

## Interested Teaming List as of January 14, 2016

### 4k Solutions

**Jim Urbec**

Vice President Business Development

**jim@4ksolutions.com**

(901) 574-7573

**www.4ksolutions.com**

### 5 Stems Networks LLC

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

**Michael Cummings**

EVP/CTO

**mcummings@5stemsnetworks.com**

(610) 659-6111

**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.

### 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.

**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**

**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.

**Advantech AMT Corp.**

RF OEM; Devices; Applications; Consulting

**Mike Fowler**

Director of Government Programs

**mike.fowler@advantechwireless.com**

(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

**Hal.Thomas@aea-innovations.com**

(972) 768-3521

**Luis Garza**

Service Delivery and Operations

**luis.garza@aea-innovations.com**

(972) 658-8513

**www.aea-innovations.com**

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.

#### **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.

#### **AIS Engineering Incorporated**

**Patrick Ibrahima**

**ipatrick@aisengineering.com**

(301) 585-1235



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

Devices; Applications

**Jim Mabry**

**jim@allclearfiresystems.com**

(623) 696-5125

**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.

### **Alliance Communications**

Infrastructure; Towers/Sites; Other

**Paul VanDeBerg**

Business Relations

**paulv@alliance.coop**

(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.

### **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

### **Altagrove**

**Andy Beegan**

**andy.beegan@altagrove.com**

(703) 884-1126



### **AM Telecom**

Devices

#### **Han Jin Lim**

VP, Business Development

**hanjin@amtel.co.kr**

82-10-2637-9310

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

Makes LTE rugged, public safety phones

### **Amphenol Antenna Solutions**

Infrastructure; Other: Antenna designers and manufacturers

#### **Alan Spencer**

Director of Global Sales

**aspencer@amphenol-antennas.com**

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). The company provides a comprehensive suite of solutions for virtually all applications and global frequencies, with product available from the top of the tower to the base station.

### **AOptix Technologies**

#### **Jay Bowker**

Director of Sales

**jbowker@aoptix.com**

(408) 569-6730

**www.aoptix.com**

### **Armcor.com Contractor Capital**

#### **John Fedewa**

**fbo@armcor.com**

(800) 873-4161



### **Ascom Network Testing, Inc**

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

**Richard Wilson**

Account Director

**richard.wilson@ascom.com**

(571) 292-4791

**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

**jdemmon@ashburnconsulting.com**

(703) 861-5576

**www.ashburnconsulting.com**

### **Ashurst LLP**

Other: P3 Legal

**Matthew Neuringer**

Associate, New York

**matthew.neuringer@ashurst.com**

(212) 205-7042

**www.ashurst.com**

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

**Clara Young**

**cyang@atdi.us.com**

(703) 752-0462

### **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

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(910) 755-1665

**www.atmc.net**



**Augustine Consulting, Inc**

**Daryl Thies**

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**(706) 464-8353**

**Aunigma Network Solutions Corp**

IT/Eng/Enterprise services

**Kenneth Garrard**

**kgarrard@aunigma.net**

**(404) 610-2663**

**www.aunigma.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

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**(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.

### **B+T Group**

Towers/Sites; IT/Eng/Enterprise Services

**Leigh Anne Self**

Director of Marketing

**laself@btgrp.com**

(918) 488-3914

**www.btgrp.com**

### **Ballard Power Systems Inc**

**Kevin White**

Director of Sales

**kevin.white@ballard.com**

8282343773

**www.ballard.com**

### **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).





### **Beartooth Radio**

#### **Ray Beyl**

Systems Engineer

**ray@beartoothradio.com**

(406) 570-5917

### **BEC Technologies, Inc**

Devices

#### **D'Andre Ladson**

Director Product Marketing

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(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.

### **Bird Technologies Group**

#### **Donald Hutson**

Motorola Strategic Account Manager and Technical Trainer

**dhutson@birdrf.com**

(440) 5192228

**www.birdrf.com**

### **Black & Veatch Corporation**

#### **Paul Scutieri**

Regional General Manager

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(518) 275-2882

**www.bv.com**

### **Bluebird Network, LLC**

#### **Sue Schaefer**

Director, Business Development

**sue.schaefer@bluebirdnetwork.com**

(816) 237-2119

### **BlueSky Communications**

#### **Stuart Fong**

Operations Manager

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(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@briskwave.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/>.



## **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**

(805) 448-8976

**www.burnsnetworksolutions.com**

## **C&S Companies**

Consulting

**Bob Duclos**

**bduclos@cscos.com**

(315) 455-2000

**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.

### **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.

### **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**

### **CEI Inc.**

**Paul Daniels**

CFO

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**www.ceicomm.net**

### **Centerline Solutions**

**Daniel Mieszala**

Principal Engineer

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(303) 906-2900

**www.centerlinesolutions.com**

### **Centuria Corporation**

**Gary Arnett**

Vice President

**garnett@centuria.com**

(571) 313-4021

**www.centuria.com**



### **Ceragon Networks**

**Ivan Holmes**

NA Services and Support

**ivanh@ceragon.com**

(469) 408-8005

### **Certes Networks**

**James Rapp**

Director BD

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4125150535

**www.certesnetworks.com**

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

**E.H Flores**

President

**ehflores@cesnetser.com**

(972)241-3683 ext. 125

### **Champion Telecom, Inc**

Infrastructure; Towers/Sites

**John Althoff**

Vice President

**sales@championtelecom.com**

(510) 226-8525

**www.championtelecom.com**

### **CHAT Mobility**

**Brian Spurgeon**

**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.

### **Choice Communications, LLC**

**Rohan Ranaraja**

Director Regulatory

**rranaraja@atni.com**

5014481249

### **Cielo Networks**

**James Gordon**

VP Business Development

**jimgordon@cielonetworks.com**

7132479913



### **Ciena Corp**

#### **Philip Moser**

Director, Business Development

**pmoser@cgsi.ciena.com**

4102152047

### **CIS Communications**

#### **William Jenkins**

Vice President

**william@ciscomm.com**

3145692275

**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**

### **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

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(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.



### **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.

### **CNA Corporation**

**Erin Mohres**

Director, Safety and Security

**mohrese@cna.org**

7038242897

### **Cobham SATCOM**

**Steve Hailey**

Manager, Business Development

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(407)650-9054x185

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### **Comcast Business Services**

**Mark Boyce**

Senior Director, Government Sales

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

(215) 286-3759

### **Commnet Wireless, LLC**

**Rohan Ranaraja**

Director Regulatory

**rranaraja@atni.com**

5014481249





### **CommScope**

Infrastructure

**Joe Troiano**

Sales Director - Public Safety

**joe.troiano@commscope.com**

7035972097

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**

7037280015

### **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.

### **Compunetix**

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

**Shonda Winck**

Account Executive

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(412) 952-7253

**www.compunetix.com**



#### **Comsearch Government Solutions**

**David Weston**

Sr. Manager, Business Development

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(703)726-5703

**www.comsearch.com**

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

**Charlie Feick**

Director, Sales and Marketing

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**www.comsiteswest.com**

#### **Consulting Gateway Corporation**

**Keith Hill**

President

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4846512366

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#### **Conterra**

**Kelley Boan**

Regulator & Special Projects Manger

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#### **Converge Communications**

**Marsha Spellman**

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**www.convergecomm.com**

#### **Convergence Services, Inc**

**John Lawson**

Owner

**jlawson@convg.com**

7033477070

**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) 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**

(585) 749-9479

**www.convergent.com**

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

### **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.

### **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**

6157711549



**CSRA**

**Dave Markiewicz**

Principal Bid/Capture Manager

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(703) 876-1164

**Cyber Clarify Inc**

**Edward Kraemer**

**ed@cyberclarity.com**

7035895245

**www.cyberclarity.com**

**Cyient**

IT/Eng/Enterprise Services; Systems Integrator

**Lucretia Williams**

Business Development Manager, Communications

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(601) 317-7374

**www.cyient.com**

**Datapath Tower**

**Bill Tinsley**

CEO

**bill@datapathtower.com**

(727)260-2811

**www.datapathtower.com**

**Deerfield Construction Group**

**Jason Bay**

Vice President

**jason.bay@DCGI1.com**

7085147340

**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 (MBE) with the California Public Utilities Commission, better enabling our clients to achieve their supplier diversity goals each year. Delta is fully licensed and insured, has an exceptional safety record, and maintains our own office facilities in both northern and southern California. We are ready, willing and able to serve your needs in projects of any type or size.

### **DESE**

**Patsy Lindley**

**plindley@dese.com**

2568378004

### **Dialogic Corporation**

**Jeff Decker**

Director-Business Development

**jeff.decker@dialogic.com**

9739676162

### **Dispersive Technologies**

**Katie Arrington**

Operations Coordinator

**karrington@dispersivegroup.com**

8434429047

**www.dispersivetechologies.com**

### **DMOnetworks**

**Hanan Armoni**

**hanan@dmonetowrks.com**

6464772773

**www.dmonetworks.com**



### **Dobson Technologies, Inc**

Infrastructure

#### **Jim Horsburgh**

Senior VP or Corporate Development

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(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.

### **Draxco**

#### **Andrew Langum**

**andrewlangum@draxco.com**

6082683468

**www.draxco.com**

### **DTC Communications**

#### **Michael Demos**

Director, Law Enforcement Programs

**michael.demos@cobham.com**

6033203255

### **Durham Tower Development**

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

#### **John Manning**

**jmanning@durhamtower.com**

(919) 539-1225

#### **Matthew Danielson**

Partner

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(919) 522-9837

**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.



### **DVBE Technology Group**

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

**Richard McKinnon**

CEO

**rmckinnon@dvbetg.com**

(916) 806-1554

**www.dvbetg.com**

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

Towers/Sites

**Keith M. Jurado**

**kmj@emegc.com**

(813) 470-7202

**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-9 corporation.com**

6093323485

**www.e-9corporation.com**

### **EBI Consulting**

**Alanna Toner**

Account Executive

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7813673350

**www.ebiconsulting.com**



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

Infrastructure; Towers/Sites

#### **Curtis Brothers**

Facilities Manager

**curtis@theclassicalstation.org**

(919) 621-8953

**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

**ehealy@healy-co.com**

9254874908

**www.healy-co.com**

### **Elbit Systems**

Devices; Applications; Systems Integrator

**Michael Dillon**

**michael.dillon@elbitsystems-us.com**

(703) 261-5854

**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**

2149120523

### **Elektrobit**

**Jani Lyrantzis**

VP, GM

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**www.elektrobit.com**





### **EMF Telecom**

Towers/Sites

#### **Neece Cummings**

Project Manager

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(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

### **Engility**

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

#### **William Lee**

Federal/Civil Capture Manager

**william.lee2@engilitycorp.com**

5713290637

**www.engilitycorp.com**

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

IT/Eng/Enterprise services

#### **Frank DeJoy**

VP, GM

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9496371062

**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.



### **ERC Broadband**

Carrier: Western North Carolina

**Tanya Riddle**

Executive Director and CEO

**info@ercwnc.org**

(828) 350-2415

**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**

(510) 833-3752

**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.

### **eX2 Technology**

**Kyle Hildebrand**

Vice President Project Development

**khildebrand@ex2technology.com**

4023016768

**www.ex2technology.com**

### **FairPoint Communications**

Carrier: Maine, New Hampshire, and Vermont

**Barry Crommett**

Government Account Manager

**brcommett@fairpoint.com**

(207) 924-4965

**www.fairpoint.com**



### **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**

8477780879

#### **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.

### **Fial Incorporated**

#### **Kathleen Fial**

President

**kathy@fial.com**

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**www.fial.com**

### **FiberNet Communications L.C.**

Infrastructure; Carrier: NW Iowa, fiber

#### **Ryan Boone**

Regulatory Manager

**rboone@mypremieronline.com**

(712) 722-3451

### **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.



### **First Element Energy**

**Steve Quai**

VP of Business Development

**squai@firstelementenergy.com**

(913) 206-1598

**www.firstelementenergy.com**

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

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

**Mike Moody**

Vice President

**mike@ftelecomconsultants.com**

(352) 553-7085

**www.ftelecomconsultants.com**

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

**Ruben Hernandez**

Operations Manager

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9283462500

### **Fortinet**

**Greg Syle**

Director Federal Channel

**gsyle@fortinet.com**

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### **Frank Reilly**

**Frank Reilly**

**frank@frankvreilly.com**

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

**David Olberholzer**

Director, Wireless Business Development

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(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)**

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

Infrastructure; Consulting

#### **Katherine Nanowski**

Senior Marketing and Business Development Manager

**[knanowski@fando.com](mailto:knanowski@fando.com)**

(860) 646-2469 x5283

**[www.fando.com](http://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](mailto:bill.matthews@g3ti.net)**

2404474821

**[www.g3ti.net](http://www.g3ti.net)**



### **Generac Power Systems**

Other: OEM for power generators

#### **Mary Ann Knott**

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**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**

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

#### **Heather Klein**

Director, Marketing Communications

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

7034802302

**www.gi-de.com**

### **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**

5123776827

**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.

**Global Broadband Corporation**

**W. Douglas Stewart**

Chief Development Officer

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7209049143

**Global Emergency Resources, LLC**

**Erika Bobbitt**

President

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**www.ger911.com**

**Global Near Space Solutions**

**Ben Schafer**

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**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

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(360) 225-8800

**www.globaltowerservice.com**

**Global Wireless Technologies**

**David Gross**

Director of Marketing

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9739986256

**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.

**Globecomm Systems, Inc**

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

**Larry Spangler**

Director of Business Development

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(240) 553-9410

**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**

9414179077

**Golden Wheat Inc**

**Kenneth Johnson**

**ken@hermanwhiteaker.com**

2028270664





### **Graybar**

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

#### **Eric Toenjes**

Business Development Manager, Mobility

**eric.toenjes@graybar.com**

(314) 346-2470

**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.

### **GridMaven, Inc**

IT/Eng/Enterprise Services; Applications

#### **A.K. Singh**

General Manager

**asingh@gridmaven.com**

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**www.gridmaven.com**

### **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.

### **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.higherelevationrescue.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.

### **Hixxa Communications, Inc**

Consulting; Systems Integrator; IT/Eng/Enterprise Services

**Shane Gidcumb**

**sgidcumb@nixxa.net**

(970) 800-3824

**www.hixxacomunications.com**

### **HP Enterprise Services**

**Kevin Wright**

Capture Manager

**kevin.wright@hp.com**

7034565068

**Dave McGinn**

Business Development

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

### **Hughes Network Systems**

**Tony Bardo**

Assistant Vice President

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3014281638

### **HVHF Sciences LLC**

**Monin 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

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(800)348-1635 ext. 302

#### **IBM**

##### **Bob Green**

Capture Manager

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5713440141

#### **iCode Mobile Solutions**

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

##### **Mark Mendenhall**

Chief Innovation Officer

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8444426332

**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**

(571) 303-2066

#### **ID Dataweb, Inc**

Infrastructure

##### **David Coxe**

CEO

**dcoxe@iddataweb.com**

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**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.

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

**Rusty Lingenfelter**

EVP, Strategy and Development

**rusty.lingenfelter@iifdata.com**

5714803836

**www.iifdata.com**

#### **Illinois Century Network**

Carrier: state of Illinois

**Robin Woodsome**

**robin.woodsomes@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.

#### **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

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**www.indatel.com**



#### **Infinigy**

**Ken Curley**

National Account Manager

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**www.infinigy.com**

#### **InfiniTel**

**Zawar Shah**

President

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**www.infinitelcorp.com**

#### **Infradapt, LLC**

**John Reilly**

**j.reilly@infradapt.com**

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#### **Inland Cellular LLC**

**Mike Bly**

Director Business Operations

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(208)798-0245x1222

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

Infrastructure; Towers/Sites

**Max Lind**

Senior Director of Group Sales

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(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**

2122448532



### **Integrity Consulting LLC**

Consulting

#### **Jenifer Nugent**

Director, Public Safety Communications Division

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(301) 801-7812

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

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

#### **Matthew Bonfitto**

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7182781100

### **International Towers Incorporated**

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

#### **James Hynes**

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5046553403

**[www.itowersinc.com](http://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.

### **Intrado, Inc**

#### **Scott Newman**

Sr. Program Manager

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7208647556

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

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

#### **Ray H. Warner**

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



#### **IP Access**

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#### **Iridium Satellite LLC**

**Josh Miner**

Director of Product Strategy and Partnerships

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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**

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6302833145

**www.isointl.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.

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

Infrastructure

**Jeff Hogan**

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**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.

**JMtel**

**Justin Mooney**  
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(703)981-1112

**Juni America, Inc**

**Daniel Hur**  
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**KanOkla Networks**

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

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

**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 it's 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  
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### **KGP Telecommunications**

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

#### **Jeff Fitzpatrick**

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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.

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

#### **Carl Gatter**

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9072786100

### **Kromtech Consulting Solutions Inc**

#### **Siaka Kromah**

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### **Last Mile Networks**

Infrastructure; Consulting; Devices; Applications; Systems Integrator

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### **Launch 3 Telecom**

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### **Lemko Corporation**

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### **Level 3 Communications LLC**

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### **Liberty Electric, Inc**

**James Coles**

Owner/CEO

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**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

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**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

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### **Lookout Mobile Security**

Devices; Applications; Other: cybersecurity

**Mike Ligas**

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(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.

### **LS Telecom, Inc**

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**www.lstelecom.us**

### **Macquarie Capital**

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### **Madcom**

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

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### **Marvin Heymann & Associates**

**Aaron Aabon**

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### **MCNC**

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

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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.



### **Mellanox Federal Systems**

#### **Elizabeth Burgoyne**

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### **Mercury Communications, Inc**

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

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

#### **William Bates**

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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.

### **Microsoft**

#### **Carol Kerins**

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### **Microtech**

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

#### **Aaron Drabkin**

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### **Microwave Networks**

#### **Vicky Youtz**

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

### **Midamerica Towers, Inc**

Towers/Sites

#### **Jay Panozzo**

President

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(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.

### **Mindbank Consulting Group**

Consulting

#### **Mike Stanley**

Program Manager

[mstanley@mindbank.com](mailto:mstanley@mindbank.com)

(434) 525-2733

[www.mindbank.com](http://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](mailto:judytreaster@mcp911.com)

(888) 862-7911

[www.mcp911.com](http://www.mcp911.com)

### **Mobil Satellite Technologies**

#### **Kirk Williams**

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

IT/Eng/Enterprise services

**Gary Monetti**

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**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**

4058422405

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**

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**Morcom International, Inc.**

Infrastructure; Systems Integrator

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7032639305

**[www.morcom.com](http://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 Nexlevel, LLC**

Infrastructure; Towers/Sites; Other: Outside plant construction

**Derek Groth**

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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.

**MT2 Telecom, LP**

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

**Barry DaCruz**

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**[www.mt2tele.com](http://www.mt2tele.com)**

**MTC Communications, Inc**

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Senior Product Manager

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**www.netmotionwireless.com****NetSecure LLC****Michael Dunn****michael.dunn@netsecurellc.com**

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

Consulting

**Jeff Ebihara**

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**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.

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

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

**Ty Brauch**

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**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.

### **NextGen Global Resources LLC**

Consulting; Other: staff augmentation services

**Amy Moreno**

VP Sales

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### **Nextivity, Inc**

Devices; Applications

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**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**

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#### **Nez Perce Tribe**

**Christina St Germaine**

Project Leader

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#### **NICE Systems**

Devices; Applications

**Diamond Chaflawee**

Director, Public Safety Business Development

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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.

#### **NoaNet**

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#### **Novum Concepts Ltd**

IT/Eng/Enterprise Services

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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**

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

Trade Association

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7033512007

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

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**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**

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## **Octasic**

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## **Old Republic National Title Insurance Company**

### **Lori DiTomaso**

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## **OpenGov**

### **Mike Dougherty**

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## **Oracle**

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

### **Travis Russell**

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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**

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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.



### **Organizational Communications Inc**

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### **OTZ Telephone Cooperative, Inc**

Carrier: NW Alaska

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### **P3 Communications**

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**[www.p3-group.com](http://www.p3-group.com)**

### **Panhandle Telephone Cooperative, Inc**

Carrier: OK panhandle, parts of the TX panhandle, and southwestern KS; 3G, EVDO Rev A, UMTS, and 4G services

**Travis Clarke**

**[travis.clarke@ptci.net](mailto:travis.clarke@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.

### **Pantel International**

Devices; Applications

**Chris Oldham**

VP, Operations

**[coldham@pantelintl.com](mailto:coldham@pantelintl.com)**

(902) 468-5998

**[www.pantelintl.com](http://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@parallelinfrastructure.com**

9083996337

**www.parallelinfrastructure.com**

### **Parallel Wireless**

#### **Steve Kropper**

**skropper@parallelwireless.com**

6173069312

### **Patrocinium Systems**

IT/Eng/Enterprise services

#### **Stephanie Gordon**

Business Development/Marketing

**sgordon@patrocinium.com**

7032727189

**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**

### **Pepero LLC**

Towers/Sites; Infrastructure

#### **John Potocki**

Midwest Regional Sales Manager

**jpotocki@peprollc.com**

8476684825

#### **Randy Davis**

Southeast Regional Sales Manager

**randy.davis@secondnaturetechnology.com**

(704) 915-5646

**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**

(202) 888-4949 ext 1003

**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.

#### **Perolex 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.

#### **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 segments 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.

#### **Pioneer Telephone Cooperative, Inc**

Carrier: Western half of Oklahoma and Southern one quarter of Kansas. Provide both 3G and 4G LTE services

##### **Jerry Kadavy**

**jjkadav@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.





### **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**

Senior Vice President

**alan.linsley@plenarygroup.com**

(604) 638-3913

**www.plenarygroup.com**

### **Polaris Wireless**

IT/Eng/Enterprise Services

#### **Karl Kessenich**

Executive Director of Business Development

**kkessenich@polariswireless.com**

(703) 863-5331

**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.

### **Premier Communications, Inc**

Infrastructure; Towers/Sites; Carrier: NW Iowa, Fiber

#### **Ryan Boone**

Regulatory Manager

**rboone@mypremieronline.com**

(712) 722-3451

**www.mypremieronline.com**

### **prm**

#### **Gregory Davis**

Principal

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### **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

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3154475294

### **Pygros**

#### **Michael Graham**

President/CEOG

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5712324337

### **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**

4803658312

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.



**Quantum Research International, Inc**

**Ken Dryden**

Program Manager

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7195971861

**Queralt, Inc**

**John Tolbert**

**john.tolbert@queraltinc.com**

2536705322

**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.

**Radio Frequency Systems**

**Suzanne Kasai**

**suzanne.kasai@rfsworld.com**

2035372741

**Ramker & Associates, Inc**

**Michael Pinske**

Vice President

**mpinske@ramaker.com**

6086434100

**www.ramker.com**

**Raycap Inc**

**Jed Evans**

Sales Manager

**jevans@raycap.com**

8008902569

**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.

### **Red Hat Inc**

#### **Kynda Kuhn**

Account Manager

**lkuhn@redhat.com**

7037955900

### **Red River Telecom LLC**

Consulting and Towers/Sites

#### **Guy Smith**

President

**gsmith@redrivertelecom.com**

3186143368

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**

#### **Chris Fish**

Manager, Government Technology

**cfish@redcom.com**

5859246500

### **Redline Innovation Group**

#### **Len Esenstein**

**leisenstein@rdlcom.com**

9253891527



**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**

**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

**Rigil Corp**

**Eric Anderson**

Director

**eric@rigil.com**

(202) 747-3720



### **Risk Mitigation Consulting, Inc**

Consulting

**Jonathan Page**

Director of Technology Operations

**[jpage@rmcinc.us](mailto:jpage@rmcinc.us)**

(228) 282-4437

**[www.riskmitigationconsulting.com](http://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](mailto:keith@RIVA-Networks.com)**

(732) 940-5555

**[www.riva-networks.com](http://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™)

### **ROK Brothers**

**Bill Schoonmaker**

**[bill.schoonmaker@rokbrothers.com](mailto:bill.schoonmaker@rokbrothers.com)**

(800) 914-3334

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

Sells mobile Vehicle Antennas as already being used for First Net in New Jersey, Modems and more.



#### **RSDCGroup LLC**

IT/Eng/Enterprise services

**Mitzi Mead**

**mmead@acelaconsulting.com**

7039695909

**www.rsdgroup.com**

#### **Sabre Communications Corporation**

**Doug Henry**

**dhenry@sabrecom.com**

8505027440

#### **SAC Wireless**

**Tiffany Brown**

Specialist, Account Management

**tiffany.brown@sacw.com**

3123206961

**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

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**www.saic.com**

#### **Samsung Electronics America**

**Bill Bloomingdale**

Director Network Systems

**bill2.b@sea.samsung.com**

7037963119

#### **Samsung Research America**

**John Morrison**

Senior Director

**j1.morrison@samsung.com**

(408) 577-7633



### **SBA Communications Corporation**

Towers/Sites; Infrastructure

**Peter Cea**

Director of Project Development

**pcea@sbsite.com**

2398779319

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.

### **SCI Consulting**

**Bill Leslie**

Director, Strategic Business Growth

**wleslie@sciworld.com**

7038917074

### **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**

**Carrie Johnson**

Manager of Government and External Relations

**carrie.johnson@sdncommunications.com**

6059787112

### **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**





### **Sensor-Tech International**

Systems Integrator; Towers/Sites

**Mark S. Pride**

President

**mpride@sensor-techint.com**

(603) 775-0220

**www.sensor-techint.com**

### **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.

### **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**

4178592615

**www.shometech.com**

### **Shrader Engineering, Inc**

Consulting; IT/Eng/Enterprise Services

**Craig Shrader**

President and Managing Principal

**craig@shrader.net**

(713) 467-9961

**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**

33688993710

**www.sierrawireless.com**

### **Signal Source, LLC**

Towers/sites

#### **Marion Threatt**

**mthreatt@sstower.com**

(615) 823-0901

**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**

(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

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6026202086

**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

### **SLS Government Funding Solutions**

**Phil Dunlap**

**phil.dunlap@SLSGovernmentfundingsolutions.com**

7029383297

### **SMBH, Inc**

Tower/Sites

**Tom Callahan**

Client Manager

**tcallahan@smbhtelecom.com**

6144819138

**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

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(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

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2488949543

#### **Sonim**

##### **Robert Escalle**

Vice President, Public Safety Market Segment

**r.escalle@sonimtech.com**

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**www.sonimtech.com**

#### **Southern Diversified Technologies, Inc (SDT)**

Infrastructure; Consulting; Towers/Sites; Other: OSP turn-key design and construction

##### **James Ezell**

President

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(601) 320-0443

**www.sdt-1.com**

#### **Spirent Federal Systems**

##### **Victor Fernandez**

Director of Federal Systems

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#### **Spok Inc.**

##### **Louis Bopst**

Managing Sales Director

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4438239817

#### **SRA International**

##### **James Mangum**

Director- Business Development, Health & Civil

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**www.sra.com**

#### **Standing Rock Telecommunications Inc**

##### **Fred McLaughlin**

General Manager

**fred@standingrocktelecom.com**



### **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.

### **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**

**bill@stsglobal.com**

4439561944



### **Sun West Engineering, Inc**

**Dean Dougherty**

National Sales Manager

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6022750662

**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**

**bphilips@sam.biz**

(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**

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### **Symantec Corporation**

**Robert Myles**

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### **Synaptek Corporation**

Systems Integrator; Infrastructure; IT/Eng/Enterprise Services

#### **Sheila Andahazy**

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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.

### **SYS Towers LLC d/b/a 21st Century Wireless**

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

#### **Stephen McKenna**

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(630) 546-3765

**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

### **TE Connectivity**

#### **Mike McGinn**

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### **Tectonic Engineering**

#### **Edward Martella**

Vice President

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### **TEK Systems Inc.**

#### **Brian Garstang**

Director

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### **TeleCommunications Systems Inc**

Systems Integrator; IT/Eng/Enterprise Services; Consulting

#### **Mark Lanphear**

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(802) 745-8366

**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.

### **TeleWorld Solutions, Inc**

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

#### **Robert M. Fuchs**

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**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**

#### **Douglas Trolan**

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### **Telos Corporation**

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

#### **Steve Sharp**

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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

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CEO

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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.

#### **TESSCO Incorporated**

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

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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

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**[www.test-us.net](http://www.test-us.net)**



#### **Tetra Tech**

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#### **Thales USA**

**Brad Foreman**

Vice President Business Development

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#### **The Digital Decision**

**Robert Le Grande, II**

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**www.thedigitaldecision.com**

#### **The Goal, Inc**

Infrastructure; Consulting; Devices; Applications; IT/Engineering/Enterprise Services

**Breanne Dunn**

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**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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(646) 322-6015

**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**

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.

**TIBCO Software Federal, Inc**

**Richard Schrader**

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(703) 774-7024

**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

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**Timitron Corporation**

**Tim Goodrich**

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**TLC Solutions, Inc**

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

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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.



### **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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**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.

### **Towersource, Inc**

Consulting

#### **Marshall Hazlehurst**

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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.

### **TransHawk Systems LLC**

#### **William Pommerening**

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### **Trileaf Corporation**

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

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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

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#### **True Position**

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#### **Unite Private Networks**

Infrastructure; Carrier

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

#### **V5 Systems, Inc**

Devices; Applications

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VP, Sales and Partnerships

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(954) 495-1142

##### **Mike Siedler**

VP, Business Development

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[www.v5systems.us](http://www.v5systems.us)

V5 Systems, based in Fremont, CA, manufactures self-powered, portable computing systems for outdoor Intelligent Security and Industrial IOT applications



### **Vantage Point Solutions**

Consulting; IT/Eng/Enterprise Services

#### **Doug Eidahl**

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**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**

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### **Veris Group**

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### **Vertex Acquisition, Inc**

Consulting

#### **Marilyn Kleist**

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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

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[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

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### **Virtual Network Communications**

Infrastructure; RF OEM; IT/Eng/Enterprise Services

#### **Mohan Tammisetti**

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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 augmentation 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**

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#### **Walker and Associates, Inc**

**Mike Falletti**

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#### **Washburn Consulting Inc**

**George Washburn**

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#### **West Central Wireless**

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#### **Westchester Services, LLC**

Infrastructure; Consulting; Towers/Sites; Other

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National Director of Real Estate

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[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.





### **Widepoint**

#### **Clive King**

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**www.widepoint.com**

WidePoint and its subsidiary companies provide ITMS (Intelligent Telecommunications Management System) as well as IA (Information Assurance) where we provide a full life cycle of Wireline, asset and mobile telecom expense management for all mobile devices (smart devices/tablets, etc.). In addition, our IA solution provides the ability to provide derived credentials (DC) from PIV, PIV-I, CAC cards, etc., to ensure that the privileges assigned to the user and the device being used are matched and derived from the originating authority. WidePoint can assist FirstNet with management of devices that need to be managed, authenticated and validated for access to FirstNet. WidePoint would be willing to team with contractors/vendors that FirstNet deems critical in establishing requirements for its success.

### **Willin Consultants Inc**

Consulting

#### **Kathy Elliot**

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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.

### **Wireless Applications Corp. (WAC)**

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

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### **Wireless Legacy Corp**

#### **John Crooks**

President

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### **WiValley, Inc**

Infrastructure; Towers/Sites; IT/Eng/Enterprise Services; Carrier: NH, MA, VT, fiber and fixed wireless deployments

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### **World View Enterprises, Inc**

Infrastructure; Towers/Sites

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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

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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.

### **Xceleratesolutions.com**

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