

**Solicitation Number: RFP #020624****CONTRACT**

This Contract is between Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and Betacom Incorporated, 9331 E. Fowler Avenue, Thonotosassa, FL 33592-2135 (Supplier).

Sourcewell is a State of Minnesota local government unit and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) that offers cooperative procurement solutions to government entities. Participation is open to eligible federal, state/province, and municipal governmental entities, higher education, K-12 education, nonprofit, tribal government, and other public entities located in the United States and Canada. Sourcewell issued a public solicitation for Private Wireless Services with Related Solutions from which Supplier was awarded a contract.

Supplier desires to contract with Sourcewell to provide equipment, products, or services to Sourcewell and the entities that access Sourcewell's cooperative purchasing contracts (Participating Entities).

1. TERM OF CONTRACT

A. **EFFECTIVE DATE.** This Contract is effective upon the date of the final signature below.

B. **EXPIRATION DATE AND EXTENSION.** This Contract expires May 7, 2028, unless it is cancelled sooner pursuant to Article 22. This Contract allows up to three additional one-year extensions upon the request of Sourcewell and written agreement by Supplier. Sourcewell retains the right to consider additional extensions beyond seven years as required under exceptional circumstances.

C. **SURVIVAL OF TERMS.** Notwithstanding any expiration or termination of this Contract, all payment obligations incurred prior to expiration or termination will survive, as will the following: Articles 11 through 14 survive the expiration or cancellation of this Contract. All other rights will cease upon expiration or termination of this Contract.

2. EQUIPMENT, PRODUCTS, OR SERVICES

A. EQUIPMENT, PRODUCTS, OR SERVICES. Supplier will provide the Equipment, Products, or Services as stated in its Proposal submitted under the Solicitation Number listed above. Supplier's Equipment, Products, or Services Proposal (Proposal) is attached and incorporated into this Contract.

All Equipment and Products provided under this Contract must be new and the current model. Supplier may offer close-out or refurbished Equipment or Products if they are clearly indicated in Supplier's product and pricing list. Unless agreed to by the Participating Entities in advance, Equipment or Products must be delivered as operational to the Participating Entity's site.

This Contract offers an indefinite quantity of sales, and while substantial volume is anticipated, sales and sales volume are not guaranteed.

B. WARRANTY. Supplier warrants that all Equipment, Products, and Services furnished are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Equipment, Products, and Services are suitable for and will perform in accordance with the ordinary use for which they are intended. Supplier's dealers and distributors must agree to assist the Participating Entity in reaching a resolution in any dispute over warranty terms with the manufacturer. Any manufacturer's warranty that extends beyond the expiration of the Supplier's warranty will be passed on to the Participating Entity.

C. DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Upon Contract execution and throughout the Contract term, Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

3. PRICING

All Equipment, Products, or Services under this Contract will be priced at or below the price stated in Supplier's Proposal.

When providing pricing quotes to Participating Entities, all pricing quoted must reflect a Participating Entity's total cost of acquisition. This means that the quoted cost is for delivered Equipment, Products, and Services that are operational for their intended purpose, and includes all costs to the Participating Entity's requested delivery location.

Regardless of the payment method chosen by the Participating Entity, the total cost associated with any purchase option of the Equipment, Products, or Services must always be disclosed in the pricing quote to the applicable Participating Entity at the time of purchase.

A. **SHIPPING AND SHIPPING COSTS.** All delivered Equipment and Products must be properly packaged. Damaged Equipment and Products may be rejected. If the damage is not readily apparent at the time of delivery, Supplier must permit the Equipment and Products to be returned within a reasonable time at no cost to Sourcewell or its Participating Entities. Participating Entities reserve the right to inspect the Equipment and Products at a reasonable time after delivery where circumstances or conditions prevent effective inspection of the Equipment and Products at the time of delivery. In the event of the delivery of nonconforming Equipment and Products, the Participating Entity will notify the Supplier as soon as possible and the Supplier will replace nonconforming Equipment and Products with conforming Equipment and Products that are acceptable to the Participating Entity.

Supplier must arrange for and pay for the return shipment on Equipment and Products that arrive in a defective or inoperable condition.

Sourcewell may declare the Supplier in breach of this Contract if the Supplier intentionally delivers substandard or inferior Equipment or Products.

B. **SALES TAX.** Each Participating Entity is responsible for supplying the Supplier with valid tax-exemption certification(s). When ordering, a Participating Entity must indicate if it is a tax-exempt entity.

C. **HOT LIST PRICING.** At any time during this Contract, Supplier may offer a specific selection of Equipment, Products, or Services at discounts greater than those listed in the Contract. When Supplier determines it will offer Hot List Pricing, it must be submitted electronically to Sourcewell in a line-item format. Equipment, Products, or Services may be added or removed from the Hot List at any time through a Sourcewell Price and Product Change Form as defined in Article 4 below.

Hot List program and pricing may also be used to discount and liquidate close-out and discontinued Equipment and Products as long as those close-out and discontinued items are clearly identified as such. Current ordering process and administrative fees apply. Hot List Pricing must be published and made available to all Participating Entities.

4. PRODUCT AND PRICING CHANGE REQUESTS

Supplier may request Equipment, Product, or Service changes, additions, or deletions at any time. All requests must be made in writing by submitting a signed Sourcewell Price and Product Change Request Form to the assigned Sourcewell Supplier Development Administrator. This

approved form is available from the assigned Sourcewell Supplier Development Administrator. At a minimum, the request must:

- Identify the applicable Sourcewell contract number;
- Clearly specify the requested change;
- Provide sufficient detail to justify the requested change;
- Individually list all Equipment, Products, or Services affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
- Include a complete restatement of pricing documentation in Microsoft Excel with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Equipment, Products, and Services offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Contract and will be incorporated by reference.

5. PARTICIPATION, CONTRACT ACCESS, AND PARTICIPATING ENTITY REQUIREMENTS

A. PARTICIPATION. Sourcewell's cooperative contracts are available and open to public and nonprofit entities across the United States and Canada; such as federal, state/province, municipal, K-12 and higher education, tribal government, and other public entities.

The benefits of this Contract should be available to all Participating Entities that can legally access the Equipment, Products, or Services under this Contract. A Participating Entity's authority to access this Contract is determined through its cooperative purchasing, interlocal, or joint powers laws. Any entity accessing benefits of this Contract will be considered a Service Member of Sourcewell during such time of access. Supplier understands that a Participating Entity's use of this Contract is at the Participating Entity's sole convenience and Participating Entities reserve the right to obtain like Equipment, Products, or Services from any other source.

Supplier is responsible for familiarizing its sales and service forces with Sourcewell contract use eligibility requirements and documentation and will encourage potential participating entities to join Sourcewell. Sourcewell reserves the right to add and remove Participating Entities to its roster during the term of this Contract.

B. PUBLIC FACILITIES. Supplier's employees may be required to perform work at government-owned facilities, including schools. Supplier's employees and agents must conduct themselves in a professional manner while on the premises, and in accordance with Participating Entity policies and procedures, and all applicable laws.

6. PARTICIPATING ENTITY USE AND PURCHASING

A. **ORDERS AND PAYMENT.** To access the contracted Equipment, Products, or Services under this Contract, a Participating Entity must clearly indicate to Supplier that it intends to access this Contract; however, order flow and procedure will be developed jointly between Sourcewell and Supplier. Typically, a Participating Entity will issue an order directly to Supplier or its authorized subsidiary, distributor, dealer, or reseller. If a Participating Entity issues a purchase order, it may use its own forms, but the purchase order should clearly note the applicable Sourcewell contract number. All Participating Entity orders under this Contract must be issued prior to expiration or cancellation of this Contract; however, Supplier performance, Participating Entity payment obligations, and any applicable warranty periods or other Supplier or Participating Entity obligations may extend beyond the term of this Contract.

Supplier's acceptable forms of payment are included in its attached Proposal. Participating Entities will be solely responsible for payment and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.

B. **ADDITIONAL TERMS AND CONDITIONS/PARTICIPATING ADDENDUM.** Additional terms and conditions to a purchase order, or other required transaction documentation, may be negotiated between a Participating Entity and Supplier, such as job or industry-specific requirements, legal requirements (e.g., affirmative action or immigration status requirements), or specific local policy requirements. Some Participating Entities may require the use of a Participating Addendum, the terms of which will be negotiated directly between the Participating Entity and the Supplier or its authorized dealers, distributors, or resellers, as applicable. Any negotiated additional terms and conditions must never be less favorable to the Participating Entity than what is contained in this Contract.

C. **SPECIALIZED SERVICE REQUIREMENTS.** In the event that the Participating Entity requires service or specialized performance requirements not addressed in this Contract (such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements), the Participating Entity and the Supplier may enter into a separate, standalone agreement, apart from this Contract. Sourcewell, including its agents and employees, will not be made a party to a claim for breach of such agreement.

D. **TERMINATION OF ORDERS.** Participating Entities may terminate an order, in whole or in part, immediately upon notice to Supplier in the event of any of the following events:

1. The Participating Entity fails to receive funding or appropriation from its governing body at levels sufficient to pay for the equipment, products, or services to be purchased; or
2. Federal, state, or provincial laws or regulations prohibit the purchase or change the Participating Entity's requirements.

E. **GOVERNING LAW AND VENUE.** The governing law and venue for any action related to a Participating Entity's order will be determined by the Participating Entity making the purchase.

7. CUSTOMER SERVICE

A. **PRIMARY ACCOUNT REPRESENTATIVE.** Supplier will assign an Account Representative to Sourcwell for this Contract and must provide prompt notice to Sourcwell if that person is changed. The Account Representative will be responsible for:

- Maintenance and management of this Contract;
- Timely response to all Sourcwell and Participating Entity inquiries; and
- Business reviews to Sourcwell and Participating Entities, if applicable.

B. **BUSINESS REVIEWS.** Supplier must perform a minimum of one business review with Sourcwell per contract year. The business review will cover sales to Participating Entities, pricing and contract terms, administrative fees, sales data reports, performance issues, supply issues, customer issues, and any other necessary information.

8. REPORT ON CONTRACT SALES ACTIVITY AND ADMINISTRATIVE FEE PAYMENT

A. **CONTRACT SALES ACTIVITY REPORT.** Each calendar quarter, Supplier must provide a contract sales activity report (Report) to the Sourcwell Supplier Development Administrator assigned to this Contract. Reports are due no later than 45 days after the end of each calendar quarter. A Report must be provided regardless of the number or amount of sales during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;
- Sourcwell Assigned Entity/Participating Entity Number;
- Item Purchased Description;
- Item Purchased Price;
- Sourcwell Administrative Fee Applied; and
- Date Purchase was invoiced/sale was recognized as revenue by Supplier.

B. ADMINISTRATIVE FEE. In consideration for the support and services provided by Sourcewell, the Supplier will pay an administrative fee to Sourcewell on all Equipment, Products, and Services provided to Participating Entities. The Administrative Fee must be included in, and not added to, the pricing. Supplier may not charge Participating Entities more than the contracted price to offset the Administrative Fee.

The Supplier will submit payment to Sourcewell for the percentage of administrative fee stated in the Proposal multiplied by the total sales of all Equipment, Products, and Services purchased by Participating Entities under this Contract during each calendar quarter. Payments should note the Supplier's name and Sourcewell-assigned contract number in the memo; and must be mailed to the address above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions. Payments must be received no later than 45 calendar days after the end of each calendar quarter.

Supplier agrees to cooperate with Sourcewell in auditing transactions under this Contract to ensure that the administrative fee is paid on all items purchased under this Contract.

In the event the Supplier is delinquent in any undisputed administrative fees, Sourcewell reserves the right to cancel this Contract and reject any proposal submitted by the Supplier in any subsequent solicitation. In the event this Contract is cancelled by either party prior to the Contract's expiration date, the administrative fee payment will be due no more than 30 days from the cancellation date.

9. AUTHORIZED REPRESENTATIVE

Sourcewell's Authorized Representative is its Chief Procurement Officer.

Supplier's Authorized Representative is the person named in the Supplier's Proposal. If Supplier's Authorized Representative changes at any time during this Contract, Supplier must promptly notify Sourcewell in writing.

10. AUDIT, ASSIGNMENT, AMENDMENTS, WAIVER, AND CONTRACT COMPLETE

A. AUDIT. Pursuant to Minnesota Statutes Section 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Contract are subject to examination by Sourcewell or the Minnesota State Auditor for a minimum of six years from the end of this Contract. This clause extends to Participating Entities as it relates to business conducted by that Participating Entity under this Contract.

B. ASSIGNMENT. Neither party may assign or otherwise transfer its rights or obligations under this Contract without the prior written consent of the other party and a fully executed

assignment agreement. Such consent will not be unreasonably withheld. Any prohibited assignment will be invalid.

C. AMENDMENTS. Any amendment to this Contract must be in writing and will not be effective until it has been duly executed by the parties.

D. WAIVER. Failure by either party to take action or assert any right under this Contract will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right. Any such waiver must be in writing and signed by the parties.

E. CONTRACT COMPLETE. This Contract represents the complete agreement between the parties. No other understanding regarding this Contract, whether written or oral, may be used to bind either party. For any conflict between the attached Proposal and the terms set out in Articles 1-22 of this Contract, the terms of Articles 1-22 will govern.

F. RELATIONSHIP OF THE PARTIES. The relationship of the parties is one of independent contractors, each free to exercise judgment and discretion with regard to the conduct of their respective businesses. This Contract does not create a partnership, joint venture, or any other relationship such as master-servant, or principal-agent.

11. INDEMNITY AND HOLD HARMLESS

Supplier must indemnify, defend, save, and hold Sourcewell and its Participating Entities, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell or its Participating Entities, arising out of any act or omission in the performance of this Contract by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in the Equipment, Products, or Services under this Contract to the extent the Equipment, Product, or Service has been used according to its specifications. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.

12. GOVERNMENT DATA PRACTICES

Supplier and Sourcewell must comply with the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13, as it applies to all data provided by or provided to Sourcewell under this Contract and as it applies to all data created, collected, received, maintained, or disseminated by the Supplier under this Contract.

13. INTELLECTUAL PROPERTY, PUBLICITY, MARKETING, AND ENDORSEMENT

A. INTELLECTUAL PROPERTY

1. *Grant of License.* During the term of this Contract:

a. Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising and promotional materials for the purpose of marketing Sourcewell's relationship with Supplier.

b. Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising and promotional materials for the purpose of marketing Supplier's relationship with Sourcewell.

2. *Limited Right of Sublicense.* The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, and agents (collectively "Permitted Sublicensees") in advertising and promotional materials for the purpose of marketing the Parties' relationship to Participating Entities. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this Article by any of their respective sublicensees.

3. *Use; Quality Control.*

a. Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.

b. Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Upon written notice to the breaching party, the breaching party has 30 days of the date of the written notice to cure the breach or the license will be terminated.

4. *Termination.* Upon the termination of this Contract for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

B. **PUBLICITY.** Any publicity regarding the subject matter of this Contract must not be released without prior written approval from the Authorized Representatives. Publicity includes notices, informational pamphlets, press releases, research, reports, signs, and similar public notices prepared by or for the Supplier individually or jointly with others, or any subcontractors, with respect to the program, publications, or services provided resulting from this Contract.

C. **MARKETING.** Any direct advertising, marketing, or offers with Participating Entities must be approved by Sourcewell. Send all approval requests to the Sourcewell Supplier Development Administrator assigned to this Contract.

D. ENDORSEMENT. The Supplier must not claim that Sourcewell endorses its Equipment, Products, or Services.

14. GOVERNING LAW, JURISDICTION, AND VENUE

The substantive and procedural laws of the State of Minnesota will govern this Contract. Venue for all legal proceedings arising out of this Contract, or its breach, must be in the appropriate state court in Todd County, Minnesota or federal court in Fergus Falls, Minnesota.

15. FORCE MAJEURE

Neither party to this Contract will be held responsible for delay or default caused by acts of God or other conditions that are beyond that party's reasonable control. A party defaulting under this provision must provide the other party prompt written notice of the default.

16. SEVERABILITY

If any provision of this Contract is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Contract is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

17. PERFORMANCE, DEFAULT, AND REMEDIES

A. PERFORMANCE. During the term of this Contract, the parties will monitor performance and address unresolved contract issues as follows:

1. *Notification.* The parties must promptly notify each other of any known dispute and work in good faith to resolve such dispute within a reasonable period of time. If necessary, Sourcewell and the Supplier will jointly develop a short briefing document that describes the issue(s), relevant impact, and positions of both parties.
2. *Escalation.* If parties are unable to resolve the issue in a timely manner, as specified above, either Sourcewell or Supplier may escalate the resolution of the issue to a higher level of management. The Supplier will have 30 calendar days to cure an outstanding issue.
3. *Performance while Dispute is Pending.* Notwithstanding the existence of a dispute, the Supplier must continue without delay to carry out all of its responsibilities under the Contract that are not affected by the dispute. If the Supplier fails to continue without delay to perform its responsibilities under the Contract, in the accomplishment of all undisputed work, the Supplier will bear any additional costs incurred by Sourcewell and/or its Participating Entities as a result of such failure to proceed.

B. DEFAULT AND REMEDIES. Either of the following constitutes cause to declare this Contract, or any Participating Entity order under this Contract, in default:

1. Nonperformance of contractual requirements, or
2. A material breach of any term or condition of this Contract.

The party claiming default must provide written notice of the default, with 30 calendar days to cure the default. Time allowed for cure will not diminish or eliminate any liability for liquidated or other damages. If the default remains after the opportunity for cure, the non-defaulting party may:

- Exercise any remedy provided by law or equity, or
- Terminate the Contract or any portion thereof, including any orders issued against the Contract.

18. INSURANCE

A. REQUIREMENTS. At its own expense, Supplier must maintain insurance policy(ies) in effect at all times during the performance of this Contract with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

1. *Workers' Compensation and Employer's Liability.*

Workers' Compensation: As required by any applicable law or regulation.

Employer's Liability Insurance: must be provided in amounts not less than listed below:

Minimum limits:

\$500,000 each accident for bodily injury by accident

\$500,000 policy limit for bodily injury by disease

\$500,000 each employee for bodily injury by disease

2. *Commercial General Liability Insurance.* Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Contract.

Minimum Limits:

\$1,000,000 each occurrence Bodily Injury and Property Damage

\$1,000,000 Personal and Advertising Injury

\$2,000,000 aggregate for products liability-completed operations

\$2,000,000 general aggregate

3. *Commercial Automobile Liability Insurance.* During the term of this Contract, Supplier will maintain insurance covering all owned, hired, and non-owned automobiles in limits of liability not less than indicated below. The coverage must be subject to terms no less broad than ISO Business Auto Coverage Form CA 0001 (2010 edition or newer), or equivalent.

Minimum Limits:

\$1,000,000 each accident, combined single limit

4. *Umbrella Insurance.* During the term of this Contract, Supplier will maintain umbrella coverage over Employer's Liability, Commercial General Liability, and Commercial Automobile.

Minimum Limits:

\$2,000,000

5. *Professional/Technical, Errors and Omissions, and/or Miscellaneous Professional Liability.* During the term of this Contract, Supplier will maintain coverage for all claims the Supplier may become legally obligated to pay resulting from any actual or alleged negligent act, error, or omission related to Supplier's professional services required under this Contract.

Minimum Limits:

\$2,000,000 per claim or event

\$2,000,000 – annual aggregate

6. *Network Security and Privacy Liability Insurance.* During the term of this Contract, Supplier will maintain coverage for network security and privacy liability. The coverage may be endorsed on another form of liability coverage or written on a standalone policy. The insurance must cover claims which may arise from failure of Supplier's security resulting in, but not limited to, computer attacks, unauthorized access, disclosure of not public data – including but not limited to, confidential or private information, transmission of a computer virus, or denial of service.

Minimum limits:

\$2,000,000 per occurrence

\$2,000,000 annual aggregate

Failure of Supplier to maintain the required insurance will constitute a material breach entitling Sourcewell to immediately terminate this Contract for default.

B. CERTIFICATES OF INSURANCE. Prior to commencing under this Contract, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Contract. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or sent to the

Sourcewell Supplier Development Administrator assigned to this Contract. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf.

Failure to request certificates of insurance by Sourcewell, or failure of Supplier to provide certificates of insurance, in no way limits or relieves Supplier of its duties and responsibilities in this Contract.

C. **ADDITIONAL INSURED ENDORSEMENT AND PRIMARY AND NON-CONTRIBUTORY INSURANCE CLAUSE.** Supplier agrees to list Sourcewell and its Participating Entities, including their officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.

D. **WAIVER OF SUBROGATION.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Contract or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.

E. **UMBRELLA/EXCESS LIABILITY/SELF-INSURED RETENTION.** The limits required by this Contract can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.

19. COMPLIANCE

A. **LAWS AND REGULATIONS.** All Equipment, Products, or Services provided under this Contract must comply fully with applicable federal laws and regulations, and with the laws in the states and provinces in which the Equipment, Products, or Services are sold.

B. **LICENSES.** Supplier must maintain a valid and current status on all required federal, state/provincial, and local licenses, bonds, and permits required for the operation of the business that the Supplier conducts with Sourcewell and Participating Entities.

20. BANKRUPTCY, DEBARMENT, OR SUSPENSION CERTIFICATION

Supplier certifies and warrants that it is not in bankruptcy or that it has previously disclosed in writing certain information to Sourcewell related to bankruptcy actions. If at any time during

this Contract Supplier declares bankruptcy, Supplier must immediately notify Sourcewell in writing.

Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Contract. Supplier further warrants that it will provide immediate written notice to Sourcewell if this certification changes at any time.

21. PROVISIONS FOR NON-UNITED STATES FEDERAL ENTITY PROCUREMENTS UNDER UNITED STATES FEDERAL AWARDS OR OTHER AWARDS

Participating Entities that use United States federal grant or FEMA funds to purchase goods or services from this Contract may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200. Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Article, all references to “federal” should be interpreted to mean the United States federal government. The following list only applies when a Participating Entity accesses Supplier’s Equipment, Products, or Services with United States federal funds.

A. **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all contracts that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. §60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.

B. **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The

decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland "Anti-Kickback" Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must be in compliance with all applicable Davis-Bacon Act provisions.

C. CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708). Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Contract. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

D. RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT. If the federal award meets the definition of "funding agreement" under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all contracts by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

E. CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387). Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations

issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Contract will comply with applicable requirements as referenced above.

F. DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689). A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. §180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

G. BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352). Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

H. RECORD RETENTION REQUIREMENTS. To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.

I. ENERGY POLICY AND CONSERVATION ACT COMPLIANCE. To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.

J. BUY AMERICAN PROVISIONS COMPLIANCE. To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.

K. ACCESS TO RECORDS (2 C.F.R. § 200.336). Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Contract for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.

L. PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322). A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

M. FEDERAL SEAL(S), LOGOS, AND FLAGS. The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.

N. NO OBLIGATION BY FEDERAL GOVERNMENT. The U.S. federal government is not a party to this Contract or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Contract or any purchase by an authorized user.

O. PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS. The Contractor acknowledges that 31 U.S.C. 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Contract or any purchase by a Participating Entity.

P. FEDERAL DEBT. The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

Q. CONFLICTS OF INTEREST. The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Contract or any aspect related to the anticipated work under this Contract raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and

Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

R. U.S. EXECUTIVE ORDER 13224. The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

S. PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT. To the extent applicable, Supplier certifies that during the term of this Contract it will comply with applicable requirements of 2 C.F.R. § 200.216.

T. DOMESTIC PREFERENCES FOR PROCUREMENTS. To the extent applicable, Supplier certifies that during the term of this Contract will comply with applicable requirements of 2 C.F.R. § 200.322.

22. CANCELLATION

Sourcwell or Supplier may cancel this Contract at any time, with or without cause, upon 60 days' written notice to the other party. However, Sourcwell may cancel this Contract immediately upon discovery of a material defect in any certification made in Supplier's Proposal. Cancellation of this Contract does not relieve either party of financial, product, or service obligations incurred or accrued prior to cancellation.

Sourcwell

Betacom Incorporated

DocuSigned by:
Jeremy Schwartz
C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
Date: 5/6/2024 | 10:02 PM CDT

DocuSigned by:
Johan Bjorklund
27A36975B5A3481...
By: _____
Johan Bjorklund
Title: CEO
Date: 5/6/2024 | 1:02 PM PDT

RFP 020624 - Private Wireless Services with Related Solutions

Vendor Details

Company Name: Betacom
Does your company conduct business under any other name? If yes, please state: Illinois
Address: 10800 NE 8th St
Suite 800
Bellevue, WA 98004
Contact: Brian Watkins
Email: brian.watkins@betacom.com
Phone: 206-954-6641
Fax: 312-307-3160
HST#:

Submission Details

Created On: Tuesday December 19, 2023 15:26:17
Submitted On: Tuesday February 20, 2024 15:57:35
Submitted By: Asad Vaince
Email: vaincea@betacom.com
Transaction #: 53916da5-2012-4dfc-a5ff-8e3e566809ea
Submitter's IP Address: 71.231.12.171

Specifications

Table 1: Proposer Identity & Authorized Representatives

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *
1	Proposer Legal Name (one legal entity only): (In the event of award, will execute the resulting contract as "Supplier")	Betacom Incorporated
2	Identify all subsidiary entities of the Proposer whose equipment, products, or services are included in the Proposal.	Betacom Incorporated
3	Identify all applicable assumed names or DBA names of the Proposer or Proposer's subsidiaries in Line 1 or Line 2 above.	Betacom Incorporated
4	Provide your CAGE code or Unique Entity Identifier (SAM):	62T07
5	Proposer Physical Address:	9331 E Fowler Avenue Thonotosassa, Florida 33592-2135, United States
6	Proposer website address (or addresses):	www.betacom.com
7	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer and, in the event of award, will be expected to execute the resulting contract):	John Olsen, 5GaaS COO 9331 E Fowler Ave, Thonotosassa, FL 33592 john.olsen@betacom.com (817) 919-9748
8	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Brian Watkins, Executive Vice President, Sales and Business Development 155 108TH AVE NE Suite 220 Bellevue, Washington 98004-5901 (206) 954-6641
9	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Asad Vaince, VP of Engineering Solutions 1415 N Cherry Ave, Chicago, IL 60642 VainceA@betacom.com +1 (312) 307-3160 Ryan Ward, Director of 5GaaS Infrastructure 155 108th Ave NE, Suite 220 Bellevue, WA 98004 wardr@betacom.com (425) 577-1417

Table 2: Company Information and Financial Strength

Line Item	Question	Response *
10	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity related to the requested equipment, products or services.	<p>Betacom was founded in 1991 to build the wireless infrastructure that powers the modern world. With a reputation for cellular expertise, quality workmanship, and customer focus, Betacom is a trusted partner for the top three mobile operators and has deployed DAS/small cell and private networks at major airports, stadiums, industrial facilities, and other venues across the U.S.</p> <p>In 2019, a new leadership team with decades of cellular and enterprise networking acumen expanded Betacom's business to take advantage of new advancements in 5G spectrum sharing. Betacom launched the industry's first fully managed private wireless solution (known as 5G as a Service, or 5GaaS) in 2021. Today, Betacom's nationwide team offers a breadth of private 4G and 5G solutions, operating in the CBRS band or other spectral bands to bring better connectivity to accelerate the</p>

digital transformation of public and private entities.

Our Core Values:

- 1) We are Visionary – we seek out new opportunities to push boundaries and build stronger foundations for innovation.
- 2) We take Initiative – with a bias towards action, proactivity is our driving force.
- 3) We are Reliable – we do what we say we are going to do, and we do it right the first time.
- 4) We are Respectful – we value diversity and teamwork because innovation thrives where everyone is heard.

Our Business Philosophy:

Betacom's turnkey private wireless service is designed to simplify solutions to real business challenges. We don't just build a network and hand over the keys. We plan, design, install, and manage a 4G or 5G data network within a customer's facility to power their most critical operations. Whether a customer is modernizing a single process or automating its entire operation, we take the time to understand their goals, tailor the network to their needs, and provide white-glove services to ensure that the network meets their needs over the life of the service contract.

This customer-centric approach, along with our flexible technology options and fully managed service, ensures that each private wireless network delivers the right mix of performance, value, and business outcomes. According to the wireless experts from GigaOM, "Betacom 5GaaS merits immediate consideration for businesses that rely on wireless connectivity for new automation and IoT projects because it offers improved reliability, security, throughput, and lower latency where Wi-Fi falls short."

Our Value to Sourcewell Entities:

Betacom's managed 4G/5G solutions and services provide distinct value to Sourcewell entities considering private wireless networks:

1) Industry Longevity Related to Requested Equipment, Products or Services:

Betacom brings 33 years of experience gained through thousands of public and private wireless projects with mobile operators (AT&T, T-Mobile, Verizon), airports (MSP, DFW, MIA, ATL, etc.), government institutes (MxD), stadiums (Georgia Convention Center, Hard Rock Stadium) and logistics enterprises (Teltech). We bring relevant expertise to every part of our solution – from cellular design and construction, to system integration and network management. Our experienced team guides customers' use cases, equipment, and partnerships needed to achieve desired outcomes.

2) Short- and Long-Term ROI: When investing in IoT and automation technology, Sourcewell entities want solutions that work as promised and deliver fast ROI. Betacom private wireless networks provide the reliable connectivity needed to power new systems and scale to support future projects. Betacom's managed service approach also delivers more tangible savings – economies of scale in purchasing equipment, lower IT staffing expenses, and none of the costly data charges that come with other cellular solutions. An independent analysis conducted by Mobile Experts, Inc. indicates that enterprises "can save more than 50% over a three-year period by outsourcing private 5G as a service, rather than taking on the project itself."

3) Simplicity: Sourcewell entities will benefit from the simplicity of Betacom's turnkey service. Our pricing model is easy to understand and includes flexible options that help customers balance CapEx and OpEx goals. Although each deployment is custom, our proven methodology [SEE ATTACHMENT] streamlines the process and provides complete transparency, from planning and design to installation and management. Finally, we offer Service Level Agreements (SLAs) that guarantee uptime and performance metrics that are determined up-front.

4) Security: To address increasing cybersecurity threats, Betacom 5GaaS offers the strongest levels of security to protect against data breaches and cybersecurity attacks. From the spectrum we use to the way we design and manage the network, security is built into every element of the service. Our multi-layered security features include strong 4G/5G authentication and encryption, Zero Trust design, complete segmentation from other networks (with our unique AirGap architecture), and 24x7 monitoring by our Security and Service Operations Center (SSOC). This reduces the risk, complexity, and cost of adding new applications into an IT environment.

5) Broad Technology Partnerships: Betacom has built an ecosystem of partners that complement our private wireless solutions and services with a variety of domain expertise, products, channels, and spectrum options. We collaborate with the leaders in wireless, edge computing, AI and IoT, as well as the system integrators and application vendors that are solving industry-specific challenges. Together, we tackle customer problems, make our products work better together, and align our roadmaps to keep pace with innovation. For engagements with Sourcewell entities,

		<p>Betacom will leverage this network of partners to maximize long-term value and minimize the headaches of working with multiple vendors.</p> <p>In summary, Betacom brings the right experience, the right technology, and the right partners to every customer engagement. Our turnkey private wireless service is an ideal solution for Sourcewell entities that are looking for a reliable, secure, and cost-effective network foundation to support their technology initiatives. We are team players who believe that simplicity, transparency, and customer obsession are the keys to unlocking the value of innovation.</p>
11	<p>What are your company's expectations in the event of an award?</p>	<p>Betacom is excited to partner with Sourcewell and bring cutting-edge connectivity to a range of Sourcewell entities. As private wireless networks open great opportunities in the private and public sectors, we are seeing demand for our managed services from government entities, particularly airports and transit authorities. Partnering with Sourcewell would expedite the RFP process, drive significant cost savings, and accelerate the deployment of private wireless services in multiple industries.</p> <p>In the event of an award, Betacom will work directly with Sourcewell entities to define a specific scope of work and pricing proposal for each project – based on desired use cases, technology requirements, localized terms and conditions, labor and DEI requirements, and spectrum licenses. Although each private network deployment is unique, our sales and operations teams follow a simple and consistent process that is explained in the attached documentation.</p> <p>To drive additional demand from this award, Betacom will develop a tailored sales, training, and service strategy exclusively for the Sourcewell program. Our marketing team will create custom materials and partner with Sourcewell's Supplier Development team to educate participating entities about private wireless solutions and managed services.</p> <p>Finally, Betacom will leverage the collective expertise of relevant partners to enhance the overall value and ensure the best possible outcomes for Sourcewell entities. Collaboration with industry-leading technology providers and solution architects with expertise in various domains ensures that our private wireless solutions offer cutting-edge capabilities and provides an adaptable foundation as technology evolves. Examples of our ecosystem activities include:</p> <ul style="list-style-type: none"> * Enhancing network designs to efficiently support high-demand systems and IoT devices; * Integrating with advanced computing platforms to reduce latency for on-premises AI and data analytics; * Validating new products on our private network to minimize customer downtime during and after installation; and * Collaborating on technology roadmaps that align with changing customer needs in vertical markets.

12	<p>Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response.</p>	<p>The ability of a company to capitalize on opportunities and deliver sustainable returns hinges significantly on its financial health. Betacom's private wireless business is an expansion of a successful telecommunications design and construction company that has maintained long-term relationships with many large customers. Our continued ability to secure an ongoing workstream with favorable contractual payment terms points to Betacom's continued financial strength. As the communications industry continues to face competitive pressure, companies that service this sector must be capable of high levels of efficiency and strong financial outcomes. Despite these pressures, Betacom is well-positioned to grow its business by capitalizing on high demand for private wireless solutions and services.</p> <p>EBITDA Margin (%): (Earnings before interest, taxes, depreciation, and amortization) With a strong Net Income and EBITDA Y/Y, Betacom's legacy division is well equipped to ensure profitability to sustain the growth initiatives for its private wireless division. The legacy division sustained significant growth in 2022 and is projected to grow yet again in 2024.</p> <p>In a fiercely competitive marketplace, a robust and stable EBITDA margin (%) can be a critical differentiator indicating efficient cost management, streamlined operations and strong revenue relative to expense. The chart below reflects Betacom's EBITDA margin as compared to the same division within competitor MasTec (Year Ended 2022 through Year Ended 2023). Based upon these metrics, Betacom shows a far stronger level of operational efficiency and ability to sustain profitability.</p> <p>EBITDA Margin (%) Figures compiled from MasTec SEC Filings and based upon Communications division</p> <ul style="list-style-type: none"> - Full Year 2022: Betacom: 14% MasTec: 10% - 3 mo ended - March '23: Betacom: 14% MasTec: 6.5% - 6 mo ended - June '23: Betacom: 12% MasTec: 9% - 9 mo ended - Sept '23: Betacom: 15% MasTec: 9% - Full Year - 2023: Betacom: 14% MasTec: N/A% <p>Days of Working Capital: Days Working Capital is another strong financial metric for Betacom., The coupling of favorable contractual customer payment terms allows incoming capital to fuel timely vendor payment obligations while turning opportunities into revenue. As reflected below, Betacom's DWC is slightly more effective than competitor MasTec.</p> <p>Days Working Capital</p> <ul style="list-style-type: none"> - Full Year 2022: Betacom: 25 MasTec*: 37 - Q1 2023: Betacom: 37 MasTec*: 40 - Q2 2023: Betacom: 25 MasTec*: 40 - Q3 2023: Betacom: 33 MasTec*: 29 - Full Year 2023: Betacom: 28 MasTec*: N/A <p>* MasTec DWC financial data obtained from SEC filings and represents MasTec consolidated</p> <p>Liquidity Ratio: Using the quick method, Betacom shows a liquidity ratio of ~1.49 at YE 2023, reflecting the company has far more short-term assets than short-term liabilities, and thus is capable of meeting any short-term obligations.</p>
13	<p>What is your US market share for the solutions that you are proposing?</p>	<p>Because the private wireless market is relatively new and fragmented, there is no reliable, third-party source of market share data. Betacom is a proven leader in wireless infrastructure and has expanded its presence in the managed private wireless market, with significant engagements in the highest-growing segments – government, logistics/warehousing, manufacturing, and transportation. Our commitment to excellence and innovation has earned us industry recognition and numerous awards in the wireless infrastructure domain.</p>
14	<p>What is your Canadian market share for the solutions that you are proposing?</p>	<p>Due to spectrum regulations, we do not deploy CBRS private networks in Canada. However, we are willing to provide consulting services, expertise and partner introductions to Canadian entities that are considering private wireless solutions.</p>
15	<p>Has your business ever petitioned for bankruptcy protection? If so, explain in detail.</p>	<p>No, Betacom has never petitioned for bankruptcy protection.</p>

16	<p>How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization.</p> <p>a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?</p> <p>b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?</p>	<p>Betacom is managed service provider. To deliver the solutions and services outlined in this RFP, Betacom will utilize its employees and third-party partners. Our offering is technology-agnostic, which means we utilize hardware, software, and services from multiple vendors to support the use cases, performance requirements, and budget considerations of each customer engagement.</p> <p>Betacom's nationwide team of on-staff cellular experts will have primary responsibility for all contracts and engagements with Sourcewell entities. This includes sales, project scoping, implementation, and management services. We also employ experienced construction teams that assist with network deployments. When necessary, Betacom will leverage the expertise, spectrum resources, and integration services from partner organizations that improve the functionality of the private network or customer application. Our internal team manages and coordinates with these partners to ensure seamless delivery and support throughout the contract period.</p>	*
17	<p>If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.</p>	<p>Betacom meets or exceeds the minimal qualifications and licensing requirements for public works projects and CBRS private networks. We utilize a network of General Contractors and installers that are licensed in municipalities across the United States, certified for compliance with OSHA 10/30 regulations, and meet other local labor, wage, and union requirements. Betacom's Human Resources department uses a strict onboarding process to manage employee certifications, and our Contracts department ensures proper documentation for contractors under master services agreements.</p> <p>We also employ CBRS Certified Professional Installers (CPI). Pursuant to the FCC, CBRS radio transceivers or Citizen's Broadband Service Devices (CBSDs) must be installed by a CPI to lawfully operate within the designated spectrum of CBRS. The CPI certification verifies that installers understand the Spectrum Access System (SAS) and properly categorize each device in accordance with the spectrum grant process.</p> <p>To underscore our focus on quality and cybersecurity, Betacom also offers three ISO certifications:</p> <p>1) ISO 20000 Service Management System – Demonstrates that Betacom private wireless solutions fulfill the specified requirements to plan, design, install, operate, and continually improve our private wireless service for our enterprise customers.</p> <p>2) ISO 27001 Information Security Management – Demonstrates that Betacom private wireless solutions fulfill the stringent requirements to establish, implement, maintain, and continually improve information security management as part of our service, including the proactive assessment and management of information security risks.</p> <p>3) ISO 9001 Quality Management System – Demonstrates that Betacom private wireless solutions fulfill the quality principles of strong customer focus, a process approach, and continual improvement to ensure that our customers receive consistent, high-quality service.</p>	*
18	<p>Provide all "Suspension or Debarment" information that has applied to your organization during the past ten years.</p>	<p>Betacom has not had any "Suspension or Debarment" in the past ten years.</p>	*

Table 3: Industry Recognition & Marketplace Success

Line Item	Question	Response *
19	Describe any relevant industry awards or recognition that your company has received in the past five years	<p>Betacom and its private wireless offerings have been recognized for excellence by various technology and business organizations, including:</p> <p>2024 * IoT Breakthrough Awards – IoT Partner Ecosystem of the Year</p> <p>2023 * Mobile Breakthrough Awards – WAN Innovation of the Year * Small Cell Forum Awards – Excellence in Commercial Deployment * Globee Awards for Information Technology – Gold: Managed Network Services * American Business Awards – Gold: Best Business Technology Pivot * Futuriom 50 Strongest Private Companies * Best in Biz Awards – Silver: Best Enterprise Product of the Year * Puget Sound Business Journal – 100 Fastest Growing Private Companies</p> <p>2022 * OnGo Awards – Excellence in Enterprise Deployment (DFW) * Fierce Innovation Awards – Private Wireless Networks * Mobile Breakthrough Awards – Industrial IOT Solution of the Year * Small Cell Forum Awards – Outstanding Contribution to New Business Cases * American Business Awards – Gold: 5GaaS for Industry 4.0 * American Business Awards – Silver: Maverick of the Year * Best in Biz Awards – Innovator of the Year * Business Impact Awards – IOT Business Impact * Puget Sound Business Journal – 100 Fastest Growing Private Companies</p> <p>2021 * OnGo Awards – Judge’s Choice: 5GaaS Business Model * Mobile Breakthrough Awards – 5G Innovation of the Year * Leading Lights Awards – Most Innovative 4G/5G Service</p>
20	What percentage of your sales are to the governmental sector in the past three years	Government entities accounted for 63% of Betacom’s sales in the past three years.
21	What percentage of your sales are to the education sector in the past three years	Betacom has not actively pursued engagements in the education sector over the past three years. Instead, our focus has been on serving other high-growth markets that are actively seeking private wireless networks.
22	List any state, provincial, or cooperative purchasing contracts that you hold. What is the annual sales volume for each of these contracts over the past three years?	Betacom does not hold any state, provincial, or cooperative purchasing contracts. However, we do maintain a national agreement with a key partner, offering pre-approved pricing down to the market level for a menu-based selection of Statements of Work (SOW) and pricing for requested work.
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	Betacom does not hold any GSA contracts or Standing Offers and Supply Arrangements (SOSA).

Table 4: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcwell participating entities and for whom you have performed projects relevant to private wireless services. .

Entity Name *	Contact Name *	Phone Number *
MxD (Manufacturing x Digital)	Tony Papke, VP of Partner Management	(708) 927-7141
Dallas Fort Worth Airport	Maria Brackenridge, Sr. Innovation Strategy Consultant	(214) 908-9313
Washington-Warren Airport / FedData	Robert Harms, SVP	(443) 474-2686

Table 5: Top Five Government or Education Customers

Line Item 25. Provide a list of your top five government, education, or non-profit customers (entity name is optional), including entity type, the state or province the entity is located in, scope of the project(s), size of transaction(s), and dollar volumes from the past three years.

Entity Name	Entity Type *	State / Province *	Scope of Work *	Size of Transactions *	Dollar Volume Past Three Years *
MxD	Government	Illinois - IL	Install, integrate, test, and operate Betacom private 5G as a Service utilizing CBRS GAA spectrum, throughout 22,000 sq ft factory floor, where MxD and manufacturing leaders such as Siemens, Abbot Labs, Rolls Royce, Dow, and John Deere develop and test automation, cybersecurity, and CPI solutions.	807,000	807,000
Airport	Government	North Carolina - NC	Provide enhanced connectivity throughout the airport to support wind and weather sensors, LIDAR applications, communication with the Drone Operation Center, and other operations.	125,000	125,000
DFW Airport	Government	Texas - TX	Install a secure, private CBRS network to provide complete wireless coverage for baggage operations between the terminal and tarmac. Leverage insights to recommend future private network services to airport stakeholders.	49,500	49,500
Airport	Government	North Carolina - NC	Install a private wireless network to support perimeter surveillance system. PoC testing to validate the speed and latency of a private CBRS network to enable real-time alerts and video transmissions from AI-enabled cameras at two locations.	25,000	25,000
Airport	Government	California - CA	Install a private wireless network to extend network coverage to remote buildings for badge access readers and security cameras.	15,000	15,000

Table 6: Ability to Sell and Deliver Service

Describe your company's capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *

26	Sales force.	<p>Betacom will provide a dedicated Sourcewell sales team that is led by an Executive Vice President. The sales team is complemented by a robust sales engineering unit that is led by a Vice President and comprises engineering professionals proficient in every facet of private wireless solutions (including design engineering, network engineering, and security solutions).</p> <p>Strategically positioned nationwide, these individuals oversee sales activities across the West Coast, Central region, and East Coast, demonstrating Betacom's comprehensive approach to client needs. Throughout our collaborations, our sales team actively ensures seamless communication among Betacom, the customer, and project partners. Should Betacom secure a Sourcewell contract, we stand ready to expand our sales and operations team as necessary to meet the evolving demands of our entities.</p> <p>Sourcewell entities can find assurance in the fact that our expanded and proficient sales engineering unit will not only facilitate the initial sale but will also play a pivotal ongoing role in delivering unparalleled solutions and services to our clientele. Our commitment extends far beyond the transaction, ensuring sustained excellence in meeting the diverse needs of our valued partners.</p>
27	Dealer network or other distribution methods.	<p>As an extension to our sales team, Betacom has agreements with several partners that either resell or recommend Betacom solutions and services to their customers. Our go-to-market partners include leading technology resellers, mobile operators, system integrators, and consultants with a presence across North America.</p> <p>Below is a sample of partners that can support engagements with Sourcewell entities:</p> <ul style="list-style-type: none"> * Ingram Micro – As the world's largest technology distributor, Ingram Micro is an authorized reseller of Betacom solutions and services. They are also a distribution channel for Betacom to procure third-party devices, software, and services that enhance our private wireless offerings. Ingram Micro is headquartered in Irvine, CA and has eight offices across North America. * CDW-G – With substantial government expertise, certifications, clearances, and procurement channels, our partnership with CDW-G enhances our ability to serve public entities. CDW-G is a Sourcewell supplier via Sourcewell Contract #081419-CDW (Technology Catalog Solutions) and #071321-CDW (Managed Services and Staff Augmentation) * T-Mobile and UScellular – Betacom partners with nationwide mobile operators to provide hybrid wireless services (using private and public spectrum) and enhance the redundancy of private networks. Each of these companies operates across the US. T-Mobile is a verified Sourcewell supplier via Contract #080119-SPT (Wireless voice and data services, equipment, solutions) * Google – Betacom works with Google Cloud to optimize our networks for use with their AI, data analytics, and edge computing solutions. Google is headquartered in Mountain View, CA and has offices across North America. * E Tech Group – With 25 offices across the US and Mexico, E Tech Group has provided engineering and IT services for industrial automation and digitalization projects since 1993 and is actively promoting Betacom to customers in multiple industries. * FedData Technology Solutions – Leverages Betacom solutions and services as part of select IT design, integration, and implementation services. FedData serves a global list of customers from its offices in Maryland and Virginia. * Barich Consulting – Headquartered in Texas, Barich provides IT strategy, business analysis, and technical expertise to the aviation industry. <p>We also partner with many device and system vendors that serve the transportation, manufacturing, logistics, healthcare, education, mining, and other industries. This includes global leaders like Siemens, Intel, Qualcomm, and VMware, as well as vertical players like ADB Safegate, Axis Communications, Brock Solutions, Evolon, SITA, and Vecna Robotics. Throughout the sales process, we will collaborate closely with our partners to optimize solutions and deliver tailor-made offerings that address the unique needs of Sourcewell entities.</p>

28	Service force.	<p>Betacom's service force comprises teams of installation and operational professionals that are prepared to serve the needs of Sourcewell entities across the U.S. Our nationwide infrastructure service force includes 285 employees in 14 operational centers. Betacom employees provide a wide range of installation and integration services, including civil, electrical, and construction. We also leverage a network of local and national subcontractors to provide construction and installation services in venues that require preferred vendors and locations beyond our direct service area. We continue to expand our list of service partners as our customer needs evolve.</p> <p>Our service force also includes a Managed Services team of five engineers and PMO analysts that handle monitoring, customer alerts, incident response, problem resolution, and root cause analysis from our Security and Service Operations Center (SSoC). Located in Betacom's secure facility in Bellevue, WA, our SSoC team includes experienced engineers who specialize in network engineering, cloud engineering, RF engineering, CORE engineering, and RAN engineering. They use advanced analytics and AI/ML tools to quickly identify and resolve any network issues that impact service. Betacom also provides in-person maintenance and break/fix service as outlined in our SLA and may leverage our nationwide network of partners to support these efforts, as needed.</p>
29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Once a Master Services Agreement is executed with a Sourcewell entity, the Betacom sales team will request a PO from the entity. The Betacom purchasing department will then solicit quotes from our suppliers for services, hardware, and software, which are used to issue Betacom POs and place orders for all equipment, as outlined in the Master Services agreement. The respective goods will be shipped per terms of the agreement, either via Betacom or directly from the distributor.</p> <p>To maintain the most competitive cost models, Betacom's project management and procurement teams continually work with new and existing suppliers and distributors to ensure we are getting the best pricing and fastest service.</p>

30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>The key differentiators of Betacom's turnkey managed service are network management, white-glove support, and guaranteed uptime.</p> <p>Fully Managed Network Services: Once a Sourcewell entity accepts our private wireless network installation, Betacom's Service and Security Operations Center (SSOC) team assumes responsibility for all network management functions. This alleviates significant staffing and resource burdens from the entity's IT and OT teams. Betacom's managed services include:</p> <ul style="list-style-type: none"> * 24x7 performance monitoring to ensure the meets the criteria outlined in the SLA (see below) * Regular maintenance (hardware and software updates, as recommended by vendors) * Fast response to all network incidents and/or system anomalies * Regular cybersecurity vulnerability assessments * Regular reviews and checkpoints with customers to adjust as needed. <p>Guaranteed uptime, backed by Service Level Agreements: In an industry wrought with caveats and claims, Betacom guarantees that its private wireless networks will operate as promised. Our solutions are backed by Service Level Agreements (SLA) that ensure a specified level of availability – 99.5% for our Standard offering and 99.95% for our Advanced offering. If service availability falls below the set threshold, Betacom will issue Service Credits to the customer [on an annual basis].</p> <p>Customers have some responsibilities to ensure the Betacom network can function properly in their facility (providing reliable power, Internet service, and rack space, preventing theft or misuse, etc.). They are also expected to report network incidents promptly. Failure to do either will impact the downtime and Service Credits.</p> <p>Incident Response & Support: Downtime and service interruptions can be caused by many factors and require different levels of support. We offer two service level options (Standard and Advanced), with slightly different support terms. In both cases, Betacom works closely with the customer IT/support team to quickly diagnose and fix any problems. The customer IT team handles all communication with their end users.</p> <ul style="list-style-type: none"> * Tier 1 Support: An end user notifies the customer IT about issues. Customer IT performs basic troubleshooting and handles device management and device security issues. * Tier 2 Support: If customer IT identifies an issue related to the private wireless network and cannot resolve it themselves, they contact the Betacom SSOC for support by phone or by submitting a trouble ticket via the Maestro portal. Phone support is available 9:00am - 8:00pm EST, Monday through Friday (excluding major US holidays) and online support is available 24 x 7 x 365. Depending on the severity and impact of the incident, response times range from 30 minutes to 1 business day, and resolution times range from 8 hours to 3 business days. [SEE SERVICE LEVEL AGREEMENT] * Tier 3 Support: If a confirmed network issue requires the on-site assistance of a Betacom engineer or third-party vendor, the appropriate personnel are dispatched to resolve the issue. Betacom and/or third-party experts will be on-site within 2 business days (for Advanced service) or 3 business days (for Standard service), after the initial acknowledgement of a service problem. However, if a customer had purchased a spare access point (AP) from Betacom and elects to install it themselves, the Betacom SSOC will provide remote same-day break/fix/repair support. <p>For all incidents related to Betacom's solutions, our SSOC team will coordinate isolation, testing, and health checks of network elements, and repair work for all private network service errors, defects, or problems and all third-party system errors, defects, or problems that are within our reasonable control. Betacom shall track all incidents with a Trouble Ticket number and proactively inform the customer when an issue or condition arises that may cause potential system anomalies and/or additional Trouble Tickets. Betacom will have no obligation to act on Trouble Tickets that are requests for product enhancements or that describe errors that Betacom is unable to replicate or otherwise verify based on the data and information provided by the Customer.</p>
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31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in the United States.	<p>Betacom is willing and able to provide our private wireless products and services to Sourcewell participating entities in the United States. Although each engagement is unique, Betacom and its partners will design, install, and manage a private wireless network that suits each entity's objectives, facility, and budget.</p> <p>With a proven track record of building and managing cellular networks in diverse environments – from urban centers to remote rural areas, as well as complex indoor/outdoor environments such as airports and manufacturing facilities – Betacom brings unparalleled expertise to every project. Our nationwide sales, installation, and support teams are dedicated to delivering customer-centric solutions that maximize both short- and long-term value. As part of this commitment, our team only sources best-in-class equipment, including access points, network cores, IoT gateways, and SIM cards from trusted suppliers. This approach enables us to provide a range of performance options and price points.</p> <p>Our private wireless networks operate on CBRS spectrum, offering reliable connectivity and high-performance solutions. Moreover, through strategic partnerships with major cellular operators like T-Mobile and USCellular, as well as spectrum licensees including Google, and Federated Wireless, Betacom ensures access to a wide range of wireless services and applications. These partnerships enable us to offer hybrid wireless networks, facilitating seamless roaming between facilities for enhanced connectivity.</p> <p>Additionally, Betacom extends its offerings beyond traditional wireless solutions through collaborations with a vast network of technology and commercial partners. By teaming up with leaders in edge computing, artificial intelligence, robotics, and data analytics, Betacom optimizes solutions to run efficiently on private wireless networks. We also work closely with application providers and system integrators to deliver industry-specific solutions across various vertical markets.</p>	*
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	Because Betacom private wireless networks operate exclusively on the CBRS spectrum that is approved for use within the U.S., we are currently unable to serve Sourcewell entities in Canada. However, as new shared spectrum models emerge, we are strategically positioned to expand our geographic coverage, ensuring that our advanced private networks continue to evolve and meet the connectivity needs of diverse regions.	*
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed contract.	Betacom proudly serves all parts of the United States, including Hawaii, Alaska, and U.S. territories including Guam, and Puerto Rico. Operating exclusively on the CBRS spectrum that is approved for use within the United States, we currently do not extend our services to entities in Canada. However, as new shared spectrum models emerge, we are strategically positioned to expand our geographic coverage, ensuring that our advanced private networks continue to evolve and meet the connectivity needs of diverse regions.	*
34	Identify any Sourcewell participating entity sectors (i.e., government, education, not-for-profit) that you will NOT be fully serving through the proposed contract. Explain in detail. For example, does your company have only a regional presence, or do other cooperative purchasing contracts limit your ability to promote another contract?	We intend to provide comprehensive support to all sectors participating in Sourcewell in the United States per §I.B. of the RFP, which includes, federal and state government entities, cities, towns, counties/parishes K-12 higher education entities, tribal government entities, non-profit entities, and other public entities. Our commitment extends across the nation, facilitated by our extensive national presence, and backed by 17 regional offices strategically located for optimal coverage. This ensures that our proposed contract is designed to effectively serve and meet the needs of diverse sectors, fostering accessibility and inclusivity across the Sourcewell participating entities.	*
35	Define any specific contract requirements or restrictions that would apply to our participating entities in Hawaii and Alaska and in US Territories.	There are no specific contract requirements or restrictions applicable to our participating entities in Hawaii, Alaska, and U.S. Territories. Betacom is fully equipped to support all US states and territories, including Puerto Rico and Guam, without any limitations or constraints. Our commitment is to provide comprehensive and unrestricted services across diverse geographical locations.	*

Table 7: Marketing Plan

Line Item	Question	Response *
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<p>36</p>	<p>Describe your marketing strategy for promoting this contract opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>If awarded, Betacom will use account-based sales and marketing strategies to engage with interested entities. Our sales team will leverage a variety of marketing tools, content, and channels to:</p> <ol style="list-style-type: none"> 1) Educate potential customers about the benefits of private wireless networks (Examples: training presentations, solution briefs, use case guides, and videos); 2) Guide decision-making processes with relevant tools and information (Examples: ROI calculator, pricing tools, and market research); and 3) Advise entities on technology strategies to maximize their long-term ROI, leveraging Betacom’s partners as appropriate. <p>Betacom will also promote the Sourcewell partnership as broadly as allowed by its marketing policies. Promotional activities may include, but are not limited to:</p> <ul style="list-style-type: none"> * A press release announcing the award and highlighting the value that Sourcewell brings to participating entities across multiple industries; * Briefings with reporters, industry analysts, and influencers to secure media coverage in publications, blogs, and reports (with Sourcewell participation, if desired); * Social media posts to amplify the initial award and subsequent contracts; * Private tours and events for Sourcewell and participating entities at MxD (a government-funded manufacturing innovation institute) to learn about digital transformation and see the nation’s first private 5G network in action; * Custom sales tools and marketing content that can be used by Sourcewell and Betacom to educate Participating Entities about private wireless and guide them through the purchase process; * A Sourcewell feature and blog post on the Betacom website; and * Co-branded live or digital events, including training sessions, webinars, and speaking engagements. <p>Upon completion of each private wireless deployment, Betacom will work with Sourcewell entities to promote their innovative use cases and outcomes. Additional marketing activities may include:</p> <ul style="list-style-type: none"> * Written and/or video case studies; * Customer testimonials that are featured on the Betacom website and sales collateral; and * Submissions for joint speaking engagements and awards.
<p>37</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>Betacom’s experienced marketing team leverages data-driven digital strategies to maximize its effectiveness. Using the following technology and marketing techniques, we are confident in our ability to bring industry attention to Sourcewell and its Participating Entities.</p> <p>Data-driven Marketing Strategy: Our marketing starts with a comprehensive understanding of the target audience. We analyze search and social media trends, market data, user surveys, and competitive offerings to gain valuable insights that inform our marketing messages and channels.</p> <p>Social Media Integration: In addition to our social media following on LinkedIn and Twitter, we integrate our partners’ marketing efforts across key channels. Our team will leverage social media analytics to identify trends, engage with the audience, and enhance brand visibility.</p> <p>Metadata Utilization: Our team pays close attention to metadata for search engine optimization (SEO) – using relevant keywords, title and header tags, alt text, and meta descriptions. By ensuring our content is discoverable, relevant, and accurate, we can impact our search ranking and display results.</p> <p>Analytics and Reporting: We use analytics tools to measure the success of marketing campaigns and enable real-time optimization of strategies and tactics.</p>

38	<p>In your view, what is Sourcewell's role in promoting contracts arising out of this RFP? How will you integrate a Sourcewell-awarded contract into your sales process?</p>	<p>In our view, Sourcewell plays a pivotal role in promoting contracts resulting from this RFP by fostering partnerships and facilitating access to a wide range of solutions for participating entities. To integrate a Sourcewell-awarded contract into our sales process, Betacom will undertake the following initiatives:</p> <ol style="list-style-type: none"> 1) Assign a dedicated account representative or team to ensure personalized support and effective communication throughout the contract lifecycle. 2) Engage in co-marketing activities to promote our partnership with Sourcewell, highlighting the benefits and value proposition of our offerings to participating entities. 3) Conduct monthly reviews of projects and pipelines to track progress and identify opportunities for collaboration within Sourcewell's framework. 4) Gain a comprehensive understanding of Sourcewell, its contracts, and the scope of products and services it covers to align our offerings accordingly. 5) Proactively identify relevant contracts that align with Betacom's expertise and capabilities, tailoring our Go-To-Market strategy to meet Sourcewell's requirements. 6) Establish connections with key individuals at Sourcewell and actively participate in Sourcewell events to foster relationships and stay updated on emerging opportunities. 7) Streamline the ordering process by providing clear instructions and offering dedicated support for Sourcewell-related inquiries, ensuring a smooth and efficient procurement experience for participating entities. 8) Regularly monitor Sourcewell's communications and announcements to stay informed about potential business prospects and upcoming opportunities. 9) Monitor the performance of Sourcewell-related sales to assess effectiveness and identify areas for improvement, enabling continuous refinement of our sales strategies. 	*
39	<p>Are your products or services available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>No, Betacom's services are not available through an e-procurement ordering process.</p>	*

Table 8: Value-Added Attributes

Line Item	Question	Response *
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40	Describe any product, equipment, maintenance, or operator training programs that you offer to Sourcewell participating entities. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.	<p>Betacom can offer a variety of training options related to the equipment, operation, and maintenance of our private wireless networks. We will provide documentation and tools including, but not limited to:</p> <ul style="list-style-type: none">* Method of Procedures (MOPS): Step-by-step instructions that outline all the procedures necessary to operate and maintain all the equipment and software comprised in the product stack.* OEM User Manuals/Guides: Published documentation provided by equipment manufacturers and/or software vendors, providing details on how to operate, and maintain equipment or applications in the solution.* Technical Specifications: Published documentation detailing the key technical data points of all the elements in the product that defines its physical, electrical, and performance characteristics.* FAQs: Frequently asked questions and known issues users that users may experience while operating and maintaining the private wireless network.* A chat AI-based tool like Gemini for the aforementioned documentation, allowing for easy search and knowledge base transfer.* SourcewellSupport@Betacom.com - Support email dedicated to help Sourcewell entities answer any questions about Betacom solutions and services.* Dedicated Solutions Engineers are available by appointment to answer any technical questions regarding our product or solutions. <p>Additionally, Betacom will host virtual or in-person training sessions, seminars, and technical workshops throughout each year in our 5G Lab and Innovation Center in Chicago, Illinois. Events will be recorded and made available to all Sourcewell entities. Sessions can also be curated for specific use cases or focused topics on aspects of the overall product.</p>
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41	Describe any technological advances that your proposed products or services offer.	<p>Betacom's private wireless solutions and managed services provide many technological advances that set us apart in the marketplace. As the only managed service provider offering turnkey private wireless services, we use advanced technology, tools, and AI at every stage in our engagement process – from planning and design to installation and management.</p> <p>Examples of our technological advances include:</p> <ol style="list-style-type: none"> 1) Digital Twin: We build advanced 3D models of each customer's facility or campus to conduct custom propagation analyses. Our designs take into account environmental and structural factors (i.e. walls, objects, fixtures, mobility, landscape, surface, and building materials) to optimize coverage and capacity and meet specific performance targets of specific use cases. 2) State-of-the-Art Network Architecture: Our secure, cloud-native service-based network architecture is at the forefront of technological advancement, with a roadmap extending into 6G. Features include: <ul style="list-style-type: none"> * Flexible deployment options including on-premises, cloud, and hybrid; * End-to-end traffic segmentation and encryption; * Multi Edge Compute (MEC) capabilities for enhanced efficiency and flexibility; * Hybrid network mobility, leveraging spectrum partnership with Mobile Network Operators like UScellular and T-Mobile; * Site-to-Site Software Defined Wide Area Network (SD) WAN; * Private SIM provisioning; and * Neutral Host capabilities. 3) Enhanced Cybersecurity: Betacom AirGap Protection is our unique cyber defense architecture, which ensures device- and application-level security by isolating the private wireless network from existing IT infrastructure. We utilize NIST, ISO, and SSOC standards, along with features such as DDOS protection, IDS, zero trust, and end-to-end encryption. 4) Service Guarantees: We are the only vendor to guarantee high availability for mission-critical applications, measured by automated tools and backed by stringent Service Level Agreements. 5) GenAI: We leverage AI-driven insights to optimize network performance and efficiency. 6) Location-Based Services: We offer precise location-based services for enhanced user experiences and operational efficiency. 7) Customer Portal: We provide a comprehensive customer portal for SIM management, KPI metrics, help desk support, and AI-driven chat functionality (ChatAI). 8) Versatile Use Case Integration: Offering an extensive ecosystem of partners and applications running on top of the network and edge computing infrastructure. 9) Technology Roadmap: Betacom's product roadmap extends 5 years and aligns with 3GPP Release dates (i.e. Release 15, 16, 17, 18, 19) and subsequent chipset release dates into the market, allowing for a seamless pathway to upgrades and technology refreshes.
42	Describe any "green" initiatives that relate to your company or to your products or services, and include a list of the certifying agency for each.	<p>Betacom is committed to environmental sustainability and has implemented programs to maximize metal recycling and reduce waste for construction projects. As a service-driven organization, our private wireless business does not produce products, but partners with technology providers, hyper-scalers, and OEMs that share our commitment to sustainability, including Dell, Google, Intel, Nokia, Sercomm, and Siemens). Each partner carries relevant ISO certifications to validate their commitment to sustainability, including ISO 14001 (Environmental Management Systems), ISO 14064 (Greenhouse Gas Inventory), ISO 50001 (Energy Management Systems), and others.</p>
43	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>As a managed service provider, Betacom distributes products manufactured by key partners. We are not issued third-party eco-labels, ratings, or certifications for the equipment or products included in our proposal related to efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors. However, our strategic sourcing strategy prioritizes partnerships with manufacturers and suppliers that share our commitment to environmental sustainability and many of our partners hold eco-star ratings and green certifications, further ensuring that the products we offer contribute to sustainability efforts.</p>

44	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	<p>Although Betacom's largest shareholder and several members of the executive team are women, we have not obtained certifications for M/WBE, SBE, or veteran participation in our services portfolio. However, we are willing to track participation if requested by Sourcewell entities.</p> <p>Betacom will provide the support and mentoring required to position our M/WBE suppliers as an ongoing part of our supplier pool across our portfolio of projects and services. Among Betacom's partners is Teltech Group, which we utilize as a distribution and staging partner for projects. Teltech Group is credited and certified with the approved certifying authorities: NCTXRCA, DFW Minority Supplier Development Council, or Women's Business Council Southwest.</p>
45	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>Betacom and its turnkey managed 4G/5G service provide several unique attributes, including:</p> <p>1) Customer-Centric Approach: Betacom does not offer a one-size-fits-all private network. Our approach centers around solving real challenges and our team becomes an extension of the customer – working alongside stakeholders to understand their business goals, technical challenges, and tradeoffs. Then we design and install a tailor-made solution that meets their needs and fits within their budget. And unlike other vendors, we continue to provide white-glove customer service with 24x7 network management, ongoing maintenance, and break/fix/repair support – all of which alleviates the burden and expense from the customer's IT team.</p> <p>2) Guaranteed Service Levels: Betacom private wireless solutions work as promised. Our fully managed network services are backed by Service Level Agreements that guarantee network availability up to 99.95%. This provides the most reliable and predictable connectivity for an entity's most important applications and services.</p> <p>3) Flexibility As a technology-agnostic solutions provider, we offer a variety of hardware, software, and spectrum options to deliver the right mix of network performance and value for the desired use cases. Our flexibility also extends to our pricing model, which includes purchase and leasing options to help customers balance their CapEx and OpEx goals.</p> <p>4) Secure by Design Betacom private wireless networks provide the industrial-grade security you won't get from other solutions. Our multi-layered security features go beyond standard 4G/5G authentication and encryption. We use Zero Trust design techniques on top of our unique AirGap Protection architecture to completely isolate the private network from mobile and Wi-Fi networks. Then we monitor the network from our Security and Service Operations Center (SSOC) and alert you to vulnerabilities or potential threats.</p> <p>5) Technology Ecosystem: Betacom is part of a rich ecosystem of innovators that are accelerating digital transformation. While wireless connectivity is an important element, we partner with other industry leaders who specialize in wireless equipment, edge computing, AI, IoT devices and applications, as well as the system integrators who bring it all together. Together, we can tackle challenges and deliver joint solutions that maximize ROI and minimize integration headaches for Sourcewell entities.</p>

Table 9A: Warranty

Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your warranty materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *
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46	Do your warranties cover all products, parts, and labor?	<p>Yes, Betacom's offerings include warranties that cover all products, parts, and labor. Betacom maintains strategic sourcing contracts with our key partners, which enable us to extend warranties on OEM products, parts, and labor to our customers where needed. Additionally, Betacom's engineering and design services include a warranty for the life of the contract.</p> <p>The terms of Betacom's warrantee contract are as follows:</p> <p>Vendor represents and warrants that: (i) it will perform the Services and the Work Product and Deliverables will perform consistent with current industry standards and the Deliverables will conform and perform in all material respects in accordance with the written specifications in the applicable SOW; (ii) the Services will be performed in a timely manner, (iii) all employees and subcontractors of Vendor will have the necessary knowledge, skills training and experience to provide all Services in a good and workmanlike manner; (iv) none of the Work Product or Deliverables will contain any virus, disabling code, malware, trap, or other set of computer instructions that may usurp or damage the normal operation of, or allow covert access to, a computer, computer system or computer network, or deny access to or corrupt data; (v) other than solely the Pre-Existing Intellectual Property for which the license in Section 2(b) (License to Use) of this Exhibit D (Supplemental Terms for Services) applies, or any third party products IM expressly approves in writing, the Work Product and Deliverables are free of any liens, claims, encumbrances or other restrictions; (vi) Vendor will comply with all applicable state provincial, Federal, and where applicable, country specific rules and regulations; and (vii) except with IM's prior specific approval, none of the Work Product or Deliverables is subject to any "copyleft" or other obligation or condition (including any obligation or condition under any "open source" license such as the GNU Public License, Lesser GNU Public License or Mozilla Public License) that (1) could or does require or condition the use, modification or distribution of the Work Product or Deliverables, or any other software with which it is used or distributed, on the disclosure, licensing or distribution of any source code for any portion of the Work Product, Deliverables, or other software; or (2) could or does otherwise impose any limitation, restriction or condition on the right or ability of IM to use, modify or distribute the Work Product, Deliverables, or any portion thereof or any other software with which the Work Product or Deliverables is used or distributed. If any breach of the foregoing warranties is detected, Vendor will have ten (10) days to remedy these discrepancies and correct or replace the Services, Work Product, or Deliverables. Except as may be set forth in the applicable SOW, these are the sole warranties provided by Vendor with respect to any Services and Vendor hereby disclaims all other warranties, express or implied, including without limitation the implied warranties of merchantability, fitness for a particular purpose, and noninfringement.</p>	
47	Do your warranties impose usage restrictions or other limitations that adversely affect coverage?	No, Betacom's warranties do not impose usage restrictions or other limitations that adversely affect coverage.	*
48	Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?	Yes, all valid warrantee tickets cover the technician's time and travel, unless the issue is determined to have been caused by the customer, as outlined in our service level agreement.	*
49	Are there any geographic regions of the United States or Canada (as applicable) for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell participating entities in these regions be provided service for warranty repair?	Betacom's service technicians can perform warranty repairs anywhere in the United States, but we do not currently serve entities in Canada, due to spectrum regulations. Service Warranty Repair is initiated via a ticketing system, in which tickets can be created by the customer or by Betacom, via phone, email, or through our online service portal (known as Betacom Maestro).	*

50	<p>Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?</p>	<p>Betacom is committed to providing comprehensive warranty service for elements of our solutions made by other manufacturers. As part of our managed service, we procure warranties for every product used in our private wireless networks and manage warranty benefits on behalf of our customers. This ensures peace of mind and hassle-free protection for their investments.</p> <p>Betacom's responsibilities in the warranty process:</p> <ul style="list-style-type: none"> * Managed Warranty Procurement: Betacom takes responsibility for procuring warranties from the respective original equipment manufacturers (OEMs) and includes them as part of our service offering to clients. * Tailored Warranty Solutions: We tailor the warranties to align with the length of the contract, ensuring coverage throughout the duration of the service agreement. * Warranty Management: Betacom assumes the responsibility of managing warranties with the OEMs on behalf of the client. This includes handling all warranty-related processes, such as RMAs (Return Merchandise Authorizations), in the event of equipment degradation or malfunction. <p>Benefits of Our Approach:</p> <ul style="list-style-type: none"> * Single Point of Contact: By managing warranties on behalf of the client, Betacom serves as a single point of contact for all warranty-related matters, streamlining communication and resolution processes. * Efficient Resolution: Our proactive approach to warranty management ensures swift resolution of issues, minimizing downtime and disruption to operations. * Expertise and Support: Betacom's experienced team handles warranty processes with professionalism and efficiency, providing expert support and guidance throughout the warranty period. 	*
51	<p>What are your proposed exchange and return programs and policies?</p>	<p>As an end-to-end managed service provider, Betacom takes responsibility for all OEM Return Merchandise Authorizations (RMA) and proposed exchanges based on the OEM's return policies. Betacom leverages our partnerships with national, regional, and local distributors with well-documented return and exchange policies that generally benefit our customers. If any part or product is under warranty, Betacom will facilitate the remediation process on the customer's behalf as part of our managed service.</p>	*
52	<p>Describe any service contract options for the items included in your proposal.</p>	<p>Betacom's network elements are sourced through strategic partnerships established under master services contracts. These partners share our commitment to excellence in all aspects of support:</p> <ul style="list-style-type: none"> * Quality Assurance: We uphold the highest standards of quality by certifying all solutions through thorough collaborative testing and validation procedures. * Technical Support: Our partners are integral to our tier 2 and tier 3 troubleshooting efforts, ensuring swift resolution in the face of critical network issues. * Replacement Services: The contracts empower us to promptly provide replacement hardware and software, meeting the required speed-to-market demands. <p>These partnerships also enable Betacom to offer flexible service options to our customers. Two noteworthy examples include:</p> <ul style="list-style-type: none"> * Standard vs Advanced Monitoring Solutions: Our service level agreements provide customers with a choice between a Standard offering, ensuring 99.5% uptime, and an Advanced offering, guaranteeing an impressive 99.95% uptime. * 3-Year or 5-Year Service Contracts: Customers can opt for flexible monitoring terms, such as three or five-year Managed Services options, tailoring our solutions to meet their specific needs. 	*

Table 9B: Performance Standards or Guarantees

Describe in detail your performance standards or guarantees, including conditions and requirements to qualify, claims procedure, and overall structure. You may upload representative samples of your performance materials (if applicable) in the document upload section of your response in addition to responding to the questions below.

Line Item	Question	Response *
53	Describe any performance standards or guarantees that apply to your services	<p>Betacom's comprehensive service encompasses end-to-end network design, seamless installation, and continuous security and operations monitoring/management. Our team of experts ensures swift deployment with minimal disruption to your stakeholders. The solution is flexibly designed, easily adjusting and scaling as new operations and services are integrated into the network.</p> <p>Our in-house delivery model guarantees the highest level of quality throughout the service lifecycle. We back our design and installation with a Service Level (SLA) performance guarantee, ensuring the entity's network is effectively managed from our U.S.-based Security and Service Operations Center (SSOC). This approach empowers the entity to adopt a hands-off stance, eliminating the need for additional headcount to manage the private network.</p> <p>(SEE ATTACHED SERVICE LEVEL AGREEMENT)</p>
54	Describe any service standards or guarantees that apply to your services (policies, metrics, KPIs, etc.)	<p>Betacom offers Service Level Agreements (SLAs) that guarantee two distinct levels of private network availability – 99.5% for our Standard offering and 99.95% for our Advanced offering. We track the following KPIs and provide quarterly service level reports showing:</p> <p>Service availability by calendar month</p> <ul style="list-style-type: none"> * Total minutes of network downtime (including scheduled and unscheduled) * Summary of incidents in the quarter (defined as any loss or degradation of the private network service that causes unscheduled downtime) * Summary of service credits that will be applied, as applicable. <p>We use these metrics to calculate SLA performance. If service availability falls below the SLA terms in a given year of the service contract, Betacom will issue service credits to the customer. Service credits are determined annually using the formula below and credited back to the entity.</p> <p>Service Credit = SLA Performance x SLA Time x Annual Service Fees</p> <p>Refer to the attached Service Level Agreement for additional details on how availability and service credits are calculated.</p>

Table 10: Payment Terms and Financing Options

Line Item	Question	Response *
55	Describe your payment terms and accepted payment methods.	Our default payment terms adhere to Net 45, and our preferred mode of payment is through Automated Clearing House (ACH).
56	Describe any leasing or financing options available for use by educational or governmental entities.	Betacom extends its financing option to all clientele, including educational and government agencies. Referred to as our OpEx pricing solution, this offering allows entities to lease/finance private wireless equipment for a period concurrent with the contract period. Betacom will work with the customer to support a meaningful solution to leasing or financing needs.
57	Describe any standard transaction documents that you propose to use in connection with an awarded contract (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	Betacom proposes the use of standard Purchase Orders (POs) and Master Services Agreements (MSAs) for all contract awards with Sourcwell entities. [SAMPLE ATTACHED]
58	Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcwell participating entities for using this process?	Betacom does not receive(accept) any payment from P-Cards.

Table 11: Pricing and Delivery

Provide detailed pricing information in the questions that follow below. Keep in mind that reasonable price and product adjustments can

be made during the term of an awarded Contract as described in the RFP, the template Contract, and the Sourcwell Price and Product Change Request Form.

Line Item	Question	Response *
59	<p>Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcwell discounted price) on all of the items that you want Sourcwell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. Upload your pricing materials (if applicable) in the document upload section of your response.</p>	<p>Betacom's pricing model emphasizes cost control, transparency, and flexibility for Sourcwell entities. We provide a straightforward approach with no hidden fees or data usage charges. Every element of our turnkey service is rolled up into an all-in price that is primarily based on the number of access points (APs) required to meet our Service Level Agreement (SLA), along with a one-time installation cost tailored to each site.</p> <p>Betacom's pricing model also reflects our customer-centric approach to solutions and services. Given the diversity of Sourcwell entities and deployment scenarios, we offer straightforward options that balance each customer's desired:</p> <ul style="list-style-type: none"> * Wireless coverage: Indoor and/or outdoor deployment; * Wireless technology: 4G and/or 5G service connectivity; * Service level uptime requirements: Standard (99.5%) or Advanced (99.95%). <p>Betacom's all-in pricing comprises the three elements below. Please note that we do not charge for data usage.</p> <ol style="list-style-type: none"> 1) Infrastructure costs – one-time charge for all wireless and IT hardware and software, spectrum management, and warranties with different pricing structures for 4G/5G and indoor/outdoor deployments; 2) Managed service annual fees – recurring charges per AP, with two SLA options and two contract durations; 2) Installation – one-time charge based on actual costs, with no markups. <p>SEE ATTACHMENT for Betacom's complete pricing schedule.</p> <p>1) Infrastructure Costs: Private wireless infrastructure pricing includes all of the essential radio, IT, security, spectrum, and transport components. Betacom rolls this up and charges a price per access point (AP), with variations for 4G/5G and indoor/outdoor deployments. Additional costs apply to customers that select our Advanced SLA, due to the need for redundant infrastructure.</p> <p>The attached pricing schedule reflects an 18% discount from Betacom's list price for Sourcwell entities. Volume discounts also apply for networks larger than eight access points. For large deployments with more than 100 access points, Betacom will apply custom pricing to provide Sourcwell entities with the maximum value and economies of scale.</p> <p>Small private wireless deployments may not get the economies of scale of larger networks, leading to an outsized investment in related IT equipment. To meet an entity's budget needs in these cases, Betacom will offer custom pricing that does not include the related IT-related infrastructure costs.</p> <p>2) Managed Services Annual Fee Betacom's pricing includes annual Managed Services fees that cover the network monitoring, management, and support services described in this RFP. We offer two Service Level Agreement (SLA) options that allow Sourcwell entities to tailor their private wireless network to the specific reliability requirements of their use cases. Our Standard SLA guarantees 99.5% network uptime and our Advanced SLA ensures even higher availability with 99.95% uptime. We offer a discount of 5% off our annual fee for Sourcwell entities, as outlined in the attached pricing schedule.</p> <p>3) Installation Network installation and construction work are charged to the customer based on the actual material and labor costs related to site preparation, demolition, cabling, integration, testing and optimization, and documentation. Estimated installation costs for both</p>

		<p>4G and 5G private wireless networks are determined after conducting a site walk to evaluate the complexities of the physical environment. Drawing from our experience, we can offer an estimated installation cost as outlined in the attached pricing schedule.</p> <p>What's included in our /AP pricing? Our pricing model is rooted in simplicity and ease of planning, revolving around the number of APs deployed. All associated network components scale accordingly. The per AP pricing covers a comprehensive list of elements including:</p> <p>1) Standard Service Guarantees a 99.5% uptime SLA and includes:</p> <ul style="list-style-type: none"> * 4G/ 5G Radio Access Network (RAN) * SIMs (20 for indoor APs, or 40 for outdoor APs) * Redundant IT Infrastructure (firewalls, switches, routers, servers, grand masters) * KPI devices (end-user devices deployed with AP to monitor & report system performance) * Spectrum Access System * Cloud Services for RAN, Core, Security * Manufacturer & Vendor Warranties * Wireless WAN and UPS (power supply) back-up * 24x7 Network and Security Monitoring * 24x7 Support * SIM Management * Annual Vulnerability Assessments * On-site break/ fix response time: 3 business days * Betacom Maestro, an advanced network performance dashboard that oversees crucial network Key Performance Indicators (KPIs), SIM management, case management, and a comprehensive knowledge base <p>2) Advanced Service guarantees a 99.95% uptime SLA and includes all items listed in Standard Services above, plus:</p> <ul style="list-style-type: none"> * Redundant CORE network * Redundant IT infrastructure (firewalls, switches, routers, servers, grand masters) * Semi-annual Vulnerability Assessments * On-site break/ fix response time: 2 business days
60	<p>Quantify the pricing discount represented by the pricing proposal in this response. For example, if the pricing in your response represents a percentage discount from MSRP or list, state the percentage or percentage range.</p>	<p>Betacom will offer the following pricing discounts to all Sourcewell Entities:</p> <ul style="list-style-type: none"> * Equipment: 18% discount from Betacom's list pricing, applied to all 4G and 5G related equipment reflected in our per AP list pricing. * Managed Services: 5% discount will be applied to Betacom's per-AP list pricing for all 4G and 5G networks.
61	<p>Describe any quantity or volume discounts or rebate programs that you offer.</p>	<p>Betacom offers volume discounts on both equipment and managed service fees, with the discount calculated based on the total number of deployed access points. For quantities exceeding 100 access points, we provide customized pricing to ensure that Sourcewell entities benefit from the most advantageous pricing, taking advantage of the cost benefits associated with scale.</p> <p>SEE ATTACHMENT for Betacom's complete discount schedule.</p>
62	<p>Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.</p>	<p>Deploying a private wireless network often requires additional equipment beyond our standard solution to meet specific customer requirements. Common requests include items like IoT gateways, edge computing (MEC) servers, and security cameras. Leveraging our vendor and channel relationships to get preferred pricing whenever available, Betacom is ready to support any such needs and will provide a personalized quote for each specific request. It's worth noting that we extend the same 18% discount from the list price as outlined in our previous pricing proposal in question #60.</p>

63	Identify any element of the total cost of acquisition that is NOT included in the pricing submitted with your response. This includes all additional charges associated with a purchase that are not directly identified as freight or shipping charges. For example, list costs for items like pre-delivery inspection, installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.	Our pricing model submitted does NOT include shipping or freight. All shipping/freight costs are typically handled at the project level, where they are quoted and passed on to the customer with a cost plus markup of 10%.	*
64	If freight, delivery, or shipping is an additional cost to the Sourcewell participating entity, describe in detail the complete freight, shipping, and delivery program.	Betacom takes all steps to ensure that equipment is shipped in the safest, most reliable and most cost-effective manner. After validating all hardware is 100% functional and ready for deployment, our team packages equipment for shipment. We use reputable shipping partners who serve all areas of North America. Upon delivery, we ask that customers inspect incoming shipments and accept or report any damage that may have occurred in transit, so we can take additional steps to avoid project delays.	*
65	Specifically describe freight, shipping, and delivery terms or programs available for Alaska, Hawaii, Canada, or any offshore delivery.	Betacom does not have unique shipping/delivery programs for Alaska or Hawaii. We use typical LTL carriers leveraging air cargo where possible. For all engagements, we take steps to ensure timely and cost-effective delivery.	*
66	Describe any unique distribution and/or delivery methods or options offered in your proposal.	While nothing formal is offered in our cost model for this proposal, we do have a MWBE key logistics partner that is based in Texas that can help provide logistic solutions for small, medium or large projects. We can lean on their vast LTL carrier relationships to ensure timely and cost-effective delivery of equipment.	*

Table 12: Pricing Offered

Line Item	The Pricing Offered in this Proposal is: *	Comments
67	c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.	

Table 13: Audit and Administrative Fee

Line Item	Question	Response *
68	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell. Provide sufficient detail to support your ability to report quarterly sales to Sourcewell as described in the Contract template.	<p>At Betacom, we take pride in our white-glove approach to account and partner management, and we are committed to extending this exceptional level of service, reporting, and communication to Sourcewell entities. Betacom will designate a dedicated Account Manager who will work closely with Sourcewell's Supplier Development team to fully understand the compliance and reporting requirements. This individual will then be responsible for overseeing all compliance, administrative, and pricing matters, and addressing reporting requirements as specified in the Sourcewell Contract template.</p> <p>Internally, Betacom will conduct reviews of Sourcewell engagements and contracts with senior management during our quarterly business reviews. Reporting and payment of administrative fees will be incorporated as a checklist item for our finance team during their quarterly close processes.</p> <p>Our committed Account Managers will conduct regular monthly and quarterly check-ins, facilitating timely communication and the efficient exchange of information with Sourcewell. To fortify relationships and cultivate trust with the Sourcewell team, we commit to quarterly meetings throughout the initial year of our partnership. Betacom will furnish a comprehensive contact list, inclusive of escalation paths to senior management, ensuring accountability across all facets of our collaboration.</p>

69	<p>If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.</p>	<p>Betacom employs a robust set of internal metrics to measure the success of our private wireless network deployments and customer satisfaction. These metrics are strategically designed to gauge various aspects of our services, ensuring a comprehensive evaluation of the partnership. Here are the key internal metrics we manage:</p> <ul style="list-style-type: none"> * Installation Timeliness: Percentage of projects completed within the agreed-upon installation timeline * Customer Onboarding Efficiency: Time taken from contract signing to the completion of the onboarding process * Service Level Agreement (SLA) Compliance: Adherence to SLA commitments, including response times, resolution times, and uptime guarantees * Maestro Portal Utilization: Frequency and depth of customer engagement with Betacom's interactive web portal (Betacom Maestro) * Network Performance Optimization: Continuous improvement in network performance, measured through data throughput, latency, and reliability * Proactive Issue Identification: Percentage of issues identified and addressed proactively by the account team before customer awareness * Contract Renewal Rates: Percentage of customers choosing to renew their contracts upon expiration * Network Expansion Success: Efficiency and success rate of expanding or upgrading network capabilities based on customer requirements * Customer Satisfaction Surveys: Regular collection and analysis of customer feedback through surveys
70	<p>Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See the RFP and template Contract for additional details.)</p>	<p>Betacom will offer a structured fee arrangement in which a 3% administration fee will be remitted to Sourcewell for the facilitation, management, and promotion of the Sourcewell Contract. This proposed administrative fee encompasses 3% of the total amount billed to Sourcewell entities for all equipment and managed services.</p> <p>To provide further clarity:</p> <ul style="list-style-type: none"> * Equipment Fee: Betacom extends a 3% fee on the total billed for all equipment. This fee will be applied to and payable upon completion of the awarded contract. * Managed Services Fee: For managed services, we propose an annual payment schedule. The 3% fee associated with managed services will be invoiced annually, and payments will be made promptly upon the receipt of the corresponding invoice from the customer. <p>This fee structure underscores our dedication to efficiency, cost-effectiveness, and prompt payment. It aligns seamlessly with industry standards, ensuring a fair and transparent financial arrangement between the awarded party and Sourcewell for the facilitation, management, and promotion of the Sourcewell Contract.</p>

Table 14A: Depth and Breadth of Offered Equipment Products and Services

Line Item	Question	Response *
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<p>71</p>	<p>Provide a detailed description of the equipment, products, and services that you are offering in your proposal.</p>	<p>Betacom's turnkey solutions and services include all equipment, software, and personnel needed to design, deploy, and manage a private wireless network. We bring together state-of-the-art technology and tools from multiple vendors to provide solutions that are tailored to the performance, security, and cost requirements of each customer. We continue to expand our supplier relationships to offer a broad range of capabilities and value. All suppliers are vetted by Betacom's procurement organization and all products are certified by Betacom engineers.</p> <p>The elements of Betacom's private wireless network solutions are:</p> <ul style="list-style-type: none"> * Radio Access Network (RAN): 4G and 5G access points that support 40 MHz of CBRS spectrum. Our current RAN suppliers are AirSpan Networks and MosoLabs. * Private Wireless Core: A 4G/5G software solution that operates the private wireless network behind the customer's firewall and manages secure connections to cloud-based applications. Our core suppliers are Dell and Druid. * SIMs: Subscriber Identity Modules are installed in devices that will connect to the network. Betacom offers Universal SIMs that are 4G/5G compliant and authenticated to the private network. We currently use SIM cards from JCI. * Additional IT and Security Infrastructure: This includes switches, routers, gateways and firewalls that enable remote access, network monitoring, and security monitoring by the cloud-based SSOC. We source these products from Cradlepoint, Dell, FibroLAN, Fortinet, and other suppliers. <p>Additionally, Betacom's services leverage many technologies and tools at various stages of network design, installation, deployment, and management. This includes:</p> <ul style="list-style-type: none"> * CBRS Spectrum Access System (SAS): We use Federated Wireless and Google SAS to manage CBRS spectrum usage for authorized use and prevent interference. * Design and Testing Tools: We employ a variety of devices and applications to assist with network design, testing, and validation (i.e. CAD, Network Planner, iBwave, spectrum analyzers, signal generators, handsets, tablets, GIS, range finders, lidar and GPS). * Network Management: We leverage technology and tools with advanced analytics, AI/ML, and data collection techniques to help identify, report, and mitigate incidents before they impact network services. This includes tools like Looker, Zabbix, Wireshark, and Wireguard. * Cybersecurity Tools: We follow the National Institute of Standards and Technology (NIST) cybersecurity framework and use best-in-class tools to automate network monitoring, triaging, incident response. This includes Security Information and Event Management (SIEM) tools and Security Orchestration, Automation and Response (SOAR) solutions from Google Cloud. * Cloud Platform: Our Security and Service Operations Center (SSOC) operates on Google Cloud and Microsoft Azure Cloud.
<p>72</p>	<p>Describe your supported 911 features and the planning, design, implementation and management products, services and process steps required.</p>	<p>Betacom's private wireless network solutions are designed exclusively for data transmission, so traditional E911 features, such as emergency call routing and location tracking, are typically not supported. However, with Betacom's neutral host architecture, we can leverage a MOCAN gateway to interface with each respective carrier to help facilitate the roaming between networks.</p> <p>Betacom prioritizes robust network infrastructure and proactive monitoring to ensure uninterrupted data transmission and swift issue resolution, contributing to overall operational safety and efficiency.</p> <p>As CBRS networks evolve to include VoLTE or VoIP, Betacom will work with each respective carrier to ensure our portion is compliant with E911 standards. E911 considerations and traffic flow must be carefully designed and managed between each respective carrier's e911 network architectures. Betacom will ensure the necessary information required for e911 and PSAP testing (i.e. geolocation, floor levels, zones, proximity to e911 network pops) are made available.</p>

73	Describe your solutions, services, and qualifications, for preventing, mitigating, and responding to private wireless network intrusions and attacks.	<p>Security and data privacy distinguish Betacom from other proposers. Given the increasing frequency and sophistication of cybersecurity attacks, Betacom solutions and services provide the highest levels of protection for critical infrastructure and data. We are certified for ISO 27001 Information Security Management, which demonstrates that we fulfill the stringent requirements to establish, implement, maintain, and continually improve information security management as part of our service, including the proactive assessment and management of information security risks.</p> <p>From the wireless spectrum we use, to the way we design and manage the network, Betacom provides end-to-end security, visibility, and control – without the vulnerabilities of alternatives that share resources with other networks. Our multi-layered security strategy includes:</p> <ol style="list-style-type: none"> 1) Use of 4G/5G security standards – Betacom private wireless networks offer strong 3GPP authentication, tunneling, and encryption, as well as SIM-based access control. 2) AirGap Protection Architecture – Betacom’s unique cyber-defense architecture completely isolates private 4G/5G traffic from existing IT networks, which limits the potential impact of malicious activity targeting any part of an Entity’s IT infrastructure. We also use traffic segmentation to set different access and security policies for each device and each application, allowing Entities to maintain complete control over mission-critical data on their private network. 3) On-premises Design – Betacom networks are built on-premises, where data remains behind the enterprise firewall and never intersects with Wi-Fi or public cellular networks. Anything needed to monitor the network in Betacom’s Service and Security Operations Center (SSOC) travels over highly controlled and encrypted channels, which makes them virtually impenetrable. 4) Zero-Trust Principles – Betacom designs networks as if a security breach has already happened and defines precise access control and traffic policies to minimize the impact of attacks. We also test and harden each network element before installation to ensure it meets customer requirements for both performance and security. 5) 24x7 Management – With the industry’s only fully managed private wireless networks, Betacom’s Service and Security Operations Center (SSOC) provides the customers’ IT team with another layer of defense. We continually monitor the network performance and traffic patterns and conduct regular vulnerability scans – alerting customers to new threats and irregularities.
74	<p>For each of the industries listed below (as applicable), describe your understanding of the typical challenges, opportunities, use cases, and solutions for:</p> <ul style="list-style-type: none"> -Airports -Cities/Governments (local and federal) -Universities/Stadiums -K-12 -Healthcare -Ports/Warehouses -Other 	<p>Below is a summary of Betacom’s understanding of the challenges, opportunities, use cases and solutions for each of the industries listed.</p> <p>AIRPORTS: Airports face many challenges and opportunities as they seek to streamline operational efficiency, expand revenue streams, and enhance passenger experiences. These large and complex facilities already employ a combination of Wi-Fi, DAS, and public wireless to serve multiple purposes. However, fueled by the National Defense Authorization Act, many airports are investing in private 5G to augment their wireless infrastructure and support emerging services. To ensure the economic viability of their private wireless investments, airports can leverage innovative managed services and strategic collaborations offered by Betacom.</p> <p>Challenges:</p> <ol style="list-style-type: none"> 1) Security Concerns: Airports handle sensitive passenger and commercial information, so protecting private wireless networks from unauthorized access, cyber threats, and data breaches is of paramount concern. 2) High Data Traffic: Optimizing network capacity to handle high traffic volumes efficiently without degradation of service can be challenging, especially given the fluctuations in such dynamic environments. 3) Integration with Legacy Technology: Integrating private wireless networks with a variety of existing systems, Wi-Fi networks, and DAS services is critical to ensure compatibility and minimize operational or passenger disruptions. 4) Compliance with Regulations: Private wireless networks must adhere to

the complexities of regulations and compliance standards for data privacy, security, and aviation communication.

5) **Interference and Spectrum Management:** Avoiding interference and managing the spectrum effectively are challenging, particularly in environments with thousands of wireless devices and multiple types of networks.

6) **Economic Challenges:** Implementing and maintaining private wireless networks requires upfront investment and ongoing operational costs. Finding a balance between providing advanced wireless services and managing costs poses an economic challenge for airports.

7) **Managing a Private Wireless Network:** Operating and managing a cellular network introduces complexities in terms of network optimization, configuration, and maintenance, especially when cellular expertise and IT resources are at a premium.

Opportunities:

1) **Enhanced Passenger Experiences:** Private wireless networks can provide robust backhaul and augment the Wi-Fi bandwidth, enabling airports to offer seamless connectivity, enhanced services, and other innovative applications that enhance the overall passenger experience.

2) **Operational Efficiency:** Improved connectivity can streamline airport operations and enable the automation of many processes, including air traffic control, baggage handling, and ground support activities, leading to fewer delays, faster turnaround times, and greater efficiency.

3) **Revenue Generation:** Efficient and technologically advanced airport infrastructure, supported by private wireless networks, enables airports to offer enhanced network services to existing stakeholders and attract new tenants (including passenger and cargo airlines, retailers, and membership clubs). This can lead to increased revenue streams, landing fees, leasing agreements, and other business partnerships.

4) **Cost Savings:** Private wireless also enables the automation of many baggage handling, maintenance, and security operations, which can lead to significant cost savings.

5) **Infrastructure optimization:** Private wireless networks facilitate the deployment of smart technologies and IoT devices for monitoring and managing airport infrastructure, such as energy usage, facility conditions, and security systems.

6) **Mission-Critical Communications:** Private wireless networks support reliable communication for mission-critical operations, including air traffic control, emergency response, and coordination between different airport services.

7) **Job Creation:** The expansion and modernization of airport infrastructure, driven by the implementation of private wireless networks, can create jobs and attract new talent. This includes employment opportunities in technology, maintenance, security, and various other roles.

Use Cases and Solutions:

1) **Baggage Handling Systems:** Smart baggage handling systems equipped with RFID and location-based technologies can communicate with back-end systems over a private wireless network. This enables real-time luggage tracking and management, reducing the risk of lost or mishandled baggage.

2) **Passenger Services:** Many airports are deploying private networks to enhance passengers' experiences inside and outside the terminal, with solutions that offer mobile check-in services, and other amenities to enhance their pre-flight experiences. Private wireless can also connect terminal displays and digital signage, automated boarding kiosks, parking garage systems all designed to improve the passenger experience through an airport.

3) **Ground Support Operations:** Private networks facilitate communication between ground support crews, improving coordination for tasks like aircraft refueling, maintenance, and loading/unloading of cargo.

4) **Security and Surveillance:** Private wireless networks support surveillance systems for enhanced security, monitoring critical areas of the airport to

ensure a safe environment for passengers and staff. Perimeter security is quickly rising as a top priority. Wireless cameras using private wireless is a cost-effective method of delivering perimeter security.

LOCAL AND FEDERAL GOVERNMENTS

Many local, state, and federal entities are investing in digital initiatives to better serve their constituents, ensure public safety, and increase organizational efficiency. Private wireless networks provide a reliable, secure, and scalable foundation to support a wide array of government services – from the smart city infrastructure deployed by city governments to industrial manufacturing plants operated by federal entities. Betacom's customer-centric approach can help governments address their unique challenges with tailored private wireless solutions.

Challenges:

- 1) **Security and Privacy:** Governments are responsible for the most critical infrastructure and handle sensitive data, making physical safety and cybersecurity paramount. New technologies must offer the highest levels of access control, encryption, ensure data integrity, privacy and adhere to growing regulations.
- 2) **Reliability and Resilience:** Government services must be highly reliable in a wide variety of environments, especially when public safety is on the line. Technology must be designed with redundancy and failover mechanisms for uninterrupted service.
- 3) **Sustainability:** Public sentiment and increasing regulation are leading many government entities to reduce the carbon footprint of public transportation, government buildings, and utilities, which poses a variety measurement, reporting and investment challenges.

Opportunities:

- 1) **Securing Critical Infrastructure:** Governments can leverage a host of technologies to safeguard buildings, roadways, airports, power plants, and other essential infrastructure against physical and cyber threats.
- 2) **Enhanced Public Safety:** Private and reliable communication can improve response times and alleviate staffing shortages for emergency services and law enforcement.
- 3) **Improved Citizen Experiences:** Providing online tools and digital services throughout their communities enables government agencies to strengthen trust and satisfaction with their constituents. Private wireless networks can be used to connect parking meters and ticket kiosks, power real-time transportation schedule notifications, and many other mobile services.
- 4) **More Efficient Production:** The Defense Industrial Base is leveraging 5G, AI, automation, and other advanced technologies to streamline military production and modernize operations.

Use Cases and Solutions:

- 1) **Smart City Infrastructure:** Outdoor private wireless solutions can connect thousands of IoT devices that improve urban life. This includes cameras for traffic management, smart parking meters that generate reliable revenue, energy-efficient street lighting, and smart energy meters that streamline public utilities.
- 2) **Physical and Environmental Safety:** AI-enabled cameras can communicate over a private wireless network to provide centralized monitoring of government facilities, while smart sensors protect critical infrastructure from the inside by monitoring water levels, air quality, temperature, and other environmental factors.
- 3) **Efficient public transportation:** From digital signage that alerts passengers to bus delays, to autonomous vehicles that can be dispatched to repair potholes, today's transportation services demand the reliability and mobility of private wireless solutions.

UNIVERSITIES / STADIUMS

In an era dominated by always-on connectivity and media-rich services, the deployment of private wireless networks has emerged as a transformative solution for universities and stadiums. Many public institutions and venues are adopting some form of private wireless to provide more engaging services, enhance collaboration, and enable new ways of learning.

Challenges:

- 1) **Capacity and Coverage:** From lecture halls to stadiums, large crowds on university campuses can lead to network congestion. Ensuring seamless coverage and sufficient capacity in high-density environments can be challenging for traditional networks.
- 2) **Security Concerns:** Universities handle sensitive data, including student records and research findings, making them attractive targets for cyber threats. Ensuring robust cybersecurity measures to protect against data breaches and unauthorized access is paramount.
- 3) **Funding:** Implementing a private wireless network for universities involves significant upfront costs for infrastructure, equipment, and skilled personnel. Funding challenges may arise, especially for smaller institutions or those facing budget constraints.
- 4) **IT Fragmentation:** Universities often have a variety of legacy systems in place. Integrating a new network with existing infrastructure can be complex, requiring compatibility assessments and potential upgrades to ensure seamless connectivity across the campus.

Opportunities:

- 1) **Enhanced Connectivity and Collaboration:** Private networks enable universities and stadiums to blanket their facilities with reliable, high-speed connectivity to improve collaboration between students and faculty, while also supporting media-rich applications.
- 2) **Recruitment:** Advanced technology capabilities foster a more connected and innovative academic environment, which can help attract lucrative research opportunities and recruit top-notch students and faculty that demand access to digital services.
- 3) **Flexible Infrastructure:** Universities can tailor networks to meet specific needs and have better control over network management by prioritizing bandwidth for critical applications, setting access controls.
- 4) **IoT Integration:** Private wireless solutions can support an array of IoT services in smart campuses and stadiums. These technologies can enhance the learning experience, research capabilities, and campus operations.

Use Cases and Solutions:

- 1) **Smart Stadiums:** Deploying private networks in large venues can enhance fan experiences with features like mobile ticketing, interactive apps, and augmented reality.
- 2) **Remote Learning and Virtual Collaboration:** Private wireless networks can support remote learning programs by connecting virtual collaboration tools, enabling students and faculty to engage in online classes, video conferencing, and collaborative research projects.
- 3) **Critical Communication:** Private networks support critical communications, such as security and emergency response systems in stadiums and on campuses.
- 4) **Smart Campuses:** Universities can leverage private wireless networks for implementing smart campus solutions, including smart lighting, environmental monitoring, and automated building systems. These technologies enhance campus sustainability, energy efficiency, and overall operational efficiency.
- 5) **Research and Innovation:** Private wireless networks can play a crucial role in supporting research initiatives, particularly in fields that require extensive data exchange and processing. High-performance networks enable the use of advanced technologies like high-performance computing clusters, data analytics, and collaborative research platforms.

K-12 SCHOOLS

The K-12 education system is facing many challenges as schools strive to modernize their curricula, infrastructure, and teaching methods. Technology initiatives are critical drivers of these changes but are often deprioritized to meet other needs. Despite the challenges, the opportunities presented by private wireless networks offer K-12 schools the potential to create a more connected, and immersive learning environment.

Challenges:

1) Budget Constraints: Lack of sufficient funding is the most significant challenge facing many K-12 school systems. Tight budgets and competing priorities make it difficult to invest in the necessary technology infrastructure and devices.

2) Disparate Access to Devices: School systems cater to varied socio-economic backgrounds. Ensuring equal access to personal devices is a challenge that can lead to disparities in technology usage among students.

3) Technology Skill Gaps: Effectively integrating technology into classrooms requires training for educators and administrators, which can be time-consuming and costly. Additionally, many school systems lack in-house expertise and resources to properly support hundreds or thousands of devices.

4) Infrastructure Limitations: Many K-12 institutions are located in remote or underserved areas that lack reliable broadband access. In some cases, growing class sizes forces schools to set-up temporary classrooms and reconfigure buildings, which puts additional pressure on IT systems.

Opportunities:

1) Cost Savings: In the long run, private wireless networks can be a more cost-effective option. Not only do cellular networks require less infrastructure than Wi-Fi, but private networks eliminate the expensive data charges of traditional mobile operators. Managed services also help alleviate labor expenses by offloading responsibilities from schools' IT resources.

2) Improved Learning Experiences: Private wireless solutions can connect students with multimedia content and immersive experiences, foster better collaboration between students and teachers, and enable better distance learning models.

3) Enhanced Connectivity and Coverage: The flexible nature of private wireless enables schools to tailor their infrastructure to meet current needs, and easily adapt and scale if those needs change. Furthermore, private wireless is ideal in rural areas where public cellular and broadband is not available.

4) Retaining and Recruiting Talent: Many of today's teachers are embracing the benefits of technology to better reach tech-savvy students and to streamline their own workloads. Schools that offer a strong technological foundation can attract and retain forward-thinking faculty.

Use Cases and Solutions:

1) Student Device Initiatives: For schools that provide each student with a personal laptop or tablet, private wireless provides sufficient connectivity to connect thousands of devices throughout the building.

2) Smart Classrooms: Integration of private wireless networks enables smart classrooms with digital textbooks, interactive whiteboards, virtual learning environments, and multimedia tools that improve both hands-on and virtual learning. Private wireless networks can provide critical bandwidth and access control to securely connect large numbers of devices.

3) Online Engagement Platforms: Learning management systems became essential during the pandemic, and are now the standard tools for lesson planning, content delivery, and collaboration between teachers, students, and parents. Private wireless solutions ensure the privacy of sensitive data shared over these systems.

HEALTHCARE

Healthcare institutions are a bastion of innovation, as they turn to advanced technologies to improve patient care, increase operational efficiency, and attract top talent. The critical nature of the healthcare industry presents both significant challenges and enormous opportunities for new technologies. Private wireless networks can be an effective tool to overcome these challenges and unlock real value for healthcare providers.

Challenges:

1) Security and Privacy: Nowhere is data privacy and access control more important than in the healthcare industry. Protecting patient information from unauthorized access is critical and increasingly difficult in the face of growing cybersecurity attacks on healthcare institutions.

2) Cost: Hospitals grapple with the ongoing challenge of containing costs

due to the rising expenses of medical equipment, technology, pharmaceuticals, and staffing requirements. The need for state-of-the-art facilities, coupled with reimbursement issues from insurance companies, complicates the task of maintaining financial sustainability while providing affordable and quality healthcare services to the community.

3) **Regulatory Compliance:** Healthcare is highly regulated, and navigating complex regulatory frameworks can be challenging. Systems used in healthcare settings must adhere to standards like HIPAA (Health Insurance Portability and Accountability Act) and many other regulations that add to the cost and complexity of adoption.

4) **Integration with Legacy Systems:** Many healthcare institutions operate on legacy systems that need to seamlessly integrate with recent technologies. Ensuring interoperability between private wireless networks and existing infrastructure poses a challenge that requires careful planning and implementation.

Opportunities:

1) **Reduced Security Risk:** Private wireless networks offer much greater security and control than traditional Wi-fi systems. They provide dedicated, isolated, and highly encrypted infrastructure that enhances data privacy and mitigates the potential impact of cybersecurity attacks.

2) **Cost Savings:** Private wireless networks can be a more cost-effective solution to support a multitude of emerging use cases. They reduce the up-front cost of equipment and cabling infrastructure and provide much more reliable connections that minimize the operational costs associated with downtime and inefficient communication.

3) **Better Patient Outcomes:** Greater connectivity in healthcare settings facilitates real-time patient monitoring, access to full medical histories, and better collaboration between health professionals. This can enhance continuity of care, enable early intervention, and reduce unnecessary errors.

4) **Efficiency and Workflow Optimization:** Healthcare technology can streamline administrative processes, reducing paperwork and improving overall efficiency. Electronic Health Records (EHRs) and other digital tools can enhance communication and collaboration among healthcare providers.

Use Cases and Solutions:

1) **Telemedicine:** Private wireless networks support high-quality video and audio transmission, facilitating seamless telemedicine consultations. Patients can connect with healthcare professionals remotely, reducing the need for physical visits and improving accessibility to healthcare services.

2) **Smart Hospitals:** Implementing private wireless networks in hospitals allows for the deployment of smart technologies, such as automated equipment monitoring, asset tracking, and temperature control. These applications contribute to more efficient hospital operations.

3) **Mobile Health (mHealth):** Private wireless networks support mobile health initiatives, enabling healthcare providers to deliver health services and information through mobile devices. This is particularly beneficial in reaching remote or underserved areas.

PORTS / WAREHOUSES

Ports and warehouses are the heart and soul of supply chains under pressure. Digital transformation aims to modernize infrastructure, bolster cybersecurity measures, boost operational efficiency, and improve the bottom line, but many headwinds threaten to slow the pace of innovation. Private wireless can help logistics leaders overcome these challenges and unlock significant opportunities.

Challenges:

1) **Labor Shortages and Skill Gaps:** High turnover rates, an aging workforce, and a scarcity of digitally savvy labor are among the biggest challenges for warehouses and ports. Competition to attract qualified personnel and the cost of training is putting pressure on operational budgets and driving the need for automation.

2) **Reliability and Interference:** Reliable connectivity is a significant challenge in both environments. Vast indoor warehouses are wrought with physical obstacles and building materials that create coverage gaps. Expansive

outdoor ports are plagued by handoff issues and potential interference. In both cases, poor connectivity can slow down processes and create dangerous situations for people and equipment in motion.

3) Security Concerns: As these facilities generate vast amounts of sensitive data, ensuring the security of the wireless network is crucial. At best, unauthorized access could undermine productivity; at worse, network and data breaches could threaten to bring down critical infrastructure.

4) Legacy Systems and Integration Issues: Many ports and warehouses rely on a mix of decades-old wired and wireless systems that are not easily compatible with modern technologies. Integrating digital solutions with existing infrastructure can be complex and costly. The lack of seamless integration can lead to inefficiencies, data silos, and difficulties in real-time information sharing

5) Rapid Growth: Post-pandemic supply chains are adapting to unprecedented shipping volumes and demand for faster, more flexible service. This is forcing the logistics industry to modernize and automate operations to meet the growing demands of business customers and consumers.

Opportunities:

1) Automation and Efficiency: Private wireless networks enable the automation of previously manual processes, from material handling to inventory management, leading to increased operational efficiency (OEE).

2) Attracting and Retaining Labor: Data shows that facilities adopting automation, wireless, AI, and robotics are more attractive to the next generation of workers – digital natives who prefer technology-related fields over traditional manual labor. The use of technology can also create safer, less tedious work environments to reduce employee turnover

3) Cost Savings: The use of private wireless networks can lead to cost savings by improving operational efficiency, reducing downtime, and optimizing resource utilization. Betacom's managed service can also save significant labor costs by offloading network management from a customer's IT team.

4) Digital Workflows: Integrating legacy systems with modern automation and analytics solutions can provide greater visibility and data sharing, which can improve real-time decision-making.

5) Customization and Scalability: Private networks offer the flexibility to reconfigure logistics facilities as business fluctuations demand and scalability to accommodate future use cases and support additional equipment.

Use Cases and Solutions:

1) Real-time Asset Tracking: Private wireless networks connect IoT devices to inventory systems, allowing for precise and real-time tracking of assets, containers, and vehicles. This enables better inventory management, fulfillment, and end-to-end visibility of orders during transit.

2) Predictive Maintenance: By collecting data from sensors on equipment, ports, and warehouses can predict maintenance needs, reducing downtime and extending the lifespan of machinery.

3) Robotics and Automated Vehicles: Automated Guided Vehicles (AGVs) and Autonomous Mobile Robots (AMRs) optimize the movement of materials and finished goods. Their safe and efficient operation depends on reliable wireless networks that enable real-time navigation and route optimization – even in the most challenging environments.

4) Worker Safety and Productivity: Armed with wearables and surrounded by smart building sensors, today's workers can use virtual schematics to repair equipment, beckon assistance from remote experts, and get instant alerts about hazardous situations. Private wireless networks ensure continuous coverage wherever these worker's roam.

75	<p>Describe your PWN solutions regarding IoT use cases and associated deployment maturity (ex: conceptual, lab, pilot in-progress, pilot complete, permanent deployment in-progress, permanent deployment fully commissioned, and project closed out). Describe your experience with both simple and complex IoT deployments.</p>	<p>Betacom has extensive experience integrating IoT devices and applications in many environments and deployment scenarios. While some use cases are straightforward, Betacom is adept at handling use cases with more stringent performance, security, and regulatory requirements – such as those in airport and government facilities. Our IoT experience includes, but is not limited to:</p> <p>Airport Operations use cases:</p> <ul style="list-style-type: none"> * Connecting operations such as digital information and operational displays in ramps, terminals, parking lots, and perimeter [Permanent deployment in process] * Tru-Weather Lidar system connected to display in pilot lounge [Permanent deployment fully commissioned] * Access control system to monitor terminal doors and gate security [Pilot complete, permanent deployment in progress] * Connecting multiple digital apron systems, including jet bridge deployment and visual docking guidance systems from ADB Safegate [Pilots complete] * Baggage handling systems, including remotely-operated tugs [Lab] * Biometric face pods for passenger check-in [Lab] <p>Machine Vision use cases:</p> <ul style="list-style-type: none"> * Perimeter Surveillance Systems using Axis outdoor security cameras and AI applications (from Evolon, Synapics, and Clearobjects) to detect people and vehicles in restricted areas [Multiple pilots in progress, Permanent deployment fully commissioned] * Using Zebra AI-enabled cameras to detect product defects on a production line [Permanent deployment fully commissioned] <p>Asset Tracking use cases:</p> <ul style="list-style-type: none"> * Connecting RFID scanners and asset tracking applications from Zebra and Honeywell [Permanent deployment fully commissioned] * Using Bluetooth location sensors for precise, real-time inventory tracking [Permanent deployment fully commissioned] <p>Robotics use cases:</p> <ul style="list-style-type: none"> * Real-time control of autonomous forklifts in a warehouse [Permanent deployment fully commissioned] * Remote operation and real-time status reporting of Automated Guided Vehicles (AGVs) and Autonomous Mobile Robots (AMRs) [Pilot complete] * Tele-operated robot for deliveries for hospital pharmaceutical [Pilot complete] <p>Industrial IoT use cases:</p> <ul style="list-style-type: none"> * Connecting multiple non-cellular devices (from Cradlepoint, Digi, Siemens, Amit, Peplink, MediaTek, etc.) using 4G/5G gateways [Permanent deployment in progress] * Enabling Programmable Logic Controller (PLC) connectivity back to OT server/historian [Permanent deployment in progress] * Using augmented reality wearables (from RealWear) and remote collaboration applications (from Telepresenz) to assist frontline workers [Permanent deployment fully commissioned] * Connecting SCADA sensors, and environmental sensors directly to the private wireless network or via a sensor aggregator [Multiple pilots complete] * Automation of industrial Controls [Lab] <p>Other use cases:</p> <ul style="list-style-type: none"> * Air-handling and HVAC systems [Lab] * Digital workflow and collaboration systems [Lab]
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<p>76</p>	<p>Describe your solutions, services, and best practices for designing and deploying multiple geographically separated sites, as one PWN network (ex: two airports owned and operated by a city, extending enterprise systems) and as separate networks.</p>	<p>For designing and deploying multiple geographically separated sites as one Private Wireless Network (PWN) network or as separate networks, Betacom offers comprehensive solutions, services, and best practices tailored to each scenario:</p> <p>For One Private Network</p> <ul style="list-style-type: none"> * Network Architecture: Betacom's resilient and scalable architecture can integrate multiple geographically dispersed sites into a unified private wireless network. This includes hierarchical network designs with centralized or distributed control, ensuring efficient management and operation across all sites. * Inter-Site Connectivity: We implement robust connectivity solutions, such as Software Defined WAN, point-to-point and point-to-multipoint wireless links, fiber-optic connections, or VPN tunnels, to establish high-speed and reliable communication between geographically separated sites. * Island-to-Island Connectivity: We've partnered with mobile operators (including T-Mobile and UScellular) to provide roaming capabilities that maintain end-to-end security for devices that leave a private network site and stay connected over the operator's licensed spectrum. * Network Synchronization: Betacom ensures accurate synchronization of network elements across all sites using precision timing protocols (e.g., IEEE 1588 Precision Time Protocol) or GPS-based timing sources to maintain consistency and coordination in time-sensitive applications. * Security and Compliance: Our solutions incorporate advanced security measures, including encryption, access control, and intrusion detection/prevention systems, to protect data and ensure compliance with regulatory requirements across all interconnected sites. * Unified Management: We deploy centralized network management platforms that provide a single pane of glass for monitoring, configuration, and troubleshooting of all network elements, streamlining operations and enhancing visibility and control. <p>As Separate Networks:</p> <ul style="list-style-type: none"> * Site-Specific Design: Betacom tailors its network designs to the unique requirements and constraints of each geographically separated site, considering factors such as site topology, coverage area, user density, and application demands. * Independent Deployments: We execute individual deployments at each site, following best practices for site survey, RF planning, equipment installation, and configuration to optimize network performance and reliability within the local environment. * Autonomous Operation: Betacom ensures that each separate network is self-sufficient in terms of operation and management, with dedicated control and monitoring capabilities tailored to the specific needs of each site. * Interconnection Options: In cases where interconnection between separate networks is required, we deploy scalable and flexible interconnection solutions, such as VPN tunnels, MPLS circuits, or dedicated leased lines, to facilitate seamless communication and data exchange between sites. * Redundancy and Resilience: Our deployments include redundancy mechanisms and failover mechanisms to minimize downtime and ensure uninterrupted operation, even in the event of network failures or disruptions. <p>Betacom leverages its expertise in network design, deployment, and management to deliver tailored solutions that meet the connectivity needs of organizations with multiple geographically separated sites, whether as one unified PWN network or as separate, independent networks. Our goal is to ensure seamless connectivity, reliability, and performance across all deployed sites, enabling organizations to achieve their business objectives effectively and efficiently.</p>
<p>77</p>	<p>Describe your products and services offered for: -Maintaining seamless and continuous connectivity of EUDs</p>	<p>Maintaining Seamless and Continuous Connectivity of EUDs</p> <p>Betacom offers a range of solutions to maintain seamless and continuous</p>

-Traversing between PWNs of the same and different PWN manufacturer solutions
 -Ownership by the same (ex: delivery trucks driving between local, regional, national warehouses) and different Enterprise (ex: aircraft interoperability between airport PWNs)

connectivity of End User Devices (EUDs) within Private Wireless Networks (PWNs). Our comprehensive approach includes:

- * Advanced network design and handover optimization to ensure that coverage, capacity and mobility meet the specific requirements of each deployment and underlying use cases supported by the EUDs;
- * High-performance access points strategically placed to provide reliable connectivity throughout the coverage area with sufficient overlap for seamless handover from one access point to another;
- * Dynamic spectrum management techniques to minimize interference and maximize network efficiency and RF conditions for sustained connectivity and successful handovers;
- * Robust security protocols and authentication mechanisms to safeguard data and ensure privacy and authorized EUDs; and
- * Continuous monitoring and proactive maintenance to identify and address connectivity issues before they impact end users. Insight into EUD connections to identify any connection issues and help triage and restore connection issues.

Traversing between PWNs of the same and different PWN manufacturer solutions

Betacom provides solutions for traversing between PWNs of the same, different, or mix of manufacturers to ensure seamless interoperability and connectivity. Our solutions include:

- * Interoperable and open network architectures and protocols compliant with industry standards to facilitate seamless roaming and agnostic handover between RAN and Core, as defined by 3GPP, Winforum, and OnGo Alliance specifications;
- * Private SIM management and capabilities, allowing for SIM IMSI pools that can be shared with trusted private network operators, which will allow end-user devices to seamlessly authenticate on various trusted PWNs;
- * Integration services to bridge interoperability gaps between disparate network infrastructures, ensuring compatibility and continuity of service;
- * Multi-access edge computing (MEC) capabilities to enable distributed processing and seamless application migration across PWN boundaries;
- * Dynamic spectrum sharing technologies to optimize resource allocation and accommodate diverse network environments;
- * CBRS co-share framework for multiple vendors and OEMs within a given geolocation built on OnGo Alliance SAS spectrum sharing to ensure greater interoperability and minimize interference ; and
- * Betacom's Airgap Protection architecture ensures proper traffic segmentation, encryption, quality of services, and overall cyber defense posture across multiple PWM manufacturers

Betacom specializes in enabling connectivity and interoperability between PWNs owned by the same and different enterprises. Our solutions cater to various scenarios, including:

- * Cross-network roaming agreements and federated authentication mechanisms to facilitate seamless connectivity between different enterprise-owned PWNs;
- * Operator partnerships for private SIM secure VPN roaming needs across various off-site mobile networks;
- * Network orchestration and management platforms to centralize control and streamline operations across multiple PWNs, regardless of ownership;
- * Inter-domain routing and traffic engineering solutions to ensure efficient data transmission and minimize latency between interconnected PWNs; and

		<p>* Collaboration with industry partners and standards bodies to develop interoperability frameworks and best practices for seamless connectivity in diverse enterprise environments.</p> <p>Betacom is committed to providing innovative solutions that address the unique connectivity challenges faced by enterprises across different sectors and industries. Our goal is to enable seamless connectivity and interoperability between PWNs, supporting mission-critical applications and driving digital transformation initiatives.</p>
78	Describe how your solutions and offerings will support future load-sharing of wireless communications between WiFi, Distributed Antenna Systems (DAS), CBRS, and other communications technologies.	<p>Betacom's solutions and offerings are designed to support future load-sharing of wireless communications across various technologies, including Wi-Fi, Distributed Antenna Systems (DAS), CBRS, and other communications technologies such as cellular licensed and unlicensed bands. Our approach focuses on flexibility, scalability, and interoperability to seamlessly integrate multiple communication technologies and optimize network performance. Here's how our solutions support future load-sharing:</p> <ol style="list-style-type: none"> 1. Dynamic Resource Allocation: Betacom implements dynamic resource allocation mechanisms that intelligently distribute wireless communication traffic among different technologies based on real-time demand, network conditions, and user priorities. This ensures efficient utilization of available resources and minimizes congestion, latency, and packet loss. 2. Interoperable Infrastructure: Our solutions are built on interoperable infrastructure components that support open standards and protocols, enabling seamless integration and communication between diverse wireless technologies. This interoperability facilitates smooth handoffs and roaming capabilities for users moving between different network areas or technologies. 3. Software-Defined Networking (SDN): Betacom leverages SDN principles to centralize network management and orchestration, allowing for dynamic configuration and optimization of network resources across Wi-Fi, DAS, CBRS, and other technologies. SDN enables intelligent traffic steering, load balancing, and Quality of Service (QoS) prioritization based on application requirements and user needs. 4. Carrier Aggregation: Our solutions incorporate carrier aggregation techniques to combine bandwidth from multiple communication technologies, such as Wi-Fi, DAS, CBRS, and cellular networks, into a unified data pipe. This enables higher data throughput, improved coverage, and enhanced reliability by leveraging the strengths of each technology while mitigating their limitations. 5. Smart Antenna Systems: Betacom deploys smart antenna systems that dynamically adapt beamforming and beam-steering capabilities to optimize signal coverage, capacity, and interference management across different wireless technologies. These intelligent antenna systems enhance network efficiency and performance, especially in high-density environments or areas with challenging RF conditions. 6. Protocol Offloading: To alleviate network congestion and enhance performance, Betacom implements protocol offloading techniques that intelligently offload specific types of traffic or applications to the most appropriate communication technology. For example, latency-sensitive applications may be prioritized for CBRS or DAS connectivity, while data-intensive tasks may utilize Wi-Fi or cellular networks. <p>By embracing a holistic approach to network design, Betacom ensures that its solutions and offerings are well-positioned to support future load-sharing of wireless communications, enabling seamless connectivity, enhanced user experiences, and efficient utilization of network resources across diverse technologies and environments.</p>

79	Describe how your PWN can operate and be managed as a converged, unified, and integrated extension of other enterprise telecommunications networks and infrastructure solutions (cabled and wireless).	<p>Betacom's Private Wireless Networks (PWN) are designed to operate and be managed as a converged, unified, and integrated extension of other enterprise telecommunications networks and infrastructure solutions, both cabled and wireless. Our approach focuses on seamless integration, centralized management, and interoperability to ensure synergy and synergy between different network elements. Here's how our PWNs achieve convergence and integration:</p> <ol style="list-style-type: none"> 1) Unified Management Platform: Betacom provides a centralized management platform that enables administrators to oversee and control both the PWN and existing enterprise telecommunications infrastructure from a single interface. This unified management approach simplifies network operations, reduces complexity, and enhances visibility into overall network performance. 2) Interconnected Architecture: Our PWN architecture is designed to seamlessly interconnect with existing enterprise telecommunications networks and infrastructure solutions, including cabled and wireless components. Through standardized interfaces and protocols, Betacom ensures interoperability and compatibility between different network elements, facilitating data exchange and communication across the entire network ecosystem. 3) Integrated Services: Betacom offers integrated services that extend the functionality and capabilities of existing enterprise telecommunications networks to the PWN. This includes seamless integration of voice, data, video, and IoT applications, allowing for unified communication and collaboration across the organization. Our solutions support Quality of Service (QoS) policies, security protocols, and traffic management mechanisms to prioritize and optimize network resources for different types of traffic. 4) Converged Infrastructure: Betacom's PWN leverages a converged infrastructure approach that consolidates various network functions and services onto a unified hardware platform. By integrating wireless access points, core network elements, security appliances, and management systems into a cohesive architecture, we streamline deployment, reduce operational overhead, and enhance scalability and flexibility. 5) Seamless Roaming and Handoff: Betacom implements seamless roaming and handoff mechanisms that enable users to seamlessly transition between PWN and other enterprise telecommunications networks without experiencing service interruptions or performance degradation. This ensures uninterrupted connectivity and mobility for users across different network environments and locations. 6) Scalable and Future-Ready: Betacom's PWN is designed to be scalable and future-ready, capable of accommodating evolving business needs, technological advancements, and growth requirements. Our solutions support modular expansion, software-defined networking (SDN) principles, and open standards to adapt to changing demands and integrate with emerging technologies seamlessly. 7) By adopting a converged, unified, and integrated approach to network design and management, Betacom enables its PWN to function as a seamless extension of other enterprise telecommunications networks and infrastructure solutions. This convergence enhances operational efficiency, improves collaboration, and accelerates digital transformation initiatives across the organization.
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80	Describe your ability to integrate with distributed antenna systems.	<p>Betacom's Infrastructure and engineering team has extensive experience in designing and integrating distributed antenna systems at various venues, including airports, convention centers, stadiums, arenas, hospitals, campuses, and enterprises.</p> <p>With respect to integrating a CBRS network over a DAS, Betacom recommends following guidelines set by OnGo Alliance around CBRS over Distributed Antenna Systems. There are many limitations imposed with integrating CBRS with distributed antennas such as power, interference, condition and band capabilities of the passive DAS network, availability of access fiber or ethernet, spare ports, mounting space for additional equipment, link budget, MIMO, and location-based services.</p> <p>With respect to end-user device integration between a DAS and private network, Betacom has worked with MNOs to offer a hybrid SIM or dual SIMs that allow devices, that support both bands, to seamlessly connect between MNO and private networks. Betacom will work directly with each respective carrier and stakeholder on specific use cases that warrant such level of integration.</p>
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81	Describe your PWN solutions regarding IoT use cases and associated deployment maturity (ex: conceptual, lab, pilot in-progress, pilot complete, permanent deployment in-progress, permanent deployment fully commissioned, and project closed out).	<p>Betacom has extensive experience integrating IoT devices and applications in many environments and deployment scenarios. While some use cases are straightforward, Betacom is adept at handling use cases with more stringent performance, security, and regulatory requirements – such as those in airport and government facilities. Our IoT experience includes, but is not limited to:</p> <p>Airport Operations use cases:</p> <ul style="list-style-type: none"> * Connecting operations such as digital information and operational displays in ramps, terminals, parking lots, and perimeter [Permanent deployment in process] * Tru-Weather Lidar system connected to display in pilot lounge [Permanent deployment fully commissioned] * Access control system to monitor terminal doors and gate security [Pilot complete, permanent deployment in progress] * Connecting multiple digital apron systems, including jet bridge deployment and visual docking guidance systems from ADB Safegate [Pilots complete] * Baggage handling systems, including remotely-operated tugs [Lab] * Biometric face pods for passenger check-in [Lab] <p>Machine Vision use cases:</p> <ul style="list-style-type: none"> * Perimeter Surveillance Systems using Axis outdoor security cameras and AI applications (from Evolon, Synapics, and Clearobjects) to detect people and vehicles in restricted areas [Multiple pilots in progress, Permanent deployment fully commissioned] * Using Zebra AI-enabled cameras to detect product defects on a production line [Permanent deployment fully commissioned] <p>Asset Tracking use cases:</p> <ul style="list-style-type: none"> * Connecting RFID scanners and asset tracking applications from Zebra and Honeywell [Permanent deployment fully commissioned] * Using Bluetooth location sensors for precise, real-time inventory tracking [Permanent deployment fully commissioned] <p>Robotics use cases:</p> <ul style="list-style-type: none"> * Real-time control of autonomous forklifts in a warehouse [Permanent deployment fully commissioned] * Remote operation and real-time status reporting of Automated Guided Vehicles (AGVs) and Autonomous Mobile Robots (AMRs) [Pilot complete] * Tele-operated robot for deliveries for hospital pharmaceutical [Pilot complete] <p>Industrial IoT use cases:</p> <ul style="list-style-type: none"> * Connecting multiple non-cellular devices (from Cradlepoint, Digi, Siemens, Amit, Peplink, MediaTek, etc.) using 4G/5G gateways [Permanent deployment in progress] * Enabling Programmable Logic Controller (PLC) connectivity back to OT server/historian [Permanent deployment in progress] * Using augmented reality wearables (from RealWear) and remote collaboration applications (from Telepresenz) to assist frontline workers [Permanent deployment fully commissioned] * Connecting SCADA sensors, and environmental sensors directly to the private wireless network or via a sensor aggregator [Multiple pilots complete] * Automation of industrial Controls [Lab] <p>Other use cases:</p> <ul style="list-style-type: none"> * Air-handling and HVAC systems [Lab] * Digital workflow and collaboration systems [Lab]
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82	Describe your approach, process, and timeline for testing and implementing software updates to the PVWN.	<p>Betacom understands the criticality of software updates to the performance and security of the private wireless network. As such, we employ a meticulous approach to software updates that ensures seamless integration and minimal disruption to operations. Our process involves comprehensive testing and strategic implementation, adhering to strict timelines to meet customer requirements effectively.</p> <p>Betacom's software update process:</p> <ol style="list-style-type: none"> 1) Planning: We begin by establishing a dedicated lab environment that accurately replicates the customer's on-site deployment. This environment serves as a controlled testing ground for all software updates, allowing us to assess their impact comprehensively. 2) Testing: Prior to deployment, all software updates undergo rigorous testing within our production lab environment. We conduct extensive simulations to identify any potential issues or conflicts, ensuring the update is thoroughly vetted before implementation. 3) Validation and Verification: Once testing is complete, Betacom validates the software update to ensure its compatibility and functionality within the private network framework. Our team evaluates performance metrics and conducts real-world simulations to verify the update's efficacy. 4) Customer Notification: Upon successful validation, we initiate proactive and comprehensive communication with the customer. Notifications are sent well in advance, detailing the upcoming software update, its benefits, and any necessary instructions or precautions. 5) Implementation: Betacom coordinates with the customer to schedule the software update during a designated maintenance window. Our experienced technicians oversee the seamless implementation process, minimizing downtime and ensuring a smooth transition. 6) Post-Implementation Support: Following deployment, Betacom remains vigilant, providing ongoing support and monitoring to address any unforeseen issues promptly. Our team is readily available to address customer inquiries and optimize the performance of the updated private network. <p>Timeline: The timeline for testing and implementing software updates is planned to align with customer requirements and minimize disruption. Typically, the process follows a structured timeline, with testing and validation conducted within a specified timeframe. Upon successful validation, implementation is scheduled during a pre-agreed maintenance window to ensure minimal impact on operations.</p> <p>By adhering to this systematic approach and timeline, Betacom ensures that software updates to the private wireless network are seamlessly integrated, enhancing performance, reliability, and security for our valued customers.</p>
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<p>83</p>	<p>List and describe your various core solution options offered (ex: on-premises, cloud, hybrid, distributed, core services platform) and key differentiators. For each solution, describe the your experience deploying and managing the solution.</p>	<p>Betacom’s current customer need for security has precipitated deploying predominantly on-premises solutions to isolate the private network from any outside access from potential threat actors. However, our roadmap includes cloud and hybrid core solutions to accommodate prospective customers with operations requiring data to be transmitted from end-user devices over the PWN and stored on the cloud to facilitate accessibility by other customer departments in multiple geographical locations,</p> <p>On-premises core solution:</p> <p>Betacom’s private wireless solutions include a Dell Server running a Druid Raemis Packet Core Network (PCN), a fully functional 3GPP Evolved Packet Core (EPC)that can connect to 4G/5G radios. We have deployed this core solution in many airport environments, an Industry 4.0 research facility, warehouse/logistic locations, and various Proof of Concept (PoC) projects across the U.S.</p> <p>The Dell server running the Raemis EPC is easily installed on a typical 19-inch rack located in an IDF closet, with the physical footprint of the server being 3 RUs high. This server is usually accompanied by, mounted on the same rack, a PTP timing unit and a security gateway, each about 1RU high. Very low physical footprint and straightforward installation and configuration process.</p> <p>Management of Solution:</p> <ul style="list-style-type: none"> * Spectrum Grant Management: The Google Spectrum Access System (SAS) platform controls fundamental access to CBRS and designates the frequencies that PWN radios should use. Google SAS is purpose-built to support dense networks across operators and to scale on-demand — from a small in-building network to the largest nationwide deployment. * Core Management: The Raemis Interface is used to manage the core operations. * RAN (Radio Access Network) Management: Unified Data Management (UDM) is employed to manage the radios on the PWN. * SIM Management: Betacom uses an online tool called Maestro to manage SIMs on the PWN.
<p>84</p>	<p>Describe your solutions for connecting end user devices that do not natively support PWNs. Note which of your solutions apply to 4G, 5G, and 4G/5G combined networks.</p>	<p>To ensure connectivity in heterogeneous environments and connect end-user devices with native private wireless support, Betacom employs the following solutions:</p> <ul style="list-style-type: none"> * IoT Gateways: Betacom offers a range of IoT gateway units, including 4G-only, 5G-only, and dual-tech 4G/5G gateways. We use gateways that are compatible with the frequency bands utilized on our private wireless networks (such as the Citizens Broadband Radio Service spanning 3.55 to 3.70 GHz). These gateways support multiple connection methods, such as Ethernet cabling for IP-based end-user devices (EUDs) and serial cable for legacy devices. * SIM Card Authentication: Betacom SIM cards are inserted into the SIM receptacles of the IoT gateways to authenticate them onto the Betacom-provided private wireless network at the customer location, ensuring secure and seamless connectivity. <p>We have extensive experience integrating a wide variety of new and legacy devices onto our private wireless networks, including many that were not designed to support 4G or 5G This includes:</p> <ul style="list-style-type: none"> * Tru-Weather Lidar System: Connected via Ethernet to a 5G IoT gateway. * Axis Cameras (with night vision): Connected via Ethernet to a 5G IoT gateway. * Tele-operated Baggage Tug: Connected via Ethernet to a gateway, with a 4G connection to the PWN. * Tele-operated Forklift: Connected via Ethernet to a gateway, with a 4G connection to the PWN. * Airport Jet Bridge: Connected via serial connection to a 4G IoT gateway. * Visual Docking Guidance System: Connected via Ethernet to a 4G gateway.

85	Describe your mobile edge computing (a.k.a. multi-access edge computing) (MEC) PWN solutions and their key differentiators. For each, describe your experience deploying and managing the solution, as well as associated use cases.	<p>Betacom has successfully deployed a Mobile Edge Computing (MEC) solution at MxD, the national institute for Industry 4.0 and cybersecurity research. Leveraging the Google Anthos platform, Betacom’s MEC solution supports machine vision and IoT applications/use cases, where low-latency performance is critical for operational efficiency and real-time decision-making.</p> <p>Key Differentiators:</p> <ul style="list-style-type: none"> * Google Anthos Integration: Betacom’s MEC solution leverages the advanced capabilities of Google Anthos, offering unparalleled flexibility, scalability, and security. Anthos enables seamless management of containerized applications across hybrid and multi-cloud environments, which enhances the agility and resilience of the deployed infrastructure. * Experience Deploying and Managing the Solution: Betacom’s experience in deploying and managing the MEC solution at MxD involved meticulous planning, seamless execution, and ongoing optimization. Our team of skilled technicians collaborated closely with MxD stakeholders to assess requirements, design a tailored solution, and implement the infrastructure with minimal disruption to ongoing operations. <p>Associated Use Cases:</p> <ul style="list-style-type: none"> * Machine Vision Applications: The MEC solution enables real-time processing and analysis of machine vision data, enhancing automation, quality control, and predictive maintenance processes within the facility. * IoT Applications: Leveraging the low-latency capabilities of the MEC infrastructure, MxD harnesses IoT devices to collect and transmit data from various sensors and equipment, facilitating rapid insights and informed decision-making across operations. <p>By deploying Google Anthos-based MEC solutions, Betacom empowers MXD to unlock the full potential of Industry 4.0 technologies, driving innovation, efficiency, and competitiveness in their operations.</p>
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Table 14B: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types of equipment, products, and services are offered within your proposal. Provide an additional explanation in the text box provided, as necessary.

Line Item	Category or Type	Offered *	Comments
86	Assessment and strategy	<input checked="" type="radio"/> Yes <input type="radio"/> No	Yes. Betacom takes a consultative approach to solving business challenges. We encourage collaboration with multiple stakeholders – from IT and OT users to facilities and procurement. Working alongside Sourcewell entities, our team conducts a full assessment of their goals, operational pain points, technical and environmental challenges, existing IT infrastructure, skillsets, and budget restrictions. Armed with these valuable insights, Betacom can help entities define a strategy that leverages the capabilities and scalability of their private wireless network to seize other opportunities.

87	Network design, migration, and deployment, including network configuration and Spectrum Access System (SAS) registration	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Yes, Betacom provides a comprehensive, collaborative, and consultative approach to network design, migration, and deployment – including Spectrum Access System (SAS) registration provisions as outlined in Part 96 of the FCC guidelines.</p> <p>Betacom's approach includes:</p> <ol style="list-style-type: none"> 1) Facility Assessment: We conduct a thorough assessment of each facility, including site walks where applicable, to gather essential information for the design process. 2) Dimensioning and Analysis: Based on specific use case requirements, Betacom dimensions the facility/coverage area and generates a detailed 3D rendering to accurately visualize and simulate the network infrastructure. 3) Propagation and Capacity Analysis: Propagation and capacity analysis are conducted to ensure a high degree of accuracy in the design, optimizing signal propagation and network capacity for efficient operation. <p>Migration Strategy:</p> <ul style="list-style-type: none"> * Legacy Network Migration: Betacom assists the customer in migrating any devices, use cases, or applications from their legacy network onto the private network, facilitating a smooth transition. * Integration Support: Throughout the migration process, Betacom provides ongoing support and guidance to ensure minimal disruption to operations and seamless integration of legacy systems. <p>Deployment Process:</p> <ul style="list-style-type: none"> * Design Finalization: Betacom collaborates closely with the customer to finalize the network design, incorporating feedback and ensuring alignment with use case objectives. * Infrastructure Setup: Betacom's infrastructure team proceeds with construction drawings, permits, and approvals for installation, laying the groundwork for network deployment. * Commissioning and Optimization: Our engineering team takes charge of fully commissioning and optimizing the network to align with the design specifications. This includes procuring SAS grants for regulatory compliance. * Use Case Integration: Betacom works closely with the customer to integrate their specific use cases and applications onto the private network, ensuring seamless functionality and performance. <p>Network Management and Support:</p> <ul style="list-style-type: none"> * Continuous Monitoring: Betacom monitors the network continuously, proactively identifying and addressing any network incidents to maintain optimal performance and meet agreed-upon SLAs. * Managed Services: As part of our managed services, Betacom handles software/firmware updates and patches on the network, as well as providing break-fix repairs within the agreed-upon SLA, ensuring the network's reliability and stability. <p>By adhering to this structured approach, Betacom ensures the successful deployment and management of private networks, delivering reliable connectivity and tailored solutions to meet our clients' evolving needs.</p>
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88	Acquisition and installation of needed equipment to support the private wireless network	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Yes, as part of our turnkey service, Betacom takes all responsibility related to the acquisition and installation of needed equipment to support the private wireless network. All hardware, software, and ancillary installation materials are purchased through pre-approved Betacom suppliers upon execution of customer agreements and delivered to our Betacom warehouse for asset validation and pre-commissioning. Once tested and validated, the equipment is shipped to the customer location for final installation.</p>
89	Ongoing operations, maintenance, planning, expansion, and upgrading of the private wireless network and related components	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Yes, Betacom has established a dedicated Security and Support Operation Center (SSOC) tailored specifically for CBRS and private networks to facilitate ongoing operations, maintenance, planning, expansion, and upgrading of the private wireless network and its related components. Our SSOC team takes a proactive stance to ensure the continual operation and maintenance of the network by conducting routine software, firmware, and security patches as they become available and are thoroughly tested and validated for production use.</p> <p>Leveraging cloud technology and advanced AI/ML capabilities, Betacom collects logs, parameters, metrics, and Key Performance Indicators to monitor the network's health and performance, ensuring adherence to the Service Level Agreement (SLA) provided with our private wireless offering. Betacom promptly identifies, notifies, responds to, remediates, and reports on network-impacting incidents to maintain seamless operations, utilizing our extensive nationwide infrastructure team for dispatch when necessary.</p> <p>For planning, expansion, and upgrading considerations on the private wireless network, Betacom adopts a consultative and phased approach. We collaborate closely with all stakeholders, assigning dedicated project managers and engineers to support planning efforts for expansions or upgrades. Our focus remains on understanding the underlying use cases and applications the private network can enable, ensuring alignment with evolving requirements and objectives.</p>
90	Related network component solutions, such as private wireless network (PWN) cores, SIMs, radio access networks (RANs), gateways, end user devices (EUDs), network management tools, and products	<input checked="" type="radio"/> Yes <input type="radio"/> No	<p>Private Wireless Network Core The Betacom PWN is a set of cellular software and hardware assets, a secure service-based architecture optimized for business use cases. Betacom's private wireless solutions use the Raemis Private Core Network from Druid Software Ltd. The Raemis platform harnesses 4G/5G capabilities by implementing standalone cellular core network solutions. It integrates with mobile operator networks using industry-standardized interfaces, which provide access to multiple radio resources. Betacom also provides a Graphical User Interface (GUI) that enables administrators to manage the SIMs, and user groups, and see KPIs and the overall health of the PWN network. Some of the main components and tools of our product offerings are outlined below:</p> <p>Radio Access Networks (Betacom Lab Tested) Betacom has certified RAN solutions from multiple vendors to enable customized network designs that meet the performance, security, and cost requirements of each customer. Our current RAN elements include:</p> <ul style="list-style-type: none"> * 5G Indoor Access Points from Mosolabs, Airspan, Siemens, Nokia, Ericsson * 5G Outdoor Access Points from Mosolabs, Airspan, Siemens, Nokia, Ericsson <p>Devices Betacom has certified 4G/5G CBRS gateways from multiple vendors to connect end-user devices to the private wireless network as needed. If a customer has a preferred gateway manufacturer/model, Betacom will conduct rigorous testing in our lab before installation to ensure it can meet the operation and security standards of our Service Level Agreements.</p> <p>Our current CPE and gateway portfolio includes product</p>

		<p>from, but not limited to:</p> <ul style="list-style-type: none"> * Cradlepoint * Peplink * Amit * Sierra Wireless * Siemens Scalance * Mosolabs * BEC <p>Our current End User Devices:</p> <ul style="list-style-type: none"> * Apple: iPads, iPhones * Samsung: Tablets, Phones * Zebra: Cameras, RFID scanners, smart devices * Honeywell: Scanners, smart devices, RFID * Google: Pixel, Chromebook * Getac: Ruggedized Tablets * Axis: Cameras, access control systems <p>End User Device use cases</p> <p>Betacom has tested a wide variety of EUD use cases to ensure they meet performance and security standards on our private wireless networks. Our validated EUD portfolio expands with each new project, as customers employ different devices and use cases. Below is a list of End User Devices (Some from question 84) ghat have been tested:</p> <ul style="list-style-type: none"> * Airport Jet Bridge: Connected via serial connection to a 4G IoT gateway * Axis Cameras (with night vision): Connected via Ethernet to a 5G IoT gateway * Programmable Logic Controllers (PLCs) connectivity in a Manufacturing/Integrated Control Systems industries * SITA Facepods: Facilitated secure data exchange between facial recognition kiosks and database server * Tru-Weather Lidar System: Connected via Ethernet to a 5G IoT gateway * Tele-operated Baggage Tug: Connected via Ethernet to a gateway, with a 4G connection to the PWN * Tele-operated Forklift: Connected via Ethernet to a gateway, with a 4G connection to the PWN * Visual Docking Guidance System: Connected via Ethernet to a 4G gateway * Wireless backhaul to enable remote Wi-Fi solutions for data/video streaming via Smartphone and Tablets <p>Betacom Maestro is a centralized management tool that offers:</p> <ul style="list-style-type: none"> * Online portal * Sim management and ordering * Ticketing/Case management * Knowledge Repository for Noc/Soc/Tier 2 * KPI dashboard (using Prometheus DB)
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Table 14C: Depth and Breadth of Offered Equipment Products and Services

Indicate below if the listed types of equipment, products, and services are offered within your proposal. Provide an additional explanation in the text box provided, as necessary.

Line Item	Category	Product/Service	Offered	Explain *
91	System Features and Capabilities:		<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom offers private wireless solutions and services with the features and capabilities that Sourcwell entities demand.
92		Multi-tenant support (network segmentation/slicing)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom can configure the Private Wireless Network (PWN) system, preferably in a 5G Standalone (SA) system, with the network slicing feature. This allows for efficient network segmentation, which can be further facilitated using Custom Access Point Names (APNs).

93		Roaming from: Private-to-public networks Public-to-private networks Private-to-private networks	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom enables seamless roaming across various network types, including private-to-public, public-to-private, and private-to-private networks. This capability ensures continuous connectivity and optimal user experience across different network environments.	*
94		Performance monitoring	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom will provide network performance and security monitoring to meet availability metrics specified in Service Level Agreements.	*
95		Multi-network roaming	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom supports open roaming principles.	*
96		Radio site capacity	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom evaluates the throughput demands of end-user devices, accounting for both current usage and anticipated growth over a three-year horizon. This comprehensive analysis guides the selection of optimal radio technology and determines the precise number of RAN devices required. By integrating these factors into our RF design, we ensure that radio site capacity meets and exceeds operational needs, guaranteeing reliable performance and scalability.	*
97		Bandwidth and throughput	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom ensures sufficient bandwidth and throughput by gathering detailed information on use cases and end-user devices directly from the customer during the RF design phase. This proactive approach enables us to tailor our solutions to meet specific requirements, delivering optimal performance and user experience.	*
98		Mode (4G only, 4G to 5G Upgrade, 4/5G mixed mode, 5G only)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom's approach to mode selection is driven by the customer's technology preference and use case requirements. If 4G meets the current needs and aligns with the customer's budget, a 4G system will be deployed initially. As the need arises for use cases requiring 5G features, Betacom offers flexible upgrade options to transition to a 5G-only system. Alternatively, for customers requiring 5G features from the outset, Betacom can implement a 5G system from day one to meet their specific requirements.	*
99		Quality of Service (QoS)	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom ensures Quality of Service (QoS) by obtaining coverage and capacity requirements from the customer during the RF design phase. These requirements govern QoS and are further confirmed after system installation during the optimization and commissioning phase, where thorough testing of the PWN is conducted. The customer is presented with test results for sign-off. This QoS baseline is then maintained or improved upon as part of the managed services provision.	*
100		Network Slicing	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom can configure the PWN system, preferably in a 5G SA system, with the network slicing feature. This allows for efficient network segmentation, enhancing performance, security, and resource allocation for different user groups or applications.	*
101	Network Components:		<input checked="" type="radio"/> Yes <input type="radio"/> No	As a turnkey service provider, Betacom's private wireless solutions include all necessary network components.	*
102		High Availability	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom ensures high availability through redundant equipment, including double 4G/5G Cores, timing modules, and security gateways. Additionally, we implement dual ISPs for internet backhaul to mitigate connectivity issues. Overlapping AP coverage and UPS power backup further enhance resilience, ensuring continuity of service in the event of an outage.	*
103		Indoor RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom offers an indoor RAN solution tailored to customers' use cases, ensuring seamless connectivity and coverage within indoor environments.	*
104		Outdoor RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom offers an outdoor RAN solution tailored to customers' use cases, ensuring reliable connectivity and coverage in outdoor environments.	*

105		Open/proprietary RAN	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom is in support of Open RAN principles and architectures.	*
106		Open/proprietary Core	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom is in support of Open Core principles and architectures.	*
107		SIMs	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom offers SIMs provisioned specifically to operate on the Betacom PWN, tailored to meet the security and grouping preferences of each customer.	*
108		End User Devices	<input type="radio"/> Yes <input checked="" type="radio"/> No	End-user devices are not provided by Betacom and are customer-dependent, meaning they are supplied to the customer according to their specific requirements and preferences.	*
109		Gateways	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom can provide gateways for the PWN system. However, if the customer has a preference for or partnership with a specific gateway provider, Betacom will accommodate and support the use of gateways from that provider.	*
110	Design and Installation Services:		<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom's turnkey private wireless solution includes all design and installation services.	
111		RF Design	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom will provide the RF design for the network.	*
112		System Design	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom will provide the system design for the network.	*
113		Radio Installation	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom has qualified installation personnel to perform the radio installation.	*
114		Core Installation	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom has qualified installation personnel to perform the core installation.	*
115		System integration and testing	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom has qualified installation personnel to perform the integration and testing, certified by CPI.	*
116		Application integration support	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom has qualified installation personnel to perform the necessary application integration.	*
117		Network slicing	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom can configure the private wireless network, preferably in a 5G SA system, with the network slicing features.	*
118		Operations, Maintenance and Administrative Services:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom provides full managed network services, including warranties, support for the RAN and core software, and operations by Betacom's Security & Service Operations Center (SSOC).	
119		Spectrum Access System	<input checked="" type="radio"/> Yes <input type="radio"/> No	Managed services include all necessary cloud software and services for network operation, including SAS providers Google SAS and Federated Wireless.	
120		Network monitoring	<input checked="" type="radio"/> Yes <input type="radio"/> No	Betacom will provide network monitoring and security monitoring to ensure optimal performance and availability.	

Table 15: Exceptions to Terms, Conditions, or Specifications Form

Line Item 121. NOTICE: To identify any exception, or to request any modification, to Sourcewell standard Contract terms, conditions, or specifications, a Proposer must submit the proposed exception(s) or requested modification(s) via redline in the Contract Template provided in the "Bid Documents" section. Proposer must upload the redline in the "Requested Exceptions" upload field. All exceptions and/or proposed modifications are subject to review and approval by Sourcewell and will not automatically be included in the Contract.

Do you have exceptions or modifications to propose?	Acknowledgement *
	<input type="radio"/> Yes <input checked="" type="radio"/> No

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.

2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.

3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.

4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."

- [Pricing](#) - Betacom Pricing for Sourcewell.pdf - Tuesday February 20, 2024 15:06:19
- Financial Strength and Stability (optional)
- [Marketing Plan/Samples](#) - Betacom Marketing and Training Materials - Samples.pdf - Tuesday February 20, 2024 15:19:11
- WMBE/MBE/SBE or Related Certificates (optional)
- [Warranty Information](#) - Betacom Private Wireless SLA.pdf - Tuesday February 20, 2024 15:06:46
- [Standard Transaction Document Samples](#) - Q57 - Betacom Sample MSA and PO.pdf - Tuesday February 20, 2024 15:06:35
- Requested Exceptions (optional)
- [Upload Additional Document](#) - Q10 Q11 - Betacom Engagement Process.pdf - Tuesday February 20, 2024 15:07:04

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT AND ASSURANCE OF COMPLIANCE

I certify that I am the authorized representative of the Proposer submitting the foregoing Proposal with the legal authority to bind the Proposer to this Affidavit and Assurance of Compliance:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for contract award.
3. The Proposer, including any person assisting with the creation of this Proposal, has arrived at this Proposal independently and the Proposal has been created without colluding with any other person, company, or parties that have or will submit a proposal under this solicitation; and the Proposal has in all respects been created fairly without any fraud or dishonesty. The Proposer has not directly or indirectly entered into any agreement or arrangement with any person or business in an effort to influence any part of this solicitation or operations of a resulting contract; and the Proposer has not taken any action in restraint of free trade or competitiveness in connection with this solicitation. Additionally, if Proposer has worked with a consultant on the Proposal, the consultant (an individual or a company) has not assisted any other entity that has submitted or will submit a proposal for this solicitation.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when a vendor has an unfair competitive advantage or the vendor's objectivity in performing the contract is, or might be, impaired.
5. The contents of the Proposal have not been communicated by the Proposer or its employees or agents to any person not an employee or legally authorized agent of the Proposer and will not be communicated to any such persons prior to Due Date of this solicitation.
6. If awarded a contract, the Proposer will provide to Sourcewell Participating Entities the equipment, products, and services in accordance with the terms, conditions, and scope of a resulting contract.
7. The Proposer possesses, or will possess before delivering any equipment, products, or services, all applicable licenses or certifications necessary to deliver such equipment, products, or services under any resulting contract.
8. The Proposer agrees to deliver equipment, products, and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
9. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
10. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statutes Section 13.591, subdivision 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals become public data. Minnesota Statutes Section 13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
11. Proposer its employees, agents, and subcontractors are not:
 1. Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;
 2. Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or
 3. Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated

by the State of Minnesota; the United States federal government or the Canadian government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - Brian Watkins, EVP Sales and Business Development, Betacom Incorporated

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the contractual obligations contemplated in the bid.

Yes No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_Private_Wireless_Services_RFP_020624 Fri February 2 2024 10:45 AM	<input checked="" type="checkbox"/>	1
Addendum_6_Private_Wireless_Services_RFP_020624 Wed January 31 2024 08:09 AM	<input checked="" type="checkbox"/>	1
Addendum_5_Private_Wireless_Services_RFP_020624 Tue January 30 2024 12:22 PM	<input checked="" type="checkbox"/>	3
Addendum_4_Private_Wireless_Services_RFP_020624 Fri January 26 2024 03:28 PM	<input checked="" type="checkbox"/>	2
Addendum_3_Private_Wireless_Services_RFP_020624 Wed January 24 2024 04:00 PM	<input checked="" type="checkbox"/>	3
Addendum_2_Private_Wireless_Services_RFP_020624 Thu January 18 2024 08:22 AM	<input checked="" type="checkbox"/>	2
Addendum_1_Private_Wireless_Services_RFP_020624 Fri January 12 2024 02:04 PM	<input checked="" type="checkbox"/>	1