

Event Summary - Sierra Wireless Products, Installation, and Service

Type	Request for Bids	Number	005-RFB-0619-2024
Stage Title	-	Organization	DASlowa
Currency	US Dollar	Event Status	Under Evaluation
Department	Administrative Services	Exported on	9/29/2023
Exported by	David Kundid	Estimated Value	-
Payment Terms	-		

Bid and Evaluation

Respond by Proxy	Allow	Use Panel Questionnaire	No
Sealed Bid	Yes	Auto Score	No
		Cost Analysis	No
Alternate Items	No	Confidential Pricing	No

Visibility and Communication

Visible to Public Yes

Enter a short description for this public event

Iowa DAS is seeking an eligible Respondent(s) to provide to product, installation and service for Sierra Wireless mobile routers and accessories.

Commodity Codes

Commodity Code	Description
83800	TELECOMMUNICATIONS AND CELLULAR EQUIPMENT, ACCESSORIES AND SUPPLIES

Event Dates

Time Zone	CDT/CST - Central Standard Time (US/Central)
Released	-
Open	9/16/2023 2:30 PM CDT
Close	9/29/2023 11:00 AM CDT
Sealed Until	9/29/2023 11:00 AM
	 Show Sealed Bid Open Date to Vendor
Q&A Close	9/22/2023 11:00 AM CDT

Event Users

Event Creator

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Event Owners

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Contacts**David Kundid**

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Phone +1 515-745-2796

Stakeholders

There is no user added to group

Kathy Harper

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Phone +1 515-321-7686

Craig Trotter

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Phone +1 515-322-8593

Michael Bradbury

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Phone +1 515-823-9327

Description

The purpose of this Request for Bids (RFB) is to solicit bids from qualified providers to provide the goods and/or services described further in this RFB to the Lead Agency and any Participating Agencies. The Lead Agency intends to award a contract(s) beginning and ending on the dates listed in the solicitation, and the Lead Agency may extend the contract(s) for up to the number of annual extensions identified in the solicitation at the sole discretion of the Lead Agency. Any contract(s) resulting from the RFB shall not be an exclusive contract.

This RFB is designed to provide Bidders with the information necessary for the preparation of competitive Bids. The RFB process is for the Lead Agency's and Participating Agencies' benefit and is intended to provide the Lead Agency with competitive information to assist in the selection process. It is not intended to be comprehensive. Each Bidder is responsible for determining all factors necessary for the submission of a comprehensive Bid.

It is advised to "Save Progress" often and especially after uploading documents.

NOTE: Anytime the Bidder opens their bid after the initial submission, they MUST certify and resubmit. No information will be lost from the initial submission.

NOTE: Bidder must approve and resubmit their bid after an amendment has been posted by the Issuing Officer. If the bid was submitted before the amendment, all information will be saved. The Bidder only needs to read and acknowledge the amendment.

Instructions for Amendments: Answer the newly posted question in the Questions Section, and CERTIFY and SUBMIT your bid again (if previously submitted).

The Iowa Department of Administrative Services (DAS) is seeking to enter into master agreement(s) with qualified and eligible Respondent(s) to provide products, installation, and service for Sierra Wireless mobile routers and accessories.

The resulting master agreement(s) from the RFB may be awarded to multiple Respondents and shall be available to all State Agencies, Political Subdivisions, Universities, etc. Iowa DAS shall not guarantee any amount of business throughout the longevity of this master agreement to the awarded Respondents.

Contract Term

The term of the contract will begin on upon award. The initial term of the contract shall be for a three (3) year period.

The Agency shall have the sole option to renew the contract upon the same or more favorable terms and conditions for up to three (3) annual extensions. The resulting contract will be available to all State Agencies.

Stage Description

No description available.

Prerequisites

★ Required to Enter Bid

F ★ Instructions To Vendor :

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Á Certification

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Á Vendor Must Also Upload a File:

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Á Prerequisite Content:

Bidder certifies that the contents of this Bid submitted are true and accurate. Bidder also certifies that Bidder has not knowingly made any false statements in its Bid.

Certification of Independence

I certify that I am a representative of Bidder expressly authorized to make the following certifications on behalf of Bidder. By submitting a Bid in response to the RFB, I certify on behalf of the Bidder the following:

1. The Bid has been developed independently, without consultation, communication or agreement with any employee or consultant to the Agency or with any person serving as a member of the evaluation committee.
2. The Bid has been developed independently, without consultation, communication or agreement with any other Bidder or parties for the purpose of restricting competition.
3. Unless otherwise required by law, the information found in the Bid has not been and will not be knowingly disclosed, directly or indirectly prior to Agency's issuance of the Notice of Intent to Award the contract.
4. No attempt has been made or will be made by Bidder to induce any other Bidder to submit or not to submit a Bid for the purpose of restricting competition.
5. No relationship exists or will exist during the contract period between Bidder and the Agency or any other State agency that interferes with fair competition or constitutes a conflict of interest.

Certification Regarding Debarment

I certify that, to the best of my knowledge, neither Bidder nor any of its principals: (a) are presently or have been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by a Federal Agency or State Agency; (b) have within a five year period preceding this Bid been convicted of, or had a civil judgment rendered against them for commission of fraud, a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction, violation of antitrust statutes; commission of embezzlement, theft, forgery, falsification or destruction of records, making false statements, or receiving stolen property; (c) are presently indicted for or criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in (b) of this certification; and (d) have not within a three year period preceding this Bid had one or more public transactions (federal, state, or local) terminated for cause.

This certification is a material representation of fact upon which the Agency has relied upon when this transaction was entered into. If it is later determined that Bidder knowingly rendered an erroneous certification, in addition to other remedies available, the Agency may pursue available remedies including suspension, debarment, or termination of the contract.

Certification Regarding Registration, Collection, and Remission of Sales and Use Tax

Pursuant to *Iowa Code sections 423.2(10) and 423.5(8) (2013)* a retailer in Iowa or a retailer maintaining a business in Iowa that enters into a contract with a state agency must register, collect, and remit Iowa sales tax and Iowa use tax levied under *Iowa Code chapter 423* on all sales of tangible personal property and enumerated services. The Act also requires Bidders to certify their compliance with sales tax registration, collection, and remission requirements and provides potential consequences if the certification is false or fraudulent.

By submitting a Bid in response to the (RFB), the Bidder certifies the following:

- Bidder is registered with the Iowa Department of Revenue, collects, and remits Iowa sales and use taxes as required by *Iowa Code chapter 423*; **OR**
- Bidder is not a "retailer" or a "retailer maintaining a place of business in this state" as those terms are defined in *Iowa Code subsections 423.1(47) and (48)*.

Bidder also acknowledges that the Agency may declare the Bidder's Bid or resulting contract void if the above certification is false. The Bidder also understands that fraudulent certification may result in the Agency or its representative filing for damages for breach of contract in addition to other remedies available to Agency.

2 ★ **Instructions To Vendor :**

Bidder shall read and authorize to release information for their Bid.

Certification

Bidder certifies that they have read and agree to the Authorization to Release Information.

Vendor Must Also Upload a File:

No

Prerequisite Content:

Bidder hereby authorizes the Iowa Department of Administrative Services ("Agency") or a member of the Evaluation Committee to obtain information regarding its performance on other contracts, agreements or other business arrangements, its business reputation, and any other matter pertinent to evaluation and the selection of a successful Bidder in response to this Request for Bids (RFB).

The Bidder acknowledges that it may not agree with the information and opinions given by such person or entity in response to a reference request. The Bidder acknowledges that the information and opinions given by such person or entity may hurt its chances to receive contract awards from the State or may otherwise hurt its reputation or operations. The Bidder is willing to take that risk.

The Bidder hereby releases, acquits and forever discharges the State of Iowa, the Agency, their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the undersigned that it may have or ever claim to have relating to information, data, opinions, and references obtained by the Agency or the Evaluation Committee in the evaluation and selection of a successful Bidder in response to the RFB.

The Bidder authorizes representatives of the Agency to contact any and all of the persons, entities, and references which are, directly or indirectly, listed, submitted, or referenced in the Respondent's Bid submitted in response to RFB.

The Bidder further authorizes any and all persons, and entities to provide information, data, and opinions with regard to its performance under any contract, agreement, or other business arrangement, its ability to perform, business reputation, and any other matter pertinent to the evaluation of the Bidder's Bid. The Bidder hereby releases, acquits and forever discharges any such person or entity and their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the Bidder that it may have or ever claim to have relating to information, data, opinions, and references supplied to the Agency in the evaluation and selection of a successful Bidder in response to RFB.

Buyer Attachments

There are no Buyer Attachments added to this event.

Questions

★ Vendor Response Is Required

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Group 1: Form of Bid

- | | | |
|-----|---|---|
| 1.1 | Enter the Bidder's contact name, telephone number, email address, and shipping address for questions regarding this solicitation.
Text (Multi-Line) | ★ |
| 1.2 | Enter the Bidder's State or Foreign Country of Residence.
Text (Single Line) | ★ |
| 1.3 | Bidder shall enter the Resident Preference given by the State or Foreign Country of the Bidder's residence. Enter the resident preference in the text box or indicate "no preference".
Text (Single Line) | ★ |
| 1.4 | Enter the number of years the Bidder has been in business in the text box.
Numeric Text Box | ★ |
| 1.5 | Enter the number of years of experience the Bidder has with providing the types of goods and/or services sought by the solicitation.
Text (Single Line) | ★ |
| 1.6 | Bidder shall read, fill-out and upload the Terminations, Litigation and Debarment document.
File Upload
Terminations, Litigation and Debarment Document - | ★ |
| 1.7 | Is the Bidder requesting confidential treatment of specific information?
Yes/No | ★ |
| 1.8 | A Bidder requesting confidential treatment of specific information shall fully complete the form attached. In the Items Section, mark each good or service upon which the Bidder believes confidential information appears.
File Upload
Form 22 - ../Attachments/QuestionAttachments/Form 22 -11.22.pdf | ★ |
| 1.9 | The State of Iowa requires shipping to be FOB Destination, Freight Prepaid. Does the Bidder agree to the terms?
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question) | ★ |

Group 2: Terms and Conditions

- | | | |
|-----|---|---|
| 2.1 | Bidder shall read the RFB Definitions and enter a response.
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT agree to the Definitions (submit exceptions question)
Definitions - ../Attachments/QuestionAttachments/Definitions 11.22.pdf | ★ |
| 2.2 | Bidder shall read the Administrative Terms and enter a response.
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit Exceptions question)
Administrative Terms - ../Attachments/QuestionAttachments/Administrative Terms 11.22.pdf | ★ |
| 2.3 | Bidder shall read the Contract Terms & Conditions and enter a response.
Dropdown List (Pick One) | ★ |

Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
Contract Terms & Conditions - ../Attachments/QuestionAttachments/Contract Terms and Conditions

- 2.4** Bidder shall read the Specification Terms and enter a response. ★
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
Specifications - ../Attachments/QuestionAttachments/Specifications 11.22.pdf
- 2.5** Bidder shall read the Terms and Conditions for GOODS and enter a response. ★
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
Terms and Conditions for GOODS - ../Attachments/QuestionAttachments/GOODS Terms and Conditions
- 2.6** Bidder shall read the Terms and Conditions for SERVICES and enter a response. ★
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
Terms and Conditions for SERVICES - ../Attachments/QuestionAttachments/SERVICES Terms and
- 2.7** Bidder shall read the Federal Terms and Conditions and enter a response. ★
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
Federal Terms and Conditions - ../Attachments/QuestionAttachments/FEDERAL Terms and
- 2.8** Bidder shall read the Insurance Requirements and enter a response. ★
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Insurance Requirements (submit exceptions question)
Insurance Requirements - ../Attachments/QuestionAttachments/Insurance Requirements RFB.pdf
- 2.9** The Bidder hereby explicitly authorizes the Agency to conduct criminal history and/or other background investigation(s) of the Bidder, its officers, directors, shareholders, or partners and managerial and supervisory personnel retained by the Bidder for the performance of the resulting Contract. Bidder shall enter a response. ★
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
- 2.10** Public Entities (Political Subdivisions) - The resulting Contract will be made available to Political Entities, i.e. cities, counties, and schools. Bidder shall enter a response. ★
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
- 2.11** Nonprofit Entities - The resulting Contract will be made available to nonprofit entities that qualify under I.R.S. § 501 (c) provisions. Bidder shall enter a response. ★
Dropdown List (Pick One)
Bidder agrees
Bidder does NOT accept the Terms & Conditions (submit exceptions question)
- 2.12** Quarterly Sales Report - The Bidder shall provide a detailed quarterly report in Microsoft Excel on ALL sales made under the resulting Contract via e-mail to the Iowa Department of Administrative Services. Bidder shall enter a response. ★

Dropdown List (Pick One)

Bidder agrees

Bidder does NOT accept the Terms & Conditions (submit exceptions question)

- 2.13 Administrative Fee - In addition to the approved discounts or prices specified in the solicitation herein, the Bidder shall pay to the Agency a 1.00% Administrative Fee on all sales made against the resulting Contract. The fee shall be paid quarterly to the Iowa Department of Administrative Services. Bidder shall enter a response. ★

Dropdown List (Pick One)

Bidder agrees

Bidder does NOT accept the Terms & Conditions (submit exceptions question)

Group 3: Payment Terms

- 3.1 Payment Terms - Per Iowa Code § 8A.514 the State of Iowa is allowed sixty (60) days to pay an invoice submitted by a Bidder. Does the Bidder agree to the terms? ★

Dropdown List (Pick One)

Bidder agrees

Bidder does NOT accept the Terms & Conditions (submit exceptions question)

- 3.2 What discount will the Bidder give for payment in 30 days? Enter the discount in the text box. If none, enter zero. ★

Numeric Text Box

Group 4: Scope of Work

- 4.1 ELIGIBLE RESPONDENT: The Respondent shall be a manufacturer authorized representative for Sierra Wireless mobile routers and accessories. Alternate brands shall not be accepted. The Respondent shall provide a letter with their bid response from the Manufacturer stating they are an authorized reseller and service provider for the manufacturers product line. The letter shall be signed by an authorized representative of the company, dated, and identify the Respondents company as authorized to sell their product. ★

Respondent shall be authorized to sell, repair, and provide warranty service.

Yes/No

- 4.2 EXPERIENCE: Respondent shall have a minimum of two (2) years' experience providing sales, installation, and service for Sierra Wireless equipment and accessories. ★

Yes/No

- 4.3 EXPERIENCE: Respondent shall be a Sierra Wireless trained & authorized for First Call/Tier 1 troubleshooting and RMA management. ★

Yes/No

- 4.4 EXPERIENCE: Respondent shall be Sierra Wireless trained & certified for AMM/ALMS maintenance and support. ★

Yes/No

- 4.5 Respondent shall be Sierra Wireless trained a& certified for ACM/VPN maintenance & support. ★

Yes/No

RESPONSE TIME: The Respondent shall provide onsite service to resolve Sierra Wireless mobile router issues such as, but not limited to, electronics, or configuration issues.

- 4.6 Respondent shall provide onsite service to the regions (See Group 5: Regional Service Map) that you submit a proposal on within six (6) hours of the request. This applies to normal business hours Monday thru Friday from 8:00 A.M. to 5:00 P.M for all service call requests received that business day. The Respondent shall provide onsite service between 8:00 A.M. and 12:00 P.M. on the next business day for all service requests made after normal business hours. ★

Respondent shall provide after normal business hours service options for high priority items, solutions with a guaranteed acknowledgement within one (1) hour.

Yes/No

- 4.7 **INSTALLATION STANDARDS & TURNAROUND:** Installation of all equipment shall be completed within ten (10) business days upon receipt of the product. ★
The Respondent shall supply available dates for the mobile routers and accessories installation to begin and the date when the installation shall be completed.
Yes/No
- 4.8 **GENERAL INSTALLATION REQUIREMENTS:** Respondent shall be able to perform high-quality installation of mobile routers using current industry standard best practice installation techniques. The Respondent shall be manufacturer trained and approved to provide installation. ★
Yes/No
- 4.9 **EQUIPMENT TRAINING:** If requested by a state agency, the Respondent shall provide training to the end-users and agency maintenance staff on how to operate and service the various pieces of equipment installed by the Respondent. This instruction will be up to four (4) hours per individual and will be at no additional cost to the State. ★
Yes/No
- 4.10 **INSPECTION & ACCEPETANCE:** The State reserves the right to inspect the completed mobile radio equipment. Respondent shall not submit an invoice until the mobile router and accessories are inspected and accepted by the purchasing entity. ★
Yes/No
- 4.11 **WARRANTY:** All warranties from equipment manufacturers shall be passed on to the State. Respondent shall be held responsible for any repairs due to defects in materials and workmanship for period of one (1) year from the acceptance of the mobile routers by the State. ★
Yes/No
- 4.12 **TRAVEL EXPENSES FOR FOOD & LODGING:** The travel reimbursement amount for meals and lodging shall comply with the Department of Administrative Services – State Accounting Enterprise Procedure Number 210-245. The maximum daily reimburse amount for lodging is \$120 and meals are \$12 for breakfast, \$15 for lunch, and \$29 for dinner plus applicable taxes. https://das.iowa.gov/sites/default/files/acct_sae/sae_manual/210/210-245.pdf ★
Yes/No
- 4.13 **TRAVEL EXPENSE FOR MILEAGE REIMBURSEMENT:** The travel reimbursement amount for mileage is \$0.50 per mile covering the round trip distance from the Respondent's office to the work site location. The Respondent's travel downtime charge shall not exceed 50% of the hourly rate proposed for their hourly labor rate of Training and Services Repair for business hours between 8:00 A.M. - 5:00 P.M. https://das.iowa.gov/sites/default/files/acct_sae/sae_manual/210/210-130.pdf ★
Yes/No

Group 5: Regional Service Map

- 5.1 The Respondent shall provide service to NORTH WEST Iowa Counties: Lyon, Osceola, Dickinson, Emmet, Sioux, O'Brien, Clay, Palo Alto, Plymouth, Cherokee, Buena Vista, Pocahontas ★
Yes/No
- 5.2 The Respondent shall provide service to NORTH CENTRAL Iowa Counties: Kossuth, Winnebago, Worth, Mitchell, Hancock, Cerro Gordo, Floyd, Humboldt, Wright, Franklin, Butler ★
Yes/No
- 5.3 The Respondent shall provide service to NORTH EAST Iowa Counties: Howard, Winneshiek, Allamakee, Chickasaw, Bremer, Fayette, Clayton ★
Yes/No
- 5.4 The Respondent shall provide service to WEST CENTRAL Iowa Counties: Woodbury, Ida, Sac, Calhoun, Monona, Crawford, Carroll, Greene, Harrison, Shelby, Audubon, Guthrie ★
Yes/No

- 5.5** The Respondent shall provide service to CENTRAL Iowa Counties: Webster, Hamilton, Hardin, Grundy, Boone, Story, Marshall, Tama, Dallas, Polk, Jasper, Poweshiek ★
Yes/No
- 5.6** The Respondent shall provide service to EAST CENTRAL Iowa Counties: Black Hawk, Buchanan, Delaware, Dubuque, Benton, Linn, Jones, Jackson, Iowa, Johnson, Cedar, Clinton, Scott ★
Yes/No
- 5.7** The Respondent shall provide service to SOUTH WEST Iowa Counties: Pottawattamie, Cass, Adair, Mills, Montgomery, Adams, Fremont, Page, Taylor ★
Yes/No
- 5.8** The Respondent shall provide service to SOUTH CENTRAL Iowa Counties: Madison, Warren, Marion, Mahaska, Union, Clarke, Lucas, Monroe, Ringgold, Decatur, Wayne, Appanoose ★
Yes/No
- 5.9** The Respondent shall provide service to SOUTH EAST Iowa Counties: Keokuk, Washington, Muscatine, Louisa, Wapello, Jefferson, Henry, Des Moines, Davis, Van Buren, Lee ★
Yes/No

★ Required Product Line Items

[illegible]

Service Line Items

There are no Items added to this event.

Price Components

Name	Applicable To	Adjustment Type	Restricted to Item Groups
Percentage Off	Both	Fee (%)	

Vendors

ConvergeOne Government Solutions

Progress

Intend To Bid

Tim Howard

thoward@c1gov.com

Jeanne Hodorowski

JHodorowski@convergeone.com

Tberlin@convergeone.com

Bruce Ricker

BRicker@c1gov.com

Unplugged Wireless Communications (Unplugged Wiress)

Progress

No Bid

Jon Marckres

radiosales5421@gmail.com

Public Safety Solutions MO LLC

Progress

Submitted

Total Bid

507.00

Tanya Morrison

sales@pss-mo.com

Buford Satellite Systems, LP (Buford Satellite Systems, LP)

Progress

Event Not Viewed

Sandy Barnett

sandy@bufordmedia.com

Sector, LLC

Progress

Submitted

Total Bid

634.00

ryan.surber@sectortechnologygroup.com

Keltek, Inc.

Progress

Submitted

Total Bid

559.00

sean.williams@keltekinc.com

T-Mobile USA, Inc.

Progress

Response In Progress

State Distro

IAStateDistro@T-Mobile.com

Cash Applications

SubscriberPaymentOperations@T-Mobile.com

Dan Stoner

dan.stoner@t-mobile.com

MSD Biztek, Inc DBA: QberaTek, Inc (QberaTek)

Progress

Event Not Viewed

Kurt Norris

kurt@qberatek.com

Seneca BizTek, Inc (Seneca BizTek, Inc)

Progress

Event Not Viewed

Chris Reed
Chris@senecabiztek.com

Hamilton Relay, Inc.

Progress Event Not Viewed

Beth Slough
beth.slough@hamiltonrelay.com

Expedition Communications, LLC (Expedition Communications, LLC)

Progress Event Not Viewed

Ron Magaziner
ron.magaziner@expeditioncommunications.com

SkyAMP, Inc.

Progress Event Not Viewed

Emily Howell
emily@skyamp.com

Jason Howell
jason@skyamp.com

AT&T MOBILITY II LLC

Progress Event Not Viewed

Jared Byrne
jared.byrne@att.com

Mary Harp
mary.harp@att.com

Onvia

Progress Intention Not Declared

Source Management
sourcemanagement@deltek.com

Public Safety Solutions

Progress Invitation Unaccepted

tanya@pss-mo.com

Anixter Inc.

Progress Event Not Viewed

Ryan Sabby
ryan.sabby@anixter.com

DelaxCom LLC

Progress Intend To Bid

Komla Gatho
k.gatho@delaxcom.com

Graybar - DO NOT USE

Progress No Bid

Zach Stec
zach.stec@graybar.com

Iowa Communications Network (ICN) (ICN)

Progress Event Not Viewed

Ellie.Hartsock@icn.state.ia.us

Stephanie DeVault

icn-businessservicestaff-dg@iowa.gov

TEK TO TEK, Inc

Progress No Bid

Kelly Milligan

kellym@tektotek.com

Granite Telecommunications, LLC

Progress Event Not Viewed

Dianne Currie

dcurrie@granitenet.com
