delivers performance critical antennas and site solutions for wireless networks. Our antennas support evolving wireless standards for cellular, private, and broadband networks. PCTEL antennas and site solutions support networks worldwide, including public safety, SCADA for utilities, fleet management, industrial operations, health care, small cell, network timing, defense, and broadband access.



### **PEG Bandwidth**

Infrastructure; Carrier: Multi-state, ethernet, wavelengths, dark fiber, MPLS

#### **Jim Reineke**

Director, Business Operations

**[jreineke@pegbandwidth.com](mailto:jreineke@pegbandwidth.com)**

(469) 937-0224

**[www.PEGbandwidth.com](http://www.PEGbandwidth.com)**

PEG Bandwidth is a leading provider of infrastructure solutions, including cell site backhaul and Small Cell as a Service for wireless operators and Ethernet, Wavelengths and Dark Fiber for telecom carriers and enterprises. PEG Bandwidth's growing infrastructure spans almost 15,000 fiber route miles and connects over 2,500 cell site locations monitored by its 24/7/365 NOC with local access to 2,600 municipalities and dozens of utilities. This network enables PEG Bandwidth to deliver its customized solutions in lower-tier and rural markets where customers are struggling to find reliable, scalable and affordable solutions.

### **Pepero LLC**

Towers/Sites; Infrastructure

#### **John Potocki**

Midwest Regional Sales Manager

**[jpotocki@peprollc.com](mailto:jpotocki@peprollc.com)**

847668-4825

#### **Randy Davis**

Southeast Regional Sales Manager

**[randy.davis@secondnaturetechnology.com](mailto:randy.davis@secondnaturetechnology.com)**

(704) 915-5646

**[www.peprollc.com](http://www.peprollc.com)**

At Pepero LLC, we design and manufacture Deployables, Hardened Sites, Site on Wheels and RF Shielded Enclosures custom designed for mission critical, public safety market. We feature patented faraday cage design concept for EMI/RFI and lightning protection, and ease of installation and deployment. Pepero LLC also designs and manufactures hybrid site solutions built to stringent public safety environmental standards, and robust carrier market conditions.

### **Perfecta Federal**

Infrastructure; Systems Integrator; Devices; Applications

#### **Kevin Powell**

Chief Operations Officer

**[kp@pfcta.com](mailto:kp@pfcta.com)**

(202) 888-4949 ext 1003

**[www.perfectafederal.com](http://www.perfectafederal.com)**

Perfecta Federal is an SDVOSB specializing in developing secure unified communications solutions. Our systems and software provide a full range of communications bridging and video and sensor data handling. Our solutions are form-factor agnostic and may be customized to meet specific end user requirements. Argent Bridge is our flagship product providing unified communications capabilities by seamlessly bridging together communications devices of any type. Argent Bridge was designed to be rapidly deployed to handle, distribute, and bridge voice, video, and data in constrained bandwidth



environments. Argent Bridge may be scaled to provide enterprise level services for voice, video, and data.

### **Performance Development Group**

Towers/Sites; Infrastructure

**Chelle Eischens**

Administrator

**chellem@performancedevgroup.com**

(605) 886-2605

**www.performancedevgroup.com**

Performance Development Group has over 50 years of experience and knowledge in the telecommunications industry. With a growing inventory, we are leaders in leasing new and existing tower sites in the upper Midwest region of the US. We also offer in-house site design and construction services.

### **Infrastructure Services LLC**

Infrastructure; Consulting; IT/Eng/Enterprise Services

**George Recktenwald**

Chief Operating Officer

**george.recktenwald@perolex.com**

(985) 246-9151

**www.perolex.com**

Based in Hammond, Louisiana Perolex combines over 50yrs of direct telecom experience across both Wireless and Wireline sectors and across all US Tier 1 Carriers. Additionally, as part of our service capability and strategic alliances, Perolex is a Joint Venture Partner with one of the largest A&E firms in the United States, which enables our team to address the needs of our client on most any scale nationally.

We are an integrity and quality-driven company, focused on delivering the best in performance and services to our clients.

### **Piedmont Rural Telephone Cooperative, Inc**

Infrastructure; Towers/Sites; IT/Eng/Enterprise services; Carrier: 30 cell sites with fiber and ethernet, Laurens County, SC

**Randall Lis**

General Manager

**randyl@prtccom.com**

(864) 683-3700

**www.prtcnet.com**

Piedmont Rural Telephone Cooperative has been serving the communication needs for both Homes and Businesses of Laurens County South Carolina since 1951. We own 21 cell sites in the county served by fiber optic cable, Ethernet services and colocation facilities. We have built to an additional 19 cell sites with fiber optic facilities and Ethernet services bringing our total to 30 sites served with our own facilities in Laurens County.



### **PierCon Solutions LLC**

Consulting; Systems Integrator

**Richard Conroy**

President

**rich.conroy@piercon.net**

(973)628-9330x270

**www.piercon.net**

PierCon Solutions is focused on providing radio frequency (RF) and wireless system engineering design and implementation services to both the private and public sector. General Managers of the telecommunication industry. Our experts have been involved in the design and successful implementation of some of the country's most significant wireless systems. We have grown to become a recognized leader in the design of Public Safety, Cellular, Broadband, Microwave, and in-building coverage designs. PierCon has proven success in the deployment of major wireless systems and we are more than comfortable with challenging, large scale public safety wireless engagements.

### **Pillar Innovations**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; Towers/Sites; RF OEM; IT/Eng Enterprise Services

**Rick Wilson**

Sales Manager

**rickwilson@pillarinnovations.com**

(240) 321-0227

**www.pillarinnovations.com**

Dynamic operations require dynamic support to stay on top of new technology, changing regulations, and 24 hour demands. Pillar Innovations is a recognized leader in 24/7 support, serving customers nationwide out of six sales and service facilities. Throughout the company's history, Pillar has been a pioneer of many new technologies in mining, oil & gas, and heavy industry. Pillar prides itself on being a company that delivers superior systems and superior service long after the sale.

### **Pine Cellular**

Carrier: Southeastern quarter of OK; 3G and 4G LTE services

**Lee Brown**

**leebrown@pine-net.com**

(580) 584-3330

**www.pinecellular.com**

Pine Cellular is a subsidiary of Pine Telephone Company and is located in Broken Bow, Oklahoma. Pine Telephone provides 399 miles of main line fiber to 5,500 potential customers in their serving area. Currently, there are 2,327 active business and resident subscribers with mobile wireless, CATV, and telephone, broadband and long distance services. In a public-private partnership with USDA, Pine Cellular placed 103 new towers to cover the counties of Atoka, Bryan, Choctaw, Coal, Latimer, Leflore, McCurtain, Pittsburgh and Pushmataha. Pine is willing to work with other carriers to provide the wireless and backhaul service including maintenance to support FirstNet.



#### **Ping4, Inc**

Devices; Applications

**James Bender**

CEO

**jim.bender@ping4.com**

(603) 320-4565

**www.ping4.com**

#### **Pioneer Telephone Cooperative, Inc**

Carrier: Western half of Oklahoma and Southern one quarter of Kansas. Provide both 3G and 4G LTE services

**Jerry Kadavy**

**jjkadavy@ptci.com**

(405) 375-4111

**ptci.com**

Pioneer Telephone Cooperative, Inc. located in Kingfisher, Oklahoma employs over 570 people serving 140,000 subscribers in rural Oklahoma and Kansas with voice, video and wireless services. Pioneer has 167 towers, and operates 407 wireless cell sites with fiber backbone for connection. Pioneer provides Ethernet and TDM transport with interconnections statewide. Pioneer will work with other carriers to provide the wireless and backhaul service including maintenance to support FirstNet.

#### **Pixelstream Communications, Inc**

IT/Engineering/Enterprise services

**Frank LoPinto**

**franklopinto@pxit.tv**

(250) 739-1019

**www.pxit.tv**

Pixelstream is a technology development company located in Canada. Our technology uses television to broadcast data. Software reads a file and produces images that are broadcast on TV. Receiving software scans the images and reproduces the file. This creates a data broadcasting channel that can be used to inform the public and coordinate first responders.

#### **Plateau**

Infrastructure; Carrier: New Mexico and Texas

**Brian Cathey**

Business Development Manager

**bcathey@plateautel.com**

(575) 389-4361

**www.plateautel.com**

Plateau provides telecommunication services in New Mexico and West Texas. Services include Internet (Wired; Fixed Wireless over LTE), Voice, Data, Video, Hosted Services, and Private Line Transport (TDM, Carrier Ethernet, and Wave Services). Plateau has a robust fiber network and extensive experience with cell site backhaul.



### **Plenary Group (USA) Ltd**

Infrastructure; Consulting; Other: Finance

#### **Alan Linsley**

Sevior Vice President

[alan.linsley@plenarygroup.com](mailto:alan.linsley@plenarygroup.com)

(604) 638-3913

[www.plenarygroup.com](http://www.plenarygroup.com)

### **Pocahontas Fiber Network**

Infrastructure

#### **Don Miller**

Presiding Member

[dmiller@ncn.net](mailto:dmiller@ncn.net)

(712) 776-2222

[www.pocahontasfibernet.com](http://www.pocahontasfibernet.com)

Pocahontas Fiber Network is a company located in northwest Iowa serving customers with voice, data, video and broadband with fiber. Pocahontas Fiber Network was incorporated in the State of Iowa. Pocahontas Fiber Network does not have an Iowa Targeted Small Business designation. Pocahontas Fiber Network provides services and owns fiber in Pocahontas County.

### **Polaris Wireless**

IT/Eng/Enterprise Services

#### **Karl Kessenich**

Executive Director of Business Development

[kkessenich@polariswireless.com](mailto:kkessenich@polariswireless.com)

(703) 863-5331

[www.polariswireless.com](http://www.polariswireless.com)

Polaris Wireless is the global leader in providing high-accuracy, software-based wireless location solutions to wireless operators, law enforcement, and government agencies. Polaris Wireless solutions are used for FCC E911 Phase II compliance, commercial LBS and the Internet of Things, location surveillance, and real-time Blue Force situational awareness.

### **Powder River Devleopment Services LLC**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services; Other: Site acquisition, zoning/permitting

#### **Justin Zabel**

[justin.zabel@powderriverdev.com](mailto:justin.zabel@powderriverdev.com)

(208) 938-8844

[www.powderriverdev.com](http://www.powderriverdev.com)



### **Power and Telephone Supply Company**

Infrastructure; Other: Network Distributor

#### **Brian Bathras**

District Sales Manager, Federal

**brian.bathras@ptsupply.com**

(301) 745-5311

#### **Russ Donnelly**

Director, Business Development

**russ.donnelly@ptsupply.com**

(214) 282-6127

**www.ptsupply.com**

Founded in 1963, Power & Tel, is a premier distributor and logistics expert serving the global communications marketplace. Our focus is being a cost-effective source of products and material management solutions to all entities that are involved in building and maintaining communication networks. Power & Tel, has evolved to specialize in the procurement, sales, and material management/logistics of products in support of large and small wireline and wireless networks. The mission of Power & Telephone Supply Company is to be your most cost-effective way to have the right material at the right place at the right time, every time.

### **PowerCare and Service Solutions, Inc**

Systems Integrator and Other: Power cells

#### **Del J. Kotowski**

Regional Sales Manager

**del.kotowski@ibsa.com**

(847) 243-3501

**www.interstatepowercare.com**

### **Prairieburg Telephone Company, Inc**

Infrastructure

#### **Don Reichenauer**

**prbgtele@netins.net**

(319) 437-3611

Prairieburg Telephone Company, Inc. provides high speed data and voice services in and around the town of Prairieburg, Iowa utilizing wireless, copper, and fiber optics. Prairieburg Telephone Company, Inc. was incorporated in the State of Iowa. Prairieburg Telephone Company, Inc. does not have an Iowa Targeted Small Business designation. Prairieburg Telephone Company, Inc. provides services in Linn County, in and around the town of Prairieburg, Iowa utilizing wireless, copper, and fiber optics.



**Premier Communications, Inc**

Infrastructure; Towers/Sites; IT/Eng/Enterprise services; Carrier: NW Iowa, Fiber

**Ryan Boone**

Regulatory Manager

**rboone@mypremieronline.com**

(712) 722-3451

**Doug Boone**

**dboone@mypremieronline.com**

**www.mypremieronline.com**

Premier Communications is a well-established and progressive regional service provider based in northwest Iowa that provides voice, video, data, and IT consulting services in over 20 area communities. Between its own carrier-grade transport rings and its partner's 350+ mile DWDM-based 100G-capable carrier-grade rings, geographically diverse connectivity, and multiple layers of redundancy to facilitate five 9's of uptime. Via its partners Premier has access to major POPs such as Sioux City, Sioux Falls, SD, as well as Merville and Spencer. Premier is trusted by enterprise, healthcare, and first responder customers alike to provide reliable connectivity and exceptional service.

**Preston Telephone Company**

Infrastructure

**Roger A. Kilburg**

Secretary-Treasurer/Manager

**rogerak@prestontel.com**

(563) 689-3811

**www.prestontel.com**

Preston Telephone Company is a Independent Local Exchange Carrier operating under the authority of the Iowa Utilities Board with designated territory in Clinton and Jackson Counties, Iowa. Preston Telephone Company was incorporated in the State of Iowa. Preston Telephone Company does not have an Iowa Targeted Small Business designation. Preston Telephone Company provides services in southern Jackson and northern Clinton Counties in Iowa.

**prm**

**Gregory Davis**

Principal

**gdavis@prmconsulting.com**

202-745-3709



### **ProComm Telecommunications**

Infrastructure; Systems Integrator

#### **Jim Medlock**

Director of Network Operations

**jmedlock@ptinc.org**

(770) 760-8660

#### **Josh Franklin**

Senior Sales Manager

**jfranklin@ptinc.org**

**www.ptinc.org**

For over 25 years ProComm has a proven track record as a premier provider in the design, engineering, installation, and maintenance of Microwave radio systems. We offer all aspects of design and implementation; from pre-planning to acceptance, for Microwave network systems, as well as multi-phase, multi-media networks with switching and network management. Installation services include; fiber optics, antennas, central office switching systems, DACS, digital data systems, DC power systems, network management systems, MPLS routing devices, and tower erection. Our project management team provides full turn-key solutions to our customers by managing all phases of engineering deployment, implementation and acceptance testing.

### **Pro-Tel**

#### **Bob Greiner**

Vice President MSO Services

**bob.greiner@pro-tel.com**

315-447-5294

### **Pygros**

#### **Michael Graham**

President/CEOG

**michael.graham@pyrgoscomm.com**

571-232-4337

### **Pyramid Network Services, LLC**

Infrastructure; Consulting; Systems Integrator; Towers/Sites; IT/Eng/Enterprise Services; Other: Renewable Energy, Regulatory

#### **John Parker**

Director Renewable Energy Services

**jparker@pyramidns.com**

480-365-8312

Pyramid Network Services—is a leading nationwide turnkey communications systems contractor delivering cost effective solutions to design, develop and deploy wireless communications networks for both commercial carriers AND Federal, State, & Local public safety agencies. Pyramid has completed work on over 63,500 sites nationwide including FirstNet’s LA-RICS project and maintains excellent working relationships with all carriers and works closely with many governmental agencies. Pyramid has more than 33 years commercial wireless and land development experience, and 18 years direct experience in wireless telecommunications.



### **Quad County Communications**

Infrastructure

**Ronald Sorensen**

**scmtc\_manager@netins.net**

(712) 668-2200

Quad County Communications provides transport of high speed data and voice services in and around the towns of Denison, Templeton, Westside, Arcadia, Wall Lake, Lake View and Odebolt, Iowa utilizing fiber optics. Quad County Communications was incorporated in the State of Iowa. Quad County Communications does not have an Iowa Targeted Small Business designation. Quad County Communications provides services in Crawford, Carroll, and Sac Counties, in and around the towns of Denison, Templeton, Westside, Arcadia, Wall Lake, Lake View and Odebolt, Iowa utilizing fiber optics.

### **Quantum Research International, Inc**

**Ken Dryden**

Program Manager

**kdyden@quantum-intl.com**

719-597-1861

### **Queralt, Inc**

**John Tolbert**

**john.tolbert@queraltinc.com**

253-670-5322

### **Quintel USA, Inc**

Infrastructure; Other: Base station antenna design and manufacturer

**David Barker**

Chief Technology Officer

**david.barker@quintelsolutions.com**

(617) 418-1884

**www.quintelsolutions.com**

Quintel designs, develops and delivers advanced high-efficiency, high-performance base station antenna solutions that help mobile operators to increase efficiency, enhance quality-of-service, slash costs and accelerate ROI. Quintel always strives for adding value, capability and innovation. Our products have the highest reliability, lowest wind-loading, engineered radiation patterns for spectral efficiency, and come in preferred US lengths and widths to expedite zoning. Our unique SONWav products designed to maximize 700MHz band allow 4-branch Rx Radios to be exploited to ensure super robust service including resilience to RF interference and jamming.

### **Qypsys Tower Services, LLC**

Systems Integrator; Towers/Sites; RF OEM; Other; Carrier

**Grant Johnson**

**gjohnson@qypsys Towers services.com**

(530) 277-6549

**http://qypsys.com/towerservices/**

We provide tower construction, upgrades, site surveys, integration services, tower modifications, and tiger teams. Also have a small cell and DAS division.



### **RACOM Corporation**

Applications; Devices; Systems Integrator; Towers/Sites; IT/Eng/Enterprise services

#### **Terry Brennan**

Vice President

**terry.brennan@racom.net**

(319) 339-4414

**www.racom.net**

RACOM assists first responders and public safety agencies with the implementation and support of their technology solutions. Services include solution design, sales, implementation, administration and management, training and maintenance. Complete turn-key solutions and support are available for fixed and mobile voice, data and video applications, as well as all PSAP and control room technologies. RACOM also offers equipment installation and maintenance services to carriers and equipment manufacturers. RACOM provides services in all 99 Iowa counties, Wisconsin, Illinois, Missouri, Nebraska, South Dakota, and Minnesota. RACOM also offers equipment installation and maintenance services to carriers and equipment manufacturers. RACOM is an Iowa-based business that has been operating continuously in Iowa since 1972. RACOM was incorporated in the state of Delaware in 1983

### **Radcliffe Telephone Company**

Infrastructure

#### **Ed Drake**

**edrake@radcliffetelephone.com**

(515) 899-2341

**www.radcliffetelephone.com**

Radcliffe Telephone Company was incorporated in the State of Iowa. Radcliffe Telephone Company does not have an Iowa Targeted Small Business designation Radcliffe Telephone Company provides Fiber services to the city of Radcliffe and surrounding areas.

### **Radio Frequency Systems**

#### **Suzanne Kasai**

**suzanne.kasai@rfsworld.com**

203-537-2741

### **Ramker & Associates, Inc**

#### **Michael Pinske**

Vice President

**mpinske@ramaker.com**

608-643-4100

**www.ramker.com**

### **Raycap Inc**

#### **Jed Evans**

Sales Manager

**jevans@raycap.com**

800-890-2569

**www.raycap.com**



### **Raytheon Corporation**

Infrastructure; Devices; Applications; Other: security products

#### **Frank Araby**

Director Federal Channels

**frank.j.araby@raytheon.com**

(703) 667-3421

**www.raytheoncyber.com**

Raytheon Websense provides a comprehensive solutions portfolio to protect your enterprise across all threat vectors allowing enterprises to Rise Above the Risk. With over 20 years of experience in delivering the highest caliber security solutions, customers trust Raytheon Websense to deliver solutions that are innovative, flexible, and scalable, meeting their security needs today and in the future. Unlike most vendors that offer a singular security approach or solution, our broad portfolio addresses the variety of data protection challenges faced by organizations today including insider threat, secure information sharing, data analysis, threat intelligence, and mobile security. Our products prevent data breaches, and intellectual property theft We enforce security compliance and best practices.

### **Readlyn Telephone Company**

Infrastructure

#### **Sharon K. Huck**

General Manager

**readlln@netins.net**

(319) 279-3375

**www.readlyntelco.com**

Readlyn Telephone Company is an independent telephone company founded in 1907 and is a shareholder company – owned by its local customers. RTC provides fiber to the premise to 100% of its exchange. RTC provides telephone, Internet, and Digital Television to its customers. Readlyn Telephone Company was incorporated in the State of Iowa. Readlyn Telephone Company does not have an Iowa Targeted Small Business designation. Readlyn Telephone Company provides local voice, data and video services in Northeast Iowa. Readlyn provides its services via fiber to the premise (FTTH) utilizing Calix equipment C7 and E7.

### **Rebound Solutions**

Consulting

#### **Charissa Murphy**

Opportunity Development Manager

**cmurphy@rebound-solutions.com**

(703) 477-2921

**www.rebound-solutions.com**

Rebound Solutions believes there is opportunity to be discovered and harnessed within people and businesses today. Rebound Solutions' mission focuses on connecting people and organizations to the opportunities they may be missing by helping them realize new potential. Whether the opportunity entails creating new business strategies, navigating through major change, or helping leadership teams optimize their capabilities, the Rebound Solutions' team works cooperatively with your organization to create an open-minded, engaging experience where people want to work together to achieve and exceed the desired outcome.



#### **Red Hat Inc**

**Kynda Kuhn**

Account Manager

**lkuhn@redhat.com**

703-795-5900

#### **Red River Telecom LLC**

Consulting and Towers/Sites

**Guy Smith**

President

**gsmith@redrivertelecom.com**

318-614-3368

Red River Telecom is a full service site acquisition company handling everything from leasing, zoning, permitting, program management, audits and site development. We also construct and build our own towers along with some BTS opportunities with other companies and carriers. We have offices in Shreveport, LA, New Orleans, LA, Phoenix, AZ , Houston, TX and Sacramento, CA.

#### **Redcom Labs**

Devices, Applications

**Chris Fish**

Manager, Government Technology

**cfish@redcom.com**

585-924-6500

**www.REDCOM.com**

REDCOM Laboratories Inc. designs and manufactures the world's most reliable interoperable telecommunications solutions for 1st Responder and DoD applications. REDCOM's solutions integrate tactical and strategic networks built from a broad range of technologies for flexibility and interoperability. For over 35 years REDCOM has specialized in providing cost-effective assured communications solutions for government and telecom carriers.

#### **Redline Innovation Group**

**Len Esenstein**

**leisenstein@rdlcom.com**

925-389-1527

#### **Redline Telecom, LLC**

Infrastructure; Systems Integrator; IT/Eng/Enterprise Services

**Michael Roper**

**Mroper@rltelecom.net**

(804) 349-9398

**www.rltelecom.net**

Redline Telecom performs all-encompassing services for the wireless industry. We have extensive experience working with wireless carriers in the Mid-Atlantic region. To include RBS installation/testing, cell site transport, tower services, and integration/optimization. Redline Telecom owns and operates all



of the equipment used for transportation, network design, installation/testing, optimization, and troubleshooting.

**RedMobile Consulting, Inc**

Consulting

**Dawood Khan**

**dkhan@redmobileco.com**

(905) 479-0080 x112

**www.redmobileco.com**

RedMobile Consulting provides ICT technology and management consulting with expertise in working with both carriers and public safety to plan for and manage LTE broadband and mission critical networks, devices, applications, governance, policy, business models and US-Canada cross border interoperability. We were part of the team that developed the Canadian National PSBN plan for Public Safety Canada. We would welcome partnering with a US Prime to support consulting opportunities for Firstnet.

**RELM Wireless**

Devices; Applications

**Jim Holthaus**

**jholthaus@relm.com**

(402) 896-6406

**www.relm.com**

**RELTCO**

**Jamie Giorello**

National Client Sales Specialist

**jgiorello@reltco.com**

(904) 294-6079

**www.reltco.com**

RELTCO is a veteran owned and operated national real estate services company. Our dedicated cell tower division is available to Carriers, Tower Operators, Site Acquisition Agents and Land Owner for complete and accurate national Cell Tower Searches.

**Renfinity, Inc**

**Dave Wallace**

Director of Business Development Solutions

**dwallace@renfinity.com**

(803) 707-1369

**www.renfinity.com**

Renfinity, Inc, a woman minority owned company, designs, manufactures and integrate enterprise wireless communication products and specialized industry solutions for commercial and governmental military and non-military use. Our patent pending security and asset management solutions are highly integrable and scalable encompassing access control, 3D situational awareness, immediate cyber and physical breach detection as well as provide building and production analytics. "Secure Grid® and Secure City®" are the First-To-Market Scalable and Flexible Enterprise Wireless Asset Management Systems



(EWAM) with RFID (Radio Frequency Identification) and RTLS (Real time Location Systems) and the highest levels for FIPS and NERC CIPS compliance.

**RESCOM Environmental Corp.**

Consulting

**Bill Lee**

VP of Market Development

**bill.lee@rescom.org**

(740) 763-0456

**www.rescom.org**

RESCOM Environmental Corp (RESCOM) is a full-service environmental consulting firm specializing in property assessments for the wireless industry. RESCOM is strategically positioned to service the entire USA. RESCOM's primary objective is to provide practical assessments and reports such as NEPA, SHPO & Phase I ESA, which protect our client from environmental liability and ensure our client is in compliance with all applicable Federal regulations

**RH Construction Services, Inc**

Infrastructure; Towers/Sites; Other: Wood Pole Placement, Copper Splicing, Fiber Splicing; Carrier; NW including Alaska

**Leith Dickert**

PM Wireless Operation

**leith.dickert@rhcon.ca**

(587) 784-6447

**www.rhcon.ca**

RH Is a Full service telecom installations company. We are interested in the Tower Site works of foundation and aerial equipment installations. Including everything from Green field builds to reinforcing and upgrading of existing structures.

**Rigil Corp**

**Eric Anderson**

Director

**eric@rigil.com**

(202) 747-3720

**Ringsted Telephone Company (parent co. of RingTel Communications)**

Infrastructure; Towers/Sites

**Aaron McCartan**

**aaron@tingtelco.com**

(712) 866-8000

**www.ringtelco.com**

Ringsted Telephone Company and RingTel Communications provides high speed data and voice services in and around the town of Ringsted, Iowa utilizing copper fiber optics. Ringsted Telephone Company was incorporated in the State of Iowa. Ringsted Telephone Company does not have an Iowa Targeted Small Business designation. Ringsted Telephone Company provides services in Emmett County, in and around the town of Ringsted, Iowa utilizing copper and fiber optics.



### **Rio Telecom Solutions, Inc dba RioTel**

IT/Engineering/Enterprise services

**Karin Williams**

**sales@riotel.com**

(281) 465-8666

**www.riotel.co**

RioTel provides niche engineering services to telecom service providers and enterprises in relation to their backhaul networks. Telecom Sourcing - Provisioning; Network Inventory Management (Telcordia Granite/Xng proficient); Network Planning/Design; Network Cost Optimization; Telco Project Management; Network Audits and Reconciliations (cost, facilities or equipment); Number Administration; Other Technical Services. With respect to FirstNet, RioTel can assist with engaging IP services; the circuits that "tie it all together". RioTel specializes in obtaining, building and deploying the large volumes of circuits that FirstNet will need to be successful.

### **Risk Mitigation Consulting, Inc**

Consulting

**Jonathan Page**

Director of Technology Operations

**jp@rinc.us**

(228) 282-4437

**www.riskmitigationconsulting.com**

Risk Mitigation Consulting, a SDVOSB, provides specialized skills and experience in assessing and mitigating risks to large infrastructures worldwide. We assist military headquarters and other customers with risk assessments and planning for energy resiliency and sustainability, network and communications reliability, and protection of assets, personnel, supply chain, industrial controls, utilities, and commercial services. We provide comprehensive Threat and Hazard Assessment reports for every facility assessed. Our cybersecurity team assists organizations worldwide in the proper operation and security of industrial controls systems. RMC has developed the tools and processes to effectively and efficiently identify critical functions, vulnerabilities, and risk mitigation plans.

### **RIVA Networks, Inc**

Infrastructure; Devices; Applications; Systems Integrator; Towers/Sites; RF OEM; Carrier: Small MNO in the Central Region (Sedalia, MO). Currently provide 3G coverage and looking to provide LTE by 2016.

**Keith Dyson**

**keith@RIVA-Networks.com**

(732) 940-5555

**www.riva-networks.com**

RIVA Networks Inc (RIVA), was founded in 1978 and is based in East Brunswick, NJ, provides advanced wireless networks, products and services across the entire wireless and mobile phone spectrum.

RIVA's mission is to re-manufacture commercial-off-the-shelf (COTS) wireless technology for use by Financial Services, Energy, Healthcare, Public Safety and Law Enforcement sectors.

RIVA manufactures many "custom" wireless networks and devices under contracts with the Department of Defense (DoD). Specifically, RIVA provides:

- Mobile Network Operator (MNO) Services
- Mobile Virtual Network Operator (MVNO) Services



- Private Wireless Network Services
- Portable Wireless Networks (nanoCELL™)
- Portable LTE Networks (nanoLTE™)

#### **River Valley Telecommunications Cooperative**

Infrastructure; Towers/Sites

**Ivan Dalen**

**idalen@rvtc.net**

**(712) 859-3300**

**www.rvtc.net**

River Valley Telecommunications Cooperative provides high speed data and voice services in and around the towns of Graettinger, Wallingford, and Ruthven, Iowa utilizing copper and fiber optics. River Valley Telecommunications Cooperative was incorporated in the State of Iowa. River Valley Telecommunications Cooperative does not have an Iowa Targeted Small Business designation. River Valley Telecommunications Cooperative provides services in provided in Palo Alto, Clay, and Emmet counties, in and around the town of Graettinger, Wallingford, and Ruthven, Iowa utilizing copper and fiber optics.

#### **Rockwell Cooperative Telephone Association**

Infrastructure; Towers/Sites

**David Severin**

**rockwell@netins.net**

**(641) 822-3212**

**www.rockwellcoop.com**

Rockwell Cooperative Telephone Assn. provides high speed data and voice services in and around the towns of Rockwell, Aredale, Dougherty, & Bristow, Iowa utilizing copper & fiber optics. Rockwell Cooperative Telephone Assn. was incorporated in the State of Iowa. Rockwell Cooperative Telephone Assn. does not have an Iowa Targeted Small Business designation. Rockwell Cooperative Telephone Assn. provides services in Butler, Cerro Gordo, Franklin & Floyd Counties, in and around the towns of Rockwell, Aredale, Dougherty, & Bristow, Iowa utilizing copper and fiber optics.

#### **ROK Brothers**

**Bill Schoonmaker**

**bill.schoonmaker@rokbrothers.com**

**(800) 914-3334**

**www.rokbrothers.com**

Sells mobile Vehicle Antennas as already being used for First Net in New Jersey, Modems and more.



### **ROK Mobile, Inc**

Devices; Applications

**Russell Gillespie**

Director of Operations

**rgillespie@rokmobile.com**

(424) 672-2922

**www.rokmpg.com**

ROK Mobile is a MVNO and application developer with broad experience across mobile technology and has created a unique multi-function application for police and law enforcement, enabling instant information sharing and improved situational awareness to allow faster response and better decision making. Encrypted comms delivers LIVE real-time video streams from one device to unlimited devices, shares photo and video, provides instant SOS Alerts and location and includes ALPR, Voice, SMS and Fingerprint recognition and CCTV in a single app. Deployed in the US and UK, ROK Homeland Security app is robust, AES secure and with full interoperable management back end.

### **RSA 1 Limited Partnership dba Chat Mobility**

Towers/Sites

**Tom Tipton**

**tommy10s@windstream.net**

(402) 488-3555

**www.chatmobility.com**

RSA 1 was granted their FCC wireless license in 11-07-2000 to operate in (6) Counties in SW Iowa. RSA 1 currently has (32) cell sites and owns (155) miles of fiber plus leases another (293) miles of fiber and has several 10 Gig rings to transport wireless traffic back to the MSC in Stanton. Eight of the nine owners of RSA 1 are Independent Telephone Companies. RSA 1 is a participant in the Verizon Wireless "LTE in Rural America" partnership with this LTE service being active since 2013.

### **RSDCGroup LLC**

IT/Eng/Enterprise services

**Mitzi Mead**

**mmead@acelaconsulting.com**

703-969-5909

**www.rsdgroup.com**

### **RV Global Solutions, Inc**

**Rahul Gangu**

President/Founder

**rgangu@rvglobalsolutions.com**

(732) 802-0009

**www.rvglobalsolutions.com**



### **RX3 Communications, Inc**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; Towers/Sites; IT/Eng/Enterprise Services; Carrier: Nationwide, fiber optics

#### **Laura Johnson**

Federal Business Development Manager

**[laura@rx3communications.com](mailto:laura@rx3communications.com)**

(775) 853-1521

**[www.rx3communications.com](http://www.rx3communications.com)**

Founded in 2001, RX3 Communications is a telecommunications company that pairs together companies specializing in everything from tower construction, to fiber optics, to network infrastructure. We pride ourselves in being able to put together the right partners to provide a complete package of services for our customers.

### **RZ Communications, Inc**

Infrastructure; Consulting; Devices, Applications; Systems Integrator; IT/Engineering/Enterprise Services

#### **Laura Stich**

President

**[lstich@rzcomm.com](mailto:lstich@rzcomm.com)**

(512) 386-7336

**[www.rzcomm.com](http://www.rzcomm.com)**

Rz Communications is an Austin-based minority-owned telecommunications company providing a variety of services related to the acquisition, design, and installation of communications networks for both the public safety and commercial markets.

### **Sabre Communications Corporation**

#### **Doug Henry**

**[dhenry@sabrecom.com](mailto:dhenry@sabrecom.com)**

850-502-7440

### **Sac County Mutual Telephone Company**

Infrastructure; Towers/Sites

#### **Ronald Sorensen**

**[scmtc\\_manager@netins.net](mailto:scmtc_manager@netins.net)**

(712) 668-2200

**[www.scmtco.com](http://www.scmtco.com)**

Sac County Mutual Telephone Company provides high speed data and voice services in and around the towns of Odebolt and Arthur, Iowa utilizing copper and fiber optics. Sac County Mutual Telephone Company was incorporated in the State of Iowa. Sac County Mutual Telephone Company does have an Iowa Targeted Small Business designation. Sac County Mutual Telephone Company provides services in Ida and Sac Counties, in and around the towns of Odebolt and Arthur, Iowa utilizing copper and fiber optics.



#### **SAC Wireless**

##### **Tiffany Brown**

Specialist, Account Management

**tiffany.brown@sacw.com**

312-320-6961

**www.sacw.com**

SAC Wireless develops and implements network infrastructure for telecom companies. Specialties include: site development, A&E design, construction services, equipment installation, commissioning and integration, operations/maintenance & advisory consulting services.

#### **SAIC**

Systems Integrator

##### **Paul Chang**

Principal, Broadband Wireless

**paul.h.chang@saic.com**

(858) 414-6286

**www.saic.com**

#### **Samsung Electronics America**

##### **Bill Bloomingdale**

Director Network Systems

**bill2.b@sea.samsung.com**

703-796-3119

#### **Samsung Research America**

##### **John Morrison**

Senior Director

**j1.morrison@samsung.com**

(408) 577-7633

#### **Sandhill Telephone Cooperative, Inc**

Infrastructure; Towers/Sites; IT/Eng/Enterprise services; Carrier: South Carolina, LTE

##### **James Thompson**

**james.thompson@shtc.net**

(843) 658-6860

**www.shtc.net**

15 owned towers within 4 counties (Chesterfield, Kershaw, Darlington and Marlboro) in South Carolina utilizing LTE. Additionally via our partnership with Spirit Communications, together we have access to over 350 owned towers and 773 supported towers, 700 Mhz, AWS and PCS spectrum, an Alcatel-Lucent EPC Core, 8 geographically diverse data centers, eighty five personnel manning 6 diverse 24X7X365 NOC's, more than 350 field service personnel engineering and maintaining fiber, wireless and tower assets and finally more than 16,500 route miles of fiber covering 42 of the 46 counties in the State of South Carolina.



### **SBA Communications Corporation**

Towers/Sites; Infrastructure

**Peter Cea**

Director of Project Development

**pcea@sbsite.com**

239877-9319

SBA Communications Corporation (SBA) is a leading independent owner and operator of wireless communications infrastructure across North America. SBA's two primary businesses are site leasing and site development services. Just recently, SBA crossed the 25,000 towers threshold between their domestic and international portfolios. SBA looks to partner with offerers seeking to provide top quality tower facilities through our in house site development and construction services. We also have the advantage of supplementing typical tower infrastructure with roof top management and small cell build out.

### **Schaller Telephone Company**

Infrastructure

**Missy Kestel**

**allison@schallertel.net**

(712) 275-4211

**www.schallertel.net**

Schaller Telephone Company was incorporated in the State of Iowa. Schaller Telephone Company does not have an Iowa Targeted Small Business designation. Schaller Telephone Company provides fiber optic network services in northwest Iowa.

### **SCI Consulting**

**Bill Leslie**

Director, Strategic Business Growth

**wleslie@sciworld.com**

703-891-7074

### **Score Technologies, Inc**

IT/Eng/Enterprise services

**Todd Stone**

President and CEO

**tstone@scoretechnologies.com**

(949) 232-5478

**www.scoretechnologies.com**

Score Technologies Inc., provides Network related drive test services. We perform compliance and validation tests of Voice and Data networks as well as RF scanner related collection. We can measure all aspects of the network through to the UE/end user experience.



### **SDN Communications**

Infrastructure; Consulting; Towers/Sites; Carrier: SD and southern MN, fiber optic network

#### **Carrie Johnson**

Manager of Government and External Relations

**carrie.johnson@sdncommunications.com**

605-978-7112

**www.sdncommunications.com**

SDN Communications is a broadband service provider in South Dakota and southern Minnesota with a fiber optic network connecting eight states with high-speed broadband Internet and Wide Area Network (WAN) connectivity. The fiber network is designed utilizing DWDM architecture capable of providing more than two terabits of bandwidth across the network core. Ethernet service offerings include: wavelength, switched, and dedicated with bandwidths from 10 Mbps to 100 Gbps.

### **Second Sight Systems**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; IT/Eng/Enterprise services; RF OEM; Towers/Sites; Other: Flash certified LED installer, light monitoring

#### **Jim Strite**

Sales Manager

**jim.strite@sssr.com**

(314)223-9140

**www.secondsightsystems.com**

Second Sight Systems, LLC is a wireless communications company founded in 1999 and based in Barnhart, MO. We have a combined 100+ years of experience in the areas of two-way / 800 MHz truncating radio, microwave radio, telephony, SCADA, Distribution Automation, and Local Area Networking / Wide Area Networking systems and components. We are a highly capable and motivated team ready to provide engineering design, installation, and maintenance services for a wide range of systems and technologies. Our engineers are licensed Professional Engineers and are registered in the state of Missouri. Our mission is to always provide superior customer service

### **SEI Wireless, LLC**

Infrastructure; Towers/Sites

#### **Robert Schneider**

**sharontc@sharontc.net**

(319) 679-2211

**www.sharontc.com**

Sharon Telephone provides wireless services in and around Johnson, Washington, Iowa, Wapello, Henry, Jefferson, Keokuk, Appanoose, and Monroe Counties utilizing wireless spectrum, copper & fiber optics. Sharon Telephone was incorporated in the State of Iowa. Sharon Telephone does not have an Iowa Targeted Small Business designation. Sharon Telephone provides services in Johnson, Washington, Iowa, Wapello, Henry, Jefferson, Keokuk, Appanoose, and Monroe Counties, in and around the towns of in the above counties utilizing wireless spectrum, copper and fiber optics.



### **Selex-ES Inc**

Infrastructure; Devices; Applications; Systems Integrator; RF OEM; IT/Eng/Enterprise Services

**William Frederickson**

**bill.frederickson@selex-es.us**

(913) 495-2614

**www.us.selex-es.com**

### **Semper Fortis Solutions, LLC**

Devices

**Jacky Jones**

Business Development Executive

**jjones@semper-fortis.com**

(571) 212-7394

**www.semp-fortis.com**

Encryption Management - Key Encryption Management solution automates management and orchestration of encryption keys, significantly reducing Encryption Management time and strengthening security. 175 years combined US National thru Tactical Global C6ISR Full Spectrum Operations Solutions and Operations Support. Contributing members of OASIS KMIP Technical Committee. Most employees are TS/SCI cleared via DoD and/or USIC. Depth in US Army; Joint SOF & US Special Programs

### **Sensor-Tech International**

Systems Integrator; Towers/Sites

**Mark S. Pride**

President

**mpride@sensor-techint.com**

(603) 775-0220

**www.sensor-techint.com**

### **SES Government Solutions, Inc**

**Chris Kinman**

Manager, Government Contracts

**chris.kinman@ses-gs.com**

(703) 610-1016

**www.ses-gs.com**

SES GS offers a full spectrum of dedicated satellite communication services and solutions to our US Government customers. Solutions can range from full turnkey managed networks to uniquely designed on-orbit and/or ground-based capabilities. Ground-based capabilities can include cellular backhaul, teleport services, and network and satellite operations services. SES GS is a majority owner in the O3B global satellite network providing next-generation satellites for U.S. Government customers. With O3B we offer additional value with cellular micro LTE networks. The O3b Medium Earth Orbit (MEO) constellation of satellites offers customers affordable connectivity for up to 1.6 Gbps throughput, with fiber-like latency.



### **Shaffer Tower Services, Inc**

Infrastructure; Towers/Sites; Other

**Antonio Poy**

President

**apoy@shafcomm.com**

(713) 504-7667

**www.shafcomm.com**

Shaffer Tower Services, Inc. (STS) is a SBE/MBE corporation that has been a leader in the wireless telecommunication industry for over 27 years. STS provides turnkey tower construction, equipment shelter installation, antenna and line installation, tower modification or reinforcement and microwave systems. We have extensive experience installing public safety networks.

### **Sharon Telephone Company**

Infrastructure; Towers/Sites

**Robert Schneider**

**sharontc@sharontc.net**

(319) 679-2211

**www.sharontc.com**

Sharon Telephone provides high speed data and voice services in and around the towns of Sharon Center, Hills and Frytown, Iowa utilizing copper fiber optics. In the counties of Johnson, Washington and Louisa utilizing wireless spectrum service to communities in those areas. Sharon Telephone was incorporated in the State of Iowa. Sharon Telephone does not have an Iowa Targeted Small Business designation. Sharon Telephone provides services in Johnson County, in and around the towns of Sharon Center, Hills and Frytown, IA utilizing copper and fiber optics.

### **Shentel**

Infrastructure; Towers/Sites

**Michael Bowden**

**michael.bowden@emp.shentel.com**

(540) 984-5283

**www.shentel.com**

Shentel is a wireless carrier that covers the VA/MD/WV/PA area. Additionally, we own a number of towers and have access to additional towers. We are a Sprint affiliate and operate as Sprint in our footprint owning all of the stores and network equipment. Shentel also owns an extensive fiber that runs through the VA/MD/WV/PA area.

### **Sho-Me Technologies**

Infrastructure, Towers/Sites, Carrier- Missouri (statewide): Dark Fiber, Point-to-Point Services, Optical Wave Services, DWDM, TDM, Scalable Ethernet, eLAN, Dedicated Internet Access, Video, Cellular Backhaul, and Special Applications.

**Cindy Evans**

**cevans@shometech.com**

417859-2615

**www.shometech.com**



### **Shrader Engineering, Inc**

Consulting; IT/Eng/Enterprise Services

#### **Craig Shrader**

President and Managing Principal

**[craig@shrader.net](mailto:craig@shrader.net)**

(713) 467-9961

**[www.shrader.net](http://www.shrader.net)**

We are a Houston based firm specializing in electrical, communications, and technology systems for critical infrastructure. We have experience in wireless and surveillance system technology deployments for municipal and public safety agencies, including an Automated License Plate Recognition System for the City of Sugar Land and performance specification development for the Harris County 4G LTE BIGNET network. Using an engineering approach, our design and integration strategies include high resolution cameras, intelligent video applications, license plate recognition, and wireless communication. Our team also provides cyber security consulting services such as risk analyses, risk and response management, and cyber security best practices.

### **Sierra Wireless**

Devices; Applications; Carrier: 2G/3G/4G in Europe and North America

#### **Benoit Tournier**

Marketing Director, Transportation

**[btournier@sierrawireless.com](mailto:btournier@sierrawireless.com)**

33688993710

**[www.sierrawireless.com](http://www.sierrawireless.com)**

### **Signal Source, LLC**

Towers/sites

#### **Marion Threatt**

**[mthreatt@sstower.com](mailto:mthreatt@sstower.com)**

(615) 823-0901

**[www.sstower.com](http://www.sstower.com)**

Signal Source is a certified small business and minority owned tower development firm located in Memphis, Tn. Signal Source develops and owns towers in the southeastern region of the United States. Our clients include carriers, municipalities, and a wide range of companies that depend on cell towers or small cells to deliver services. Signal Source can provide a turnkey service to meet all of its clients needs. Signal Source can handle all aspects of tower development from site placement to carrier installation. Signal Source takes pride in providing excellent customer service, and a project that's on time and on budget.

### **Silvus Technologies**

#### **Jimi Henderson**

VP of Sales

**[jimi@silvustechologies.com](mailto:jimi@silvustechologies.com)**

(760) 525-9662



### **Sinclair Technologies**

**Jerry Xu**

Product Manager

**jxu@sinctech.com**

(905)727-0165 x 244

**www.sinctech.com**

### **Site Safe Inc**

Consulting; Other: RF Regulatory Compliance

**Sabrina Newson**

Vice President of Sales and Marketing

**snewson@sitesafe.com**

602620-2086

**www.sitesafe.com**

Site Safe, Inc. provides industry-recognized RF health, safety, and regulatory compliance solutions to wireless telecommunications companies. We offer a comprehensive portfolio of services designed to assist companies that are required to comply with Federal Communications Commission (FCC) and Occupational Safety & Health Administration (OSHA) regulations pertaining to human exposure to RF energy and responsibilities of wireless carriers to protect the patterns of existing AM stations.

Services include

- MPE/EME studies
- Site Mitigation
- AM detuning services
- NIR analysis for towers
- FAA studies/filings
- Interference Analysis
- DAS/In-Building MPE
- Expert Testimony/Zoning support –RF Safety
- Peoplesafe – RF Safety-web-based training

### **SK Telecom**

Devices; Applications; Infrastructure; Systems Integrator; IT/Eng/Enterprise Services

**Kyongseok Kwon**

Public Safety Network TF

**kwonks@sk.com**

82-10-2036-0061

**www.sktelecom.com**

KOREA PS-LTE Pilot Deployment Project Operator. GCSE Solution provider, follows 3GPP Rel 12 specification. BM-SC, GCS-AC, GCSE Client for UE, Handset (UE)



### **Skylink, LLC**

Infrastructure; Towers/Sites; Other

**Don Miller**

President

**dmiller@ncn.net**

(712) 776-2222

Skylink, LLC is located in northwest Iowa providing services cellular and broadband with tower leasing services. Skylink, LLC was incorporated in the State of Iowa. Skylink, LLC does not have an Iowa Targeted Small Business designation. Skylink, LLC provides services and owns fiber in Pocahontas county, Palo Alto county, Kossuth county and Emmet county.

### **SLS Government Funding Solutions**

**Phil Dunlap**

**phil.dunlap@SLSGovernmentfundingolutions.com**

702-938-3297

### **SMBH, Inc**

Tower/Sites

**Tom Callahan**

Client Manager

**tcallahan@smbhtelecom.com**

614481-9138

**www.smbhtelecom.com**

SMBH, Inc. is a structural engineering firm located in Columbus, OH. We are registered in 48 states and Washington D.C. and specialize in the structural analysis, design, and modification of towers, rooftop structures, and outdoor DAS/Small Cell deployments. Other services offered include but are not limited to: foundation design, structural opinion letters, mount analysis, access port design, response to plan checker review comments, feasibility studies, post-modification closeout or inspection services, independent 3rd party review of designs by other engineering firms, failure analysis and investigations, and expert witness testimony.

### **Smiths Microwave**

Infrastructure

**Brian Wixon**

National Account Manager - Verizon

**brian.wixon@smithsmicrowave.com**

(443) 735-2183

**www.smiths.com**

Smiths Microwave designs and manufactures products for Network implementation, validation and optimization with Kaelus PIM/Antenna/Feeder testing equipment, Network Feeder and Antenna Sharing with Kaelus In-Band and Multi-Band Radio Combiners, Network uplink optimization with Kaelus Tower Mounted Amplifiers (TMA's), Network radio backhaul with Radio Waves Point-to-Point and Point-to-Multipoint antennas, RF surge protection with PolyPhaser site protection products, and Transtector AC/DC/Data surge protection/distribution cabinets & products. Smiths Microwave offers integrated



functional assemblies to obtain highest possible level of performance in the smallest/lightest possible form factor and allows installation costs to be reduced.

#### **SMJ International**

##### **David Brown**

Vice President Strategic Development

[davidbrown@smj-llc.com](mailto:davidbrown@smj-llc.com)

248-894-9543

#### **Sonim**

##### **Robert Escalle**

Vice President, Public Safety Market Segment General Manager

[r.escalle@sonimtech.com](mailto:r.escalle@sonimtech.com)

847-284-8449

[www.sonimtech.com](http://www.sonimtech.com)

#### **Sonus Networks**

Infrastructure; Other: security, protocol conversion, inter-operability

##### **Jayson Schwam**

Federal Sales

[jschwam@sonusnet.com](mailto:jschwam@sonusnet.com)

(978) 614-8016

[www.sonusnet.com](http://www.sonusnet.com)

Sonus offers Cloud-based SIP and 4G/VoLTE solutions by enabling and securing mission-critical traffic for Video and Voice over IP (VVVoIP) and IM through encryption, DDoS, toll-fraud protection, plus deep packet inspection. Sonus secures and prioritizes communications while delivering real-time services for mobile and UC through hardware-based and virtualized Session Border Controllers (SBCs), Diameter Signaling Controllers (DSCs), Cloud Exchange Networking Platform, Policy/Routing servers, and media/signaling gateways. We perform protocol conversion (like PSTN to IP/ISP) and protect networks from IP-based attacks, plus a JITC-certified voice optimization solution for tactical communication links over diverse transmission environments in fixed and mobile government networks.

#### **Southern Diversified Technologies, Inc (SDT)**

Infrastructure; Consulting; Towers/Sites; Other: OSP turn-key design and construction

##### **James Ezell**

President

[jezell@sdt-1.com](mailto:jezell@sdt-1.com)

(601) 320-0443

[www.sdt-1.com](http://www.sdt-1.com)

Southern diversified Technologies, Inc. (SDT) is a widely diversified telecommunications infrastructure services company. Headquartered in the southeast and providing support on a national basis, SDT provides a wide variety of infrastructure related services, as well as a combination of some or all for a turn-key or "Integrated Project Delivery" approach on Fiber Optic Backhaul and Fiber to the Home Projects. Performing a unique blend of Outside Plant Engineering & Construction, Inside Plant Installation and Maintenance, Real Estate, Right of Way and Building Services, SDT has been recognized in national forums as a leader in GIS based design.



### **SpectraRep**

Infrastructure; Other; Carrier: Datacasting over public TV infrastructure and licensed spectrum

#### **Mark O'Brien**

President/CTO

**mobrien@spectrarep.com**

(703) 802-2975

**www.spectrarep.com**

In partnership with Americas Public Television Stations, SpectraRep provides both access to the public television broadcast network and technology to allow this existing nationwide service to deliver encrypted and targetable IP data. Datacasting supports native one-to-many content delivery over existing broadcast television infrastructure using licensed television spectrum. Datacasting allows unlimited sharing of video, files and alerts with full encryption and targeting. Public television provides rural coverage, speed to market and cost effective deployments. Public television covers 97% of the US population, including territories, right now. Other infrastructure includes satellite, fiber, microwave, towers and other backhaul used in broadcast operations.

### **Spencer Municipal Utilities**

Infrastructure; Towers/Sites

#### **Mark Baedke**

**mark.baedke@smunet.net**

(712) 580-5800

**www.smunet.net**

Spencer Municipal Utilities provides high speed data and voice services in and around Spencer, IA using fiber optics. Spencer Municipal Utilities was incorporated in the State of Iowa. Spencer Municipal Utilities does not have an Iowa Targeted Small Business designation. Spencer Municipal Utilities provides services in Clay County, Iowa.

### **Spirent Communications**

Infrastructure; Devices; Applications; Other: Enabling Technologies

#### **Mitchell Smith**

Director, DTBU-Americas

**mitchell.smith@spirent.com**

(949) 388-6126

#### **Ash Amine**

**ash.amine@spirent.com**

(732) 614-8280

**www.spirent.com/solutions/DevTools**

Spirent Developer Tools BU (fka Radvision TBU) has for more than 20 years provided a unique set of software developer solutions, including industry leading Signaling Protocol Toolkits, powerful Media Analysis & Network monitoring tools, and Unified Communications Voice & Video Client Frameworks. The Spirent BeeHD Client Framework offers an IP and LTE Voice & Video communications solution, with flexible APIs, that developers can use to easily enhance their applications with standards-based calls, presence, and instant messaging, providing the basis for a set of Voice & Video applications that will leverage the Network for truly valuable First Responder communication capability.



### **Spirent Federal Systems**

#### **Victor Fernandez**

Director of Federal Systems

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703-798-2527

**www.spirentfederal.com**

### **Spirit Communications**

Infrastructure; Towers/Sites; IT/Eng/Enterprise services; Carrier: Fiber and towers in South Carolina, North Carolina, and Georgia

#### **Walt Cole**

Director, Planning and Pricing

**walt.cole@spiritcom.com**

(803) 726-4087

**www.spiritcom.com**

Two 24X7X365 NOCs with over 55 field service personnel engineering and maintaining fiber, wireless and tower assets and over 2,600 route miles of fiber in South Carolina and North Carolina. Partnering with member companies, we have access to over 350 owned towers and 773 supported towers, 700 Mhz, AWS and PCS spectrum, an Alcatel-Lucent EPC Core, 8 geographically diverse data centers, 85 personnel manning 6 diverse 24X7X365 NOC's, more than 350 field personnel engineering and maintaining fiber, wireless and tower assets and more than 16,500 fiber route miles covering 42 of the 46 counties in the State of South Carolina.

### **Spok Inc.**

#### **Louis Bopst**

Managing Sales Director

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443-823-9817

### **Springville Cooperative Telephone Association**

Infrastructure; Towers/Sites

#### **Todd McWherter**

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(319) 854-6107

**www.springvilletelephone.com**

Springville Coop. Telephone Assn., Inc. provides high speed data and voice services in and around the town of Springville, Iowa utilizing copper and fiber optics. Springville Coop. Telephone Assn. was incorporated in the State of Iowa. Springville Coop. Telephone Assn. does not have an Iowa Targeted Small Business designation. Springville Coop. Telephone Assn. provides services in Linn and Jones County, in and around the town of Springville, Iowa utilizing copper and fiber optics.



## **Sprint**

Infrastructure

### **Rodney Cooper**

Manager, Business Development

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(540) 537-1007

**www.sprint.com/ert**

Sprint's Emergency Response Team (ERT) specializes in deployable communications platforms in support of public safety and government operations. Supporting more than 6,100 deployments since 2001, Sprint ERT's extensive system of personnel, mobile communication devices, and deployable assets are designed to provide a wide array of communications capabilities including cellular voice and Push to Talk, LTE, and IP Broadband technologies. Sprint ERT SatCOLTs can be deployed as either traditional Cell on Wheels or full scale System on Wheels with custom RAN and CORE, media sharing, and LMR Interoperability utilizing satellite, microwave, or terrestrial backhaul.

## **SRA International**

### **James Mangum**

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**jamie\_mangum@sra.com**

240-514-2945

**www.sra.com**

## **Standing Rock Telecommunications Inc**

### **Fred McLaughlin**

General Manager

**fred@standingrocktelecom.com**

## **Stantec Consulting Services, Inc**

Consulting

### **Paul T. Roos**

Wireless Studio Manager

**paul.roos@stantec.com**

(206) 224-3684

**www.stantec.com**

Stantec's wireless consultants, engineers, and project managers provide comprehensive project support to the most highly complex wireless system implementations. Services include: radio system planning and design, including P25 Systems; in-building and campus communications system planning and design; distributed antenna system design and project management; radio system governance and lifecycle planning; radio system replacement project management; wireless signal propagation, coverage modeling and microwave network design and path analysis; FCC mandated narrow-banding, FCC licensing, STA's and waiver requests; and wireless facility site design.



### **Star Solutions**

**Alex Pourian**

Director of Sales

**Alex.pourian@starsolutions.com**

(604)303-2362 ext. 562

**www.starsolutions.com**

### **State of Colorado - Governor's Office of Information Technology**

Infrastructure; Towers/Sites; Other: State

**Kim Coleman**

Broadband Implementation Manager

**kim.coleman@state.co.us**

(720) 390-8606

**www.oit.state.co.us/strategy/broadband**

The State of Colorado, Governor's Office of Information Technology, on behalf of the FirstNet Colorado Governing Body is interested in ensuring any potential offerers or FirstNet partners have a complete understanding of the infrastructure, towers, sites, other assets and resources within the state which may be leveraged in the response to the FirstNet RFP and the future network. Additionally, we are open to discussing any requirements, coverage or potential utilization statistics provided as part of the Bidder's Library. Please contact us directly to obtain more information.

### **STG Communication Services, Inc**

Systems Integrator

**Mark Muzzana**

President

**mark.muzzana@stgcom.com**

(724) 712-1889

**www.stgcom.com**

STG is a specialty telecommunication construction company in the Midwest region of the US. We install and maintain a variety of telecommunication equipment for various government and non-government entities.

### **STI-CO Industries, Inc**

Consulting; Devices; Applications; IT/Eng/Enterprise Services

**Gary Jones**

Technical Solutions Executive

**gary.jones@sti-co.com**

(866) 307-8426 ext. 333

**www.sti-co.com**

STI-CO is a Disadvantaged Business Enterprise with over 48 years of expertise in antenna design. We develop antennas in several areas, specializing in custom mobile multi-band solutions. We have deployed on various platforms including vehicle, locomotive, bus and certain airframes. Our company employs the latest in design and manufacturing techniques. We are ISO certified and all of our products are certified made in the USA. Our team of engineers and technicians provide unique solutions utilizing



knowledge in various vertical markets. We design for bus, rail, public safety, and security applications including federal, state and local law enforcement agencies.

#### **Stratsoft**

Consulting

**Michael Tattersall**

**mtattersall@stratsoftllc.com**

(978) 371-2299

**www.stratsoftllc.com**

Stratsoft provides geo-spatial telecommunications network project planning, installation optimization assessment, and user reach analysis using integrated maps, databases and economic analysis tools. For over 15 years we have modeled and analyzed wireless and fiber telecommunications networks, for carriers, infrastructure developers, and equipment-makers in support of Municipal, BTOP, First Responder and commercial networks. Stratsoft develops project-specific data and models to measure and evaluate network User “demand” with infrastructure “supply” for new and existing infrastructure and anticipated expansions. Our industry expertise and software tools support decision-making for network designs, deployment, cost optimization, reliability, and Fit-to-Purpose for wireless, fiber and copper.

#### **STS Global Inc**

**Bill Raney**

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443-956-1944

#### **Sully Telephone Association**

Infrastructure; Towers/Sites

**Earl "Jack" DeAngelo**

General Manager

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(641) 594-2905

**www.sullytel.com**

Sully Telephone Association was established in 1904 and has been a major economic business partner in the community it serves. Sully Telephone Association was incorporated in the State of Iowa. Sully Telephone Association does not have an Iowa Targeted Small Business designation. Sully Telephone Association provides Local telephone and Internet exchange for Sully, IA in Jasper County on copper and fiber. 4G LTE fixed wireless Internet over microwave/fiber in Marion and Mahaska Counties, IA.

#### **Sun West Engineering, Inc**

**Dean Dougherty**

National Sales Manager

**dean.dougherty@sunwesteng.com**

602275-0662

**www.sunwesteng.com**

Founded in 1984 and located in Phoenix, Arizona, Sun West Engineering, is dedicated to being the premier provider of communications products by introducing solutions for tomorrow's challenges today. We are a manufacturer of the COW - Cell On Wheels, COLT – Cell On Light Truck, GOAT – Generator On



A Truck, as well as a variety of different UL® Listed equipment cabinets and enclosures. We strive for excellence in quality, operational performance, lasting value through the use of innovative engineering and proven construction techniques, and above all customer service and satisfaction. We design it, manufacture it and support it.

#### **Surveying and Mapping, LLC (SAM)**

Consulting; Towers/Sites

**Bryan Philips**

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(512) 493-0202

**www.sam.biz**

Surveying And Mapping, LLC is a leader in providing geospatial data solutions to a variety of infrastructure markets. In addition to traditional topographic surveying and mapping capability, SAM is capable of supporting engineering, design and planning firms with detailed “as-built” tower maps and CAD models.

#### **Sutherland Global Solutions**

**Peter Warren**

VP of Federal Sales

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**www.Sutherlandglobal.com**

#### **Swain Online, Inc (dba Swain Techs)**

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President

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**www.swaintechs.com**

Swain Techs is an award winning 8(a) certified small business with over a decade of exceptional performance. We are CMMi ML3 Development & Services appraised and ISO 9001 certified. Our headquarters is in Horsham, PA, with satellite offices in Washington, DC and Alexandria, VA. Swain Techs has won more than \$20M in prime contracts in the last 3 years at HHS, Navy, USPTO, DLA and DHS. We are among the fastest 5000 growing companies in the USA for 2014 and 2015 according to Inc 5000 Magazine and named SBA Eastern Pennsylvania District Minority Small Business of the year for 2015.

#### **SWI (formerly Sublime Wireless)**

Consulting; Systems Integrator; IT/Engineering/Enterprise Services

**John O'Leary**

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**www.swius.com**

SWI (formerly Sublime Wireless) is one the of the largest independently owned Wireless Consulting Services Firms in the United States with local presence in North America, Middle East and Asia. SWI is a leader in providing advanced ICT services to wireless, wire-line, Public Safety, IoT, M2M and Enterprise



domains. Our areas of expertise include Strategic Consulting, Engineering Services (RAN, Transport, and Core) and Deployment Services catered to the communications industry. Our team provides cost-effective highly technical solutions that have helped our customers launch and manage 4G /LTE, 3G, and 2G Networks

#### **Symantec Corporation**

##### **Robert Myles**

National Practice Manager, State and Local Government

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#### **Synaptek Corporation**

Systems Integrator; Infrastructure; IT/Eng/Enterprise Services

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**www.synaptekcorp.com**

Synaptek Corporation, an 8(a) certified small disadvantaged business, established in 2008, provides imaginative and innovative IT services and solutions to the Federal Government. Our focus is on providing mission-aligned and cost-effective enterprise solutions and support that enable the Government to leverage advanced technologies to improve services, increase efficiencies, and better perform their missions. Our current work spans IT service solutions, technical support, program management, strategic planning, systems/software engineering, design and development, integration, implementation support, architectural development, case studies and analyses, test and evaluation, data migration, training, enterprise network engineering, cyber security, and operations and maintenance.

#### **TE Connectivity**

##### **Mike McGinn**

Sr Manager Sales and Marketing

**mike.mcginn@te.com**

#### **TECHS**

##### **Trace Schalk**

**t\_schalk@techstx.com**

(512) 819-1319

#### **Tecore Networks**

##### **Matt McCrann**

Director of Government Programs

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**www.tecore.com**

Tecore Networks, founded in 1991, is a small business headquartered in Hanover, Maryland. Tecore provides end-to-end, highly adaptable wireless networks for commercial network operators and government agencies. Specializing in rapidly deployable networks and bringing wireless connectivity to



rural and remote areas, Tecore's portable, self-contained network solutions are ideal for First Responder and Disaster Relief networks. Our commercially available LYNX 4G LTE product provides LTE and LTE-Advanced (LTE-A) network coverage in any 3GPP LTE band, including Band 14, to a 1-3 km area around each LYNX system. The LYNX is also mesh capable with other LYNX systems and existing networks.

#### **Tectonic Engineering**

**Edward Martella**

Vice President

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**www.tectonicengineering.com**

#### **TEK Systems Inc.**

**Brian Garstang**

Director

**bgarstan@TEKsystems.com**

703-476-3323

#### **Telamon Corporation**

Consulting; Systems Integrator; RF OEM; IT/Eng/Enterprise Services

**Laurie Caruso**

Director of Sales

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(617) 839-6940

**www.telamon.com**

Telamon is a certified Minority Owned business (MBE) specializing in over 30 years in turnkey Telecommunication solutions. This includes RF Consulting, Field services, Project Management, Installation, commissioning, rack integration, supply chain management, and energy management. Telamon also builds a fiber optic product line that will provide high quality solutions for Telecom, MSO, data Centers and outdoor Public Safety applications. Products built in TS14001-certified facility and to GR-326-CORE standards. TL9000 certified. Acquired Rizzo consulting 2015. Nine facilities across US – Arkansas, California, Indiana, Illinois, Kansas, Kentucky, Missouri, New Jersey, and Ohio as well as national resources providing turnkey solutions across the country.

#### **Telcordia Technologies dba iconectiv**

Infrastructure

**Jim Boyer**

**jboyer@iconectiv.com**

(732) 699-8180

**www.iconectiv.com**

Iconectiv, formerly Telcordia, has a long heritage of providing infrastructure support to the telecommunication industry. Our offerings enable a Firstnet solution by: Providing real time awareness of all mobile phones on the firstnet network and identification of potential high risk security devices. This product is Device Registry Providing a messaging distribution network including broadcast and response features with ability to target groups for specific message distribution/priorities Providing a common data infrastructure to provide consistent and accurate information during build out, operations



and crisis. Our Common Language can help avoid ambiguity/build out communication issues and provide the reporting metrics required.

#### **TeleCommunications Systems Inc**

Systems Intergrator; IT/Eng/Enterprise Services; Consulting

##### **Mark Lanphear**

Senior Director, Business Development

[mLANPHEAR@telecomsys.com](mailto:mLANPHEAR@telecomsys.com)

(802) 745-8366

[www.telecomsys.com](http://www.telecomsys.com)

TCS provides location, ESInet, satellite, deployables, and cybersecurity solutions.

- TCS' ESInet solution is based on NENA i3 standards and enables Next Generation 9-1-1 compatible interface to the call handling systems and PSAP data.
- Direct provider of location calculation engines with expanding capabilities.
- TCS' deployable solutions provide satellite, baseband, and wireless capabilities for encrypted voice, video, and data transfer. TCS designed and currently supports an LTE Band 14 network to enable real-time streaming video from police vehicles, dismounted officers, and mobile command posts.
- Cybersecurity services provide a complete solution for assessing, protecting, and monitoring critical FirstNet assets against advanced persistent threats.

#### **Televersant. LLC**

Consulting; Devices, Applications; Systems Integrator; IT/Engineering/Enterprise Services

##### **Syed Hasan**

[syed@televersant.com](mailto:syed@televersant.com)

(949) 689-7995

[www.televersant.com](http://www.televersant.com)

Televersant, LLC is a Minority Owned Small Business and a quality provider of Engineering, Technology and Professional Services to the Telecommunications Industry. Our services include RF Engineering, RF Design, Software and App Development, Project Management and device and field testing. We have supported our clients design, deploy and optimize networks nationwide and utilize the maximum return on their investment.

#### **TeleWorld Solutions, Inc**

Consulting; Towers/Sites; IT/Eng/Enterprise services

##### **Robert M. Fuchs**

[robert.fuchs@teleworldsolutions.com](mailto:robert.fuchs@teleworldsolutions.com)

(703) 856-0674

[www.teleworldsolutions.com](http://www.teleworldsolutions.com)

TeleWorld Solutions is a strategic wireless RF Engineering firm offering network operators, OEMs and tower companies turnkey design, optimization, network dimensioning & deployment services. With experience of hundreds of thousands of successful implementations, of macro, DAS, Small Cell, and Wi-Fi, in all network environments.



### **Telnet Inc**

Systems Integrator; Infrastructure; Towers/Sites; RF OEM; IT/Eng/Enterprise Services

#### **Douglas Trolan**

Public Sector Manager

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240-676-7020

**www.telnet-inc.com**

Telnet is an RF & Wireless Engineering and Consulting firm founded in 1995 offering nationwide client support. Our clients include VZW, AT&T, T-Mobile, Samsung, Sprint, Crown Castle, ATI as well as system integrators e.g. Lockheed Martin. Services include: RF & Wireless (EF&I, Tower, RAN); Tower Construction, Maintenance, Upgrades; Network (Design, Optimization, OM&A, Wired/Wireless); Microwave and fiber backhaul construction; Site Evaluation and Audit as well as Microwave Point to Point/Multi-Point communications and Telecomm Systems Design and Installation. Telnet also holds a Top Secret Facilities Clearance for classified work.

### **Telos Corporation**

Devices; Applications; Systems Integrator; IT/Eng/Enterprise services

#### **Steve Sharp**

**steve.sharp@telos.com**

703-724-3747

**www.telos.com**

Telos Corporation offers technology solutions and services that empower and protect the world's most security-conscious enterprises. We empower our customers with secure solutions that leverage mobile communication and real-time collaboration. We protect our customers' vital information assets so they can safely conduct their global missions. We provide cyber security to defend systems, networks, and information; secure mobility to work with confidence across and beyond the enterprise; and identity management to establish trust in personnel and protect against insider threats. We serve commercial enterprises, the military, civilian and intelligence agencies of the federal government, and allied nations around the world.

### **Teltech Communications LLC**

Infrastructure; Towers/Sites; Other: Logistics

#### **Lisa Hanlon**

CEO

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**www.ttcsales.com**

Teltech Communications LLC, established in 1999, is a certified Native American Woman- Owned business enterprise that provides specialized solutions for the telecom industry. Teltech maintains Quality, Environmental, Health and Safety certifications TL 9000/ISO 9001 and R2:RIOS and assists telecom carriers in forward and reverse logistics, asset management, refurbishment, recycling, and network field services.



#### **Terra Asset Management, Inc**

**Bill Gillin**

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#### **TESSCO Incorporated**

Infrastructure; Devices; Applications; Towers/Sites; RF OEM; Other

**Joseph Hicks**

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**James Rugg**

Sales Leader

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**www.tessco.com**

TESSCO (NASDAQ: TESS), a market leading distributor of wireless communications solutions have been providing the total solution of products for over 30 years. We work to keep our customers projects on time and on budget by combining expert supply chain management and total product solutions. TESSCO is the Total Source to support the design, build, and maintenance of Fixed Tower Infrastructure, as well as Mobile Tower Site Hardware. TESSCO has a team of highly skilled Solutions Architects and DAS Design Engineers ready to assist those customers deploying Commercial / Private LTE as well as Public Safety Broadband Communications Systems.

#### **TEST Electric LLC**

Infrastructure; Consulting; Towers/Sites

**Darrin Wagner**

CEO and President

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**www.test-us.net**

#### **Tetra Tech**

**Colin Hayes**

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#### **TGE Demographics Consulting**

Consulting

**Thomas G. Exter**

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(585) 624-7390

**www.tgedemographics.com**

A member of the Pitney Bowes Software partner network, TGE Demographics Consulting specializes in data acquisition and integration, including the PSAP Pro database. Pitney Bowes Software PSAP data is



an industry standard database, updated weekly, containing critical site communication and location data as well as detailed PSAP boundary files for all 4,600+ PSAP's and 800+ non-PSAP emergency points in primarily rural areas. Small area demographic estimates and projections is also an area of specialization.

#### **Thales USA**

##### **Brad Foreman**

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949-790-2854

#### **The Clariant Group, LLC**

Consulting; IT/Eng/Enterprise Services

##### **Michael Carter**

Business Development and Marketing Manager

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(646) 695-7194

**www.theclariantgroup.com**

The Clariant Group is a full-service technology consulting and design services firm providing technology systems master planning, building systems integration, project management and implementation support, technology systems commissioning, and planning/design services for building infrastructure, structured cabling, audio-visual systems, acoustics, security systems, wired and wireless networks, voice communications, distributed antenna systems (DAS), public safety systems, and control systems.

#### **The Digital Decision**

##### **Robert Le Grande, II**

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703-344-1819

**www.thedigitaldecision.com**

#### **The Farmers Mutual Telephone Company of Stanton, Iowa**

Infrastructure

##### **Kevin T. Cabbage**

General Manager/CEO

**kcabbage@fmtcnet.com**

(712) 829-2111

**www.myfmtc.com**

For over 100 years, Farmers Mutual Telephone Company has been providing communication services to the communities and rural areas of Stanton, New Market, Bethesda, Villisca and Nodaway in southwest Iowa as a Local Exchange Carrier. We have Fiber to the Home technology available in all ILEC serving areas plus the communities of Red Oak, Clarinda, Bedford, Corning & Lenox. We provide state-of-the-art voice, video & data products from people skilled, trained and willing to serve our customers. In southwest Iowa, FMTC geographical serving area includes the Counties of Montgomery, Page, Adams & Taylor with fiber optic technology services.



### **The Goal, Inc**

Infrastructure; Consulting; Devices; Applications; IT/Engineering/Enterprise Services

**Breanne Dunn**

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703-991-4492

**[www.thegoalinc.com](http://www.thegoalinc.com)**

The Goal is a niche IT consulting firm headquartered in Reston, VA and we've been very successful in the IT space over the past 13 years. We dedicate ourselves to 5 areas of IT, in order to have the deepest networks. Those spaces are Applications Development, Cyber Security, Enterprise Applications, Data Management/BI, and High-End Infrastructure. We're a small, disadvantaged, minority owned business with a Top Secret Federal Facilities Clearance. We're continuing to grow quarter over quarter and are projected at around \$27 million this year.

### **The Mer Group**

**Steve Lavi**

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**[www.mer-group.com](http://www.mer-group.com)**

### **The net.America Corporation**

Systems Integrator; IT/Eng/Enterprise Services

**Clare Hines**

President and CEO

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(301) 218-4559 ext 227

**[www.discovernetamerica.com](http://www.discovernetamerica.com)**

The net.America corporation is a WOSB providing information technology and professional services to federal agencies. We are an ISO 9001:2008 and ISO 20000:2011 certified firm with core areas in Program Management Office (PMO), Information Technology, Contact Centers & Help Desk and Grants Management and Peer Review services.

### **The Rural Wireless Association, Inc**

Infrastructure; Consulting; Towers/Sites; Other; Carrier

**Tony Veach**

Senior Regulatory Counsel

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(202) 631-9190

**[www.ruralwireless.org](http://www.ruralwireless.org)**

RWA is a trade association representing rural wireless carriers who each serve fewer than 100,000 subscribers. RWA's members provide wireless telecommunications services, such as cellular telephone service and Personal Communications Services, among others, to their subscribers. RWA's members are small businesses serving or seeking to serve secondary, tertiary and rural markets. Our membership is comprised of both independent wireless carriers and wireless carriers that are affiliated with rural telephone companies. RWA's mission is to promote wireless opportunities for rural telecommunications



companies through advocacy and education in a manner that best represents the interests of its membership.

**TIBCO Software Federal, Inc**

**Richard Schrader**

**rschrade@tibco.com**

**(703) 774-7024**

**[www.tibco.com/industries/government/us-federal](http://www.tibco.com/industries/government/us-federal)**

Backed by decades of innovation in infrastructure technology, and a customer roster of leading communications service providers (CSPs), TIBCO offers a unique, event-driven approach to help CSPs enhance the lifetime value of their subscribers and services

Cyber Security is another issue. Ask me for a copy of our White Paper on: 'Predictive Cyber Defense'

**Tilson Technology Management**

Infrastructure; Consulting; Applications; Devices; Systems Integrator; Towers/Sites; IT/Eng/Enterprise Services

**Joshua Broder**

CEO

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**Times Microwave Systems**

RF OEM

**Jeff Buccitti**

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**(203) 949-8530**

**[www.timesmicrowave.com](http://www.timesmicrowave.com)**

Times Microwave Systems designs and manufactures high performance coaxial cable, connectors cable assemblies and surge protection for use in wireless systems. Products include flexible, low loss 50 Ohm LMR® coaxial cables, EZ connectors, installation tools and accessories, low PIM DAS jumpers and Times-Protect® surge and lightning protection.

**Timitron Corporation**

**Tim Goodrich**

President

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**(877)398-3877 ext 101**

**[www.timitron.com](http://www.timitron.com)**



### **Titonka-Burt Communications**

Infrastructure; Towers/Sites

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**www.tbctel.com**

Titonka-Burt Communications provides high speed data and voice services in and around the towns of Burt and Titonka, Iowa utilizing copper and fiber optics. Titonka-Burt Communications was incorporated in the State of Iowa. Titonka-Burt Communications does not have an Iowa Targeted Small Business designation. Titonka-Burt Communications provides services in Kossuth and Winnebago Counties, in and around the towns of Burt and Titonka, Iowa utilizing copper and fiber optics.

### **TK Promotions, Inc**

Other: Awards / Signage / Promotional Products / Apparel / Recognition / Trade Show Giveaways

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(703) 304-3974

**www.tkpromotionsinc.com**

TK Promotions is a promotional products company that offers clients the best products ranging from awards and recognition items to tradeshow giveaways to custom apparel. Promotional products, also known as specialty advertising, build brand awareness and corporate identity. These items help promote a positive impression of your organization. TK Promotions helps agencies and businesses with branding efforts by supplying creative ideas, sharing the latest in promotional products, providing an understanding of maximizing budgets, and most importantly, offering impeccable customer service.

### **TLC Solutions, Inc**

Infrastructure; Consulting; Devices; Applications; Systems Integrator; RF OEM; IT/Eng/Enterprise Services

**Randy Sisto**

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**www.toplevelcom.com**

TLC has provided LTE Systems to various government agencies and commercial companies and has strong relationships with leading technology companies in the cellular and radio communication industry. TLC Solutions is the leader in providing secure wireless network solutions designed specifically for portability, ease-of-use and tactical communication applications across a variety of standards including GSM, UMTS, LTE, CDMA, EVDO, Wi-MAX and Radio technologies. As a testament to our excellence in products and services, The Small Cell Forum awarded TLC the "Small Cell Industry Social Impact Award" for 2014.



### **Toptel USA, LLC**

Infrastructure; Consulting; Devices, Applications; Other; Carrier

#### **Jerome Edmondson**

President and CEO

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**www.toptelusa.com**

TopTel USA is a certified minority and veteran owned company specializing in telecommunications, inbound and outbound interactions, consulting, and public safety as it relates to customer service, sales, training, and consulting. TopTel USA is also an AT&T Government, Education and Medical Co-seller and reseller of all AT&T products and services with offices globally. In addition, Toptel USA's core competency is helping Rural and Black Law enforcement agencies bridge the mobility and wire line digital divide to enhance their communications needs in the communities they serve.

### **Tower Cloud, Inc**

Infrastructure; Towers/Sites; Carrier: Southeastern U.S. including Alabama, Georgia, South Carolina, and Florida

#### **Michael Lavoie**

Account Executive

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(904) 342-7033

**www.towercloud.com**

Tower Cloud is a leading provider of wholesale telecommunications services, specializing in providing Wide Area Network solutions for enterprise customers. We build, operate and maintain fiber optic and wireless networks using leading edge IP/MPLS Ethernet technologies. Tower Cloud's primary business segment serves wireless carriers to enable the launch and growth of 4G wireless Broadband services. Tower Cloud's success is based on its flexible and creative approach to developing custom solutions to meet specific customer needs. Tower Cloud takes a carrier-focused approach to its network with an eye for increased business performance and network quality while reducing unit costs.

### **Tower Systems, Inc**

Infrastructure; Towers/Sites

#### **Rand Sampson**

**rsampson@towersystems.com**

(317) 697-3771

**www.towersystems.com**

With locations in Watertown, SD and Winter Park, FL Tower Systems, Inc. is committed to developing partnerships with its global customers and holds a highly regarded reputation of doing business in a fair and honest manner with all their suppliers, subcontractors, professional peers and customers. We pride ourselves in being one of the best global companies in our industry and have worked in all 50 states installing thousands of towers.



### **Towersource, Inc**

Consulting

**Marshall Hazlehurst**

**mhazlehurst@towersourceinc.com**

(404) 518-2064

**www.towersourceinc.com**

Towersource was founded in 1999 and main office in Atlanta and field offices throughout the Southeast. We have serviced all the major wireless carriers, tower companies and OEMs. Towersource was founded as a Project Management company and has continually expanded to provide in-house AE, Structural Engineering, Site Audits, Surveying and Zoning/Permitting. We also have a team of fiber/OSP design engineers, ArcGIS and Geotechnical Resources.

### **Town of Cary, NC**

Infrastructure; Towers/Sites; Other: P25 radio system

**Terry Yates**

Telecommunications Manager

**terry.yates@townofcary.org**

(919) 469-4014

**www.townofcary.org**

### **TPD Corporation**

Devices; Applications; IT/Eng/Enterprise Services

**Hoyt. M. Layson**

**hoyt.l@tpdcorp.com**

(727) 424-6180

**www.TPDCorp.com**

TPD CORPORATION PROVIDES PATENT PENDING DEVICES AND APPLICATIONS TO COMPRESS FULL MOTION HIPAA CERTIFIED LOSS LESS HD VIDEO IN REAL TIME OVER ANY CELLULAR (2G, 3G, 4GLTE) OR SATELLITE NETWORK WITH FRAME BY FRAME ENCRYPTION AND 80-90% BANDWIDTH AND STORAGE REDUCTION BEYOND H.264. TPD CORPORATION ALSO HAS PATENT PENDING ANTENNA BASED OUTDOOR/INDOOR LOCATION TECHNOLOGY TO 1 METER ACCURACY IN ALL AXIS. BOTH CAPABILITIES ARE SAAS AND ARE DEMONSTRATABLE.

### **TransHawk Systems LLC**

**William Pommerening**

President

**wpommerening@transhawksystems.com**

703-989-1374

### **Transportation Technology Associates**

Infrastructure; Systems Integrator; Towers/Sites; IT/Eng/Enterprise Services

**Patrick Geisler**

Partner and Senior Systems Engineer

**pgeisler@transportationta.com**

(832) 289-1098

**www.transportationta.com**



### **Trileaf Corporation**

Consulting; Towers/Sites; IT/Eng/Enterprise Services; Other

#### **Keith Dukes**

Director of A&E Services

**k.dukes@trileaf.com**

(407) 660-7840

**www.trileaf.com**

TRILEAF Corporation is a national company specializing in Environmental, Architecture and Engineering services. TRILEAF has been in business for 22 years and has nine strategically placed offices throughout the country. TRILEAF has performed these services for all the major carrier's, OEM's and tower companies across the country. We pride ourselves on our commitment to our clients, quality of work and speed to market.

### **True Net Communications**

#### **Warren Rhinehart**

Director

**wcrhinehart@truenetcommunications.com**

904-224-2194

**www.truenetcommunications.com**

### **True Position**

#### **Michael Glaser**

Senior Product Manager

**michael.glaser@trueposition.com**

610-680-1186

**www.trueposition.com**

### **TruVista**

Infrastructure; Towers/Sites; Other: NOC, 1,200 fiber route miles; Carrier: Fiber in SC and GA

#### **Allison Jakubecy**

Senior Vice President - Sales and Marketing

**allison@truvista.biz**

(803) 581-9159

**www.truvista.biz**

24X7X365 NOC with over 65 field service personnel engineering and maintaining fiber assets and over 1,200 route miles of fiber in South Carolina and Georgia. Partnering with member companies, we have access to over 350 owned towers and 773 supported towers, 700 Mhz, AWS and PCS spectrum, an Alcatel-Lucent EPC Core, 8 geographically diverse data centers, 85 personnel manning 6 diverse 24X7X365 NOC's, more than 350 field personnel engineering and maintaining fiber, wireless and tower assets and more than 16,500 fiber route miles covering 42 of the 46 counties in the State of South Carolina.



### **Tyco Integrated Security**

Consulting; Devices, Applications; Systems Integrator; IT/Eng/Enterprise services; Other: security, PIV issuance, identity management

**Greg Livesay**

Business Development Manager

**glivesay@tyco.com**

(703) 317-4209

**www.tycois.com**

Tyco Integrated Security helps companies work safer and smarter. We are 10,000 people dedicated to providing the most advanced business security solutions in North America. With national reach and local expertise, we help organizations safeguard against security threats including fire, burglary, internal theft and intrusion. We help you protect your employees, customers, facilities, assets, inventory, processes and operations with solutions that are geared to your business, scaled to your enterprise, and enhanced with the most intelligent information management and security management solutions. We can offer industry approved access control, surveillance, remote monitoring, federally approved credential enrollment/issuance and identity management solutions.

### **Umatilla Morrow Radio & Data District**

Towers/Sites

**Shawn Halsey**

District Administrator

**shawn.halsey@umrdd.org**

(541) 966-3774

**www.umrdd.org**

A local governmental entity that supports public safety communications in Umatilla and Morrow Counties, Oregon. We own four sites and have interest/access to six more tower sites in the region.

### **Unite Private Networks**

Infrastructure; Carrier

**Cindy Malley**

Director-Carrier Sales

**cindy.malley@upnfiber.com**

(262) 325-5788

**Mike Kelley**

Account Director

**mike.kelley@upnfiber.com**

(515) 414-3355

**www.uniteprivatenetworks.com**

UPN provides high-bandwidth, fiber-based communications networks and services to schools, governments, carriers, data centers, hospitals, and enterprise business customers across a 20 state service area. Service offerings include dark and lit fiber, private line, optical Ethernet, Internet access, data center services, and other customized solutions. Headquartered in Kansas City, MO, UPN has been providing customer focused communications solutions since 1998. For more information, visit [www.uniteprivatenetworks.com](http://www.uniteprivatenetworks.com).



### **USA Communications**

Infrastructure

**Curt Eldred**

**celdred@fmtcs.com**

(319) 436-2224

**www.usacomm.coop**

USA Communications is a 100 + year old company providing communication services in Benton, Linn, and Delaware Counties in Iowa. The company provides broadband, voice, and video service within its service territory. The company also provides carrier grade fiber transport, ethernet transport service, and cell tower backhaul services. USA Communications provides services in Shellsburg, Alburnett, and Urbana, Iowa telephone exchanges as indicated on the FCC Study Area Boundary Map. The company also provides services in the communities of Center Point, Central City, Coggon, Robins, Ryan, and Vinton, Iowa. The Company's service territory is located primarily in Benton, Linn, and Delaware Counties in Iowa.

### **USA Fiber, Inc**

Infrastructure; Carrier: Dark fiber and conduit in Southern US

**Jeremy Latimer**

**marketing@usafiber.com**

(941) 955-7106

**www.usafiber.com**

USA FIBER provides purpose built, high capacity dark fiber networks that are application and carrier neutral. This enables our clients to connect with their applications and their customers, on their own terms. USA FIBER can bring fiber to your network, dark fiber that is. Dark Fiber offers you dedicated strands of fiber between your network equipment with no restrictions on transmission protocols, speed, configuration and equipment. The private network strands support wave division multiplexing (WDM) and all industry standard protocols including Ethernet, SONET, and IP. Your business controls the network equipment and what is transmitted over the fiber, not the fiber provider.

### **V5 Systems, Inc**

Devices; Applications

**Mike Gorsswald**

VP, Sales and Partnerships

**mike.gorsswald@v5systems.us**

(954) 495-1142

**Mike Siedler**

VP, Business Development

**mike.siedler@v5systems.us**

(510) 386-2662

**www.v5systems.us**

V5 Systems, based in Fremont, CA, manufactures self-powered, portable computing systems for outdoor Intelligent Security and Industrial IOT applications



### **Valmont Structures**

Infrastructure; Towers/Sites; RF OEM; IT/Eng/Enterprise services; Other

#### **Marcello Posada**

Regional Sales Manager

**marcello.posada@valmont.com**

(570) 497-0230

**www.valmont-towers.com**

Valmont is a leading supplier of towers, monopoles and site hardware. Our brands include PiROD monopoles and towers, Microflect towers, and SitePro1 accessories. Our towers and monopoles are available on the Western States Contracting Alliance (WSCA) contract for ease of purchasing.

### **Van Buren Telephone Company, Inc**

Infrastructure

#### **Kevin Hranicka**

**hranicka@netins.net**

(319) 293-3187

**www.vbtelco.com**

Van Buren Telephone Company, Inc. is a rural incumbent local exchange carrier (rural ILEC) serving its customers since 1923. VBT's service area covers approximately 329 square miles in portions of Van Buren and Jefferson Counties. Van Buren Telephone Company, Inc.'s service area includes Birmingham, IA; Bonaparte, IA; Cantril, IA; Keosauqua, IA; Mt Sterling, IA; Stockport, IA and the rural areas surrounding the named Cities. VBT provides service using fiber to the premise facilities, fiber to the node facilities, and copper facilities depending on the exchange service area.

### **Vantage Point Solutions**

Consulting; IT/Eng/Enterprise Services

#### **Doug Eidahl**

Vice President

**doug.eidahl@vantagepnt.com**

(605) 995-1750

**www.vantagepnt.com**

VPS is an employee owned company founded in July 2002. VPS has a proven record in assisting its client companies in change management, technology migration, financial analysis and forecasting while leading them to enhance individual business models along pathways engineered to succeed. VPS clients can be found in 40 states and Puerto Rico. Today VPS works with over 400 individual clients.

### **Veniam**

#### **Michael Wilson**

VP Business Development

**mwilson@veniamworks.com**

703-346-6000

**www.veniam.com**



### **Veris Group**

#### **Christine Spencer**

Proposal Manager, Government Projects

**[cspencer@verisgroup.com](mailto:cspencer@verisgroup.com)**

(703) 760-3778

### **Veritas**

Infrastructure; IT/Eng/Enterprise services; Other: Information management and information governance

#### **Barry Levine**

Strategic Programs, Americas

**[barry.levine@veritas.com](mailto:barry.levine@veritas.com)**

(703) 395-4744

**[www.veritas.com](http://www.veritas.com)**

Veritas provides IT service continuity. FirstNet demands unprecedented levels of IT service continuity from their customers, both internal and external. The rise of cloud and virtualization, consumerization of IT, globalization of business, and relentless growth means an increasing need for always-on modes of operations coupled with reduced tolerance for downtime. Veritas InfoScale™ Enterprise draws on a long heritage of world-class availability and storage management solutions from Veritas to FirstNet with the rest of the organization in realizing ever more reliable operations and better protected information across their physical, virtual, and cloud infrastructures.

### **Vertex Acquisition, Inc**

Consulting

#### **Marilyn Kleist**

President

**[mkleist@vertexacquisition.com](mailto:mkleist@vertexacquisition.com)**

(317) 910-2131

**[www.vertexacquisition.com](http://www.vertexacquisition.com)**

Vertex Acquisition a WBENC certified consulting firm offering turn-key services to the Telecom Industry Providers. Services include Site Acquisition, ROW leasing, BTS, Project Management of A&E and Construction. Our diverse team of contractors and employees offer 20+ years of expertise and knowledge contributing to the success of each project. We believe a consulting firm should be more than an adviser. We're passionate about making a measurable impact in all we do and care about the business of our clients, as we do our business.



### **Vertical Bridge Holdings**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services; Carrier: US, Territories, and Mexico and Canada

#### **Johnny Crawford**

VP of Development

**[jcrawford@verticalbridge.com](mailto:jcrawford@verticalbridge.com)**

(843) 324-9732

**[www.digitalbridgellc.com/our-companies](http://www.digitalbridgellc.com/our-companies)**

Vertical Bridge is the largest private owner and manager of U.S. wireless telecommunication infrastructure. Our customers lead their industries and include top carriers, agencies, broadcasters, paging companies, back-haul providers, and LMR-SMR operators. Representing 4,600 sites nationwide, including 700 broadcast towers, Vertical Bridge has completed 50 acquisitions representing 2,500 tower sites. With its network, partnership approach and experienced management team, Vertical Bridge is a sought-after alternative to publicly traded tower companies. Vertical Bridge's parent company, Digital Bridge, focuses on: Tower and rooftop antenna site ownership, development and management; Data centers; Fiber and back-haul; Cloud storage; and, Small cell, DAS, and WiFi.

### **Viavi Solutions**

Consulting; Other: Testing and monitoring services

#### **Camille Magno**

Sales Engineer

**[camille.magno@viavisolutions.com](mailto:camille.magno@viavisolutions.com)**

408404-3602

**[www.viavisolutions.com](http://www.viavisolutions.com)**

Viavi Solutions (formerly JDSU) helps customers get the most from their networks--regardless of complexity--and push them to the edge of what's possible. In fact, for over 90 years, more than 4000 communications service providers, enterprises, governments, and network equipment manufacturers have relied on our fully integrated solutions support network build, turn-up, monitoring, optimization, service-assurance, and revenue-diversification strategies worldwide. We also have several years experience in the Public Safety arena as serving as a CRADA partner with PSCR at NIST in Boulder supporting public safety research efforts.

### **Vinculums Services**

Infrastructure; Consulting; Towers/Sites; IT/Eng/Enterprise services; Other: Transport engineering

#### **Craig Frost**

Director of Business Development

**[cfrost@vinculums.com](mailto:cfrost@vinculums.com)**

(908) 448-6068

**[www.vinculums.com](http://www.vinculums.com)**

Since its inception in 2000, Vinculums Services has become the leading Telecommunications Infrastructure Service Provider for wireless operators throughout the Western and Southern United States. Vinculums Services provides expertise in real estate, regulatory compliance, project and construction management, new site construction and site modifications, fiber and microwave transport design and construction, and small cell and in-building solutions. We work collaboratively with customers to gain an in-depth understanding of their operations, identify opportunities for



improvement, and deploy effective solutions. The quality of our services is a reflection of the people on our team and their ability to build strong customer relationships.

#### **Virtual Network Communications**

Infrastructure; RF OEM; IT/Eng/Enterprise Services

##### **Mohan Tammisetti**

CTO and Founder

[mtammisetti@virtualnetcom.com](mailto:mtammisetti@virtualnetcom.com)

(571) 436-2321

[www.virtualnetcom.com](http://www.virtualnetcom.com)

Company Description: VNC developed the worlds smallest, lightweight affordable 4G LTE EnodeB and Micro EPC. Both EnodeB and EPC are fully functional and complaint with the 3GPP standard. The EnodeB is 5"x5"x3" and weighs less than 5 pounds. The LMICRO EPC is integrated onto a IP67 Waterproof, ruggedized Credit card sized powerful computing platform, optimized for small, instant LTE deployments. VNC has also provides State of the Art, Airborne LTE Network Solutions are specially designed to provide Instant LTE network coverage in Emergency, hard to reach locations, capacity auGeneral Managerentation at special events and with lots of other use cases. Tethered Multi-rotor based LTE Network System (Base Station + Core ) provides continuous coverage over large areas.

#### **Vmware Inc**

##### **Mark Slafka**

Capture Manager

[slafkam@vmware.com](mailto:slafkam@vmware.com)

703-483-1416

#### **Walker and Associates, Inc**

##### **Mike Falletti**

[mike.falletti@walkerfirst.com](mailto:mike.falletti@walkerfirst.com)

913-213-9883

[www.walkerfirst.com](http://www.walkerfirst.com)

#### **Walnut Telephone Company, Inc dba Walnut Communications**

Infrastructure; Towers/Sites; Other

##### **Bruce Heyne**

[bheyne@walnutcommunications.com](mailto:bheyne@walnutcommunications.com)

(712) 784-2211

[www.walnutcommunications.com](http://www.walnutcommunications.com)

Walnut Telephone Company provides landline telephone service, broadband and video services for the cities of Walnut, Avoca, Shelby, Minden, Persia, Neola, Underwood, and McClelland. Broadband is provided by fiber-to-the-premises in rural areas around Walnut, Underwood and the city of McClelland; by DOCSIS3 in the cities of Avoca, Shelby, Minden, Persia, Neola, and Underwood. Broadband is provided in Walnut via VDSL. The Company has a fiber network connecting these locations through northern and eastern Pottawattamie, south Shelby and southeast Harrison Counties. The Company owns a fiber connected communications tower in Avoca.



**Washburn Consulting Inc**

**George Washburn**

President

**g.washburn@washburnconsultinginc.com**

352-615-7906

**Waterford Consultants LLC**

Other

**Marc J. Geddio**

Strategic Sales Manager - Northern US Regions

**mgeddio@waterfordconsultants.com**

(610) 587-7273

**www.waterfordconsultants.com**

**Webster-Calhoun Cooperative Telephone Association**

Infrastructure; Towers/Sites

**Daryl Carlson**

General Manager

**darylc@wccta.com**

(515) 352-3151

**www.wccta.net**

Webster-Calhoun Cooperative Telephone Association provides service to 16 communities in rural north central Iowa. Service is provided on a Fiber driven network direct to the premise in both town and rural areas with capability of Gigabit access speeds. Webster-Calhoun Cooperative Telephone Association does have an Iowa Targeted Small Business designation. Webster-Calhoun Cooperative Telephone Association provides landline telephone service, Internet access, IPTV television and special access service through a 100% Fiber to the Premise network to the Iowa telephone exchanges of Gowrie, Pilot Mound, Vincent, Thor, Churdan, Knierim, Somers, Barnum, Duncombe, Farnhamville, Badger, Clare, Moorland, Boxholm, Lanyon and Paton.

**Wellman Cooperative Telephone Association (OCN 1329)**

Infrastructure; Towers/Sites

**Randy Kelly**

**wellman@netins.net**

(319) 646-6075

Wellman Cooperative Telephone Association provides high speed data and voice services in and around the town of Wellman, Iowa utilizing fiber optics. Wellman Cooperative Telephone Association was incorporated in the State of Iowa. Wellman Cooperative Telephone Association does not have an Iowa Targeted Small Business designation. Wellman Cooperative Telephone Association provides services in Washington, Johnson, Iowa, and Keokuk counties, in and around the town Wellman, Iowa utilizing fiber optics.



### **Wellman Cooperative Telephone Association (OCN 9039)**

Infrastructure; Towers/Sites

**Randy Kelly**

**wellman@netins.net**

(319) 646-6075

Wellman Cooperative Telephone Association (OCN 9039) was incorporated in the State of Iowa. Wellman Cooperative Telephone Association (OCN 9039) does not have an Iowa Targeted Small Business designation. Wellman Cooperative Telephone Association (OCN 9039) provides services in Washington, Jefferson, Johnson, Iowa, and Keokuk counties, in and around the towns Wellman and Brighton, Iowa utilizing copper and fiber optics.

### **West Carolina Rural Telephone**

Infrastructure; Towers/Sites; Carrier: Fiber and towers in Western region of SC

**Jeff Wilson**

**jeff.wilson@wctelephone.com**

(864) 446-2111

**www.wctelephone.com**

WCTEL is telephone cooperative offering services in the western part of South Carolina. The fiber optic network provides telephone, internet, digital entertainment, wireless backhaul, to Abbeville, Anderson and McCormick Counties. Additionally via our partnership with Spirit Communications, together we have access to over 350 owned towers and 773 supported towers, 700 Mhz, AWS and PCS spectrum, an Alcatel-Lucent EPC Core, 8 geographically diverse data centers, eighty five personnel manning 6 diverse 24X7X365 NOC's, more than 350 field service personnel engineering and maintaining fiber, wireless and tower assets and finally more than 16,500 route miles of fiber covering 42 of the 46 counties in the State of South Carolina.

### **West Central Wireless**

**Kenneth Johnson**

**ken@hermanwhiteaker.com**

(202) 827-0664

### **West Iowa Telephone Company (the parent company of WesTel Systems, and Heartland Technology Solutions)**

Infrastructure; Towers/Sites

**Robert Gannon**

**bgannon@westelsystems.com**

(712) 786-5572

**www.westelsystems.com**

West Iowa Telephone Company, WesTel Systems, and Heartland Technology Solutions provides high speed data and voice services in and around the towns of Alton, Anita, Calumet, Marcus, Oyens, Quimby, Remsen, and Sutherland, Iowa utilizing fiber optics and fiber. West Iowa Telephone Company was incorporated in the State of Iowa. West Iowa Telephone Company does not have an Iowa Targeted Small Business designation. West Iowa Telephone Company provides services in Audubon, Cass, Plymouth, Sioux, Cherokee and O'Brien counties, in and around the towns of Alton, Anita, Calumet, Marcus, Oyens, Quimby, Remsen, and Sutherland, Iowa utilizing fiber optics and copper.



### **Westchester Services, LLC**

Infrastructure; Consulting; Towers/Sites; Other

**Jack Auriema, Jr.**

National Director of Real Estate

**[jrauriema@westchesterservices.com](mailto:jrauriema@westchesterservices.com)**

(224) 655-2732

**[www.westchesterservices.com](http://www.westchesterservices.com)**

Westchester Services, LLC has provided a variety of services to major wireless carriers, tower companies, radio manufacturers, satellite communication companies and local, state, and federal government customers within the wireless industry. The company was founded in 1996 and we have built our reputation on quality, services, and delivering a quality product to our clients, which include some of the largest telecommunication operators in the world. Some of our services include: site acquisition, architecture and engineering and construction services. Westchester also maintains a portfolio of tower sites available for colocation and provides build to suit services for towers.

### **Western Iowa Telephone Association**

Infrastructure

**Phillip Robinson**

**[phil.robinson@wiatel.com](mailto:phil.robinson@wiatel.com)**

(712) 944-5711

**[www.wiatel.com](http://www.wiatel.com)**

Wiatel has been providing telecommunications services to our owner/members since 1949. While the types of services we offer have changed over the last 50+ years, our commitment to service has remained our top priority. Wiatel continually strives to provide the most current, technologically-advanced services to our members in all 10 northwest Iowa communities, in and around Lawton, Merville, Bronson, Climbing Hill, Oto, Smithland, Rodney, Hornick, Castana, and Turin, Iowa that we serve. Wiatel was incorporated in the State of Iowa. Wiatel does not have an Iowa Targeted Small Business designation. Wiatel provides services in Northwest Iowa, Counties of Plymouth, Woodbury, and Monona.

### **Widepoint**

Other

**Clive King**

Director, Federal Sales

**[cking@widepoint.com](mailto:cking@widepoint.com)**

(571) 241-5825

**[www.widepoint.com](http://www.widepoint.com)**

WidePoint is an experienced solutions provider for wireless and wireline asset telecom expense management (TEM) and ICAM solutions. Our full lifecycle asset solution has capabilities that support a complete lifecycle for all mobile devices (smart devices/tablets, etc.). We have significant experience and are the sole source DHS BPA holder for TEM solutions supporting almost all component agencies today. With a keen focus on ICAM and IA we have a mobile credentialing solution that will provide HSPD 12 compliant digital certificates for all mobile devices using our derived credentials solution, from user's PIV or CAC cards, or issuing FBCA credentials directly on the mobile devices for those non Federal users.



### **Willin Consultants Inc**

Consulting

**Kathy Elliot**

Senior Director

**kathyelliott@willinconsultants.com**

404-630-3013

Willin Consultants (certified Women's Business Enterprise) is a national real estate services firm that provides site acquisition, leasing, new site development, title research, zoning, permitting (including expediting), regulatory compliance and project management. In addition, we provide all architectural and engineering services for exceptional site design. Willin Consultants applies its broad telecommunications industry expertise to assist clients in meeting their project deadlines and milestones in a timely manner.

### **Winnebago Cooperative Telecom Association**

Infrastructure; Towers/Sites

**Mark Thoma**

**markthoma@wctatel.com**

(641) 592-6105

**www.wctatel.net**

Winnebago Cooperative Telecom Association (WCTA) is a telecommunications company headquartered in Lake Mills, Iowa. Today, WCTA utilizes the latest digital switching and fiber optic technologies to deliver advanced telecommunications service, Internet access, both analog and digital TV service, wireless service, computer and data back-up services and long distance service to 25 communities in northern Iowa and southern Minnesota. Winnebago Cooperative Telecom Association was incorporated in the State of Iowa. Winnebago Cooperative Telecom Association does not have an Iowa Targeted Small Business designation. Winnebago Cooperative Telecom Association provides Fiber and LTE services in North Central Iowa and Southern Minnesota.

### **Wireless Applications Corp. (WAC)**

Infrastructure; Consulting; Towers/Sites; IT/Eng/Enterprise Services

**Jennifer Patterson**

Sales and Product Support Manager

**jennifer.patterson@wacorp.net**

(425) 643-5000

**www.wirelessapplications.com**

### **Wireless Legacy Corp**

**John Crooks**

President

**jcrooks@wirelesslegacy.com**

608-577-0160



### **Wisconsin Independent Network LLC (WIN)**

Infrastructure; Consulting; IT/Engineering/Enterprise Services; Other: Network Management Center, Data Center; Carrier: Upper Midwest (Wisconsin, eastern MN, northern IL)

#### **Russell Berg**

Senior Director-Products and Services

**berg@wins.net**

(715) 832-3726

**www.wins.net**

WIN is primarily a wholesale network services provider and operator of a 5000+ mile fiber optic network in the Upper Midwest. WIN provides fiber connectivity to several hundred cell tower sites in our operating area, with accessibility to several hundred more. WIN follows Metro Ethernet Forum design best practices and has over 14 Carrier Ethernet Certified Professionals on staff. WIN also operates a SOC 2 audited data center and a 24x7 Network Management Center. WIN interconnects all of the Wisconsin rural independent telephone companies together, along with collocations with other major LECs.

### **WiValley, Inc**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services; Carrier: NH, MA, VT, fiber and fixed wireless deployments

#### **Brian Foucher**

**brian@wivalley.net**

(603) 546-7201

**www.wivalley.com**

### **Woolstock Mutual Telephone Association**

Infrastructure

#### **Chris Simmons**

General Manager

**chris@wmtel.net**

(515) 839-5571

**www.wmtel.net**

Woolstock Mutual Telephone Association was incorporated in the State of Iowa. Woolstock Mutual Telephone Association does not have an Iowa Targeted Small Business designation. Woolstock Mutual Telephone Association provides fixed wireless service in Central Iowa in the following counties: Hamilton, Webster, Wright, Hardin, Humboldt and Franklin.

### **World View Enterprises, Inc**

Infrastructure; Towers/Sites

#### **Bill Gibson**

**bill@worldviewexperience.com**

(210) 885-3425

**www.worldviewexperience.com**

World View Enterprises, aka World View (WV), is a provider of balloon flight services to the commercial, defense, and research communities. Using an altitude control system developed by WV, balloon direction of flight can be controlled and can hence serve as a low cost communications relay platforms over many rural locations.



### **WYCO Field Services, LLC**

Infrastructure; Consulting; Towers/Sites; RF OEM; Carrier

#### **Barry Martin**

VP of Network Solutions

**[bmartin@wycofs.com](mailto:bmartin@wycofs.com)**

(720) 219-9322

**[www.wycofs.com](http://www.wycofs.com)**

WYCO Field Services is a turnkey contractor providing A&E Engineering Services, Wireless Installation, Fiber Construction, Splicing and Testing. We work with clients such as Crown Castle, American Tower, SBA, Extenet, Verizon Wireless, Sprint, Motorola, and many more.

### **Wyoming Mutual Telephone Company**

Infrastructure

#### **Travis Ballou**

General Manager

**[traviswyotel@netins.net](mailto:traviswyotel@netins.net)**

(563) 488-3939

**[www.wyomingtel.com](http://www.wyomingtel.com)**

Wyoming Mutual Telephone Company provides high speed data and voice services in and around the town of Wyoming, Iowa fiber optics. Wyoming Mutual Telephone Company was incorporated in the State of Iowa. Wyoming Mutual Telephone Company does not have an Iowa Targeted Small Business designation. Wyoming Mutual Telephone Company provides services in Cedar and Jones Counties, in and around the town of Wyoming, Iowa utilizing fiber optics.

### **Xceleratesolutions.com**

#### **Stan Larmee**

Program Manager

**[slarmee@xceleratesolutions.com](mailto:slarmee@xceleratesolutions.com)**

202-256-5535

**[www.xceleratesolutions.com](http://www.xceleratesolutions.com)**

### **Yadtel Telecom**

Infrastructure; Carrier: Local voice and LD

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Founded in 1950 as Yadkin Valley Telephone, a local telephone cooperative in northwestern North Carolina, Yadtel Telecom has grown into a multi-service telecommunications and technology company. Among the residential services that Yadtel Telecom offers over its converged, state-of-the-art Fiber-To-The-Home network are Voice, Broadband Internet, IP Television, SmartHome and Home Security Services. Yadtel Telecom also offers Mobile Wireless and business solutions that include the latest in IP Business Systems, IT, Network Management Services and up to 1.0 Gbps Business Internet Ethernet Private Line and Ethernet Direct Internet Access.



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