

BIDDER SIGNATURE PAGE

Rev. 9/20/05

1. If doing business under a trade name, partnership or a sole proprietorship, you must submit the bid under exact title of the trade name, partnership, or proprietorship, and the bid must be signed by either the owner or a partner and witnessed by a notary public.
2. If a Corporation, the bid must be signed by the President or Vice President and witnessed by Corporate Secretary, (Corporate title must be exact) and affix corporate seal.
3. Other persons authorized by Corporate Resolution to execute agreements in its behalf may also sign the bid documents (pages).
4. The Person who signs this bid form must also sign the Non-Collusion Affidavit.
5. You cannot witness your own signature.

Johnston Communications
NAME OF BIDDER

36 Commerce St., Springfield NJ
ADDRESS OF BIDDER
07081

[Signature]
SIGNATURE
CORPORATE SECRETARY

TELEPHONE: 201-991-7400

FAX: 201-428-2019

EMAIL: StevenM@JCTNJ.com

BY: [Signature]
SIGNATURE

2/25/21
DATE

Steven Mullen, President
PRINT OR TYPE NAME AND TITLE

AFFIX CORPORATE SEAL

JESSICA LANDI [Signature]
NOTARY PUBLIC OF NEW JERSEY
Comm. # 2412417
My Commission Expires 01/18/2021

WARNING: FAILURE TO FULLY, ACCURATELY, AND COMPLETELY SUPPLY THE INFORMATION REQUESTED ON THIS PAGE MAY RESULT IN THE REJECTION OF YOUR BID AS NON-RESPONSIVE

SECTION 2 – COOPERATIVE MEMBERS

ITEM#

1a- Estimated Regular Work Hours For **Journeyman** – 24 months \$ 140
Hourly Rate

1b- CISCO PARTS
(\$ 10,000 x 35 %)
DISCOUNT

1c- BELDEN PARTS
11 %)
DISCOUNT

1d- EXTREME NETWORK PARTS
38 %)
DISCOUNT

1e- HP/ARUBA PARTS
34 %)
DISCOUNT

1f- PALO ALTO PARTS
20 %)
DISCOUNT

1g- SONICWALL PARTS
10 %)
DISCOUNT

1h- OTHER PARTS
10 %)
MARK-UP*

*** IN THE BEST INTERESTS OF THE MEMBERS
NO MARK-UP SHALL BE ACCEPTED OVER 15%**

OPTION

A	SMARTNET MAINTENANCE-1 YEAR	\$ <u>42,500.00</u>
B	SMARTNET MAINTENANCE-2 YEAR	\$ <u>85,000.00</u>

NAME OF BIDDER: Johnston Communications

Union County Cooperative Pricing System Extension Form

BIDDERS MUST CHECK & INITIAL WHERE INDICATED ONE OF THE FOLLOWING SELECTIONS:

Check Here and initial if **WILLING** to provide the goods and services herein bid upon to registered members of the County of Union Cooperative Pricing System (State of New Jersey Identifier #: 8-UCCP) who have submitted estimates, without substitution or deviation from specifications, size, features, quality, price or availability as herein set forth. It is understood that orders will be placed directly by the registered member identified herein by separate contracts, subject to the overall terms of the master contract to be awarded by the County of Union, and that no additional service or delivery charges will be allowed except as permitted by these specifications.

Check Here and initial if **NOT WILLING** to extend prices to registered members of the County of Union Cooperative Pricing System (State of New Jersey Identifier #: 8-UCCP) who have submitted estimates as described above. It is understood that this will not adversely affect consideration of this bid with respect to the needs of County of Union.

In the event that the lowest responsible bidder, in the bid document, declines to extend prices to the registered members who submitted estimates the following procedure will be followed as required by N.J.A.C. 5:34-7.10(a)(2): The contract for the needs of the lead agency will be awarded to the lowest responsible bidder, and a master contract for the registered members who have submitted estimates will be awarded to the next lowest bidder whose bid agrees to extend.

Bid prices may be extended to registered members who have not submitted estimates prior to the advertisement for bids with the written approval of the lead agency and the contractor.

S.M.

Initial

NAME OF BIDDER: Johnston Communications

REFERENCES

Provide a minimum of three (3) references of government or private entities similar in size and scope to Union County.

1. Name and Address: Hudson County
257 Cornelison Ave.
Jersey City, NJ 07302

Contact Name: Sean O'Connor

Phone Number: _____

Length of Time: 15 years

2. Name and Address: Kean University
1000 Morris Ave.
Union, NJ 07083

Contact Name: Joseph Marinello

Phone Number: 908-737-6116

Length of Time: 20 years

3. Name and Address: Passaic County
401 Grand Street
Paterson, NJ 07505

Contact Name: Anthony DeNova

Phone Number: 973-881-4405

Length of Time: 15 years

NAME OF BIDDER: Johnston Communications

LICENSES

Provide copy of State of New Jersey Electrical Contract License or State of New Jersey Burglar Alarm License and attach to this page.

NAME OF BIDDER: Johnston Communications

**State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs**

THIS IS TO CERTIFY THAT THE
Board of Examiners of Electrical Contractors

HAS LICENSED

JOHN J. SLOAN
147 PAGE AVE
Lyndhurst NJ 07071-2612

FOR PRACTICE IN NEW JERSEY AS A(N): Electrical Contractor

New Jersey Office of the Attorney General
Division of Consumer Affairs
**THIS IS TO CERTIFY THAT THE
Board of Examiners of Electrical Contractors
HAS LICENSED
JOHN J. SLOAN
Electrical Contractor**

SIGNATURE
Pat Carbo
ACTING DIRECTOR

02/18/2021 TO 03/31/2024
VALID

34EI00748100
License/Registration/Certificate #

02/18/2021 TO 03/31/2024
VALID

34EI00748100
LICENSE/REGISTRATION/CERTIFICATION #

[Signature]

Signature of Licensee/Registrant/Certificate Holder

[Signature]

ACTING DIRECTOR

PLEASE DETACH HERE
IF YOUR LICENSE/REGISTRATION/
CERTIFICATE ID CARD IS LOST
PLEASE NOTIFY:
Board of Examiners of Electrical Co
P.O. Box 45006
Newark, NJ 07101

PLEASE DETACH HERE

JOHN J. SLOAN EXPIRATION DATE 2024
YOUR LICENSE/REGISTRATION/CERTIFICATE NUMBER IS **34EI 00748100** . PLEASE USE IT IN ALL
CORRESPONDENCE TO THE DIVISION OF CONSUMER AFFAIRS USE THIS SECTION TO REPORT ADDRESS
CHANGES YOU ARE REQUIRED TO REPORT ANY ADDRESS CHANGES IMMEDIATELY TO THE ADDRESS NOTED
BELOW

Board of Examiners of Electrical Contractors
P.O. Box 45006
Newark, NJ 07101

PRINT YOUR NEW ADDRESS OF RECORD BELOW
YOUR ADDRESS OF RECORD IS THE ADDRESS THAT WILL PRINT ON
YOUR LICENSE/REGISTRATION/CERTIFICATE AND IT MAY BE MADE
AVAILABLE TO THE PUBLIC

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

PRINT YOUR NEW MAILING ADDRESS BELOW
YOUR MAILING ADDRESS IS THE ADDRESS THAT WILL BE USED BY
THE DIVISION OF CONSUMER AFFAIRS TO SEND YOU ALL
CORRESPONDENCE

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

If the law governing your profession requires the current license/registration/certificate to be displayed, it should be within reasonable proximity of your original license/registration/certificate at your principal office or place of business.

THIS DOCUMENT IS PRINTED ON WATERMARKED PAPER WITH A MULTI-COLORED BACKGROUND AND MULTIPLE SECURITY FEATURES. PLEASE VERIFY AUTHENTICITY.

State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs

THIS IS TO CERTIFY THAT THE
Board of Examiners of Electrical Contractors

HAS LICENSED

JOHNSTON G P INC
JOHN J SLOAN
PO Box 390
Kearny NJ 07032

FOR PRACTICE IN NEW JERSEY AS A(N): Electrical Business Permit

New Jersey Office of the Attorney General
Division of Consumer Affairs
THIS IS TO CERTIFY THAT THE
Board of Examiners of Electrical Contractors
HAS LICENSED
JOHNSTON G P INC
Electrical Business Permit

02/24/2021 TO 03/31/2024
VALID

SIGNATURE
John J. Sloan
John J. Sloan
Chair, Board of Examiners

34EB00748100
License/Registration/Certification #

02/24/2021 TO 03/31/2024
VALID

34EB00748100
LICENSE/REGISTRATION/CERTIFICATION #

John J. Sloan
Signature of Licensee/Registrant/Certificate Holder

John J. Sloan
ACTING DIRECTOR

PLEASE DETACH HERE
IF YOUR LICENSE/REGISTRATION/
CERTIFICATE ID CARD IS LOST
PLEASE NOTIFY:
Board of Examiners of Electrical Contractors
P.O. Box 45006
Newark, NJ 07101

PLEASE DETACH HERE

JOHNSTON G P INC
YOUR LICENSE/REGISTRATION/CERTIFICATE NUMBER IS 34EB 00748100 . EXPIRATION DATE 2024
PLEASE USE IT IN ALL
CORRESPONDENCE TO THE DIVISION OF CONSUMER AFFAIRS. USE THIS SECTION TO REPORT ADDRESS
CHANGES. YOU ARE REQUIRED TO REPORT ANY ADDRESS CHANGES IMMEDIATELY TO THE ADDRESS NOTED
BELOW.

Board of Examiners of Electrical Contractors
P.O. Box 45006
Newark, NJ 07101

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YOUR LICENSE/REGISTRATION/CERTIFICATE AND IT MAY BE MADE
AVAILABLE TO THE PUBLIC.

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BUSINESS

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INCLUDE AREA CODE

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YOUR MAILING ADDRESS IS THE ADDRESS THAT WILL BE USED BY
THE DIVISION OF CONSUMER AFFAIRS TO SEND YOU ALL
CORRESPONDENCE.

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

If the law governing your profession requires the current license/registration/certificate to be displayed, it should be within reasonable proximity of your original license/registration/certificate at your principal office or place of business.

CERTIFICATIONS

Provide proof of the following and attach to this page.

- Building Industry Consulting Service International (BICSI) certified Registered Communications Distribution Designer (RCDD) full time employee
- Cisco Premier Partner
- Cisco Certified Engineer
- Manufacturer's Support Letter from Cisco
- Certified Belden Network Partner Alliance Installer
- Certified to sell, install and maintain products for the following manufacturer's: CISCO, AVAYA, BELDEN, EXTREME NETWORK, HP/ARUBA, PALO ALTO, SONICWALL

NAME OF BIDDER: Johnston Communications

Building Industry Consulting Service International

THE PROFESSIONAL DESIGNATION OF

**REGISTERED COMMUNICATIONS
DISTRIBUTION DESIGNER®**

IS AWARDED TO

Frederick V Giglio

by BICSI in recognition of having successfully completed BICSI's registration and examination requirements.

Designation Number: 124808

Registration Start Date: 01-01-2021

Registration End Date: 12-31-2023



Bicsi
RCDD

Since

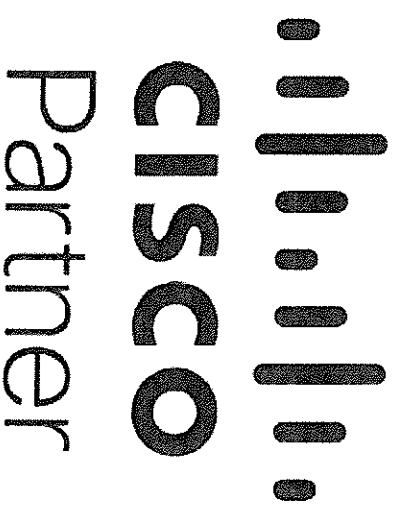
10-23-1999

Todd W. Taylor

Todd W. Taylor, RCDD, NTS, OSP
BICSI President

John H. Daniels

John H. Daniels, CNM, FACHE, FHIMSS
BICSI Executive Director & Chief Executive Officer



**Advanced Collaboration
Architecture Specialized Partner**

Awarded to: JOHNSTON G P INC

Country: USA

Valid Until: March 13, 2022

Validate this certificate by searching company name and location at cisco.com/go/partnerlocator

Registered Partner



cisco

Partner

Awarded to: JOHNSTON G P INC

Country: USA

Valid Until: November 3, 2021

Validate this certificate by searching company name and location at cisco.com/go/partnerlocator

Certificate generated on February 12, 2021

Premier Integrator



Awarded to: JOHNSTON G P INC

cisco

Country: USA

Partner

Valid Until: March 13, 2022

Validate this certificate by searching company name and address at cisco.com/igp/part/verlocator

Certificate Generated on February 12, 2021

**Collaboration SaaS Authorized
Partner**



cisco
Partner

Awarded to: JOHNSTON G P INC

Country: USA

Valid Until: December 17, 2021

Validate this certificate by searching company name and location at cisco.com/go/partnerlocator



Cisco Certifications

Nicholas P Giglio

has successfully completed the Cisco certification exam requirements and is recognized as a

Cisco Certified Network Associate



Date Certified	June 14, 2014
Valid Through	December 30, 2021
Cisco ID No.	CSCO12212747

Validate this certificate's authenticity at
www.cisco.com/go/verifycertificate
Certificate Verification No. 2VVN6KFFGHE41ZCS

© 2021 Cisco and/or its affiliates

A handwritten signature in cursive script that reads "Chuck Robbins".

Chuck Robbins
Chief Executive Officer
Cisco Systems, Inc.



Manufacturer's Authorization Form

Date: February 17, 2021
To: County of Union
Laura Scutari, M.P.A., Director
10 Elizabethtown Plaza
6th Floor
Elizabeth, NJ 07207
USA

Subject: # UCCP23-2021 (Electronic Network Equipment Security and Cabling)

Cisco Systems, Inc., a company duly organized under the laws of the State of Delaware of the United States, having its principal place of business at 170 W. Tasman Drive, San Jose, CA 95134-1706, USA ("Cisco"), who is a provider of networking products and services, hereby confirms that, as of the date of this letter, JCT Solutions dba Johnston Communications ("Reseller") wishes to participate in the Bid or Project stated above and has entered into an Indirect Channel Partner Agreement which entitles Reseller to do the following:

1. resell and/or distribute Cisco products and/or services in USA to end users within that territory;
2. bid, negotiate and conclude a contract with you for the above products/services manufactured or supplied by Cisco. The Reseller is an independent contractor and has no authority to commit and/or bind Cisco or its affiliates in any way.

Cisco will, within the scope of its agreement with its authorized channels, provide support and product warranty services for Cisco products obtained through its authorized channels.

The confirmation provided under this Authorization form shall be accurate as of the date appearing at the top of this letter.

If you need any additional information, please do not hesitate to contact Chandler Watts at chwatts@cisco.com. For more information about Cisco's channel partner program, please visit the following URL: <http://www.cisco.com/web/partners/index.html>.

Duly authorized to sign this authorization form for and on behalf of: **Cisco Systems, Inc.**

A handwritten signature in black ink, appearing to read "Phil Lozano".

Phil Lozano, Director, Finance



Manufacturer's Authorization Form

Date: February 17, 2021
To: County of Union
Laura Scutari, M.P.A., Director
10 Elizabethtown Plaza
6th Floor
Elizabeth, NJ 07207
USA

Subject: # UCCP24-2021 (Telephone/Associated Services Systems, Equipment, Installation, Maintenance)

Cisco Systems, Inc., a company duly organized under the laws of the State of Delaware of the United States, having its principal place of business at 170 W. Tasman Drive, San Jose, CA 95134-1706, USA ("Cisco"), who is a provider of networking products and services, hereby confirms that, as of the date of this letter, JCT Solutions dba Johnston Communications ("Reseller") wishes to participate in the Bid or Project stated above and has entered into an Indirect Channel Partner Agreement which entitles Reseller to do the following:

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2. bid, negotiate and conclude a contract with you for the above products/services manufactured or supplied by Cisco. The Reseller is an independent contractor and has no authority to commit and/or bind Cisco or its affiliates in any way.

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Duly authorized to sign this authorization form for and on behalf of: **Cisco Systems, Inc.**

A handwritten signature in black ink, appearing to read "Phil Lozano".

Phil Lozano, Director, Finance



Partner Certification

Belden hereby confirms that

Johnston Communications

is a Partner Alliance Installer and Integrator Program Member
for 2021.

This certificate confirms that the company may certify Belden Smart Building Networking Systems.

A Belden Certified System is a structured cabling system that has been engineered, designed and installed by the Belden Certified Partner in accordance with all applicable Belden guidelines. Belden Certified Networking Systems receive an extended component warranty and application assurance.





12 February 2021

TO: County of Union

Attention of: Laura Scutari
10 Elizabethtown Plaza
Elizabeth, NJ,
US - 07202

RE: Johnston GP., Inc
322 Belleville Turnpike, ,
North Arlington, New Jersey,
United States - 07031

Link ID: 362185

Avaya Inc. ("Avaya") is pleased to confirm that Johnston GP., Inc is an authorized Reseller in good standing of Avaya products and solutions at the Sapphire level.

As an Avaya-authorized partner at the Sapphire level, Johnston GP., Inc is authorized to resell, and to offer design services and Avaya support for the following business systems and associated peripheral equipment to end-user companies:

Salesforce Connector, Meridian 1, Media Processing Server (MPS) 1000.

Plus, Johnston GP., Inc is authorized to provide installation and maintenance services, either directly or in partnership with Avaya, for the following:

Installation: Avaya IX Messaging, Meridian 1, Avaya Aura CM, CM Messaging, Avaya IP Office Platform, CallPilot, Communication Server 1000 for Avaya Aura, Application Enablement Services (AES), Avaya UC Soft Clients, Avaya Aura Session/System Manager, Avaya Modular Messaging, Avaya Session Border Controller Enterprise, Avaya Scopia Solution, Avaya Aura Messaging, Avaya Video Conferencing Endpoints, Avaya Breeze, Avaya IP Office Contact Center, Avaya Aura Presence Services, Avaya Solutions Platform

Maintenance: Avaya IX Messaging, Application Enablement Services (AES), Avaya IP Office Platform, Avaya Aura CM, CM Messaging, Avaya Aura Session/System Manager, CallPilot, Communication Server 1000 for Avaya Aura, Meridian 1, Avaya Aura Messaging, Avaya UC Soft Clients, Avaya Equinox Solution, Avaya Session Border Controller Enterprise, Avaya Scopia

Solution, Foundation Suite, Mobility Suite, Collaboration Suite, Avaya Video Conferencing Endpoints, Avaya Breeze, Avaya IP Office Contact Center, Avaya Aura Power Suite, Avaya Aura Core Suite, Avaya Aura Presence Services, Avaya Solutions Platform

As an Avaya-authorized partner, Johnston GP., Inc is approved to provide the following for Avaya products:

- Procure product and services from Avaya or Distributors (as approved) for resale to end users;
- Extend Avaya software licenses and factory warranties to end users;
- Obtain technical support services from Avaya;
- Obtain and license Avaya software upgrades to end users;
- Access Avaya engineering, system configuration, pricing tools, and training courses (sales, technical, installation, and maintenance); and
- Participate in Avaya-sponsored marketing programs and product events.

Thank you for your confidence in Avaya and your choice of an Avaya-authorized reseller.

Regards,

Avaya Worldwide Channel Team



ADVANCE WITH US

GOLD PARTNER

FY 21

Johnston Communications

VALID FROM FEBRUARY 1, 2021 TO JULY 31, 2021

N. Vianden

NATALIA VIANDEN, DIRECTOR, GLOBAL CHANNEL PROGRAMS



**Hewlett Packard
Enterprise**

Hewlett Packard Enterprise Company
6280 America Center Drive
San Jose, CA , 95002
U.S.A.

aruba

a Hewlett Packard
Enterprise company

February 19, 2021

JOHNSTON GP INC
322 BELLEVILLE TPKE
NORTH ARLINGTON, NJ, 07031-6411
U.S.A.
HPE Partner Agreement #: US-604968

To whom it may concern:

JOHNSTON GP INC is an HP Enterprise / Aruba Authorized Partner in the US, which includes access to all commercial products and the services associated with them – not requiring additional authorization and includes all Open products from an authorized HPE US Commercial Distributor, for resale to end user customers in the USA.

HPE Point of Contacts for Partner Authorization verification are listed below:
Support Team: AMSpartersupport@hpe.com / 1-888-629-6914

Customers can also locate or confirm partners through the HPE Partner Locator at <http://findapartner.hpe.com/>

Sincerely,

Shelly D. Deal
AMS Lead, PFS BRM Global Partner Contracts
Sales Operations



February 19th, 2021

To Whom It May Concern:

On behalf of the Global NextWave Partner Programs team at Palo Alto Networks, this is to inform you of the partnership between Palo Alto Networks, Inc. and:

G P Johnston Inc
322 Belleville Tpke
North Arlington, NJ, 07031-6411
United States

At the time of this communication, **G P Johnston Inc** is classified as **Innovator** level partner in the Palo Alto Networks NextWave Partner Program and is an Authorized Reseller in good standing.

Thank you,

A handwritten signature in black ink, appearing to read 'Karl Soderlund', written in a cursive style.

Karl Soderlund
SVP, Worldwide Channels
Palo Alto Networks



February 19, 2021

Evan Gottlieb
Johnston Communications Inc.
P.O. Box 390
Carney, New Jersey
07032
evang@johnstoncom.com

Re: Letter of Authorization

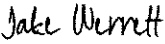
To Whom It May Concern,

SonicWall Inc. and its affiliates ("SonicWall"), with offices located at 1033 McCarthy Blvd, Milpitas California, hereby declares that Johnston Communications Inc. ("Reseller", together with SonicWall the "parties") is currently participating in the SonicWall SecureFirst Partner Program and is authorized to sell and distribute products offered by SonicWall on a non-exclusive basis.

Please note that this information represents our knowledge as of the date of this letter and is subject to the terms and conditions of the parties' agreement. Accordingly, the information in this document must not be interpreted or construed as a commitment, amendment to the parties' agreement, or exclusivity.

SonicWall assumes no liability whatsoever and makes no representations or warranties with respect to the accuracy or completeness of information in this letter. This letter shall not expand, replace, or create any agreement between the parties referenced herein. SonicWall products are subject to certain warranty terms, which may be updated from time to time and may be found at www.sonicwall.com/legal.

If you have any questions or need further information, please contact Paul Edwards at paedwards@sonicwall.com.

DocuSigned by:

3CC7B28E1571481
Signature
Name: Jake werrett
Title: Assistant General Counsel
Date: 2/19/2021

WARRANTY

Attach or provide description on all warranties to this page.

All new system installations include 1 year maintenance on parts and labor.

NAME OF BIDDER: Johnston Communications