



Data Communications Division  
125 Eugene O'Neill Drive  
New London, CT 06320  
860-405-2988  
[www.legrand.us](http://www.legrand.us)

October 9, 2019

To Whom It May Concern:

Integrated Fire & Security Solutions, Inc. (a.k.a. IFSS) is an Ortronics Certified Installer (CI) in good standing. Integrated Fire & Security Solutions, Inc. may offer the following warranty, provided the project is registered and approved by Legrand:

- 25-Year Certified Warranty with 25-Year Certified Installation of Ortronics and Quiktron copper, fiber, A/V connectivity & assemblies and includes approved cables manufacturer.

Please contact the Training and Technology Department at (860) 405-2988 if you have additional questions.

A handwritten signature in blue ink that reads 'Cynthia S Montstream'.

**Cindy Montstream**, RCDD/NTS, EE, CPLP  
Director of Technology Support and Training  
DATA COMMUNICATIONS  
Legrand, North America  
860-405-2988  
[Cindy.Montstream@legrand.us](mailto:Cindy.Montstream@legrand.us)  
[www.legrand.us](http://www.legrand.us)

H.W.



**HUBBELL INCORPORATED (Delaware)**  
23 Clara Drive, Suite 103  
Mystic, CT 06355  
(860) 535-8326 FAX: (860) 535-8328  
<http://www.hubbell-premise.com>

To whom it may concern;

We are proud to have **Integrated Fire and Security Solutions (IFSS)** as one of our Mission Critical Certified Contractors. We certified IFSS and they met all the requirements that Hubbell has set for our warranty program;

1. Completed Hubbell Mission Critical Training for installers and project managers.
2. Have an RCDD on staff.
3. Utilize Hubbell connectivity and cable, or one of our approved brands of cable.
4. Have their own tools and test equipment.

IFSS has a reputation as exceptional contractor, and we will extend our warranty on the projects that they perform utilizing Hubbell products.

If there are any further questions, you can contact me directly.

Thank you for your support of the Hubbell Warranty Program, and we look forward to assisting you on future projects.

Best regards,

Bill Pflueger, RCDD  
Senior Low Voltage Infrastructure Manager  
Hubbell Premise Wiring  
14021 Bently Circle  
Ft Myers, FL 33912

[wpflueger@hubbell.com](mailto:wpflueger@hubbell.com)

239-209-3502

**Worldwide Locations**

Hubbell Premise Wiring, Asia Pacific	852-2836-7131	Fax: 852-2836-7132	Hubbell de Mexico, S.A. de C.V.	52-5-575-2022	Fax: 52-5-559-8626
Hubbell Canada, Inc.	905-839-1138	Fax: 905-839-9108	Hubbell Premise Wiring, Middle East	971-4-393-4192	Fax: 971-4-393-4194
Hubbell Premise Wiring, China	86-21-6217-3478	Fax: 86-21-6217-3481	Hubbell Premise Wiring, Puerto Rico	787-720-7185	Fax: 787-789-2796
Hubbell Premise Wiring, Europe	44-(0)-1234-848550	Fax: 44-(0)-1234-856190	Hubbell-Taian Co., Ltd., Taiwan	886-2-(0)-2515-0855	Fax: 886-2-(0)-2515-0899
Hubbell Int'l, Inc., Korea	82-2-(0)-2607-1363	Fax: 82-2-(0)-2603-7386	Hubbell, Incorporated, Turkey	90-216-414-8147	Fax: 90-216-414-8148
Hubbell Premise Wiring, Latin America	305-476-1862	Fax: 305-323-6498	Hubbell Premise Wiring, Venezuela	58-61-6807453	Fax: 58-281-2820323



## G. Related Experience

May 24<sup>th</sup> 2019

To Whom It May Concern:

Integrated Fire & Security Solutions (IFSS here after) has been installing and maintaining enterprise level access control solutions in southwest FL for the last 13 years. Some of our current enterprise level access control clients are Ave Maria University, City of Cape Coral, Artis of Naples (formerly Naples Philharmonic & Museum), and the District School Board of Collier County. For this ITN response we will focus on the Collier Schools contract as it is most similar in size and scope to what Lee School's project will be.

Two years ago, the District School Board of Collier County started implementing single point of entry for the public at all their school locations. At 65 locations IFSS designed and installed both video door entry and access control. This project was followed up by two separate access control initiatives / projects. The first was a 2<sup>nd</sup> round of video door entry and access control at all locations that had cafeteria receiving / loading areas, the 2<sup>nd</sup> was video door access and access control at all student age childcare locations. These were locations for before care, aftercare, and child daycare. Phase two was executed by IFSS simultaneously at all locations with multiple crews and was executed on time and within budget.

The district then moved to all high schools targeting retrofit access control installation on all exterior perimeter doors that would allow access to the campus. High schools were the highest priority on the list of sites and averaged approximately 60 to 80 doors per campus, depending on the architecture and quantity of buildings. IFSS is scheduled to complete the remaining high schools by the end of summer 2019 and be moving on to the middle school facilities for the beginning of the 2019-2020 school year. Collier currently has 800 + or – card readers installed and operational, forecasting approximately 2500 card readers within the next two years. IFSS meets weekly with the school district to review the ongoing projects, update completion progress, and review / lay out new facilities. IFSS is familiar with the challenges of this scope and acknowledges the amount of communication and coordination that will be required to have a successful implementation.

### Project Team

- i. The tentative project team is listed below:
  - a. **Michael Peterson (Project Manager):** Michael joined IFSS in March of 2010 and has 20+ years of experience in low voltage systems, 15 of those with Lenel access control systems. Michael will be tasked with scheduling



resources, materials, and equipment to ensure that we are on schedule and that our installation team has the tools the need to complete timely. He will also be in communication with the end user and responsible for quality control.

- b. **Eddie Passmore (Project Manager):** Eddie joined IFSS in March of 2015 and has 22+ years of experience in low voltage systems. Eddie is a NICET IV technician and has successfully executed multiple multimillion-dollar projects in his relatively short time with IFSS.
- c. **Lixon Joseph (Foreman):** Lixon joined IFSS in mid-2016 but has been in the industry for over 5 years. Lixon will be leading our installers on a site by site basis. He is very familiar with access control and the national electrical code. It will be his responsibility to ensure that our team succeeds in the field and executes at the highest of standards.
- d. **Wesley Dove (Foreman):** Wes was with IFSS from 2007 to 2011, then rejoined our team in 2013. Wes has 10+ years of experience in the low voltage industry and is a certified technician. He has already performed multiple access control and video surveillance project with Collier Schools and is familiar with their expectations and standards.
- e. **Harry Maldonado (Foreman):** Harry joined IFSS in 2012 as a technician and has become an integral member of our installation force. Harry's 15+ years in the industry and his diverse background in system knowledge make him an asset to IFSS. He has successfully completed system installation and commissioning of access control, IP video surveillance, fire alarm, and other low voltage system.
- f. **Todd LaPorte (Technician):** Toad has been a part of IFSS since early in 2015. He was immediately Lenel certified upon his hire due to his strong technical background in programming and software solutions. With 15+ years in the industry, most of which programming, we see his as an excellent fit to help Collier properly program and configure the Lenel access control systems.
- g. **Danny Bagwell (Technician):** Danny came to IFSS from Arkansas in early 2016 after helping IFSS perform a federal project in Little Rock AR. His technical knowledge was immediately identified and offered to relocate Danny to Southwest FL working to support our corporate office. Danny has 25+ years in the industry at a technical level or software and hardware configuration. He has been certified by Lenel as a technician for IFSS. He will also be an asset in helping configure the software end of the Lenel system.
- h. **David Southwick (Contract Administrator):** David brings with him 30+ years of experience in a leadership role. Currently the Operations Manager at IFSS, he overs sees the installation and service departments.



David has been an RCDD for 15+ years and brings a wealth of industry knowledge and technical ability to support his staff and departments.

- i. **Justin Peterson (Contract Administrator):** I have personally been working with Collier Schools over the last 15 years. In some cases, just as a technical resource, in other cases, helping develop and deploy some of the systems still used in Collier today. Lee Schools deserves the attention and accessibility of a senior management team member to ensure decisions can be made at a corporate level in a timely fashion and by someone with the authority to do so. It would be my pleasure to serve Lee schools by managing and maintaining the highest level of contract performance. I have been in the industry for 18 years and been an owner in IFSS for 13 of those years.

There are a number of team members not listed here that would support both the installation and the inhouse accounting, scheduling, billing, shipping, etc. IFSS is fully committed to ensuring Lee Schools receives the support and service they deserve.

The project "contact" will depend on the stage of the work. For the purpose of this ITN assume the main contacts to be David Southwick and Justin Peterson

- ii. The afterhours contact will be our service department. This department can be reached any time by dialing our toll-free number and requesting the on call technician for afterhours service (888-955-0007). Normal service requests can be generated by email ([Service@ifssi.com](mailto:Service@ifssi.com)) or by calling the office to speak to the service department. Custom main contacts should always be attempted first as they will have the most familiarity with the customer's specific project.
- iii. IFSS installers and technicians have a wide variety of certifications. The district made it clear in the mandatory pre-bid that the "headend product" was not yet identified for the over all solution. As such, IFSS cannot say with certainty that we are certified on the solution that the district has not yet selected. If the district selects a product that IFSS is not certified on, IFSS will independently make the investment of obtaining certification on the district selected product.
- iv. IFSS uses the state of FL Jessica Lunsford Act as our backgrounds screening procedure. As such all our field staff have statewide Florida Universal Contractor Badges. If a prospective employee cannot be issued a badge by the state of FL, this is a disqualifying event for employment with IFSS.

Thank you for your consideration of IFSS for this ITN.



Sincerely,

*Justin Peterson*  
*President*





RICK SCOTT, GOVERNOR

JONATHAN ZACHEM, SECRETARY



**STATE OF FLORIDA**  
**DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**  
**ELECTRICAL CONTRACTORS LICENSING BOARD**

THE ALARM SYSTEM CONTRACTOR I HEREIN IS CERTIFIED UNDER THE  
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

**PETERSON, JUSTIN N**

INTEGRATED FIRE & SECURITY SOLUTIONS INC  
1970 DANA DR  
SUITE 1  
FORT MYERS FL 33907

**LICENSE NUMBER: EF20000565**

**EXPIRATION DATE: AUGUST 31, 2020**

Always verify licenses online at [MyFloridaLicense.com](http://MyFloridaLicense.com)



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JONATHAN ZACHEM, SECRETARY



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**EXPIRATION DATE: AUGUST 31, 2020**

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# ESA<sup>®</sup> NATIONAL TRAINING SCHOOL

CEU Attendance Verification (Classroom Only)

## Adam Petersen

has completed the Classroom requirements for

**Florida FASA BASA Certification Course (14 hr)**

National Training School CEU Hours: 14

**Texas DPS Business License #YY00111**

Has successfully completed the alarm installers or alarm systems salespersons alarm training school approved by the Texas Department of Public Safety.

License #:

**April 05, 2019**

*M. Youngblood*  
Vice President  
Training & Certification





# ALARM ACADEMY

This is to certify that

**Andre Housen**

has satisfactorily completed the online studies  
for the course titled

**BASA/FASA Initial Certification 14 Hour**

(BASAeb0801791/FASAeb0801793) (Course Provider 0001140)

Date passed: August 07, 2018

Student ID: ahousen@ifssi.com





# ALARM ACADEMY

This is to certify that

**Armando Lopez**

has satisfactorily completed the online studies and  
passed the examination required for Alarm Association  
of Florida certification in the course titled

**BASA/FASA 6-Hour Renewal**

*(BASAce0801781) (FASAce0801782) (Course Provider 0001140)*

Date passed: October 18, 2018

Student ID: [alopez@ifssi.com](mailto:alopez@ifssi.com)



# **ESA NATIONAL TRAINING SCHOOL**

**CEU Attendance Verification (Classroom Only)**

## **Chad Taylor**

has completed the Classroom requirements for  
**BASA FASA Renewal Course - Networking and Troubleshooting Basics (6 hr)**

**National Training School CEU Hours: 6**

**Course #0801751 for License Type 0815 - Course #0801752 for License Type 0816**

**Texas DPS Business License #Y00111**

Has successfully completed the alarm installers or alarm systems salespersons alarm training school approved by the Texas Department of Public Safety.

License #:

**May 14, 2019**

*M. Yungblut*

Vice President  
Training & Certification





# ALARM ACADEMY

This is to certify that  
**claudiu militar**

has satisfactorily completed the online studies and  
passed the examination required for Alarm Association  
of Florida certification in the course titled

## **BASA/FASA 6-Hour Renewal**

*(BASAce0801781) (FASAce0801782) (Course Provider 0001140)*

Date passed: April 26, 2019

Student ID: cmilitaru@ifssi.com





# **ESA<sup>®</sup> NATIONAL TRAINING SCHOOL**

**CEU Attendance Verification (Classroom Only)**

## **Danny Bagwell**

has completed the Classroom requirements for  
**Florida FASA BASA Certification Course (14 hr)**

**National Training School CEU Hours: 14**

**Texas DPS Business License #Y00111**

Has successfully completed the alarm installers or alarm systems salespersons alarm training school approved by the Texas Department of Public Safety.

License #:

**April 07, 2019**

*M. Yungblut*

Vice President  
Training & Certification

# **ESA NATIONAL TRAINING SCHOOL**

**CEU Attendance Verification (Classroom Only)**

## **Dion Davis**

**has completed the Classroom requirements for  
Florida FASA BASA Certification Course (14 hr)**

**National Training School CEU Hours: 14**

**Texas DPS Business License #Y00111**

**Has successfully completed the alarm installers or alarm systems salespersons alarm training school approved by the Texas Department of Public Safety.**

**License #:**

**April 07, 2019**

*M. Yungblut*

**Vice President  
Training & Certification**





# ***Certificate of Completion***

***George E. Passmore Jr.***

Has successfully completed BASAeb 0801791 and FASAeb 0801793, 14 hours on line, and has demonstrated compliance with the training requirements of F.S. 489.518 & 489.5185, Part II as amended. Authorized DBPR Provider #0001140

***AAF ALARM SYSTEM AGENT CERTIFICATION ON LINE  
AAF FIRE ALARM SYSTEM AGENT CERTIFICATION ON LINE***

A handwritten signature in black ink, appearing to read 'Robert E. Neely', is written over a light blue grid background.

Robert E. Neely – Executive Director

**November 9, 2018**

Date

*This certificate is evidence of completion of BASA & FASA training and is not a State of FL. License which is required to install, sell, or monitor alarm systems.*





## CEU Attendance Verification (Classroom Only)

# James Wells

has completed the Classroom requirements for

### Florida FASA BASA Certification Course (14 hr)

National Training School CEU Hours: 14

FL Provider #0000856 Course #BASAb 0801689 for License Type 0816



April 17, 2019





# ALARM ACADEMY

This is to certify that

**Leonard Velasquez**

has satisfactorily completed the online studies and  
passed the examination required for Alarm Association  
of Florida certification in the course titled

## **BASA/FASA 6-Hour Renewal**

*(BASAce0801781) (FASAce0801782) (Course Provider 0001140)*

Date passed: December 11, 2018

Student ID: lvelasquez@ifssi.com



REGISTERED COMMUNICATIONS  
DISTRIBUTION DESIGNER®

IS AWARDED TO

David D. Southwick III

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

Designation Number: T38320

Registration Start Date: 01/01/2019

Registration End Date: 12/31/2021

*David D. Southwick III*

Chair, Registrations & Credentials Supervision Committee



*Robert T. ...*

**BICSI**  
**RCDD**  
Since  
01/13/2003

Director of Credentialing