

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

[Signature]  
SIGNATURE  
CORPORATE SECRETARY

36 Commerce St.  
ADDRESS OF BIDDER

Springfield, NJ 07081

Timothy Sarno, CFO  
PRINT NAME AND TITLE  
CORPORATE SECRETARY

TELEPHONE: 201-991-7400

FAX: 201-428-2019

EMAIL: StevenM@JCTNS.com

JESSICA LANDI Jessica Landi  
NOTARY PUBLIC OF NEW JERSEY  
Comm. # 2412417  
My Commission Expires 9/16/2021

BY: [Signature]  
SIGNATURE

3/8/2021  
DATE

AFFIX CORPORATE SEAL

Steven Mullen  
PRINT OR TYPE NAME AND TITLE

**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 \$ 135  
Hourly Rate

1b- AVAYA PARTS  
44 %)  
DISCOUNT

1c- ARECONT PARTS  
15 %)  
DISCOUNT

1d- BELDEN PARTS  
11 %)  
DISCOUNT

1e- BOGEN PARTS  
15 %)  
DISCOUNT

1f- EXACQ PARTS  
15 %)  
DISCOUNT

1g- KABA/KEYSCAN PARTS  
15 %)  
DISCOUNT

1h- MILESTONE PARTS  
15 %)  
DISCOUNT

1i- ONSSI PARTS  
15 %)  
DISCOUNT

NAME OF BIDDER: Johnston Communications

**SECTION 2 – COOPERATIVE MEMBERS -continued**

<u>ITEM#</u>	<u>SUB-TOTAL</u>
1j- PANASONIC PARTS $\frac{15}{\text{DISCOUNT}}$ %)	
1k- SAMSUNG PARTS $\frac{15}{\text{DISCOUNT}}$ %)	
1l- SIELOX PARTS $\frac{15}{\text{DISCOUNT}}$ %)	
1m- VALCOM PARTS $\frac{15}{\text{DISCOUNT}}$ %)	
1n- MOTOROLA PARTS $\frac{6}{\text{DISCOUNT}}$ %)	
1o- SALTO PARTS $\frac{15}{\text{DISCOUNT}}$ %)	
1p- CRESTRON PARTS $\frac{15}{\text{DISCOUNT}}$ %)	
1q- DSC PARTS $\frac{15}{\text{DISCOUNT}}$ %)	

NAME OF BIDDER: Johnston Communications

**SECTION 2 – COOPERATIVE MEMBERS -continued**

1r- OTHER PARTS

10 %)  
MARK-UP\*

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

OPTION

A	MAINTENANCE-1 YEAR	\$ <u>149,160.70</u>
B	MAINTENACE-2 YEAR	\$ <u>298,321.40</u>

**Union County Cooperative Pricing System Extension Form**

BIDDERS MUST CHECK & INTITAL 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 Page 1 of 3

Provide a minimum of three (3) references of correctional facilities.

1. Name and Address: Hudson County Correctional Center  
30-35 South Hackensack Ave.  
Kearny, NJ 07032

Contact Name: Warden Ronald Edwards

Phone Number: 201-395-5600

Length of Time: 10 years

2. Name and Address: Monmouth County Correctinal Institution  
1 Waterworks Road  
Freehold, NJ 07728

Contact Name: Undersheriff Robert Dawson

Phone Number: 732-431-6400

Length of Time: 10 years

3. Name and Address: Bergen County Juvenile Detention Center  
200 North Street  
Teterboro, NJ 07608

Contact Name: Cesar Guerra

Phone Number: 201-370-5735

Length of Time: 5 + years

NAME OF BIDDER: Johnston Communications

REFERENCES Page 2 of 3

Provide a minimum of three (3) references of Utility Generating Stations.

1. Name and Address: Essex Gen  
155 Raymond Blvd  
Newark, NJ 07105  
  
  
Contact Name: Tim Weeks  
Phone Number: 973-430-5151  
Length of Time: 30 years

2. Name and Address: Bergen Gen  
1 Victoria Terrace  
Ridgefield, NJ 07657  
  
  
Contact Name: Alan Marsh  
Phone Number: 609-254-7897  
Length of Time: 30 years

3. Name and Address: Linden Gen  
4001 Southwood Ave.  
Linden, NJ 07036  
  
  
Contact Name: Alan Marsh  
Phone Number: 609-254-7897  
Length of Time: 30 years

NAME OF BIDDER: Johnston Communications

REFERENCES Page 3 of 3

Provide a minimum of three (3) references of K-12 School Districts.

1. Name and Address: Kearny Board of Education  
172 Midland Ave.  
Kearny, NJ 07032

Contact Name: Marc Bruscano

Phone Number: 201-955-5116

Length of Time: 10 years

2. Name and Address: Cedar Grove Board of Education  
520 Pompton Ave.  
Cedar Grove, NJ 07009

Contact Name: Michael Devita

Phone Number: 973-868-2623

Length of Time: 5 years

3. Name and Address: Union County Vocational-Technical School  
1776 Raritan Road  
Scotch Plains, NJ 07076

Contact Name: Janet Behrmann

Phone Number: 908-889-8288

Length of Time: 10 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  
*[Signature]*  
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 FULL COLORED BACKGROUND AND MULTIPLE SECURITY FEATURES TO ENHANCE ITS AUTHENTICITY.

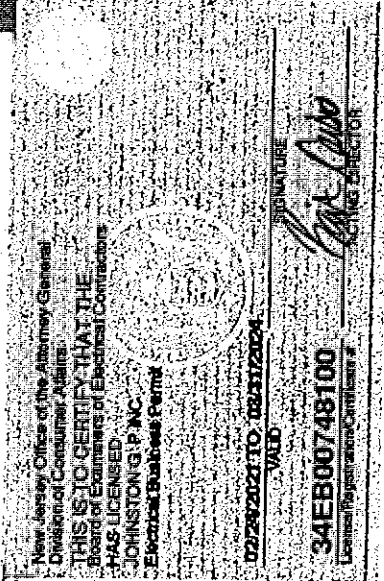
State Of New Jersey  
New Jersey Office of the Attorney General  
Division of Consumer Affairs

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



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

34EB00748100  
LICENSE/REGISTRATION/CERTIFICATION #

*Signature of Licensee/Registrant/Certificate Holder*  
Signature of Licensee/Registrant/Certificate Holder

*Signature of Acting Director*  
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 45005  
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 45005  
Newark, NJ 07101

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

HOME   
BUSINESS

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TELEPHONE  
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CORRESPONDENCE.

HOME   
BUSINESS

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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.

- BICSI certified RCDD full time employee
- Avaya Diamond Level Partner
- Avaya Co-Delivery Partner
- Manufacturer's Support Letter from Avaya
- Certified Belden Network Partner Alliance Installer
- Certified to sell, install and maintain products for the following manufacturer's: Avaya, Arecont, Belden, Bogen, Exacq, Kaba/Keyscan, Milestone, Onssi, Panasonic, Samsung, Sielox, Valcom, Motorola, Salto, Crestron, DSC

NAME OF BIDDER: Johnston Communications

**Jessica Landi**

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**From:** Sollo, Florence (Florence) <fsollo@avaya.com>  
**Sent:** Tuesday, March 2, 2021 1:51 PM  
**To:** Steven Mullen  
**Cc:** Garvey, Matthew (Matthew)  
**Subject:** Medal Level Status

Steve,

As a follow-up to our review of you medal status I validated that Johnston GP/ JCT Solutions is currently a Sapphire Partner with Avaya. From a credentials perspective, in terms of your teams ability to support end user customers you do hold the required credentials to be Diamond. This includes (4) unique sales credentials as well as (1) unique design credential.

Please advise if you require additional details.

Thank You  
Flo



Florence Sollo  
Regional Channel Leader-East & Central  
Avaya  
908 953 2250 Follow me! @fsollo  
[fsollo@avaya.com](mailto:fsollo@avaya.com) | [avaya.com](http://avaya.com)



*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



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

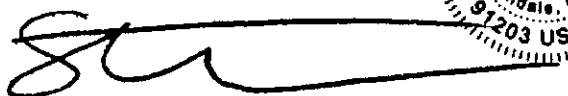
February 17, 2021

To whom it may concern,

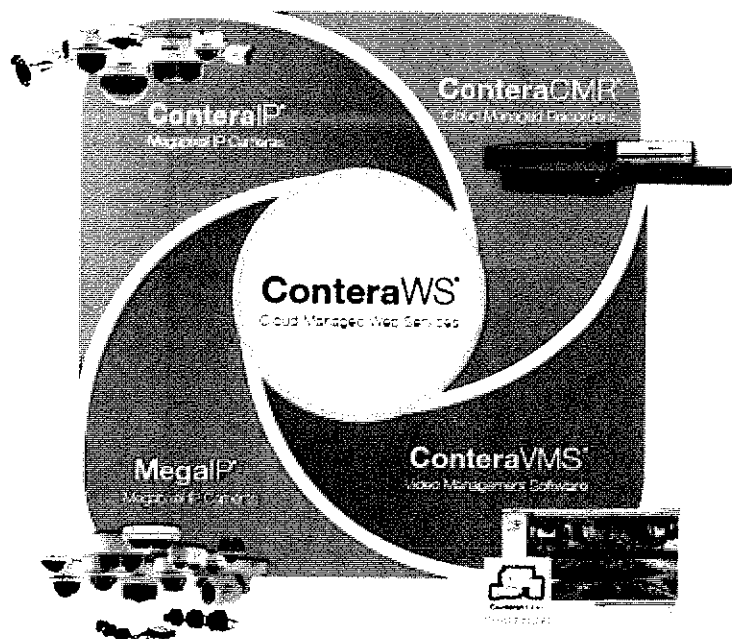
This letter is to inform you that JCT Solutions is currently an Authorized Reseller of Arecont Vision Costar (AV Costar) MegaPixel Cameras, Video Management Systems, Network Video Recorders and all associated products. JCT Solutions is authorized to sell, install, service, and handle warranty claims that may arise from their customers.

If there are any questions concerning this matter, please do not hesitate to contact me. This authorization is always contingent upon compliance with current Reseller Agreement and Minimum Advertising Price policy.

Sincerely,



Steve Issa  
Inside Sales Manager  
Arecont Vision Costar  
t: +1.818.937.0700  
[sissa@arecontvision.com](mailto:sissa@arecontvision.com)  
[www.arecontvision.com](http://www.arecontvision.com)







## Partner Certification

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Belden hereby confirms that

## Johnston Communications

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

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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.*



**BOGEN<sup>®</sup>**  
**COMMUNICATIONS, INC.**

February 12, 2021

Re: JCT Solutions

To Whom It May Concern:

Please accept this letter as assurance and confirmation that JCT Solutions, has attended Bogen BICSI Certified ACE (Audio Communications Educations) classes and has been trained on the features and functions of Bogen General Line products. This includes our General Line PA/paging amplifiers, mixers, and speakers as well as the Bogen-Apogee Pro-Audio line of products.

If you have any further concerns regarding this matter, please feel free to contact me directly.

Best regards,

*Thomas Flannery*

Thomas Flannery  
New York District Sales Manager  
Bogen Communications, INC.  
866-934-7206  
[tflannery@bogen.com](mailto:tflannery@bogen.com)

February 15th, 2021

Ref: JCT Solutions/Johnston Communications  
36 Commerce Street  
Springfield, NJ 07081

To Whom It May Concern;

JCT Solutions/Johnston Communications is an Elite dealer for Exacq Technologies, Inc. and is authorized to sell, install, and service the full line of Exacq Technologies software and hardware products. They have received and maintained all factory trained certifications. All Exacq Technologies hardware products sold by this company include a three year factory warranty.

Regards,

Jon Stewart  
Regional Sales Manager  
Exacq Technologies, Inc.  
11955 Exit Five Parkway  
Fishers, IN 46037 US  
[Jon.Stewart@jci.com](mailto:Jon.Stewart@jci.com)  
Direct: 973-640-0225



February, 17, 2021

## Authorized Reseller

Effective: January 2021

To whom it may concern:

This letter is to certify that JCT Solutions is an authorized reseller, install and service dormakaba products, including Kaba, Keyscan and RCI products.

**JCT Solutions**

36 Commerce Street

Springfield, NJ 07081

Office: (201) 991-7400

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

If you have any questions, please do not hesitate to contact me.

Best regards

*Joseph T. Hooper*

Joseph Hooper

Regional Sales Manager, EAD Eastern US Region.

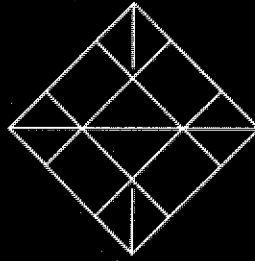
Dormakaba Group

6161 E 75th Street

Indianapolis, IN 46250

M: (603) 715-4244

[joseph.hooper@dormakaba.com](mailto:joseph.hooper@dormakaba.com)



# SILVER CHANNEL PARTNER

JOHNSTON COMMUNICATIONS  
NORTH ARLINGTON, NJ

2021



**Tim Palmquist**  
Vice President Americas, Sales

**Milestone Silver reseller**

Silver partner status is the entry level of the Milestone partner program. Silver partners can sell Milestone products that serve basic to mid-size security installations.



February 12, 2021

Reference: Qognify Channel Partner 2021 Verification

Dealer: JCT Solutions  
36 Commerce Street  
Springfield, NJ 07081

To Whom It May Concern:

This letter confirms that JCT Solutions is our valued reseller, a 2021 Qognify Channel Partner and authorized to sell Ocularis Video Management Software and its related products to end users.

Please call Qognify Sales at 845-201-5600 if you need further assistance.

Best,

A handwritten signature in black ink, appearing to read 'Leslie Belen'.

Leslie Belen  
Inside Sales Manager, VMS – Americas  
Qognify Inc.



February 17, 2021

Union County New Jersey  
Laura Scutari, M.P.A., Director  
[lscutari@ucnj.org](mailto:lscutari@ucnj.org)  
908-527-4130  
10 Elizabethown Plaza  
6th Floor  
Elizabeth, NJ 07207

Bid

# UCCP24-2021 (Telephone/Associated Services Systems, Equipment, Installation, Maintenance)  
# UCCP23-2021 (Electronic Network Equipment Security and Cabling)

RE:

JCT Solutions/Johnston Communications  
36 Commerce Street  
Springfield, NJ 07081  
Jessica Landi  
[jlandi@jctnj.com](mailto:jlandi@jctnj.com)  
201-428-2044

This letter serves as confirmation that JCT Solutions/Johnston Communications (PANID- P932959) is an authorized reseller of Panasonic i-PRO Security, Video Insight and Monitor Cast Hardware, Accessories, Installation, Services and Associated Peripheral Products included in this solicitation. JCT Solutions /Johnston Communications is a Gold Preferred Partner in good standing with Panasonic i-PRO Sensing Solutions Corporation of America.

Feel free to contact me at [amyw.lee@us.panasonic.com](mailto:amyw.lee@us.panasonic.com) or 407-630-4673 should you require any further clarification.

Thank you,

A handwritten signature in cursive script that reads "Amy Lee".

Amy Lee  
Panasonic i-PRO Sensing Solutions Corporation of America  
Senior Contracts Manager  
[Amyw.lee@us.panasonic.com](mailto:amyw.lee@us.panasonic.com)  
407-630-4673



February 19, 2021

**RE: Johnston Communications (JCT Solutions) - Springfield, NJ HQ**

To Whom It May Concern:

This letter confirms that Johnston Communications (JCT Solutions) - Springfield, NJ HQ is a Hanwha Techwin America Inc. Gold partner. Johnston Communications (JCT Solutions) - Springfield, NJ HQ is qualified to sell, install, program and service Hanwha Techwin products and we authorize that Johnston Communications (JCT Solutions) - Springfield, NJ HQ has our full support in submitting a video surveillance system manufactured by us for a new project.

Details of Johnston Communications (JCT Solutions) - Springfield, NJ HQ's partnership include:

Up to a 5-year warranty for the Hanwha/Wisenet product line except PTZ motors and select hard disk drives.

Twelve months on an advance replacement program to our Gold STEP partners. Our warranty program is outlined on our web page, [www.hanwhasecurity.com](http://www.hanwhasecurity.com), and included with all product documentation.

Hanwha Techwin America looks forward to providing you with the best products and services in the security marketplace, and if there is anything that I can do for you, don't hesitate reach out to me.

Thank you.

A handwritten signature in black ink that reads "Thomas R. Cook".

Thomas R. Cook

Senior Vice President of Sales, North America





February 12, 2021

To whom it may concern,

I would like to take this opportunity to tell you that Johnston Communications/JCT Solutions, has been and remains a Certified Sielox, LLC systems integrator in good standing for over 5 years.

Throughout this time, the company has consistently exhibited a high level of professionalism and enthusiasm toward selling, installing, and servicing the Sielox line of access control and crisis management solutions.

As a factory trained service organization, Johnston Communications/JCT Solutions field staff has successfully installed numerous integrated security management systems for schools and organizations. I feel confident in saying that their technicians and design engineers are among the very best in our industry.

I would not hesitate to recommend Johnston Communications/JCT Solutions to provide a turnkey solution for any facilities security needs.

If you have any questions, please do not hesitate to call me.

Sincerely,

A handwritten signature in black ink that reads "Karen Evans". The signature is written in a cursive style with a large initial "K" and "E".

Karen Evans  
President & CEO  
Sielox, LLC.  
170 E. Ninth Avenue  
Runnemede, NJ 08086  
856-861-4568



February 19, 2021

Re: JCT Solutions/Johnston Communications  
36 Commerce Street  
Springfield, NJ 07081

To Whom It May Concern:

Thank you for choosing Valcom Products.

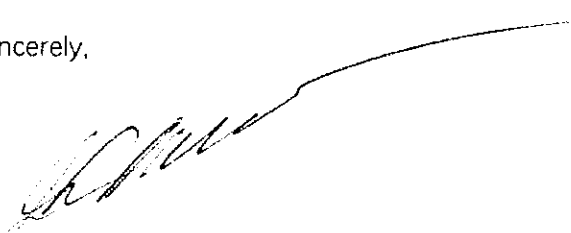
JCT Solutions/Johnston Communications, located in Springfield, NJ is a non-exclusive provider of Valcom systems.

Valcom will offer for sale functionally equivalent maintenance replacement, repair parts and support services to JCT Solutions/Johnston Communications, or its customers via our standard channels of distribution.

Valcom will honor standard Valcom Limited Warranty for the product sold by JCT Solutions/Johnston Communications.

Valcom products are manufactured in our state of the art facility located in Roanoke, VA USA.

Sincerely,



John W. Mason  
President

cc: T. Thomas/file  
Jessica Landi - JCT Solutions/Johnston Communications

VALCOM, INC.  
5614 Hollins Road  
ROANOKE, VA USA 24019-5056  
PH + 1.540.563.2000  
FAX + 1.540.362.9800

**2/22/2021**

Laura Scutari M.P.A., Director  
Union County Administrative Building  
10 Elizabethtown Plaza, 6<sup>th</sup> Floor  
Elizabeth, NJ 07207

**Re: Letter of Good Standing**

This letter is to confirm that the company at the address noted below is a certified Avigilon Service Provider and is a Partner in good standing.

**Johnston GP, Inc**  
PO Box 390  
07032 Kearny NJ

In order to be an Avigilon Service Provider in good standing, a company is promptly paying all invoices, has an adequate number of employees who are fully certified as having been trained through Avigilon training programs on how to install and provide first line of support for all Avigilon products, and has completed several Avigilon solution implementations.

This letter is subject to review and renewal on an annual basis, and good standing can be revoked at any time. Please contact the undersigned if you have any questions.

Sincerely,

**AVIGILON CORPORATION**



February 17, 2021

To whom it may concern:,

Please accept this letter as official notice that Johnston Communications (JCT Solutions) is fully authorized and certified to sell, install, and maintain the VESTA 9-1-1 Product portfolio of Motorola Solutions, Inc. This certification is an ongoing one, and is in place for the duration of their Master Purchase and Reseller Agreement with Motorola Solutions for VESTA 9-1-1.

Should you have any questions, please feel free to reach me via email at [joe.grube@motorolasolutions.com](mailto:joe.grube@motorolasolutions.com) or by phone at 585.465.3783.

Best regards,

A handwritten signature in black ink, appearing to read 'Joe Grube', with a long horizontal flourish extending to the right.

Joseph Grube  
Area Sales Manager, Northeast  
NG9-1-1 Solutions



To whom it may concern:

DATE: 2/12/2021

Please accept this letter certifying Johnston GP Inc. dba Johnston Communications/JCT Solutions as an Authorized SALTO SYSTEMS Dealer and has completed all requirement of such and are in good standing with SALTO SYSTEMS.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael J. Mahon". The signature is fluid and cursive, with a large, sweeping flourish at the end.

Michael J. Mahon  
Senior VP Commercial Sales  
Office 1-866-467-2586 ext 733  
Cell 1-770-826-2584  
Fax 1-770-452-6098  
[m.mahon@saltosystems.com](mailto:m.mahon@saltosystems.com)  
[www.saltosystems.com](http://www.saltosystems.com)

**Steven Mullen**

DSC - PANIC BUTTONS

**Subject:** FW: letter  
**Attachments:** Martin Redfern.vcf

**From:** Marty Redfern <[martin.redfern@jci.com](mailto:martin.redfern@jci.com)>  
**Sent:** Wednesday, February 17, 2021 10:16 AM  
**To:** Jessica Landi <[jlandi@jctnj.com](mailto:jlandi@jctnj.com)>  
**Subject:** RE: letter

Hi Jessica, I have looked into your request and was told that we do not have certified dealers program. The product is nonproprietary and sold through distribution to alarm dealers.

Martin Redfern  
6 Technology Park Drive  
Westford Ma 01886  
JCI/DSC/Qolsys  
Technical Sales Trainer  
New England, NY City, LI, New Jersey  
Eastern Upstate NY  
413 564 4184  
[Martin.Redfern@JCI.com](mailto:Martin.Redfern@JCI.com)

[Weekly Technical Workshop Registration-Click Here](#)

[Click Here](#) to register and stay up to date with webinar trainings

[Click Here](#) to schedule a one on one meeting

DSC  PowerG 

**Martin Redfern**  
JCI/DSC/Qolsys  
Technical Sales Trainer TST

413 564-4184 Mobile  
[martin.redfern@jci.com](mailto:martin.redfern@jci.com)

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

THIS MESSAGE MAY CONTAIN INFORMATION THAT IS PRIVILEGED AND CONFIDENTIAL. The information contained in, or attached to, this message is intended solely for the use of the specific person(s) named above. If you are not the intended recipient then you have received this communication in error and are prohibited from review, retransmission, taking any action in reliance upon, sharing the content of, disseminating or copying this message and any of the attachments in any way. If you have received this communication in error, please contact the sender immediately and promptly delete this message from all types of media and devices. Thank you.

**From:** Jessica Landi [mailto:[jlandi@jctnj.com](mailto:jlandi@jctnj.com)]  
**Sent:** Friday, February 12, 2021 2:39 PM  
**To:** Marty Redfern <[martin.redfern@jci.com](mailto:martin.redfern@jci.com)>  
**Subject:** letter

Hello Mr. Redfern,

Desmond Battiste gave me your contact info.

Hopefully you can help us out. We need a letter stating that we are certified to sell, install, and maintain DSC products. Can you help me procure this letter or direct me to someone who can? Thank you.

Sincerely,

Jessica Landi



Executive Assistant to Steven Mullen

Direct: 201-428-2044

Website: [www.jctnj.com](http://www.jctnj.com)

LinkedIn: <http://www.linkedin.com/company/jctsolutionsnj>

Facebook: <http://www.facebook.com/johnstoncom>

## Jessica Landi

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**From:** Steven Mullen  
**Sent:** Tuesday, February 16, 2021 9:06 AM  
**To:** Jessica Landi  
**Subject:** FW: Crestron Welcome Letter - JCT SOLUTIONS

**From:** Alyson Marrone <amarrone@crestron.com>  
**Sent:** Tuesday, January 26, 2021 3:55 PM  
**To:** Steven Mullen <stevenm@jctnj.com>  
**Cc:** Client Relations <clientrelations@crestron.com>; Chris Clay <CClay@crestron.com>; Tom Conte <tom@sapphiremarketing.com>; Karen Rodriguez <krdriguez@crestron.com>; Enza Maceri <emaceri@crestron.com>; Lisa Howard <lhoward@crestron.com>; Antonino Pollaro <apollaro@crestron.com>; Kathy Camacho <kcamacho@crestron.com>; Gina Anderson <gina.anderson@crestron.com>; Ayoe Minutella <aminutella@crestron.com>; Richard Pardi <rpardi@crestron.com>; Crestron Sales Support Services <techsales@crestron.com>; Javounn Eubanks <jeubanks@crestron.com>  
**Subject:** Crestron Welcome Letter - JCT SOLUTIONS

January 26, 2021

Dear Steve,

Congratulations on becoming one of Crestron's valued customers! On behalf of the entire staff, we look forward to providing you with the best products and service in the industry. Crestron has a strong focus and commitment to support, service and education. We want to be your partners in success. Please visit our website and sign up for our New Dealer Onboarding visit to New Jersey.

Please be aware, your customer number is **1031479**. Your assigned Crestron Finance Rep is **Enza Maceri**. If you have any questions regarding your orders please contact your Customer Support Specialist, **Karen Rodriguez** at 800-237-2041 ext. **10326**.

If you should need pre-sales support or design assistance, please contact the Sales Support Services Team at **888-273-7876, Option 3** or via [techsales@crestron.com](mailto:techsales@crestron.com).

To view, print or pay your invoices online please visit <https://Crestron.billtrust.com>.

When you access this website for the first time, use the "Sign up Now" button. (You will need your Customer # and an invoice # to register).

If you have difficulties or questions, please contact: [BilltrustAR@crestron.com](mailto:BilltrustAR@crestron.com)

If you have Cash In Advance terms, the Billtrust portal is optional and for your reference only.

Please note that you have been granted access to Crestron's Online Store. To access the online store, simply log in at [www.crestron.com](http://www.crestron.com) using your existing Crestron web log-in. Then click on the "Shop" icon in the upper right-hand corner. All users with a Crestron website login will have access to the store by default: To manage user access for your organization, the web Team Leader will need to go to the Admin Tool and then Application Access, where they can individually change "online ordering" roles.



## WARRANTY

Attach or provide description on all warranties to this page.

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

NAME OF BIDDER: Johnston Communications