



September 13, 2021

**Request for Proposal RESPONSE Cover Letter
for
Levy County**

**Enterprise IT Infrastructure Deployment and Support Information
Managed Service Provider**

RFP Documentation

Requesting Party: Levy County, State of Florida (referenced as the County, or Levy)

Answering Party: Multiple - Accelerated Data Works, Inc. (dba Acceleration)

Atlantis Communications, Inc.

Atlantis Underground, Inc. (Collectively Atlantis)

Purpose/Scope

This document is created to serve multiple purposes. The primary is to respond to an RFP produced by the Levy County regarding the need to renew their Managed Service Provider relationship. The second is to act as an introduction to Acceleration and its associated entities for future possible relationships with Levy County. In the case of this RFP, it is likely that the set of proposing entities and associated unique service profile will lead Levy County to conclude that there are enhancements to its IT infrastructure beyond those outlined in this fixed-scope RFP that may be desirable in the future. With that in mind, while not addressing solutions in great detail, it is hoped that this RFP is sufficient and compelling enough to place Acceleration in the group of three entities that would be engaged in contract negotiations.

Levy County's RFP request is largely centered on its existing Managed Service Provider (MSP) service profile and subsequent renewal. Where services may be enhanced by contracting with Acceleration, some points will be highlighted.

Corporate Information

The following Florida corporations act synergistically to provide a wide spectrum of services related to general IT infrastructure from construction, repair, deployment and ongoing support.

Acceleration

Accelerated Data Works, Inc. - Acceleration (www.acceleration.net) is an IT solutions company headquartered in Gainesville, Florida since 1997. It was founded by Kent Tambling to provide application development, hosting and connectivity in the North Central Florida region. Mr. Tambling's notable programming projects prior to his activities with Acceleration include, while a graduate student in Engineering at the University of Florida, an artificial intelligence application used by the Nuclear Emergency Search Team (NEST) to mitigate the challenges associated with potential bad actor's acquisition of fissionable weapons. Later, working primarily as an IBM Business Partner, high profile projects included: performance demonstration software used by Andy Grove, CEO Intel Corporation, to unveil the new Pentium processor; the University of Florida's Gator One ID card system; and the first successful Indy Car Electronic Timing and Scoring System used for the Indy 500 race.

The initial focus for Acceleration was that of an experienced programming resource with a mission to provide consistent and reliable hosting of its applications. As the company grew it needed to ensure that the full data path for its clients was protected. The result of that growth is a privately operated network composed of a number of geographically diverse data center co-locations connected through a redundant 10 gigabit per second (10 Gb/s) Ethernet network. The operating infrastructure as of August 2021 includes local North Florida data center floor space, cabinet co-locations in Atlanta, Jacksonville, Tampa, Miami, Ashburn, and Dallas, all connected through a redundant Wide Area Network (WAN) path and utilizing eighteen unique carrier interconnections.

Acceleration's history of focusing on application development and reliable operation makes it unique in the marketplace versus legacy telephone and cable carriers. The network infrastructure is considered a resource as part a larger focus on solving unique connectivity challenges that address specific client requirements. Because of this view, Acceleration staff are always more helpful when issues of network design, support or performance are presented.

Atlantis

Two other companies have been created over the years to augment Acceleration's service profile; Atlantis Communications, Inc. and Atlantis Underground, Inc. Both companies are one-hundred percent woman owned and operated. Each company was created as a separate entity to address unique requirements for business operations, such as unique insurance requirements for each activity, and unique legislative and compliance requirements by the State of Florida. For the purpose of this RFP, Atlantis Communications will be the lead company through which the MSP and possibly other services will be provided. Acceleration and Atlantis Underground will directly provide services while Atlantis Communications directs, coordinates and manages all relationships including that with Levy County. Atlantis Communications was registered in 2014 as a Competitive Local Exchange Carrier (CLEC) in the state of Florida. This separate entity maintains access to underground easements of local municipalities for the placement and operation of fiber optic cables. The second company, Atlantis Underground (www.atlantis.net), acts as a sub-contractor for the construction of fiber optic networks as well as network cabling, CAT6 Ethernet or fiber optics, constructed throughout customer commercial spaces and property.