



**PREQUALIFICATION PACKAGE
FOR MULTIPLE PROJECTS
FOR
SERVICE INSTALLATION, SERVICE TRUCK
ROLLS AND NETWORK MAINTENANCE OF THE
BEVERLY HILLS FIBER SYSTEM**

Due Date: 2:00 pm on Thursday, December 21, 2017

Submit Statement to: City Clerk
City of Beverly Hills
455 N. Rexford Drive, Room 290
Beverly Hills, CA. 90210

Identify Statement on envelope as: Confidential Prequalification Statement for the Service Installation and Network Maintenance of the Beverly Hills Fiber System, Project 17-59

**CITY OF BEVERLY HILLS
DEPARTMENT OF PUBLIC WORKS
345 FOOTHILL ROAD
BEVERLY HILLS, CALIFORNIA 90210**

**REQUEST FOR PREQUALIFICATION OF BIDDERS AND PREQUALIFICATION INSTRUCTIONS
FOR MULTIPLE PROJECTS:**

BEVERLY HILLS FIBER SYSTEM PROJECT

Notice is hereby given that the City of Beverly Hills (“CITY”) has determined that all bidders for the Service Installation, Customer Service truck Rolls, and Network Maintenance of the Beverly Hills Fiber System (“Project”) must be pre-qualified prior to submitting a bid on that Project. *This prequalification is valid for 2.5 years and for more than one project.* It is mandatory that all Contractors who intend to submit a bid, fully complete the prequalification questionnaire, provide all materials requested herein, and be approved by the CITY to be on the final qualified Bidders list.

No bid will be accepted from a Contractor that has failed to comply with these requirements. If two or more business entities submit a bid as part of a Joint Venture, or expect to submit a bid as part of a Joint Venture, each entity within the Joint Venture must be separately qualified to bid. The last date to submit a fully completed questionnaire is **2:00 PM Thursday, December 21, 2017**. Contractors are encouraged to submit prequalification packages as soon as possible, so that they may be notified of omissions of information to be remedied or of their prequalification status in advance of the prequalification deadline for this Project.

Answers to questions contained in the attached questionnaire are required. The CITY will use these documents as the basis of rating Contractors with respect to whether each Contractor is qualified to bid on the Project, and reserves the right to check other sources available. The CITY’s decision will be based on objective evaluation criteria.

The CITY reserves the right to adjust, increase, limit, suspend or rescind the prequalification rating based on subsequently learned information. Contractors whose rating changes sufficiently to disqualify them will be notified, and given an opportunity for a hearing consistent with the hearing procedures described below for appealing a prequalification rating.

While it is the intent of the prequalification questionnaire and documents required therewith to assist the CITY in determining bidder responsibility prior to bid and to aid the CITY in selecting the lowest responsible bidder, neither the fact of prequalification, nor any prequalification rating, will preclude the CITY from a post-bid consideration and determination of whether a bidder has the quality, fitness, capacity and experience to satisfactorily perform the proposed work, and has demonstrated the requisite trustworthiness.

The prequalification packages should be submitted under seal to the **Office of the City Clerk, City of Beverly Hills, 455 North Rexford Drive, Room 290, Beverly Hills, CA 90210**. The following should be clearly marked on the outside of the package **“CONFIDENTIAL PREQUALIFICATION STATEMENT FOR THE SERVICE INSTALLATION, SERVICE TRUCK ROLLS AND NETWORK MAINTENANCE OF THE BEVERLY HILLS FIBER SYSTEM”**

The prequalification packages submitted by Contractors are not public records and are not open to public inspection. All information provided will be kept confidential to the extent permitted by law. However, the contents may be disclosed to third parties for purpose of verification, or investigation of substantial allegations, or in an appeal hearing. State law requires that the names of contractors applying for

prequalification status shall be public records subject to disclosure, and the first page of the questionnaire will be used for that purpose.

Each questionnaire must be signed under penalty of perjury in the manner designated at the end of the form, by an individual who has the legal authority to bind the Contractor on whose behalf that person is signing. If any information provided by a Contractor becomes inaccurate, the Contractor must immediately notify the CITY and provide updated accurate information in writing, under penalty of perjury.

The CITY reserves the right to waive minor irregularities and omissions in the information contained in the prequalification application submitted, and to make all final determinations. The CITY may also determine at any time that the prequalification process will be suspended for the Project and the Project will be bid without prequalification.

Contractors may submit prequalification packages during regular working hours on any day that the offices of the CITY are open. Contractors who submit a complete prequalification package will be notified of their qualification status no later than ten business days after submission of the information.

The CITY may refuse to grant prequalification where the requested information and materials are not provided by the due date indicated above. There is no appeal from a refusal for an incomplete or late application, but re-application for a later project is permitted. Neither the closing time for submitting prequalification packages for this Project will be changed in order to accommodate supplementation of incomplete submissions, or late submissions, unless requested by the CITY in its sole discretion.

In addition to a contractor's failure to be pre-qualified pursuant to the scoring system set forth in the prequalification package, a contractor may be found not prequalified for either omission of or falsification of, any requested information.

Where a timely and completed application results in a rating below that necessary to pre-qualify, an appeal can be made by the unsuccessful Contractor. An appeal is begun by the Contractor delivering notice to the CITY of its appeal of the decision with respect to its prequalification rating, no later than two business days following notification that it is not pre-qualified. The notice of appeal shall include an address where the Contractor wishes to receive notice of the appeal hearing. Without a timely appeal, the Contractor waives any and all rights to challenge the decision of the CITY, whether by administrative process, judicial process or any other legal process or proceeding.

If the Contractor gives the required notice of appeal, a hearing shall be conducted no earlier than five business days after the CITY's receipt of the notice of appeal and not later than five business days prior to the date of the Notice Inviting Bids for this Project. Prior to the hearing, the Contractor shall, in writing, be advised of the basis for the City's pre-qualification determination.

The hearing shall be conducted by a panel consisting of three members of the Department of Public Works senior management staff (the "Appeals Panel"). The Appeals Panel shall consider any evidence presented by the Contractor, whether or not the evidence is presented in compliance with formal rules of evidence. The Contractor will be given the opportunity to present evidence, information and arguments as to why the Contractor believes it should be pre-qualified. Within one day after the conclusion of the hearing, the Appeals Panel will render a written determination as to whether the Contractor is pre-qualified. It is the intention of the CITY that the date for the submission and opening of bids will not be delayed or postponed to allow for completion of an appeal process.

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**SERVICE INSTALLATION, SERVICE TRUCK ROLLS, AND NETWORK
MAINTENANCE OF THE BEVERLY HILLS FIBER SYSTEM PROJECT
PREQUALIFICATION QUESTIONNAIRE**

PROJECT DESCRIPTION

As part of a city-wide deployment of fiber-based broadband services via construction of a Fiber-To-The-Premises (FTTP) system, the city of Beverly Hills (the City) is requesting proposals from qualified firms that complete installation of broadband services at both residential and commercial locations as well as overall network maintenance tasks (Installation and Maintenance Contractor). It is the intent of the City to provide - broadband services (Internet, voice, and possibly video) to each residence and business in the community through a phased network construction program that will begin in late 2017 and complete in early 2019.

The City fiber broadband system will pass approximately 15,000 households (with approximately 40% located in MDUs) and 5,000 commercial entities when fully built out. The network is approximately 70% aerial and 30% underground. We anticipate broadband penetration rates of 35-40% in both the residential and commercial segments.

The City does not intend to internally staff Field Installation/Maintenance technicians during 2018 and 2019. The selected Installation and Maintenance Contractor(s) would be completing 100% of the fiber system installs and maintenance tasks during this term, and potentially some or all connections and /or maintenance tasks subsequent to June 2019 under a potential contract extension.

The current estimate is approximately \$3.2 million for the project anticipated under this prequalification package. A 10% bidder's security or bid bond will be required to bid, and the selected lowest responsible bidder will be required to provide 100% performance & payment bonds.

To further clarify, the City will accept bids for partial scope, meaning a firm may elect to bid on just one, any two, or all three of the projects presented in the pre-qualification package you have received.

The three projects we have defined are:

- Service Installations
- Service Truck Roll (Repair)
- Network Maintenance

Please feel free to submit any further questions as directed in the application.

CONTACT INFORMATION

Firm Name: _____ Check One: Corporation
(as it appears on license) Partnership
 Sole Proprietor

Contact Person: _____

Address: _____

Phone: _____ Fax: _____

If firm is a sole proprietor or partnership:

Owner(s) of Company _____

Contractor's License Number(s):

PROJECT DESCRIPTION

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Project Goals & Scope

The City expects the selected Contractor or Contractors to meet the following specific project goals, depending upon which project or projects the Contractor is providing:

- Service Installation Contractor: Complete residential (both single family units and multiple dwelling units) and commercial installs beginning in early 2018 using a two-phased method of pre-installation of the drop and test access point (TAP) box followed later by a premises install of the optical network terminal (ONT). Also provide, on an as-needed basis, evaluation of OSP and inside wiring design for MDU and commercial properties.
- Service Truck Roll Contractor: Complete residential and commercial service calls at the customer premise beginning in early 2018.
- Network Maintenance Contractor: Perform network maintenance and outage response tasks as assigned via local crews that are able to respond under Service Level Agreement parameters.
- Service Installation and Service Truck Roll Contractors: Integrate with the City customer care team for work order flow management and coordination with other departments for all work activities at the customer premise. This will include use of GLDS software as detailed below.
- All Contractors: Inventory needed equipment including ONTs, inside wiring materials, etc.
- All Contractors: Provide expertise and guidance to the project team during the start-up phase of the project.

Note that detailed proposed fees should be clearly identified by task in the response to the 'Cost Requirements' section). Respondents may add additional tasks as they see fit beyond those listed in their proposal.

To further clarify, the City will accept bids for partial scope, meaning a firm may elect to bid on just one, any two, or all three of the projects presented in the pre-qualification package you have received.

The three projects we have defined are:

- Service Installations
- Service Truck Roll (Repair)
- Network Maintenance

Please feel free to submit any further questions as directed in the application.

Basic Project Assumptions

The City has completed the selection processes for all key building blocks of the proposed FTTP system. Proposing firms should use the following assumptions when considering their approaches to this bid:

- Calix is the electronics vendor and Great Lakes Data Systems (GLDS) is the OSS/BSS vendor. The Installation and Maintenance Contractor technicians will be required to utilize the Great Lakes WinForce Tech platform which enables smart device/handheld access to the OSS platform in the field. The GLDS platform is used for all install scheduling, quota management, work order entry and issuance, and inventory management of the ONT's.
- The City will be deploying the Calix 716 model (4 data and 2 voice ports) and 844 models (4 data, 2 voice and 802.11ac WiFi). The City is primarily using indoor ONTs, with some external being used for certain commercial installations. Where installations include voice service, we are installing a UPS with internal battery.
- The City will be using a combination of direct CAT6 connections to connect ONTs to the Subscriber PC or wireless router in the subscriber home, as well as 802.11ac integrated ONT's that will not require inside wiring
- PONs will be implemented using 1:16 splitters located in approximately (40) 288-count local convergence cabinets (LCCs).
- Network access points (NAPs) will be attached to distribution cables radiating from the LCC. Enough fibers will be dressed out in a splice tray in each NAP to serve every home and business in the NAP's serving area. The City will be using the dome closures for NAPs
- The system is being built using a combination of strand and lash for aerial (armored distribution cable) and microcable in microduct for underground.
- It has not been decided if Cable TV services will be offered via the FTTP system. Proposing firms should quote unitary fees for installs including video, but quantities are not including in the total bid amount (see Summary of Tasks & Bid Schedule)

All assumptions are subject to change without notice – they have simply been provided to proposing firms for planning purposes.

California State Licensing

Responding firms should ensure that they, or subcontractor firms that would be assigned project work, are appropriately licensed with the California State License Board for specific work tasks. In general, project tasks involving public right of way work will require a Class A license (General Engineering Contractor) and/or premises-based tasks will require either a Class C-7 license (Low Voltage Systems Contractor) or C-10 license (Electrical Contractor) per California Code of Regulations. Subcontractors solely performing premises-based tasks (outside of the public right of way) shall only require a Class C-7 or C-10 license.

Customer Installation Tasks

Pre-Install of Fiber Drop

The City intends to break the installation process into two distinct steps. The first step will be called the “pre-install.” This work is the installation of the fiber drop from the serving network access point (NAP) to the exterior of the dwelling, the installation of the Test Access Point (TAP), and splicing and testing of the fiber. A detailed list of tasks for the pre-install phase is provided next:

- Contractor runs New Connect work order report in GLDS WinCable for new subscriber installation at least 5 days prior to the due date (premises installation). Work order will include all standard subscriber and service information as well as identification of the serving LCC and NAP;
- Contractor schedules pre installation for given work order such that all work is completed at least 24 hours prior to the premises installation date. The City will not be involved in the detailed scheduling of this phase. Subscriber will be notified that this work will take place prior to the actual premises installation, but they will not be required to be present;
- Contractor personnel goes to the serving LCC, identifies the next available port assigned at the serving LCC for the subscriber’s NAP and connects it to the next available splitter port (pigtail);
- Contractor personnel goes to the serving NAP, locates fiber to be used to serve subscriber and fusion splices one fiber strand in drop cable (the City is not deploying any form of pre-connectorized NAPs or drop cables). Close NAP and complete pressure check on closure (hand pump acceptable);
- Install fiber drop to home using standard aerial and/or underground construction approaches (underground drops to be placed in microduct that will be direct buried minimum depth of 8”);
- Mount TAP as close to the existing cable and phone demarcation points on the side of the dwelling as possible;
- Splice connectorized pigtail onto the end of the fiber drop cable (City may choose to use drop fibers with a connector on the dwelling side of the drop run);
- Log into GLDS WinForce Tech and record the following, taking photos if warranted:
 - Splitter Cabinet (LCP)
 - Serving Network Access Point and handhole
 - LCP Port
 - Length of interior fiber
 - Length of fiber drop
 - Length of conduit
 - Light level on the fiber
- Close pre-install work order using GLDS WinForce Tech.

Premises Install

The premises installation involves the wiring to outlets, connecting phones, installing the ONT, connecting computers and activation of services and providing customer education on the services per City requirements. A detailed list of tasks for the premises installation is provided next:

- Field Technician is assigned a new connect work order in GLDS WinCable;
- Arrive at subscriber location within interval listed on the new connect work order, make contact with responsible adult and describe the installation process. Contractor to wear booties at all times when in the subscriber’s home or business.
- Install ONT and UPS where warranted;

- Power ONT and confirm that ONT is communicating with OLT. The ONT will auto-discover and provision according to the Subscriber account settings in WinCable;
- Complete all required inside wiring tasks required to support the services listed on the new connect work order;
- Connect all inside wiring to appropriate ONT port:
 - Internet – Ethernet Port 1 connected to new CAT6 drop to computer or router location in the dwelling;
 - Phone – POTS ports 1-4 connected to existing inside POTS wiring;
- Place and/or activate all end user equipment per the requirements of the service order;
 - Connect host computer and confirm connectivity;
 - If the Subscriber is using a wireless router, connect it to the ONT and confirm connectivity to host computer;
 - Activate phone service in coordination with City technical operations and confirm service performance – dial tone and test call;
- Review contents of welcome kit and service functionality with subscriber and educate as required.
- Secure all required signatures from subscriber and leave all applicable paperwork;
- Close premises install work order using GLDS WinForce Tech.

Materials and Materials Management

The City will be supplying all project-specific installation materials for this project. Contractor(s) will be expected to work with the City to develop a list of required installation materials. The City will process all orders directly and coordinate with the Contractor(s) regarding shipment and delivery. Contractor(s) will be responsible for all materials once they are received from the City or at the local warehouse facility of each respective Contractor.

All Contractors are responsible for providing all required tools, vehicles and test equipment to carry out the tasks listed in this request.

Quality Assurance

The City expects that responding firms will be using specific and effective quality control procedures relative to the following areas:

- Employee screening
- Employee training
- Branding and appearance standards (clothing, badge IDs, vehicle appearance, logos, etc.)
- Work standards and procedures
- Work inspections
- Customer feedback and issue resolution

PART I. ESSENTIAL REQUIREMENTS FOR QUALIFICATION

Contractor will be immediately disqualified if the answer to any of questions 1 through 5 is “no.”¹

Contractor will be immediately disqualified if the answer to any of questions 6, 7, 8 or 9 is “yes.”² If the answer to question 8 is “yes,” and if debarment would be the sole reason for denial of pre-qualification, any pre-qualification issued will exclude the debarment period.

1. Contractor possesses a valid and current California Contractor’s license for the project or projects for which it intends to submit a bid.
 Yes No
2. Contractor has a liability insurance policy with a policy limit of at least \$1,000,000 per occurrence and \$2,000,000 aggregate.
 Yes No
3. Contractor has current workers’ compensation insurance policy as required by the Labor Code or is legally self-insured pursuant to Labor Code section 3700 et. seq.
 Yes No Contractor is exempt from this requirement, because it has no employees
4. Have you attached your latest copy of a reviewed or audited financial statement with accompanying notes and supplemental information?³
 Yes No

NOTE: A financial statement that is not either reviewed or audited is not acceptable. A letter verifying availability of a line of credit may also be attached; however, it will be considered as supplemental information only, and is not a substitute for the required financial statement.

5. Have you attached a notarized statement from an admitted surety insurer (approved by the California Department of Insurance) and authorized to issue bonds in the State of California, which states: (a) that your current bonding capacity is sufficient for the project for which you seek pre-qualification if

¹ A “no” answer to Question 4 will not be disqualifying if the contractor is exempt from complying with Question 4, for reasons explained in footnote 3.

² A contractor disqualified solely because of a “Yes” answer given to question 6, 7, or 9 may appeal the disqualification and provide an explanation of the relevant circumstances during the appeal procedure.

³ Public Contract Code section 20101(e) exempts from this requirement a contractor who has qualified as a small business pursuant to Government Code section 14837(d)(1), if the bid is “no more than 25 per cent of the qualifying amount provided in section 14837(d)(1).” As of January 1, 2001, the qualifying amount is \$10 million, and 25 per cent of that amount, therefore, is \$2.5 million.

you are seeking pre-qualification for a single project; or (if you are seeking pre-qualification valid for a year) (b) your current available bonding capacity?⁴

Yes No

NOTE: Notarized statement must be from the surety company, not an agent or broker.

6. Has your contractor's license been revoked at any time in the last five years?

Yes No

7. Has a surety firm completed a contract on your behalf, or paid for completion because your firm was default terminated by the project owner within the last five (5) years?

Yes No

8. At the time of submitting this pre-qualification form, is your firm ineligible to bid on or be awarded a public works contract, or perform as a subcontractor on a public works contract, pursuant to either Labor Code section 1777.1 or Labor Code section 1777.7?

Yes No

If the answer is "Yes," state the beginning and ending dates of the period of debarment:

9. At any time during the last five years, has your firm or any of its owners or officers been convicted of a crime involving the awarding of a contract of a government construction project, or the bidding or performance of a government contract?

Yes No

⁴ An additional notarized statement from the surety may be requested by *Public Entity* at the time of submission of a bid, if this pre-qualification package is submitted more than 60 days prior to submission of the bid.

PART II. ORGANIZATION, HISTORY, ORGANIZATIONAL PERFORMANCE, COMPLIANCE WITH CIVIL AND CRIMINAL LAWS

A. Current Organization and Structure of the Business

For Firms That Are Corporations:

- 1a. Date incorporated: _____
- 1b. Under the laws of what state: _____
- 1c. Provide all the following information for each person who is either (a) an officer of the corporation (president, vice president, secretary, treasurer), or (b) the owner of at least ten per cent of the corporation's stock.

Name	Position	Years with Co.	% Ownership	Social Security #

- 1d. Identify every construction firm that any person listed above has been associated with (as owner, general partner, limited partner or officer) at any time during the last five years.
NOTE: For this question, "owner" and "partner" refer to ownership of ten per cent or more of the business, or 10 per cent or more of its stock, if the business is a corporation.

Person's Name	Construction Firm	Dates of Person's Participation with Firm

For Firms That Are Partnerships:

- 1a. Date of formation: _____
- 1b. Under the laws of what state: _____
- 1c. Provide all the following information for each partner who owns 10 per cent or more of the firm.

Name	Position	Years with Co.	% Ownership	Social Security #

- 1d. Identify every construction company that any partner has been associated with (as owner, general partner, limited partner or officer) at any time during the last five years.
NOTE: For this question, "owner" and "partner" refer to ownership of ten per cent or more of the business, or ten per cent or more of its stock, if the business is a corporation.

Person's Name	Construction Company	Dates of Person's Participation with Company

For Firms That Are Sole Proprietorships:

- 1a. Date of commencement of business. _____
- 1b. Social security number of company owner. _____
- 1c. Identify every construction firm that the business owner has been associated with (as owner, general partner, limited partner or officer) at any time during the last five years.

NOTE: For this question, “owner” and “partner” refer to ownership of ten per cent or more of the business, or ten per cent or more of its stock, if the business is a corporation.

Person’s Name	Construction Company	Dates of Person’s Participation with Company

For Firms That Intend to Make a Bid as Part of a Joint Venture:

- 1a. Date of commencement of joint venture. _____
- 1b. Provide all of the following information for each firm that is a member of the joint venture that expects to bid on one or more projects:

Name of firm	% Ownership of Joint Venture

B. History of the Business and Organizational Performance

- 2. Has there been any change in ownership of the firm at any time during the last three years?
NOTE: A corporation whose shares are publicly traded is not required to answer this question.
 Yes No
 If “yes,” explain on a separate signed page.
- 3. Is the firm a subsidiary, parent, holding company or affiliate of another construction firm?
NOTE: Include information about other firms if one firm owns 50 per cent or more of another, or if an owner, partner, or officer of your firm holds a similar position in another firm.
 Yes No
 If “yes,” explain on a separate signed page.
- 4. Are any corporate officers, partners or owners connected to any other construction firms.
NOTE: Include information about other firms if an owner, partner, or officer of your firm holds a similar position in another firm.
 Yes No
 If “yes,” explain on a separate signed page.

5. State your firm's gross revenues for each of the last three years:

6. How many years has your organization been in business in California as a contractor under your present business name and license number? _____ years

7. Is your firm currently the debtor in a bankruptcy case?

Yes No

If "yes," please attach a copy of the bankruptcy petition, showing the case number, and the date on which the petition was filed.

8. Was your firm in bankruptcy at any time during the last five years? (This question refers only to a bankruptcy action that was not described in answer to question 7, above)

Yes No

If "yes," please attach a copy of the bankruptcy petition, showing the case number and the date on which the petition was filed, and a copy of the Bankruptcy Court's discharge order, or of any other document that ended the case, if no discharge order was issued.

Licenses

9. List all California construction license numbers, classifications and expiration dates of the California contractor licenses held by your firm:

10. If any of your firm's license(s) are held in the name of a corporation or partnership, list below the names of the qualifying individual(s) listed on the CSLB records who meet(s) the experience and examination requirements for each license.

11. Has your firm changed names or license number in the past five years?

Yes No

If "yes," explain on a separate signed page, including the reason for the change.

12. Has any owner, partner or (for corporations:) officer of your firm operated a construction firm under any other name in the last five years?

Yes No

If "yes," explain on a separate signed page, including the reason for the change.

13. Has any CSLB license held by your firm or its Responsible Managing Employee (RME) or Responsible Managing Officer (RMO) been suspended within the last five years?

Yes No

If "yes," please explain on a separate signed sheet.

Disputes

14. At any time in the last five years has your firm been assessed and paid liquidated damages after completion of a project under a construction contract with either a public or private owner?

Yes No

If yes, explain on a separate signed page, identifying all such projects by owner, owner's address, the date of completion of the project, amount of liquidated damages assessed and all other information necessary to fully explain the assessment of liquidated damages.

15. In the last five years has your firm, or any firm with which any of your company's owners, officers or partners was associated, been debarred, disqualified, removed or otherwise prevented from bidding on, or completing, any government agency or public works project for any reason?

NOTE: "Associated with" refers to another construction firm in which an owner, partner or officer of your firm held a similar position, and which is listed in response to question 1c or 1d on this form.

Yes No

If "yes," explain on a separate signed page. State whether the firm involved was the firm applying for pre-qualification here or another firm. Identify by name of the company, the name of the person within your firm who was associated with that company, the year of the event, the owner of the project, the project and the basis for the action.

16. In the last five years has your firm been denied an award of a public works contract based on a finding by a public agency that your company was not a responsible bidder?

Yes No

If "yes," explain on a separate signed page. Identify the year of the event, the owner, the project and the basis for the finding by the public agency.

* * * * *

NOTE: The following two questions refer only to disputes between your firm and the owner of a project. You need not include information about disputes between your firm and a supplier, another contractor, or subcontractor. You need not include information about "pass-through" disputes in which the actual dispute is between a sub-contractor and a project owner. Also, you may omit reference to all disputes about amounts of less than \$50,000.

17. In the past five years has any claim **against** your firm concerning your firm's work on a construction project been **filed in court or arbitration**?

Yes No

If "yes," on separate signed sheets of paper identify the claim(s) by providing the project name, date of the claim, name of the claimant, a brief description of the nature of the claim, the court in which the case was filed and a brief description of the status of the claim (pending or, if resolved, a brief description of the resolution).

18. In the past five years has your firm made any claim against a project owner concerning work on a project or payment for a contract and **filed that claim in court or arbitration**?

Yes No

If "yes," on separate signed sheets of paper identify the claim by providing the project name, date of the claim, name of the entity (or entities) against whom the claim was filed, a brief description of the nature of the claim, the court in which the case was filed and a brief description of the status of the claim (pending, or if resolved, a brief description of the resolution).

* * * * *

19. At any time during the past five years, has any surety company made any payments on your firm's behalf as a result of a default, to satisfy any claims made against a performance or payment bond issued on your firm's behalf, in connection with a construction project, either public or private?
 Yes No

If "yes," explain on a separate signed page the amount of each such claim, the name and telephone number of the claimant, the date of the claim, the grounds for the claim, the present status of the claim, the date of resolution of such claim if resolved, the method by which such was resolved if resolved, the nature of the resolution and the amount, if any, at which the claim was resolved.

20. In the last five years has any insurance carrier, for any form of insurance, refused to renew the insurance policy for your firm?
 Yes No

If "yes," explain on a separate signed page. Name the insurance carrier, the form of insurance and the year of the refusal.

Criminal Matters and Related Civil Suits

21. Has your firm or any of its owners, officers or partners ever been found liable in a civil suit or found guilty in a criminal action for making any false claim or material misrepresentation to any public agency or entity?
 Yes No

If "yes," explain on a separate signed page, including identifying who was involved, the name of the public agency, the date of the investigation and the grounds for the finding.

22. Has your firm or any of its owners, officers or partners ever been convicted of a crime involving any federal, state, or local law related to construction?
 Yes No

If "yes," explain on a separate signed page, including identifying who was involved, the name of the public agency, the date of the conviction and the grounds for the conviction.

23. Has your firm or any of its owners, officers or partners ever been convicted of a federal or state crime of fraud, theft, or any other act of dishonesty?
 Yes No

If "yes," identify on a separate signed page the person or persons convicted, the court (the county if a state court, the district or location of the federal court), the year and the criminal conduct.

Bonding

24. Bonding capacity: Provide documentation from your surety identifying the following:

Name of bonding company/surety: _____

Name of surety agent, address and telephone number:

25. If your firm was required to pay a premium of more than one percent for a performance and payment bond on any project(s) on which your firm worked at any time during the last three years, state the percentage that your firm was required to pay. You may provide an explanation for a percentage rate higher than one per cent, if you wish to do so.

26. List all other sureties (name and full address) that have written bonds for your firm during the last five years, including the dates during which each wrote the bonds:

27. During the last five years, has your firm ever been denied bond coverage by a surety company, or has there ever been a period of time when your firm had no surety bond in place during a public construction project when one was required?

Yes No

If yes, provide details on a separate signed sheet indicating the date when your firm was denied coverage and the name of the company or companies which denied coverage; and the period during which you had no surety bond in place.

C. Compliance with Occupational Safety and Health Laws and with Other Labor Legislation Safety

28. Has CAL OSHA cited and assessed penalties against your firm for any “serious,” “willful” or “repeat” violations of its safety or health regulations in the past five years?

NOTE: If you have filed an appeal of a citation, and the Occupational Safety and Health Appeals Board has not yet ruled on your appeal, you need not include information about it.

Yes No

If “yes,” attached a separate signed page describing the citations, including information about the dates of the citations, the nature of the violation, the project on which the citation(s) was or were issued, the amount of penalty paid, if any. If the citation was appealed to the Occupational Safety and Health Appeals Board and a decision has been issued, state the case number and the date of the decision.

29. Has the federal Occupational Safety and Health Administration cited and assessed penalties against your firm in the past five years?

NOTE: If you have filed an appeal of a citation and the Appeals Board has not yet ruled on your appeal, or if there is a court appeal pending, you need not include information about the citation.

Yes No

If “yes,” attach a separate signed page describing each citation.

30. Has the EPA or any Air Quality Management District or any Regional Water Quality Control Board cited and assessed penalties against either your firm or the owner of a project on which your firm was the contractor, in the past five years?

NOTE: If you have filed an appeal of a citation and the Appeals Board has not yet ruled on your appeal, or if there is a court appeal pending, you need not include information about the citation.

Yes No

If "yes," attach a separate signed page describing each citation.

31. How often do you require documented safety meetings to be held for construction employees and field supervisors during the course of a project?

32. List your firm's Experience Modification Rate (EMR) (California workers' compensation insurance) for each of the past three premium years:

NOTE: An Experience Modification Rate is issued to your firm annually by your workers' compensation insurance carrier.

Current year: _____

Previous year: _____

Year prior to previous year: _____

If your EMR for any of these three years is or was 1.00 or higher you may, if you wish, attach a letter of explanation.

33. Within the last five years has there ever been a period when your firm had employees but was without workers' compensation insurance or state-approved self-insurance?

Yes No

If "yes," please explain the reason for the absence of workers' compensation insurance on a separate signed page. If "No," please provide a statement by your current workers' compensation insurance carrier that verifies periods of workers' compensation insurance coverage for the last five years. (If your firm has been in the construction business for less than five years, provide a statement by your workers' compensation insurance carrier verifying continuous workers' compensation insurance coverage for the period that your firm has been in the construction business.)

Prevailing Wage and Apprenticeship Compliance Record

34. Has there been more than one occasion during the last five years in which your firm was required to pay either back wages or penalties for your own firm's failure to comply with the **state's** prevailing wage laws?

NOTE: This question refers only to your own firm's violation of prevailing wage laws, not to violations of the prevailing wage laws by a subcontractor.

Yes No

If "yes," attach a separate signed page or pages, describing the nature of each violation, identifying the name of the project, the date of its completion, the public agency for which it was constructed;

the number of employees who were initially underpaid and the amount of back wages and penalties that you were required to pay.

35. During the last five years, has there been more than one occasion in which your own firm has been penalized or required to pay back wages for failure to comply with the **federal** Davis-Bacon prevailing wage requirements?

Yes No

If “yes,” attach a separate signed page or pages describing the nature of the violation, identifying the name of the project, the date of its completion, the public agency for which it was constructed; the number of employees who were initially underpaid, the amount of back wages you were required to pay along with the amount of any penalty paid.

36. Provide the **name, address and telephone number** of the apprenticeship program (approved by the California Apprenticeship Council) from whom you intend to request the dispatch of apprentices to your company for use on any public work project for which you are awarded a contract by [*Public Entity*].

37. If your firm operates its own State-approved apprenticeship program:

- (a) Identify the craft or crafts in which your firm provided apprenticeship training in the past year.
- (b) State the year in which each such apprenticeship program was approved, and attach evidence of the most recent California Apprenticeship Council approval(s) of your apprenticeship program(s).
- (c) State the number of individuals who were employed by your firm as apprentices at any time during the past three years in each apprenticeship and the number of persons who, during the past three years, completed apprenticeships in each craft while employed by your firm.

38. At any time during the last five years, has your firm been found to have violated any provision of California apprenticeship laws or regulations, or the laws pertaining to use of apprentices on public works?

NOTE: You may omit reference to any incident that occurred prior to January 1, 1998, if the violation was by a subcontractor and your firm, as general contractor on a project, had no knowledge of the subcontractor’s violation at the time they occurred.

Yes No

If “yes,” provide the date(s) of such findings, and attach copies of the Department’s final decision(s).

PART III. RECENT AND SIMILAR PROJECTS COMPLETED

39. Contractor shall provide information about its project experience and specific experience related to three (3) recently completed projects that are substantially similar to the requested services within the last five years. Names and references must be current and verifiable. Use separate sheets of paper as needed that contain all of the following information:

A. CONTRACTOR:

Contractor must have two (2) "YES" answers to be accepted to meet these qualification criteria. Contractor is automatically considered not qualified if one answer to any of the following questions is NO.

1. Has Contractor previously performed similar work within the state of California? Yes No

2. Has Contractor, for each Project for which it intends to submit a bid, performed the specific project task for one or more telecommunications or cable system operator(s), since **September 1, 2014** continuously? Yes No

Contractor shall provide documentation (on separate pages) to substantiate the accuracy of the above questions in order to determine that Contractor has met the above prequalification requirements.

If the answers to both of the above questions are YES, then proceed to complete the following Project Questionnaires for three (3) specific Projects.

B. SPECIFIC PROJECTS QUESTIONNAIRE

Contractor must list three (3) projects completed by contractor that meet the following requirements. **Each project must have a “Yes” response to Question 1 and at least one “Yes” response among Questions 2-4 for that project to be accepted to meet these qualification criteria.**

It is the Contractor’s responsibility to provide the name, phone number, and email address of the contact person knowledgeable of the project, and assure that they are available for a phone interview to verify the information provided herein.

Project #1 _____

- 1. Project budget of \$50,000 or more (original contract amount)..... Yes No
- 2. Project scope was to serve as the residential or commercial service installation contractor for a telecommunications or cable system operator... Yes No
- 3. Project scope was to serve as the residential or commercial service truck roll contractor for a telecommunications or cable system operator..... Yes No
- 4. Project scope was to serve as the network maintenance contractor for a telecommunications or cable system operator Yes No

Location: _____

Owner: _____

Contact: _____

Name	Title	Phone Number	Email Address
------	-------	--------------	---------------

General description of project, scope of work performed: _____

Total value of the project (including change orders): _____

Names of Project Manager and Superintendent _____

Supplemental pertinent information (if any): _____

Project #2 _____

- 1. Project budget of \$50,000 or more (original contract amount)..... Yes No
- 2. Project scope was to serve as the residential or commercial service installation contractor for a telecommunications or cable system operator... Yes No
- 3. Project scope was to serve as the residential or commercial service truck roll contractor for a telecommunications or cable system operator..... Yes No
- 4. Project scope was to serve as the network maintenance contractor for a telecommunications or cable system operator Yes No

Location: _____

Owner: _____

Contact: _____

Name	Title	Phone Number	Email Address
------	-------	--------------	---------------

General description of project, scope of work performed: _____

Total value of the project (including change orders): _____

Names of Project Manager and Superintendent _____

Supplemental pertinent information (if any): _____

Project #3 _____

- 1. Project budget of \$50,000 or more (original contract amount)..... Yes No
- 2. Project scope was to serve as the residential or commercial service installation contractor for a telecommunications or cable system operator... Yes No
- 3. Project scope was to serve as the residential or commercial service truck roll contractor for a telecommunications or cable system operator..... Yes No
- 4. Project scope was to serve as the network maintenance contractor for a telecommunications or cable system operator Yes No

Location: _____

Owner: _____

Contact: _____

Name	Title	Phone Number	Email Address
------	-------	--------------	---------------

General description of project, scope of work performed: _____

Total value of the project (including change orders): _____

Names of Project Manager and Superintendent _____

Supplemental pertinent information (if any): _____

* * * * *

I, the undersigned, certify and declare that I have read all the foregoing answers to this prequalification questionnaire and know their contents. The matters stated in the questionnaire answers are true of my own knowledge and belief, except as to those matters stated on information and belief, and as to those matters I believe them to be true. I declare under penalty of perjury under the laws of the State of California, that the foregoing is correct.

Dated: _____

(Name)

A LIST OF THE SCORABLE QUESTIONS AND THE SCORING INSTRUCTIONS

A LIST OF THE SCORABLE QUESTIONS AND THE SCORING INSTRUCTIONS

The scorable questions arise in three different areas:

- (I) History of the business and organizational performance;
- (II) Compliance with occupational safety and health laws, workers' compensation and other labor legislation; and
- (III) Proposed approach.

The interview questions (interviews by the public agency of project managers on projects completed recently by the contractor) are included in group III. In a pre-qualification procedure for a single project, this last category would also include a scoring of the number of recently completed projects that are similar to the project on which pre-qualification is at issue. However, scoring linked to the similarity of past projects would **probably not be possible or useful** if the public agency as part of a procedure to pre-qualify contractors for an extended period.

Note: Not all questions in the questionnaire are scorable; some questions simply ask for information about the contractor firm's structure, officers and history. This document includes only those questions that are "scorable." The question numbers in this document are the numbers used in the questionnaire. Thus, the questions included here begin with question number 6, and there are a few breaks in the numerical sequence.

The Scores Needed for Prequalification

To prequalify, a contractor would be required to have a passing grade within each of the three large categories referred to above.

For Part I, "History of the business and organizational performance," a passing score is **42** on this portion of the questionnaire (of a maximum score of 61 on this portion of the questionnaire).

For Part II, Compliance with occupational safety and health laws, workers' compensation and other labor legislation a passing score is **25** on this portion of the questionnaire (of a maximum score of 37 points on this portion of the questionnaire).

For Part III, Proposed approach, a passing score is **21** on this portion of the questionnaire (of a maximum score of 33 points on this portion of the questionnaire).

Part I - Questions about History of the Business and Organizational Performance
(13 questions)

1. How many years has your organization been in business in California as a contractor under your present business name and license number? _____ years

3 years or more = 2 points
4 years = 3 points
5 years = 4 points
6 years or more = 5 points

2. Is your firm currently the debtor in a bankruptcy case?
 Yes No

“No” = 3 points“ “Yes” = 0 points

3. Was your firm in bankruptcy any time during the last five years? (This question refers only to a bankruptcy action that was not described in answer to question 7, above).
 Yes No

“No” = 3 points“ “Yes” = 0 points

4. Has any CSLB license held by your firm or its Responsible Managing Employee (RME) or Responsible Managing Officer (RMO) been suspended within the last five years?
 Yes No

No = 5 points Yes = 0 points

5. At any time in the last five years, has your firm been assessed and paid liquidated damages after completion of a project, under a construction contract with either a public or private owner?
 Yes No

No projects with liquidated damages of more than \$50,000, or one project with liquidated damages = 5 points.

Two projects with liquidated damages of more than \$50,000 = 3 points

Any other answer: no points

6. In the last five years has your firm, or any firm with which any of your company’s owners, officers or partners was associated, been debarred, disqualified, removed or otherwise prevented from bidding on, or completing, any government agency or public works project for any reason?

NOTE: “Associated with” refers to another construction firm in which an owner, partner or officer of your firm held a similar position, and which is listed in response to question 1c or 1d on this form.

Yes No

No = 5 points Yes = 0 points

* * * * *

NOTE: The following two questions refer only to disputes between your firm and the owner of a project. You need not include information about disputes between your firm and a supplier, another contractor, or subcontractor. You need not include information about “pass-through” disputes in which the actual dispute is between a sub-contractor and a project owner. Also, you may omit reference to all disputes about amounts of less than \$50,000.

7. In the past five years, has any claim **against** your firm concerning your firm’s work on a similar project, been **filed in court or arbitration**?

Yes No

If the firm’s average gross revenue for the last three years was less than \$50 million, scoring is as follows:

5 points for either “No” or “Yes” indicating 1 such instance.

3 points for “Yes” indicating 2 such instances.

0 points for “Yes” if more than 2 such instances.

If your firm’s average gross revenue for the last three years was more than \$50 million, scoring is as follows:

5 points for either “No” or “Yes” indicating 1, 2, or 3 such instances.

3 points for “Yes” indicating either 4 or 5 such instances.

0 points for “Yes” if more than 5 such instances.

8. In the past five years, has your firm made any claim against a project owner concerning work on a project or payment for a contract, and **filed that claim in court or arbitration**?

Yes No

If your firm’s average gross revenues for the last three years was less than \$50 million scoring is as follows:

5 points for either “No” or “Yes” indicating 1 such instance.

3 points for “Yes” indicating 2 such instances.

0 points for “Yes” if more than 2 such instances.

If your firm's average gross revenues for the last three years was more than \$50 million, scoring is as follows:

5 points for either "No" or "Yes" indicating 1, 2, or 3 such instances.

3 points for "Yes" indicating either 4 or 5 such instances.

0 points for "Yes" if more than 5 such instances.

9. At any time during the past five years, has any surety company made any payments on your firm's behalf as a result of a default, to satisfy any claims made against a performance or payment bond issued on your firm's behalf in connection with a construction project, either public or private?

Yes No

5 points for either "No" or "Yes" indicating 1 such claim.

3 points for "Yes" indicating no more than 2 such claims

Subtract five points for "Yes" if more than 2 such claims

10. In the last five years, has any insurance carrier, for any form of insurance, refused to renew the insurance policy for your firm?

Yes No

5 points for either "No" or "Yes" indicating 1 such instance.

3 points for "Yes" indicating 2 such instances.

0 points for "Yes" or if more than 2 such instances.

11. Has your firm, or any of its owners, officers, or partners ever been found liable in a civil suit, or found guilty in a criminal action, for making any false claim or material misrepresentation to any public agency or entity?

Yes No

No = 5 points Yes = subtract 5 points

12. Has your firm, or any of its owners, officers or partners ever been convicted of a crime involving any federal, state, or local law related to construction?

Yes No

No = 5 points Yes = subtract 5 points

13. Has your firm or any of its owners, officers or partners ever been convicted of a federal or state crime of fraud, theft, or any other act of dishonesty?

Yes No

No = 5 points Yes = subtract 5 points

**Part II - Questions about compliance with safety, workers compensation,
and prevailing wage laws.**

(8 questions)

1. Has CAL OSHA cited and assessed penalties against your firm for any “serious,” “willful” or “repeat” violations of its safety or health regulations in the past five years?

Note: If you have filed an appeal of a citation and the Occupational Safety and Health Appeals Board has not yet ruled on your appeal, you need not include information about it.

Yes No

If the firm’s average gross revenues for the last three years was less than \$50 million, scoring is as follows:

5 points for either “No” or “Yes” indicating 1 such instance.

3 points for “Yes” indicating 2 such instances.

0 points for “Yes” if more than 2 such instances.

If the firm’s average gross revenues for the last three years was more than \$50 million, scoring is as follows:

5 points for either “No” or “Yes” indicating 1, 2, or 3 such instances.

3 points for “Yes” indicating either 4 or 5 such instances.

0 points for “Yes” if more than 5 such instances.

2. Has the federal Occupational Safety and Health Administration cited and assessed penalties against your firm in the past five years?

Note: If you have filed an appeal of a citation and the appropriate appeals Board has not yet ruled on your appeal, you need not include information about it.

Yes No

If yes, attach a separate signed page describing each citation.

If the firm’s average gross revenues for the last three years was less than \$50 million, scoring is as follows:

5 points for either “No” or “Yes” indicating 1 such instance.

3 points for “Yes” indicating 2 such instances.

0 points for “Yes” or if more than 2 such instances.

If the firm’s average gross revenues for the last three years was more than \$50 million, scoring is as follows:

5 points for either “No” or “Yes” indicating 1, 2, or 3 such instances.

3 points for “Yes” indicating either 4 or 5 such instances.

0 points for “Yes” if more than 5 such instances.

3. Has the EPA or any Air Quality Management District or any Regional Water Quality Control Board cited and assessed penalties against either your firm or the owner of a project on which your firm was the contractor, in the past five years?
NOTE: If you have filed an appeal of a citation and the Appeals Board has not yet ruled on your appeal, or if there is a court appeal pending, you need not include information about the citation.
 Yes No

If the firm's average gross revenues for the last three years was less than \$50 million, scoring is as follows:

*5 points for either "No" or "Yes" indicating 1 such instance.
 3 points for "Yes" indicating 2 such instances.
 0 points for "Yes" or if more than 2 such instances.*

If the firm's average gross revenues for the last three years was more than \$50 million, scoring is as follows:

*5 points for either "No" or "Yes" indicating 1, 2, or 3 such instances.
 3 points for "Yes" indicating either 4 or 5 such instances.
 0 points for "Yes" if more than 5 such instances.*

4. How often do you require documented safety meetings to be held for field technician employees and field supervisors during the course of a project?

*3 points for an answer of once each week or more often.
 0 points for any other answer*

5. List your firm's Experience Modification Rate (EMR) (California workers' compensation insurance) for each of the past three premium years:
NOTE: An Experience Modification Rate is issued to your firm annually by your workers' compensation insurance carrier.

Current year: _____

Previous year: _____

Year prior to previous year: _____

If your EMR for any of these three years is or was 1.00 or higher, you may, if you wish, attach a letter of explanation.

NOTE: An Experience Modification Rate is issued to your firm annually by your workers' compensation insurance carrier.

*5 points for three-year average EMR of .95 or less
 3 points for three-year average of EMR of more than .95 but no more than 1.00*

0 points for any other EMR

6. Within the last five years, has there ever been a period when your firm had employees but was without workers' compensation insurance or state-approved self-insurance?
 Yes No

*5 points for either "No" or "Yes" indicating 1 such instance.
0 points for any other answer.*

7. Has there been more than one occasion during the last five years on which your firm was required to pay either back wages or penalties for your own firm's failure to comply with the **state's** prevailing wage laws?
 Yes No

NOTE: This question refers only to your own firm's violation of prevailing wage laws, not to violations of the prevailing wage laws by a subcontractor.

If your firm's average gross revenues for the last three years was less than \$50 million, scoring is as follows:

*5 points for either "No," or "Yes" indicating either 1 or 2 such instance.
3 points for "Yes" indicating 3 such instances.
0 points for "Yes" and more than 3 such instances.*

If your firm's average gross revenues for the last three years was more than \$50 million, scoring is as follows:

*5 points for either "No" or "Yes" indicating no more than 4 such instances.
3 points for "Yes" indicating either 5 or 6 such instances.
0 points for "Yes" and more than 6 such instances.*

8. During the last five years, has there been more than one occasion on which your own firm has been penalized or required to pay back wages for failure to comply with the **federal** Davis-Bacon prevailing wage requirements?
 Yes No

If your firm's average gross revenues for the last three years was less than \$50 million, scoring is as follows:

*5 points for either "No," or "Yes" indicating either 1 or 2 such instance.
3 points for "Yes" indicating 3 such instances.
0 points for "Yes" and more than 3 such instances.*

If your firm's average gross revenues for the last three years was more than \$50 million, scoring is as follows:

*5 points for either "No" or "Yes" indicating no more than 4 such instances.
3 points for "Yes" indicating either 5 or 6 such instances.
0 points for "Yes" and more than 6 such instances.*

Part III – Proposed Approach
(6 questions)

1. Will each organization, whether primary or subcontractor entity, performing project tasks possess either a current California Contractors License (Class A for public right of way tasks) OR a Class C-7 or C-10 for premises-based tasks)?

Yes No

“No” = 0 points“ “Yes” = 10 points

2. Would your organization locate an operations office/yard within the city limits of Beverly Hills?

Yes No

“No” = 0 points“ “Yes” = 5 points

3. Would your organization enter into a Service Level Agreement with the City with respect to response timeframes to both service calls and network outages?

Yes No

“No” = 0 points“ “Yes” = 5 points

4. What percent of your Technicians assigned to this project would be existing staff versus new hires? _____ %

5 points for 75-100%
4 points for 50-75%
3 points for 25-50%
0 points for less than 25%

5. Has your firm used tablet-based work order management software to manage work orders in the field?

Yes No

“No” = 0 points“ “Yes” = 3 points

6. Does your firm staff a position that conducts field inspections to perform quality control checks in the field or both in-house and subcontractor jobs?

Yes No

“No” = 0 points“ “Yes” = 5 points