



"Unleashing the Power of Technology"

Federal  
Engineering®

**Federal Engineering, Inc.**

10560 Arrowhead Drive  
Fairfax, VA 22030  
(703) 359-8200

September 30, 2020

Mr. Clayton Drew  
Battalion Captain  
Levy County Department of Public Safety  
Via email: [cdrew@levydps.com](mailto:cdrew@levydps.com)

Dear Mr. Drew:

Federal Engineering, Inc. (*FE*) is pleased to offer this proposal to Levy County to provide land mobile radio (LMR) consulting services. We specialize in public safety radio communications projects. Our team looks forward to serving as your trusted advisor to evaluate your current radio system and provide recommendations for upgrades.

*FE has extensive experience upgrading legacy communications systems to achieve improved coverage and interoperability.* Our expertise includes system assessments, alternatives analyses, conceptual design, specifications development, and strategic planning. *FE* consultants offer a deep understanding of public safety organizations, regulatory guidance, and cultural frameworks.

*FE* has completed multiple projects in Florida and our team is currently engaged by the State for the SLERS-2 initiative. *We understand the distinctive conditions of the region, political influences, and geographical terrain.* Our team will conduct a needs assessment to assess the existing system and help you plan for desired improvements by recommending cost effective solutions. *FE* will work with the County to develop a customized plan that best meets your unique needs, while drawing upon insights gained from similar projects across the nation.

*We encourage you to consider a direct procurement with Federal Engineering. We can proceed with this effort immediately using our GSA MAS MOD Contract GS-35F-0159Y.*

We will assign an in-house team of consultants with direct experience planning, designing, and implementing system upgrades in environments such as Levy County. We also provide procurement and implementation support services for our clients to include RFP development, vendor proposal evaluation, contract negotiations, implementation project management, and testing oversight. Having successfully accomplished numerous similar engagements, we firmly believe *FE* is your best choice to support your mission critical public safety radio initiative.

*FE* thanks you for the opportunity to provide public safety radio consulting services. This proposal will remain valid for 30 days from the date of its submittal. Our Senior Vice President, Scott Wiggins, is available to answer your questions; you can reach him via email at [swiggins@fedeng.com](mailto:swiggins@fedeng.com) or by telephone at 651-983-9306. We stand ready to assist as you proceed.

Sincerely,

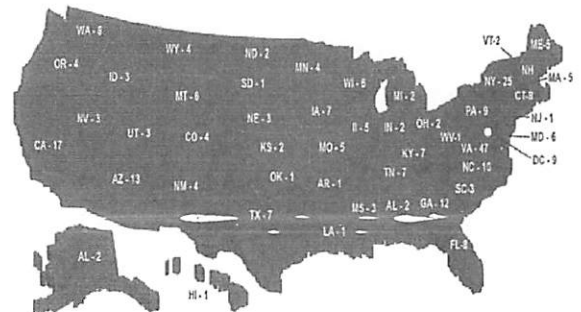
Ronald F. Bosco  
President and Chief Executive Officer, Federal Engineering, Inc.



## FEDERAL ENGINEERING OVERVIEW

### Corporate Profile

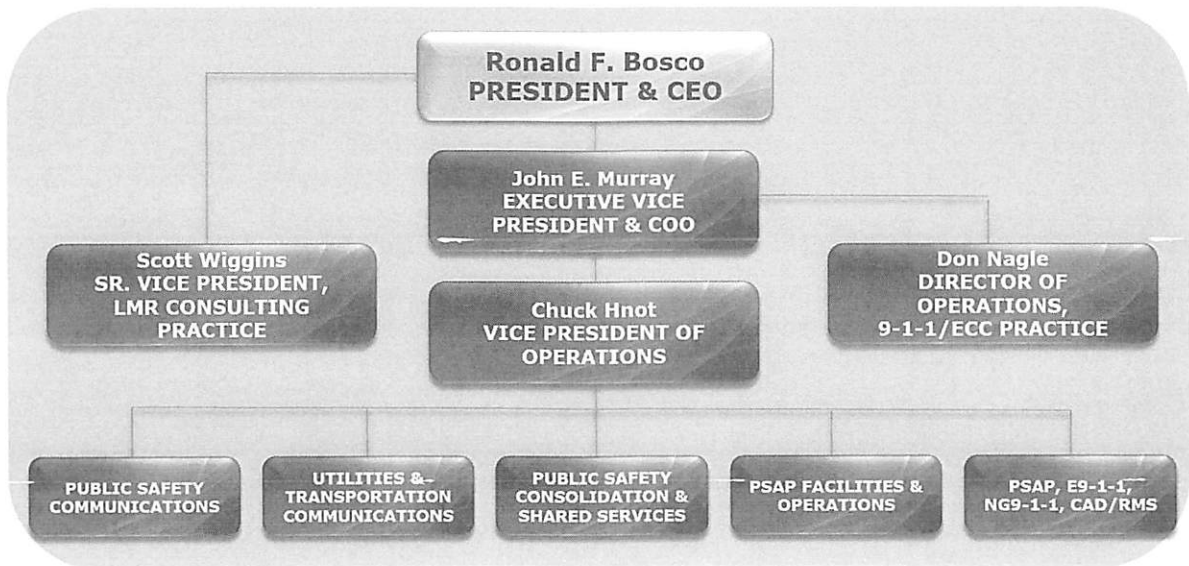
FE is the nation's leading independent consultant in public safety communications systems. For over 37 years, we have built an excellent reputation in the industry and have a rich history of providing system assessment, design, implementation, and project management support for public safety organizations, ranging from large statewide clients like Florida to smaller, rural cities and counties. *We are recognized for applying innovative technological and operational methods to keep critical infrastructure survivable and sustainable.* FE has successfully completed more radio projects than any other firm in the country. Our team brings valuable insight to our clients' projects from radio deployments and emergency response operations across the U.S., as highlighted in the map below.



*Serving public safety, commercial, transit, and utility clients nationwide.*

Public safety communications consulting is FE's only business. Our founder, President and CEO Ronald F. Bosco, is a former first responder and degreed engineer. He continues to lead the firm and keeps his vision steady to improve the functionality and cost-effectiveness of public safety communications. This consistency in ownership translates to consistency in performance. Our earliest government clients remain clients today.

Shown below, our corporate structure is strategically aligned to reflect our capabilities in public safety—voice and broadband—radio system planning, design, and deployment:





Federal Engineering specializes in public safety mobile radio projects for small, rural counties like Levy County. We appreciate the economic realities you must deal with and the fact that the radio solutions recommended must be both practical and affordable. *FE* also understands that the procurement of a new radio system is a major investment for the County and we are available to help you promote this project to the County Board. Rest assured your project will get the highest level of attention within our company from the start to the successful conclusion to ensure you get the support you need.

Every *FE* client receives a designated project manager and team of consultants. Our subject matter experts provide technical advice and guide each client through the challenges of determining the right upgrade path, given their unique circumstances. Senior management is actively involved in all projects, providing technical and operational guidance for our project team, yielding high-quality deliverables.

*FE* employs a deep bench of 50 consultants, specialists, and former first responders located in offices across the country, including a dedicated team based in Florida. *Our consultants have served "in the field" and understand from a user's perspective how public safety systems must function.* You can be confident that our recommendations are based upon real-world experiences. A sampling of prior career positions includes the following:

- Radio system managers
- Radio network technicians
- Telecommunications SMEs
- Communications engineers
- Interoperability coordinators
- Certified ENPs and PMPs
- First responders
- Fire services
- Law enforcement
- Cybersecurity specialists
- PSAP/dispatch managers
- DHS OEC contract specialists

Because *FE* staff have managed similar radio procurement projects as Levy County, we are able to quickly assess your systems and work with stakeholders to devise alternatives. Our consultants are trained to deliver a balanced technical message that is audience specific. They offer a deep understanding of legacy VHF, P25, and emerging wireless communication technologies, as well as regulatory guidance, local government dynamics, and cultural frameworks to achieve optimal upgrade results.

***"Federal Engineering staff has demonstrated outstanding expertise in all facets of the project. These include technical expertise, project management, a well-structured system architecture assessment, the stakeholder needs assessment, the development of a statement of requirements document, and project management. The success of Collier County 's project to date has been facilitated by Federal Engineering's depth of knowledge and processes."***

*~ John Daly, Telecommunications Manager  
Collier County, Florida*



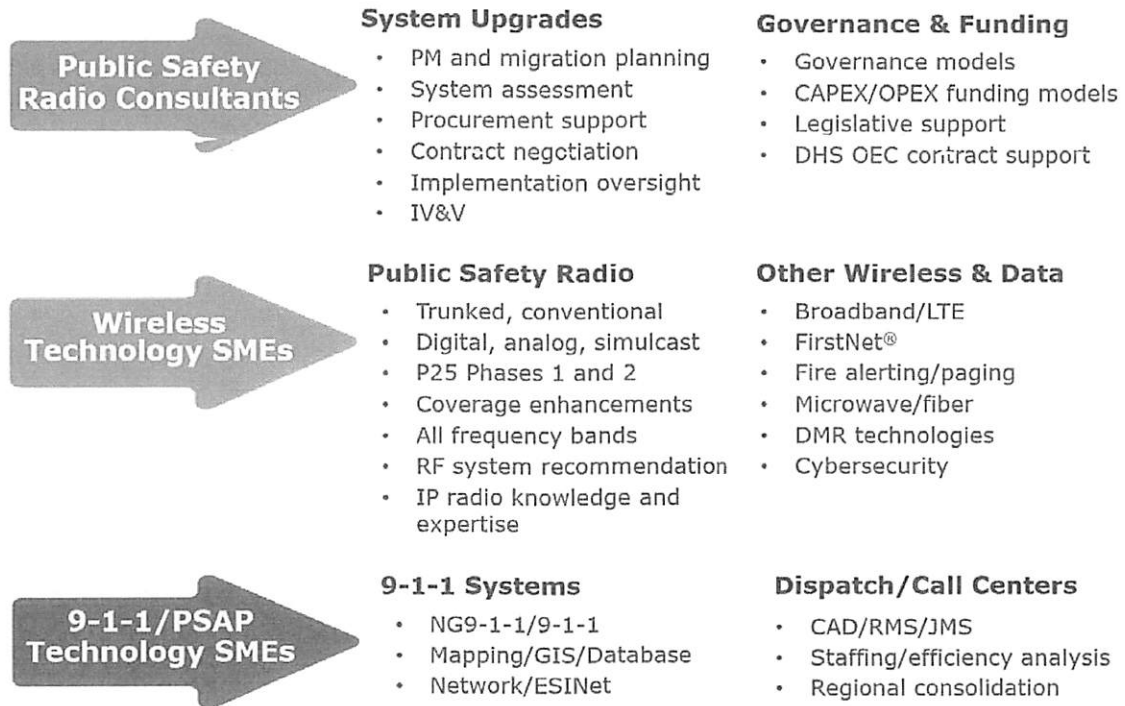


**Consulting Services**

FE offers end-to-end technology and communications consulting for the planning, design, and implementation of public safety systems and dispatch center projects. We have developed the tools and methodologies necessary to deliver practical and affordable solutions. *We help clients assess the current landscape of their public safety radio infrastructure and support radio system procurement initiatives through a successful implementation.*

FE's full lifecycle of services for public safety radio and 9-1-1 system projects is highlighted below:

**Capabilities and Expertise**



**Knowledge of LMR Systems**

FE consultants have worked on virtually every type of system and in hundreds of operational situations. Our team has extensive experience with all system vendors, P25 and conventional equipment, radio systems in all frequency bands, in-building and tower antenna systems, site planning and development, coverage analyses, RF safety exposure, and interoperability.

A sampling of FE's technical knowledge base includes the following:





**Land Mobile Radio Systems**

- Trunked
- Simulcast
- Multicast
- Analog
- Digital

**Frequency Bands**

- Low band
- T-band
- VHF
- UHF
- 700/800 MHz
- 900 MHz
- 2.4, 4.9, 5.8 GHz
- Other licensed and unlicensed bands

**Land Mobile Radio Technologies**

- APCO TIA P25
- MPT1327
- TETRA
- DMR
- SCADA

**Manufacturers' Systems and Equipment**

- L3Harris
- Motorola
- Tait
- Airbus DS (Cassidian)
- EF Johnson
- Raytheon
- DataRadio
- Others

**Broadband/Advanced Wireless Technologies**

- LTE/FirstNet
- WiMAX
- WiFi
- Integrated voice and data

**Backhaul Systems**

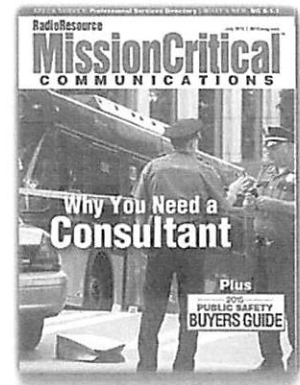
- Microwave
- T-carrier
- Optical fiber

FE has developed a proprietary propagation and system design tool, **FEPerformancePro™**, to accurately model radio network performance in any band. **FEPerformancePro™** is further discussed in the Systems Analysis and Recommendations section of the Scope of Work. Using **FEPerformancePro™**, *FE will determine feasible network modifications to meet user requirements and build consensus among stakeholders, resulting in "buy-in" of the eventual system.*

**Independence Guarantee**

FE's certified independence guarantees Levy County will receive totally objective analyses, free from the influences of hardware vendors, software suppliers, or service providers. We are not engaged in, nor associated with, the business of selling, servicing, providing managed services or leasing radio communications, mobile computer, mapping/GIS, CAD, RMS, telephony, 9-1-1, or any other public safety systems, hardware, or software.

At FE, we take pride in the vendor neutrality of our recommendations, system designs, and specifications. Our involvement has resulted in a wide range of major system vendor contract awards, including Motorola, L3Harris, Tait, Airbus, and EF Johnson. Because we have no affiliation with public safety equipment manufacturers, software, or service providers, **FE is truly your trusted advisor.** Our recommendations and design approaches are unbiased toward any technology, product, approach, or vendor. **FE offers vendor-neutral support that only a truly independent consultant can provide.**



*We put our clients' interests first.*

**Shaping the Industry**

FE is a corporate affiliate of leading industry groups and our team is recognized by their peers. Our consultants chair national technical committees and have had papers published by many professional organizations. FE consultants serve on the APCO Commercial Advisory





# Levy County, Florida Land Mobile Radio Consulting Services

Council and *MissionCritical Communications Magazine's* editorial advisory board. Our Chief Consultant, authored *Cybersecurity in Public Safety*, published in the September 2018 issue of *MissionCritical Communications Magazine* and is currently serving his second term on the NG9-1-1 Institute Board of Directors.

Over the past two years our experts have presented in over 80 sessions at the International Wireless Conference Expo (IWCE), International Association of Public Safety Communications Officers (APCO), National Emergency Number Association (NENA), and other conferences, on topics including the following:



- Planning a New or Upgraded Radio System
- Measuring Performance: Get the Network You Need; Get the Network You're Paying For
- Negotiation: The Art of Getting What You Want
- Successful System Procurement; Avoiding the pitfalls through proper planning
- Project Lifecycle Management; Operation to Replacement
- Not Your Grandpa's Logging System
- Wireless Signal Propagation Concepts
- Pick Me! Choosing the Right Digital PTT Technology for Your Needs
- Technology Choices; How and where emerging technologies fit in your communications planning.
- P25 New Products and Services

***"Federal Engineering has done outstanding work for our organization. We originally hired them for assistance with the nationwide NPSPAC/800MHz rebanding project. Federal Engineering performed at levels that were beyond our expectations. We have kept Federal Engineering on retainer ever since that time to help guide us with critical decision-making processes on our public safety radio system."***

*~ Mr. Jim Werner, Supervisor  
Gainesville Regional Utilities*

***"The service provided by the Federal Engineering team greatly impacted the success of our project. We are fortunate to build such a strong professional relationship with these dedicated professionals."***

*~Don Ash, Henry County, Georgia  
Director of Emergency Management*

***"Your team has done wonderful things and has provided quality deliverables above and beyond our expectations making a very complex task manageable and leading to what we expect to be a successful upgrade!"***

*~ Thomas Montoya, E.I.T.  
County of Monterey, California*





## PROJECT UNDERSTANDING

The County public safety agencies have been using the State of Florida SLERS system, which is nearing end-of-life with spares and parts difficult to find. In addition, users are experiencing poor coverage in certain areas of the County. Levy County Sheriff and Police Departments in Cedar Key and Chiefland remain on the SLERS system, while Fire/EMS departments and non-public safety users have been using an ICOM NXDN VHF system for the past seven years. Public safety users have approximately 500 radios with additional non-public-safety subscriber radios countywide. There are interoperability challenges communicating across both systems and with neighboring counties.

The communications center utilizes AVTEC consoles, dispatching over four NXDN voice channels and one channel for two-tone fire paging. The County's six-towers are linked via a 4.9 GHz hub-and-spoke microwave system.

The County desires a needs assessment of the two radio systems and microwave system with systems' analyses, coverage studies, and cost-benefit analysis. *FE* will assess the needs of both public safety and non-public safety users in the County. We will evaluate two LMR alternatives: waiting to join the anticipated SLERS 2.0 system versus building a stand-alone standards-compliant P25 system, as well as identifying options to meet non-public safety user needs and replacement of the existing microwave system.

*FE* will serve as your independent consultant to assist in determining which alternative is best. We will assess existing radio communications, compare alternatives, and facilitate consensus among emergency organizations for next steps to improve communications and enhance interoperability among agencies.

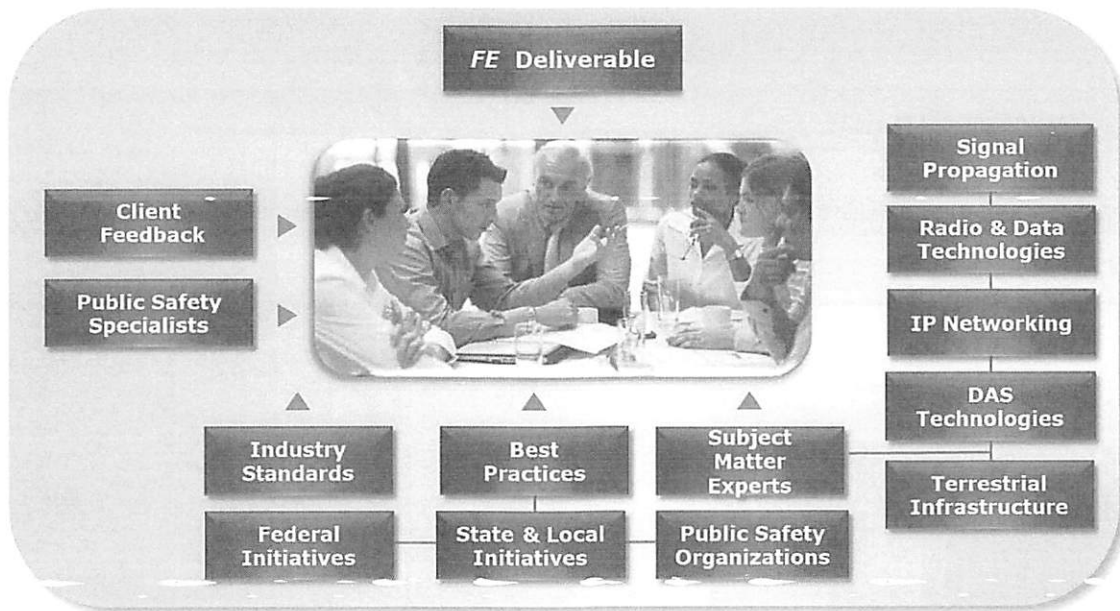
*FE* will determine high-level user requirements for the County radio system connectivity, fire paging, and portable and mobile coverage. Based on our assessment, *we will recommend the best alternatives to achieve acceptable mobile and portable radio coverage and improve interoperability throughout Levy County. FE offers lessons learned from similar projects to save money and mitigate risks.*

### ***Commitment to High-Quality Deliverables***

No project is complete without a rigorous quality assurance (QA) program. *FE* supports the successful execution of a project by applying specific QA measures to system analysis, design, vendor processes, independent quality verification testing, documentation, and our reports. Through industry contacts, client feedback, and the use of subject matter experts, we have developed a comprehensive deliverable QA review program.

*FE's* Quality Assurance Review Board manages our peer review process to assure that our internal procedures and delivered documentation are of the highest quality. Peer reviewers are individuals with skill sets directly applicable to the program. *They challenge the program team, assuring that all decisions have been well thought-out.*





Stakeholders from the County and other designated agencies will be active participants in our QA process by providing feedback on draft deliverables, so we can include necessary revisions in the final deliverables.

#### ***Ability to Perform During COVID-19***

*FE* proposes this project with the effective and efficient ability to complete tasks under changing COVID-19 restrictions. Although we prefer onsite meetings, our approach can shift to remote techniques if needed to maintain the safety of County and *FE* staff.

*FE* has employees in 17 states and clients across the nation. We have developed the tools and methodologies needed to efficiently work remotely. Our team routinely employs web applications such as WebEx, MSTeams, GoToMeeting, Skype, and Zoom, as well as our own proprietary web-based application ***FEClientNet™***, our productivity enhancement tool.

While “social distancing” has become the new paradigm dictated by the coronavirus, *FE* has been operating in this remote manner for decades. Our approach has significantly reduced our carbon footprint and our employees are more productive. We will meet your project needs, while protecting your employees and ours. *FE* currently has multiple projects that are proceeding unabated and on schedule with our off-site methodologies.

***FE will work with Levy County to adjust the project to meet the shifting COVID-19 mandates.*** We can acquire critical data and radio infrastructure understanding either onsite (if restrictions have lifted and we can do so safely) or virtually. Conducting face-to-face meetings, interviews, and reviews is preferred, but we can support all efforts remotely should current conditions persist, ensuring the safety of your employees and ours.







## SCOPE OF WORK

### Data Collection and Needs Assessment

#### *Documentation Review*

Prior to the project initiation meeting, *FE* will request and review County-supplied system documentation, other studies, FCC licenses, site data, inventories, maintenance records, documented requirements/needs, and other relevant documentation to begin assessing the existing system.

#### *Project Initiation Meeting*

*FE* will work with the County’s project manager to schedule a mutually agreeable project initiation meeting date and confirm background data gathered from the documentation review. ***Our project initiation meeting will establish a common understanding of the project goals, objectives, and vision***, items best understood through a close working relationship between our respective management teams and staffs.

Participation in the project initiation meeting allows our team to set project expectations, introduce the project team and participants, develop the framework for ongoing work efforts, and identify critical success factors for the project. At the conclusion of this meeting, *FE* will deliver a mutually agreed to project schedule that will serve as the guiding document throughout the program.

#### **Project Initiation Meeting Topics**

- Team introductions
- Clarify roles
- Identify objectives
- Streamline communication
- Discuss schedule
- Review key milestones
- Confirm deliverables
- Discuss site visits
- Review reporting methodologies
- Identify issues/risks
- Build relationships

#### *User Interviews*

Following the project initiation meeting, *FE* will conduct interviews with designated stakeholders. We will gather information about the existing VHF analog system and the NXDN system, their size and characteristics, and confirm user needs to include the following:

- Voice performance (on-street and in-building)
- Dispatch consoles/accessory systems
- Spectrum
- Emergency backup
- Interoperability requirements
- Communications sites (towers, buildings)
- Backhaul connectivity
- Subscriber functionality

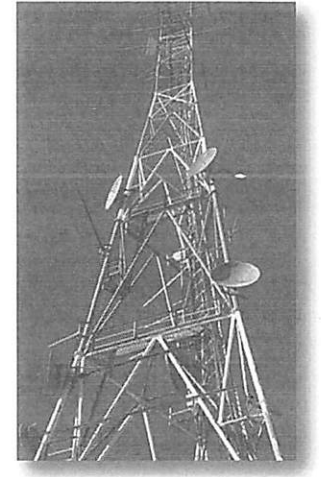
*FE* will assess the collected information to understand current systems, infrastructure, and functionality, as well as ongoing user needs and new system expectations. If additional information is required, it will be obtained via follow-up telephone calls. Where information is unavailable, *FE* will document appropriate assumptions based upon our experiences with other public safety agencies and systems. Our team recognizes that this task establishes the foundation for all future work, and we will gather sufficient information necessary to accurately document current and future user needs.





### ***Existing System Assessment***

Leveraging our experience across the country, our project team will review the status of the radio sites in Levy County. *FE* will review data and inventory records, information from the radio system service provider, and feedback from stakeholder interviews to develop an assessment of the conditions and equipment at each site. We will visit each of the six sites. Based on our analysis, we will identify the components of the existing system that could be retained in a new system to provide a cost-effective plan. The results of our analysis will be included in our final report.



### ***High-Level Requirements Review***

*FE* understands this project must deliver practical, affordable solutions. History has taught us that while a shared wireless system makes sense on both technical and economic grounds, one cannot overlook human factors if a shared system is to be a success. Fire, Sheriff, and EMS are diverse groups with differing needs.

*FE* will develop a set of high-level requirements based on the needs assessment interviews and assumptions agreed upon with the participating stakeholders. We will typically define requirements for the following:

- Basic functionality
- Mobile/portable roaming needs
- Number/basic functionality of subscribers
- Dispatch center capabilities
- Training requirements
- Maintenance and service levels
- Mobile and portable coverage needs
- Infrastructure and backhaul components
- Network management
- Capacity and spectrum
- Interoperability with local agencies, adjacent counties, state, federal agencies

We will review and validate the high-level requirements with the stakeholders via a conference call to gain consensus and acceptance.

***"The Federal Engineering team was instrumental in developing a viable solution to improve the Merced County interoperability system. We were very satisfied with their performance on the project and found them to be very responsive and professional."***

*~Kim Nausin, Merced County, California*

## **Coverage and Alternatives Analysis**

### ***Analyzing System Coverage***

Once we have completed and analyzed the information from the project initiation meeting, site documentation review, and stakeholder interviews, we will develop recommendations for an enhanced system based on Levy County's needs and industry best practices.





*Mobile and portable coverage are the single most important characteristics of a mobile radio network.* An advanced digital network is of little value if the users cannot access it due to unreliable coverage. Recognizing this years ago, *FE* made major investments and developed *FEPerformancePro™*, a powerful in-house toolset used to accurately model radio network performance.

*FEPerformancePro™* is based upon the ICS Telecom software engine used by the Department of Defense (DoD), Federal Communications Commission (FCC), National Telecommunications and Information Administration (NTIA), and Association of Public Safety Communications Officials (APCO) for radio network analysis. Its accuracy has been confirmed by the Federal Government and validated for clients through drive testing by *FE* on numerous network implementations. *FEPerformancePro™* includes the following network analysis tools:

- *FECoverage™* Complete coverage analysis tool
- *FEMapper™* High-resolution mapping tool
- *FENetwork™* Network capacity analysis tool
- *FEMitigate™* System-wide interference analysis tool (optional)
- *FETeamCoverage™* Interactive user coverage workshop

Our coverage expert will work with the County’s project manager to determine how coverage plots should be depicted, including color schemes, topology, roads, dispatch zones, and other characteristics unique to the County. This actively involves our clients in the system design process. He will then load the existing transmitter locations and other relevant information into the *FECoverage™* model and generate coverage maps of the current VHF radio system using *FEMapper™*. This will serve as the baseline to begin developing network alternatives.

### *Interactive Coverage Workshop*

*FE* pioneered the concept of a coverage workshop over a decade ago. Our coverage expert has delivered the *FETeamCoverage™* experience to over 80 clients, the majority of which had goals similar to Levy County. Our interactive coverage methodology has set the standard and we were recently invited by IWCE to deliver a real-time workshop, highlighting the effectiveness of our *FETeamCoverage™* workshop in modeling both LMR and LTE coverage parameters.

We will schedule an *FETeamCoverage™* workshop for the County, to be delivered via the internet. This hands-on session allows participants to confirm the current radio coverage and to immediately see the impacts of adding and/or deleting transmitter sites. In the process, we will incorporate knowledge about existing systems and sites (and potential future sites) and reported coverage issues, targeting those areas where gaps have been identified. The benefits of the *FETeamCoverage™* workshop include the following:

- Visual demonstration of areas of coverage requirements
- Visual depiction of selected sites in the system

#### Coverage Workshop Benefits

- Review existing coverage in real-time
- Address system performance needs
- Identify problematic coverage areas
- Locate and resolve coverage gaps
- Determine network modifications
- Display effects of changing equipment or sites
- Immediately evaluate the impact of changes





- Visual representation of coverage for each site
- Fast, interactive system site, technology, and spectrum impact decisions

As radio coverage is modeled and gaps are indicated, our subject matter expert will interactively, and in real-time, manipulate the model and display the effects of changing site equipment, placing additional sites in the network, and the impact of spectrum decisions. Workshop attendees will immediately be able to evaluate the impact of these changes and determine what is needed to meet user requirements.

The workshop identifies desirable locations for new radio system transmitters or receivers. We will work with stakeholders to identify structures in the locations—existing towers, water tanks, or buildings—to determine if Levy County has assets that would be suitable for new tower sites in the area(s) identified to best enhance coverage.

Our coverage analysis will yield coverage maps as image files that can be viewed using Word or a PDF viewer. The raw data can be manipulated either in a GIS program (such as ArcGIS) or Google Earth application. We can provide coverage footprints in Google Earth format (KML or KMZ files) to make viewing coverage interactive, allowing clients to zoom in to street and building level.



**Optional Service:** If COVID-19 restrictions allow, **FETeamCoverage™** can be presented as an onsite workshop.

### ***Microwave Backhaul Analysis***

**FE** will then develop a microwave network conceptual design for backhaul of the envisioned radio network. Our technical expert will load the transmitter locations and other relevant information into the **FENetwork™** model and generate individual path profiles of each link.

We will model potential microwave backhaul paths for the envisioned system, taking into consideration both municipal (building) and terrain clutter using **FENetwork™**. We will deliver path profile plots that depict the optimum solution that can be anticipated for the new network. These profiles will serve as the baseline to begin developing a conceptual microwave system network architecture, linking the County dispatch center to transmit sites with access to all voice channels.

### ***Cost Estimates***

**FECostPro™** is a database of network cost elements developed from billions of dollars of procurements, as well as our knowledge of acquisition and ownership costs, and operations and maintenance estimates. Using this in-house tool, **FE** will estimate the cost of the public safety radio system alternatives under consideration. Cost data will be based on coverage design, number of tower sites, our experience with systems comparable to the County's, and publicly available industry information. The analysis will consider the anticipated life cycle of the proposed design, as well as total cost of ownership for support and maintenance costs over 5 years.





FE understands the dynamics of the public safety mobile radio market and vendor bid prices can vary significantly. Therefore, our itemized cost estimates are realistic yet conservative in nature, so the vendor proposal pricing does not exceed the estimates. This high-level, quantitative analysis relies on our team’s knowledge base, which spans numerous similar projects. Clients rely on our estimates to establish initial project budgets and funding allocations.

### Recommendations and Final Report

FE will develop a draft report that summarizes the results of the assessment and analysis activities included above. The content of the report will include the following at a minimum:

- Summary of emergency response communications needs and high-level requirements
- Overview of the existing systems, including equipment, site infrastructure of LMR and microwave systems, and related system components
- Analysis of radio coverage and challenges across the County, and the identified system gaps based on the user needs
- Coverage maps indicating potential coverage from a new stand-alone system and from the anticipated SLERS-2.0 system
- Cost analysis with pros and cons of each alternative
- Recommendations on how to move forward to meet County needs

We will provide a draft report to Levy County’s designated stakeholders for review, then meet with the stakeholders to discuss the draft and incorporate any comments. This meeting will be onsite, if current restrictions allow, or via conference call if necessary. Once feedback is addressed, FE will submit the final *Levy County Radio System Needs Assessment and Alternatives Analysis Report*.

### Deliverable Schedule

FE has a proud history of completing every project on time and within budget. The Levy County LMR assessment and alternatives analysis project schedule below assumes contract execution and notice to proceed is received no later than November 9, 2020. This tentative 14-week schedule will be adjusted and refined through discussions with the County’s project manager to meet expectations.

Task Description	Est. Task Duration	Est. Completion from Project Initiation Date
Documentation review	1 week	Week 1
Project kickoff meeting, user interviews and site visits complete	4 weeks	Week 5
Coverage Workshop complete (remote)	1 week	Week 6
Microwave system assessment and alternatives analysis	2 weeks	Week 8





Task Description	Est. Task Duration	Est. Completion from Project Initiation Date
Draft <i>Radio System Needs Assessment and Alternatives Analysis Report</i> delivery and Levy County review	4 weeks	Week 12
Final <i>Radio System Needs Assessment and Alternatives Analysis Report</i> delivery	2 weeks	Week 14

**Next Steps (*Optional Services*)**

Upon the County’s selection of the desired alternative, *FE* can support the, procurement and implementation by completing the tasks shown below.

- Development of functional technical specifications for inclusion in a competitive RFP based on the approved requirements
- LMR system procurement support, including vendor proposal evaluation
- Vendor contract negotiation support
- FCC licensing support
- LMR implementation project management
- Vendor preliminary design review and final design review
- Site inspections to determine the vendor’s contract compliance and good workmanship standards
- LMR factory testing, equipment delivery, and installation verification
- Oversight of vendor-provided coverage and system testing
- Oversight of LMR system acceptance and cutover
- Review of documentation, including system manuals, as-built drawings, and training plans and curricula
- On-call technical support

We can provide these tasks on a Time and Materials basis or develop a separate firm fixed price proposal.

*“Our County relied on consulting services in the past, but never really obtained any clarity, recommendations, or direction on how to evolve our radio system to meet user requirements. Through FE’s assessment and recommendations, we now have our existing system thoroughly documented and clear recommendations on a path forward.”*

*~ Tioga County, New York*

***Delivering the Most Cost-effective Solution***

Typical public safety mobile radio projects have three phases: system analysis and alternative recommendations, procurement, and implementation. The first phase is the lowest cost and often involves thousands of dollars in consulting fees; the last phase is by far the highest,





potentially involving millions of dollars in equipment costs. The County can realize significant savings during the implementation phase by engaging the right consulting firm from the start.

*FE* starts with a proven RFP process that encourages competition and motivates equipment vendors to compete. Our subject matter experts review the vendors' proposed designs to determine if they meet requirements without the need for post-cutover enhancements.

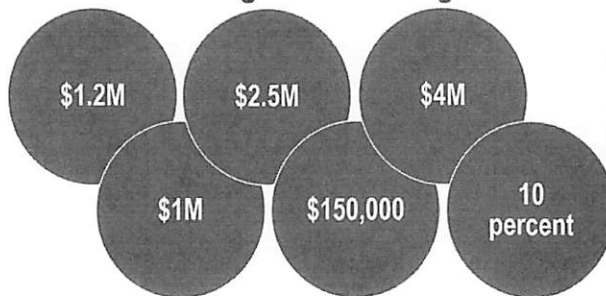
***FECostPro™*** provides a database of historical equipment pricing, ***allowing FE to determine if the vendor is bidding an appropriate amount for a specific piece of equipment.***

Furthermore, experienced negotiators know where to look in the vendor proposals for hidden services and equipment costs that can be eliminated.

*FE* will work with the County to finalize a contract that contains the specifications developed during the RFP process that tightly defines system performance. The vendor's ability to "up scope" the project is minimized. ***The result is significant cost savings for our clients.***

*FE* has saved our clients millions of dollars while delivering solutions that meet or exceed their needs. Through our involvement in billions of dollars in systems procurements, we have developed unmatched skills, methodologies, and database resources that consistently yield incredible results. In summary, an investment in the right consultant during the first phase of a project will yield significant savings in eventual implementation costs.

### ***FE Negotiated Savings***



*"FE's technical expertise in dealing with our vendor was outstanding. Their vendor negotiation experience proved invaluable, resulting in a significant savings for the city over the course of the project. In one case alone, they saved us over \$150,000!"*

*~City of Newport News, Virginia*





## COST PROPOSAL

### Firm Fixed Price

The total firm fixed cost, including labor, travel, and other direct costs for the Levy County, Florida LMR consulting project is \$49,310.

*FE's* proposed costs for this project are indicative of the efficiency of our operations, our proven automated tools, our vast experience completing similar projects, and our view of the strategic nature of Levy County's project. Further, it is not our culture to "up-scope" during contract negotiations or during the project, unless the County adds scope of work beyond that outlined in the proposed scope of work.

### Hourly Rates for Optional Services

If requested by Levy County, *FE* will provide additional optional services on a Time and Materials basis in accordance with the GSA rate schedule below:

**GSA Schedule 70**  
**Contract Number: GS-35F-0159Y**  
**Federal Engineering Rates**

GSA Rates Effective January 23, 2012 through January 22, 2022

Labor Category	Off-site Price w/ IFF
Director/Chief Consultant	\$207.78
Project Manager	\$159.29
Senior Communication Systems Engineer	\$164.43
Senior Radio Engineer (RF Eng. II)	\$159.29
Senior Subject Matter Expert II	\$164.43
Senior Systems Engineer II	\$159.29

***This document is proprietary to Federal Engineering, Inc. and shall not be disclosed to third parties without prior written permission from Federal Engineering, Inc.***

#### **Proprietary Notice**

This proposal, its contents, and appendices are proprietary to Federal Engineering, Inc. and shall not be disclosed to third parties without prior written permission from Federal Engineering, Inc. Should this proprietary notice conflict with any government procurement regulations, policies, or practices, the government procurement regulations shall take precedence.

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Fairfax, Virginia







## Basis of our Proposal

1. This proposal assumes Federal Engineering, Inc. will perform the tasks as called out in the proposal. This is excluding optional tasks, which will be performed on a Time and Materials basis. The deletion of a task, a significant change in scope of one or more tasks or use of a phased implementation approach, may affect the overall price.
2. *FE* will provide draft and final deliverables electronically to Levy County, Florida.
3. This proposal assumes that the County's project manager will schedule meetings, provide meeting facilities, notify attendees, and arrange for onsite visits.
4. Any optional or additional tasking will be authorized by mutual agreement of the County and *FE*. Such tasking will be performed on a Time and Materials basis in accordance with the rates in Schedule A or on a fixed price basis as mutually agreed upon in a task order by the County and *FE*.
5. *FE's* ability to fulfill this task depends on the willingness and ability of Levy County, participating Agencies, equipment vendors, service providers, third parties, and others to provide information in a timely manner, and upon the accuracy of the information as supplied. The accuracy of input data, whether provided in electronic or hard copy form, and the recommendations, actions, system designs, system procurements, and license filings resulting therefrom cannot, therefore, be warranted by *FE* nor can the performance, suitability, or reliability of said systems be warranted by *FE*.
6. *FE* accepts no responsibility or liability to any third party in respect to any information or related content delivered by *FE*. This information is subjective in certain respects, and, thus, susceptible to multiple interpretations and may need periodic revisions based on actual experience and subsequent developments.
7. This proposal is based upon a start date on or before December 7, 2020 and assumes a 14-week schedule to completion. Delays to the project schedule due to actions or lack of actions on the part of the County, County and Agency participants, third parties, and others including, but not limited to vendor protests, protracted contract negotiations, vendor delays that impact the program schedule and/or costs to the County will be brought to the attention of the County's project manager in a timely manner and the schedule and cost impacts will be reduced to writing via a mutually agreed upon contract amendment.
8. This proposal assumes a mutually agreeable invoicing schedule for work completed.
9. Federal Engineering reserves the right to assign/reassign work efforts and associated costs across tasks and between our professional staff members to meet our contractual obligations to the County.

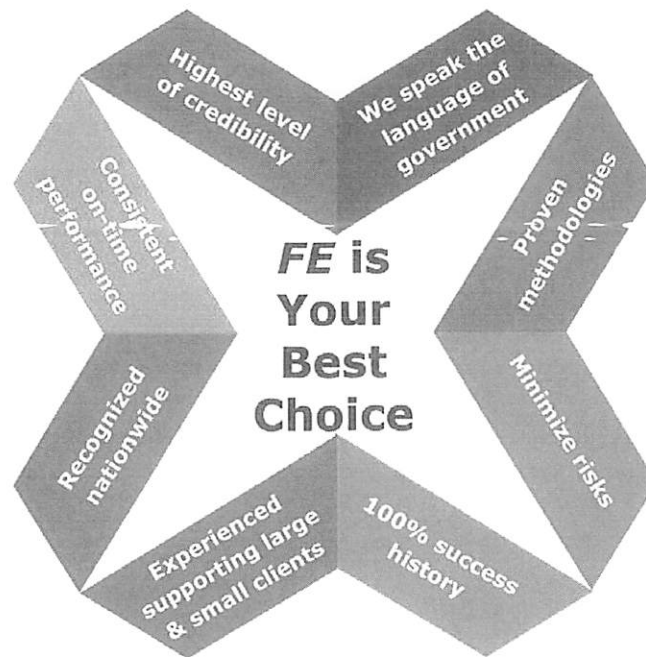




## APPENDIX: RESUMES AND REFERENCES

*FE* has demonstrable knowledge and experience in many upgrades from legacy Harris, Motorola, and other systems. Many of our clients have migrated from legacy conventional systems from various vendors to standards based P25 Phase 1 and Phase 2 systems. References for similar *FE* projects are provided on the following pages, as well as representative resumes of *FE*'s LMR experts.

*FE* has crafted the most cost-effective and reliable solutions based on our clients' unique communications needs for decades.





**BRADLEY R. BARBER**

Director of Operations



**RELEVANT SKILLS**

- Public safety communications project management
- Develop project plans and schedules
- Complete existing systems review and needs assessments
- Conduct stakeholder interviews and capabilities assessment
- Determine system requirements
- Present alternatives
- Conceptual design and specifications development
- Develop procurement documents
- Assist with vendor interviews, selection, contract negotiations
- Supervise system implementation

**GENERAL BACKGROUND**

Mr. Barber has over 30 years of experience in wireless communications systems and project management. His background includes implementation and management of public safety and commercial wireless communications networks and the operation of enterprise activities in commercial, utility and governmental environments. With this diverse background in land mobile radio communications, Mr. Barber is actively involved in the technical and operational issues inherent in today's complex and rapidly changing wireless environment such as P25, rebanding, narrowbanding, interoperability, and system lifecycle planning.

**RELEVANT PROJECT EXPERIENCE**

**State of Florida**

- Alachua County PSMR Design and Engineering Services
- Collier County PSMR Procurement and Implementation Services
- Gainesville Regional Utilities LMR Consulting Services
- City of Gainesville Radio Enhancement Design, Development, and Implementation
- Lee County Radio Communications P25 Migration

**State of Georgia**

- Camden County Communications Consultant
- Henry County LMR System Replacement

**State of North Carolina**

- Forsyth County Public Safety Communications Consulting
- Rowan County Radio Communications Consulting

**Commonwealth of Virginia**

- Dinwiddie County Radio Assessment and Procurement
- Essex County Radio Communications Consulting
- Floyd County Radio Consulting Services
- King and Queen County PSMR Consulting Services
- Middlesex County PSMR Implementation Services
- Montgomery County Regional Radio System Consulting
- Orange County Radio Consulting and Engineering Services
- City of Portsmouth Radio System Upgrade and Implementation

**AREAS OF EXPERTISE**

- Digital and analog LMR, including trunked, 700/800 MHz, VHF/UHF, and P25
- Emergency Communications Centers/Public Safety Answering Points
- CAD/RMS
- NG9-1-1
- Wide area simulcast radio systems
- Public safety software applications
- System lifecycle analysis

**PROFESSIONAL TRAINING**

- Motorola systems
- PCIA-Certified Land Mobile Radio Communications Technician

**PROFESSIONAL ORGANIZATIONS**

- Association of Public Safety Communications Officials (APCO)
- NPSTC Interoperability Committee, 2013- present
- Motorola Trunked Users Group Technical Support Subcommittee
- Motorola Utility Trunked Users Alliance
- Motorola Data Users Group





## ADAM NELSON

RF Coverage Specialist



### EDUCATION

- Master's Degree, Geographic Information Systems, The Pennsylvania State University
- Bachelor of Science, Information Technology, University of Phoenix, with honors

### RELEVANT SKILLS

- RF propagation prediction/analysis
- RF interference assessment and mitigation
- System capacity planning
- Frequency planning
- Frequency coordination and licensing
- GIS coordination, curation, analysis, and modeling
- Spectrum availability
- Radio infrastructure and performance analysis
- LTE system design

### GENERAL BACKGROUND

Mr. Nelson has over 15 years of experience providing consulting services in the fields of public safety, telecommunications, and information technologies. As a member of **FE's** Spectrum Center of Excellence, his specialties include radio frequency prediction and analysis, frequency and capacity planning, interference mitigation, LTE system design and analysis, and spectrum-related efforts pertaining to frequency licensing and coordination.

His background also includes the management and maintenance of various municipal wireless networks, specifically in the realm of public safety communications. He has participated in all phases of communications system lifecycle from needs assessment, system recommendations, RFP development, through implementation. Mr. Nelson has extensive experience with GIS platforms such as ESRI's ArcGIS. Leveraging his GIS expertise, he has developed web apps, geo-processing tools, and analysis models for various types of communications systems

### RELEVANT PROJECT EXPERIENCE

**RF Coverage Prediction, Capacity Analysis, Interference Analysis, and/or Channel Planning for the following clients/projects:**

#### State of Florida

- Alachua County, Florida
- Collier County, Florida
- City of Gainesville, Florida
- Lee County, Florida

#### State of Georgia

- Camden County, Georgia
- Henry County, Georgia

#### State of North Carolina

- Buncombe County, North Carolina
- Pitt County, North Carolina
- Orange County, North Carolina

#### Commonwealth of Virginia

- King William County, Virginia
- Lenoir County, North Carolina
- Middlesex County, Virginia
- Pittsylvania County, Virginia
- Sussex County, Virginia

### CERTIFICATIONS AND TRAINING

- Simulcast Radio Systems, Motorola Certified Training
- Integrated Voice and Data Systems, Motorola Certified Training
- RAPTR Certified Training
- ATDI Developer Training
- ArcGIS Developer Training
- Certified GEOINT Professional
- Satellite Communications Systems Terminal Maintainer Course, U.S. Army
- ASTRO 25 Radio System Management, Motorola

### PROFESSIONAL ORGANIZATIONS

- Association of Public Safety Communications Officials (APCO)





**TERRY FOREHAND**

Technical Lead



**AREAS OF EXPERTISE**

- Public safety and private wireless networks
- Needs assessment and solution development
- Voice and data communications network implementation & acceptance testing
- Radio system exercise development and execution
- Radio system budgetary analysis

**GENERAL BACKGROUND**

Terry Forehand has over 18 years in designing, implementing, managing, and maintaining land mobile communications systems for the United States Army, local government, and private enterprises. He is experienced with P25 systems and broadband systems and has developed interoperable programming templates for trunking and conventional radios and networks. Mr. Forehand has also developed budgetary requirements for communications systems and managed the implementation of complex systems.

**RELEVANT PROJECT EXPERIENCE**

**State of Florida**

- Alachua County P25 Radio Communications System Upgrade
- Collier County Radio System Analysis and Infrastructure Replacement
- State of Florida SLERS2 Business Case and Project Management Support
- City of Gainesville Radio System Enhancement Study
- Gainesville Regional Utilities 800MHz Radio System Consulting Services
- City of Lakeland 800 MHz P25 Radio System Upgrade Support
- Lee County P25 PSMR Communications Upgrade Support
- Nassau County Public Safety Radio Procurement, Implementation, and Maintenance

**State of Georgia**

- Camden County P25 PSMR Needs Assessment
- Henry County P25 PSMR Assessment and Procurement Support

**State of North Carolina**

- Lenoir County PSMR Consulting Services
- Orange County PSMR Interoperability and Systems Engineering Services
- Rowan County Radio Communications Consulting
- Yadkin County PSMR Implementation Support

**Commonwealth of Virginia**

- Caroline County P25 PSMR Upgrade Support
- Dinwiddie County Radio Consulting Services
- Floyd County Radio Consulting Services
- King and Queen County P25 Radio Communications System Procurement and Implementation Support
- Northumberland County Radio System Assessment
- Orange County Radio Consulting and Engineering Services
- Sussex County PSMR Consulting Services

**PROFESSIONAL TRAINING**

- Radio Repeater Course, U.S. Army
- Satellite Communications Systems Terminal Maintainer Course, U.S. Army
- ASTRO 25 Radio System Management, Motorola

**PROFESSIONAL ORGANIZATIONS**

- Association of Public Safety Communications Officials

**CERTIFICATES AND AWARDS**

- CENTRACOM Gold Elite Certificate of Achievement, Motorola
- SmartZone Overview Certificate of Achievement, Motorola
- ASTRO 25 Integrated V&D Certificate of Completion, Motorola





# LEE COUNTY, FLORIDA P25 Radio Communications Consulting



Project Dates  
2017 – 2020

Relevant Technologies

- 700 / 800 MHz
- P25
- Simulcast
- Motorola Smartnet / Smartzone
- Digital / analog
- VHF / UHF
- Fiber optic / microwave

Project Contact

Andrew Stadler  
Public Safety Communications System Manager  
2000 Main Street, Suite 100  
Fort Myers, FL 33901  
239-533-3617  
astadtler@leegov.com

Project Snapshot

- Needs analysis
- Existing system assessment
- Develop requirements
- Coverage analysis
- Develop vendor RFP
- Procurement support including contract negotiation and vendor selection
- Implementation project management

Project Description

Lee County contracted with **FE** to provide public safety communications consulting services for the replacement of its radio systems, upgrading from the existing aging analog Smartnet/Smartzone 800 MHz network with a newer, digital P25 standards based system.

**FE** collaborated with the County's project management staff to establish a structured project schedule that included: project plan definition, goals, milestones, regular update meetings, status reports, and deadlines for deliverables. We developed and delivered a project plan, written recommendations for a governance structure, and a budgetary estimate of what the future system would cost.

The team conducted interviews with system users to determine requirements and expectations, which included interoperability, subscriber unit condition, available features, and existing radio site conditions. We used the results of these interviews to evaluate and recommend optimal system models, factoring in future requirements and industry trends of five, ten, and fifteen year projections.

**FE** further assisted the County with RFP development and procurement support by determining technical specifications, reviewing vendor proposals, conducting contract negotiation, and vendor selection. Phase 2 of the project saw the **FE** team provide implementation project management of the chosen system, performing customer design reviews, acceptance test planning, and a migration plan.





# GAINESVILLE REGIONAL UTILITIES 800 MHz Rebanding and Radio System Upgrade



## Project Dates

2006 – 2022

## Relevant Technologies

- 800 MHz
- Trunked
- Simulcast
- P25

## Project Contact

Jim Werner  
Trunked Radio System Supervisor  
P.O. Box 147117  
Station A136  
Gainesville, FL 32614  
352-316-2400  
wernerje@gru.com

## Project Snapshot

- Rebanding planning and research
- Negotiation support
- 800 MHz reconfiguration implementation
- Generate RFP and review vendor proposals
- Program planning and design reviews
- Radio operations analysis and site analysis
- Conduct special presentations

## Project Description

The City of Gainesville, Florida selected **FE** to assist in the rebanding of the City's 800 MHz mobile radio systems. **FE** was contracted to provide support all phases of the program from the initial analysis of existing facilities through migration to the new frequencies. The City of Gainesville owns and operates multiple 800 MHz radio subsystems that are integrated into the trunked radio system (TRS). The TRS is managed by the communications division of the municipal utility, Gainesville Regional Utilities (GRU).

The TRS provides public safety and public service communications throughout Alachua County, Florida via inter local agreements established between the City and Alachua County, and between the City and the University of Florida. GRU was obligated to adjust the frequency usage of its systems to comply with the FCC rebanding order.

The 800 MHz band reconfiguration process is divided into two main segments. Phase 1, the Planning and Negotiation Phase, includes all planning and research activities that will prepare GRU for the actual reconfiguration. Phase Two, the Reconfiguration Implementation Phase, includes the actual reconfiguration is performed, as well as the final completion of the process. **FE** supported both phases.

**FE** was also contracted to support the upgrade of GRU's public safety radio communications system to a countywide interoperable P25 system by leveraging existing 800 MHz frequencies, sites, and infrastructure.

GRU successfully rebanded their frequencies complying with FCC mandates. GRU retained **FE** to upgrade their current network to a new, interoperable system providing communications throughout GRU's extensive service area, the City of Gainesville, and most of Alachua County. **FE** is currently providing on-call implementation support of the new system.

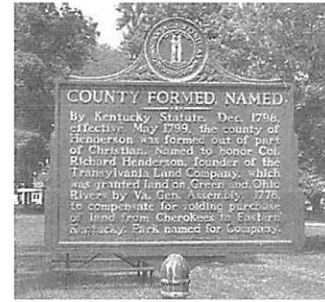




# CITY AND COUNTY OF HENDERSON, KENTUCKY Radio Communications Consulting

Project Dates: 2014 – 2019

Contract Value: \$120,000



## Relevant Technologies

- Motorola
- 700 MHz
- Analog and digital
- VHF/UHF
- Conventional and trunked
- Logging recorder
- Fire alerting

## Project Contact

William "Buzzy" Newman  
 Assistant City Manager  
 222 First Street  
 Henderson, KY 42420  
 270-831-1200  
 bnewman@cityofhendersonky.org

## Project Snapshot

- Conduct needs assessment
- Prepare alternatives analysis
- Develop RFP and procurement-related documents
- Assist with vendor proposal review and contract negotiations
- Provide implementation support

## Project Description

**FE** provided professional guidance in support of acquiring a modern, efficient, and cost-effective communications system for the first responders. The project was setup for three phases: Phase 1–Needs Assessment and Alternatives Analysis, Phase 2–Procurement Support, and Phase 3–Implementation Support.

**FE** inspected radio communication sites to determine the current state of the equipment and installations, and conducted onsite interviews to identify user communication needs. We identified the needs of the five primary system categories, which included City Police and City Fire, County Sheriff, and multiple volunteer fire departments. Part of the on-site interview process was potential interest in sharing a new countywide system.

From the information obtained during the on-site interviews and site visits, **FE** developed and evaluated three alternatives for improving the City and County systems: upgrade the current system, simulcast conventional, and simulcast trunking.

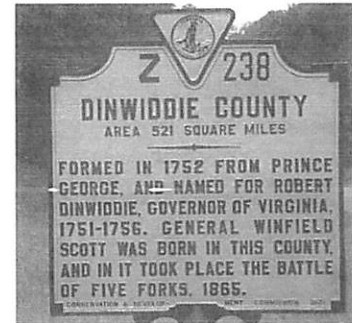
**FE** then prepared a competitive RFP for procurement of the replacement system. Multiple proposals were received, and **FE** conducted technical compliance reviews, and requested clarifications from bidders where appropriate. **FE** also assisted in vendor negotiations and vendor contract finalization. **FE** further provided additional technical assistance to the City and County during implementation of the replacement system.







## DINWIDDIE COUNTY, VIRGINIA Public Safety Communications System Consulting Services



Project Dates: 2016 – Present

### Relevant Technologies

- 700/800 MHz
- VHF & UHF
- Fire alerting
- Motorola ASTRO

### Project Contact

Denice Crowder  
Project Manager  
13910 Courthouse Road  
Dinwiddie, VA 23841  
804-469-5388  
dcrowder@dinwiddieva.us

### Project Snapshot

- Existing system assessment
- Site visits and interviews
- Alternatives evaluation
- Conceptual design
- Recommendations
- Identify funding sources or grants
- Develop technical specifications for procurement
- Analyze projected costs
- Assist with procurement and implementation

### Project Description

Dinwiddie County sought the services of a qualified Public Safety Communications System Consultant to provide an analysis and review of the current radio system and its elements, make recommendations, and provide direction for the County-wide Public Safety radio system that will, eventually, be fully interoperable in the region.

The County required a public safety radio system to fully cover the varying topography of the region. The system shall be interoperable during emergencies with the public safety agencies in surrounding localities, to include Amelia, Chesterfield, City of Petersburg, Prince George, Sussex, and Brunswick. These localities currently operate public safety radio systems in multiple areas of the radio spectrum including VHF, UHF, and 700/800 MHz. A collaborative expanded system consisting of neighboring systems was explored, as well as a stand-alone system. The system also needs to provide alerting for Fire/EMS stations and volunteer Fire/EMS personnel. **FE** evaluated the existing system and provided the most practicable and best solution and options for Dinwiddie County.

The team further provided assistance during the procurement phase, including technical specification development, cost analyses, funding research, RFP development, vendor proposal evaluation and interviews, and selection of a vendor.



## Ali Tretheway

---

**From:** Scott Wiggins <swiggins@fedeng.com>  
**Sent:** Tuesday, October 27, 2020 12:19 PM  
**To:** Clayton Drew  
**Cc:** Ali Tretheway  
**Subject:** RE: Federal Engineering - Revised LMR Consulting Proposal for Levy County

Clayton:

Thank you for the call today. Please accept this e-mail as written authorization to include our proposal on the board agenda.

Should you need anything else, please do not hesitate to ask.

Cheers,

Scott Wiggins  
Senior Vice President  
Federal Engineering, Inc  
10560 Arrowhead Drive  
Fairfax, VA 22030  
Cell: 651-983-9306  
[swiggins@fedeng.com](mailto:swiggins@fedeng.com)

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**From:** Clayton Drew <cdrew@levydps.com>  
**Sent:** Tuesday, October 27, 2020 11:22 AM  
**To:** Scott Wiggins <swiggins@fedeng.com>  
**Subject:** Fwd: Federal Engineering - Revised LMR Consulting Proposal for Levy County

Scott, per our phone conversation see below email from Ali.

Clayton Drew

Begin forwarded message:

**From:** Ali Tretheway <[tretheway-ali@levycounty.org](mailto:tretheway-ali@levycounty.org)>  
**Date:** October 27, 2020 at 09:58:52 EDT  
**To:** Clayton Drew <[cdrew@levydps.com](mailto:cdrew@levydps.com)>  
**Cc:** Mitch Harrell <[mharrell@levydps.com](mailto:mharrell@levydps.com)>  
**Subject:** RE: Federal Engineering - Revised LMR Consulting Proposal for Levy County

Clayton,

Can you get ahold of Federal Engineering, and find out if it is ok for me to put their proposal on our agenda? They have a proprietary notice in their proposal we need it in writing to be able to distribute. I am wanting to bring it to the Board for their approval to waive the bid process and for Anne to prepare a contract so we can get this project moving.

Also, where is the funding coming from for this project?

Thank you,

Alicia Tretheway  
Procurement Coordinator/ADA Coordinator  
Levy County Board of County Commission  
310 School Street  
P.O. Box 310  
Bronson, Florida 32621  
Cell: 352-441-0964  
Phone: 352-486-5218, Ext 2  
Fax: 352-486-5167

Connect with Levy County:



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**From:** Clayton Drew <[cdrew@levydps.com](mailto:cdrew@levydps.com)>  
**Sent:** Thursday, October 8, 2020 10:20 AM  
**To:** Ali Tretheway <[tretheway-ali@levycounty.org](mailto:tretheway-ali@levycounty.org)>  
**Subject:** Fw: Federal Engineering - Revised LMR Consulting Proposal for Levy County

---

**From:** Scott Wiggins <[swiggins@fedeng.com](mailto:swiggins@fedeng.com)>  
**Sent:** Thursday, October 8, 2020 8:59 AM  
**To:** Clayton Drew <[cdrew@levydps.com](mailto:cdrew@levydps.com)>  
**Subject:** Re: Federal Engineering - Revised LMR Consulting Proposal for Levy County

Clayton:

Yes. We develop a task-by-task price sheet and assign hours to each task by worker using our legally agreed to GSA rates. That's what roles up into the firm fixed price.

Cheers,

Scott Wiggins  
Senior Vice President  
Federal Engineering, Inc  
10560 Arrowhead Drive  
Fairfax, VA 22030  
Cell: 651-983-9306  
[swiggins@fedeng.com](mailto:swiggins@fedeng.com)

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On Oct 8, 2020, at 8:12 AM, Clayton Drew <[cdrew@levydps.com](mailto:cdrew@levydps.com)> wrote:

Patti or Scott, can you confirm that the total proposal amount is using GSA rates?  
Clayton Drew

---

**From:** Ali Tretheway <[tretheway-ali@levycounty.org](mailto:tretheway-ali@levycounty.org)>  
**Sent:** Tuesday, October 6, 2020 12:08 PM  
**To:** Clayton Drew <[cdrew@levydps.com](mailto:cdrew@levydps.com)>  
**Subject:** RE: Federal Engineering - Revised LMR Consulting Proposal for Levy County

Clayton,

Please confirm with the vendor that their total proposal amount of \$49,310 is using the GSA Schedule rates.

Thank you,

Alicia Tretheway  
Procurement Coordinator/ADA Coordinator  
Levy County Board of County Commission  
310 School Street  
P.O. Box 310  
Bronson, Florida 32621  
Cell: 352-441-0964  
Phone: 352-486-5218, Ext 2  
Fax: 352-486-5167

Connect with Levy County:

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**From:** Clayton Drew <[cdrew@levydps.com](mailto:cdrew@levydps.com)>  
**Sent:** Monday, October 5, 2020 10:01 AM  
**To:** Ali Tretheway <[tretheway-ali@levycounty.org](mailto:tretheway-ali@levycounty.org)>  
**Subject:** Fw: Federal Engineering - Revised LMR Consulting Proposal for Levy County

Ali, see attached proposal from Federal Eng.  
Clayton Drew

---

**From:** Patti D'Andrea <[pdandrea@fedeng.com](mailto:pdandrea@fedeng.com)>  
**Sent:** Wednesday, September 30, 2020 4:31 PM  
**To:** Clayton Drew <[cdrew@levydps.com](mailto:cdrew@levydps.com)>  
**Cc:** Chuck Hnot <[chnot@fedeng.com](mailto:chnot@fedeng.com)>; Brad Barber <[bbarber@fedeng.com](mailto:bbarber@fedeng.com)>; Scott Wiggins <[swiggins@fedeng.com](mailto:swiggins@fedeng.com)>  
**Subject:** Federal Engineering - Revised LMR Consulting Proposal for Levy County

Clayton,

Thanks again for taking the time to speak with us this morning regarding Federal Engineering's proposal for LMR Consulting. We've made the changes as discussed and have attached a revised proposal for Levy County. Please review and let me know if you want any further clarifications made before you forward it for legal review.

*Patti*

Patti D'Andrea  
Senior Manager, Capture Group  
Federal Engineering, Inc  
10560 Arrowhead Drive  
Fairfax, VA 22030  
Cell: 732-771-3456  
[pdandrea@fedeng.com](mailto:pdandrea@fedeng.com)

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