

JANUARY 13, 2023 | CONFIDENTIAL

MVP ARENA

SECTION I: DISTRIBUTED ANTENNA SYSTEM

RFP#2022-149

RFP RESPONSE SUBMITTED BY: BOINGO WIRELESS

MAIN RFP CONTACT: NEAL MCGEE | NMCGEE@BOINGO.COM | 201.637.8176



boingo

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COVER LETTER

January 13, 2022

Pamela O'Neill
Albany County Purchasing Agent
Albany County Department of General Services
112 State Street, Room 1000
Albany, New York 12207

RE: REQUEST FOR PROPOSALS DISTRIBUTED ANTENNA SYSTEM (DAS) FOR MVP ARENA IN ALBANY NY GENERAL SERVICES/ASM GLOBAL RFP#2022-149

Dear Pamela:

Boingo Wireless, Inc., along with its affiliates ("Boingo"), is pleased to submit this proposal to Albany County (the "County") to provide a complete, fully functioning and supported neutral host Distributed Antenna System ("DAS" or "Project") at MVP Arena ("the Arena").

For over 21 years, Boingo has been connecting fans at stadiums and arenas, guests at convention centers, globe-trotting travelers at airports and transportation hubs, our fighting forces at military bases, and Boingo customers at our million+ hotspots around the world. **Quite simply, the consumer experience is at the heart of everything we do.** In fact, the Wireless Broadband Alliance awarded Boingo with its "Best Converged Operator Deployment" honor and Light Reading named Boingo the "Most Innovative Wireless Service."

While crafting the attached proposal, we carefully considered the needs of the Arena as well as our extensive industry experience in both building and funding DAS networks. The key benefits of a partnership with Boingo include:

- **Deep carrier relationships.** We know what carriers look for when deciding what networks to join and to fund. Because of this knowledge, Boingo networks are intended to benefit all carriers—we have never built a network that was not accepted by a carrier.
- **21+ years of DAS experience.** We are experts in the furnishing, installation, testing, certification, support, maintenance, and upgrading of wireless solutions, including deploying many state-of-the-art DAS solutions at iconic, high-capacity sports and entertainment venues throughout the U.S similar in size and scope to MVP Arena.
- **Both local and national resources dedicated to the Arena.** We have dozens of employees in New York as well as established partnerships with local subcontractors who will be utilized for the build and field service of this network. This approach gives the Arena the best of both worlds- local, dedicated staff who are also backed by one of the Nation's largest indoor DAS providers.
- **Industry insights.** We know what the industry demands, and we ensure that all our partner venues are kept in the know as well.

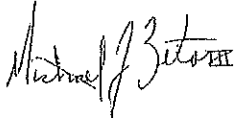
Our top priority is the same as yours, to build a best-in-class cellular network for all Arena guests and staff while also providing revenue generating opportunities to the Arena. It is for that reason we have proposed a revenue model that provides the Arena the best opportunity to have the DAS network built on time and with maximum carriers contracted. We're confident it is the best way forward to a premium connected experience for the Arena.

To that end, as an alternative to including the \$225K upfront engagement fee, Boingo is offering a revenue proposal which considers market trends to ensure maximum carrier participation while meeting the total value requirements. This will include the following payments for each carrier sign on:

- A **\$50K** payment for the 1st carrier
- A **\$125K** payment for the 2nd carrier
- A **\$200K** payment for the 3rd carrier

More details can be found in the attached proposal, however if you have any additional questions please don't hesitate to reach out. We are very excited to work with the Arena to take your connected experience to the next level. Thank you for the opportunity and your consideration.

Best Regards,



Michael J. Zeto III
Chief Commercial Officer

COMPANY HEADQUARTER DETAILS:
BOINGO WIRELESS, INC.
45 Rockefeller Plaza Suite 3120
New York, NY 10020
310-586-5180 (p)
310-586-4060 (f)
<http://www.boingo.com/>

MAIN POINT OF CONTACT:
NEAL MCGEE
Sr. Director, Business Development
nmcgee@boingo.com
201-637-8176 (p)
1 Rockefeller Plaza, Suite 1660
New York, NY 10020

SECTION II: QUALIFICATIONS AND EXPERIENCE








The Qualification / Experience section must address proposer's qualifications and experience to carry out the requested service, inclusive of, but not limited to: qualification to do business in NYS, number of years in business, and length of experience.

COMPANY OVERVIEW

Boingo Wireless, along with its subsidiaries, is a privately-owned company with over 350 full-time staff members and a highly experienced executive team committed to enhancing the wireless experience at premiere venues around the country. Boingo is headquartered in Los Angeles and has offices throughout the world, including in New York, Chicago, Las Vegas, Dubai, and Brazil. With more than 40,500 nodes live in large-scale venues and a robust pipeline in development, Boingo is the largest independent provider of indoor DAS in the United States.

In addition to our DAS leadership, Boingo offers best-in-class 5G solutions to include small cell, private networks, Wi-Fi, and towers serving airport and transportation, sports and entertainment, military and government, commercial real estate, healthcare, and manufacturing and logistic industries. Our 21 years of experience in the design, installation, operation, maintenance, and marketing of neutral host cellular DAS and public/private Wi-Fi networks is unmatched. Our mission is clear: Boingo helps the world stay connected to the people and things they love.

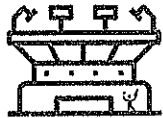
20+ Years of Wireless Leadership

	LARGEST DAS Operator Largest indoor DAS provider in the U.S.	40,500 Small cell nodes		FIRST Commercial DAS Network to market (99)
	LARGEST Wi-Fi Operator Largest operator of airport Wi-Fi networks in the world	1+ MM Hotspots worldwide		FIRST Passpoint Network to market (14)
	LARGEST Military Provider Largest Wi-Fi & Cell Tower provider to US Military bases	2,000 + 340,000 Buildings Beds		FIRST CBRS Airport Private Network to market (18)
				FIRST Wi-Fi 6 Airport Network to market (19)



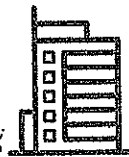
TRUSTED BY ICONIC VENUES EVERYWHERE

Boingo's direct, real-world experience allows our team to help MVP Arena make the best technology decisions today and well into the future. **By partnering with Boingo, the Arena will gain a resource that can not only advise on creating amazing, connected experiences, but can also deliver them.** Venues across the world turn to Boingo for their converged network needs. Below is a summary of our venue portfolio:



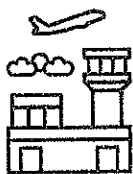
Sports and Entertainment Venues: Boingo has worked with both public and private venues, including Soldier Field, Austin Football Club's Q2 Stadium, State Farm Arena, Vivint Arena, and Hollywood Bowl. Boingo also partners with Live Nation to provide connectivity for amphitheaters across the United States.

Commercial Real Estate: Developers are turning to Boingo for next generation wireless solutions to create smart buildings that increase efficiencies, build resilience, and create new revenue. Boingo maintains long-standing agreements with Chicago's 1 North Wacker, Philadelphia's Cira Centre, and the State Farm headquarter campus.



Hospitality: Boingo is improving the guest and staff experience at many premier hospitality venues like The Residences at The St. Regis Chicago, Lone Butte – Gila River Resorts & Casinos, Omni PGA Frisco Resort, Vee Quiva – Gila River Resorts & Casinos, W Hotel Nashville, and Wild Horse Casino and Hotel.

U.S. Military Bases: Boingo holds long-term contracts to provide high-speed Wi-Fi and cellular towers at over 80 military bases in the United States and abroad, including Fort Drum in Watertown, NY. Our current agreement provides connectivity options to over 340,000 service members at 75 bases worldwide, with more to come.



Airports and Transit Hubs: No other company has designed, implemented, and managed more transportation DAS and Wi-Fi networks than Boingo. This includes some of the world's largest thoroughfares: John F. Kennedy International Airport, London Heathrow International Airport, Los Angeles International Airport, Chicago O'Hare, Chicago Midway, Buffalo Niagara International Airport, San Francisco's Salesforce Transit Center, the Port Authority Bus Terminal, and the Lincoln and Holland Tunnels.

University and College Campuses: Leading educators are relying on Boingo to increase operational efficiencies and fast-track smart building bottom-line benefits. Today, our networks support faculty, staff, students, and visitors at many top University and College Campuses, including the University of Houston Stadium, University of Louisville, Gonzaga University McCarthy Athletic Center, and Kansas State University.



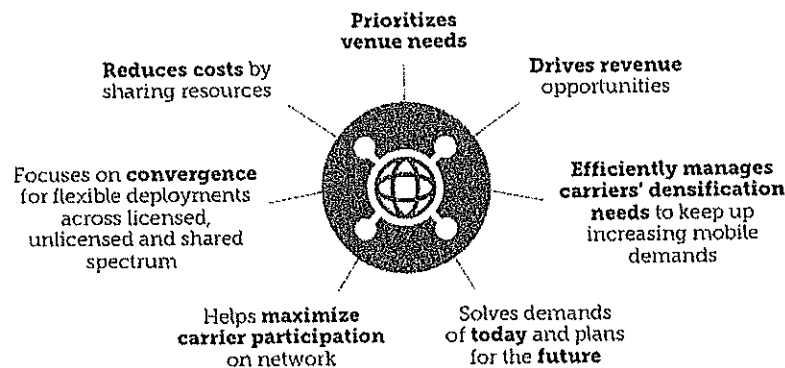
A PIONEER IN DAS

Boingo, through its subsidiaries, is widely credited as the inventor of the "neutral host" concept. We were successful in executing one of the first major public/private wireless telecom development partnerships with the Port Authority of NY & NJ. This 25-year exclusive agreement allows us to install, operate, and maintain neutral access wireless networks within Port Authority

venues, which now include the Lincoln and Holland tunnels, all four commercial airports (EWR, JFK, LGA, and SWF), the World Trade Center, and the Port Authority Bus Terminal.

By partnering with a neutral host provider like Boingo, the Arena will gain an advocate for their guests. Unlike an individual wireless carrier, Boingo is technology agnostic and supports the idea that all users should have a great connectivity experience, regardless of the wireless provider they choose. By comparison, solutions deployed by carriers create major conflicts of interest, as carriers develop networks to their specifications which primarily serve their needs, at the expense of their competitors and end users.

The Neutral Host Advantage



Additionally, we maintain Wi-Fi offload agreements with Tier One mobile carriers, allowing us to exchange data service between DAS and Wi-Fi networks in a way that no other company can. Because a combination of licensed, unlicensed, and lightly licensed spectrum is a key element of upcoming 5G technologies, a partnership with Boingo ensures the best path to future-forward cellular connectivity.

A PARTNERSHIP WITH AN EYE ON THE FUTURE

Boingo is a leader in network convergence. We not only recognize the ever-changing landscape of the wireless industry, but also are actively involved in the standards groups that pioneer new 5G technologies. We are proud to partner with organizations including the Wireless Broadband Alliance, the Wi-Fi Alliance, the CBRS Alliance, the Wireless Infrastructure Association, the Multifamily Broadband Alliance and WISPA, National Spectrum Consortium, and the Telecom Infra Project. **Our real-world 5G experience includes CBRS, LAA, mmWave, and sub-6 GHz deployments.** This industry leadership ensures that the networks we build are ready for the future, no matter what's next in wireless.

To stay at the forefront of wireless technology, Boingo CTO Dr. Derek Peterson sits on the Connected City Advisory Board. This leadership group was formed by the Wireless Broadband Alliance and seeks to develop a framework for the social, economic, and sustainable operation of smart cities. Our goal is to redefine the way we live, work, and play through optimized IoT technologies.

In addition to sitting on the Advisory Board, Boingo recently joined Qualcomm's Smart Cities Accelerator Program to help power smart city developments. We've also been featured in the CTIA Smart Cities Playbook for the work we're doing in Chicago.

Mike Zeto, Boingo's Chief Commercial Officer, is focused on driving innovation across 5G, CBRS, Wi-Fi 6, IoT and smart cities. In the following interviews, Mike shares insights on how we can power innovation through technology for the future of smart services, discussing the importance of creating smart communities by connecting them from the inside out:



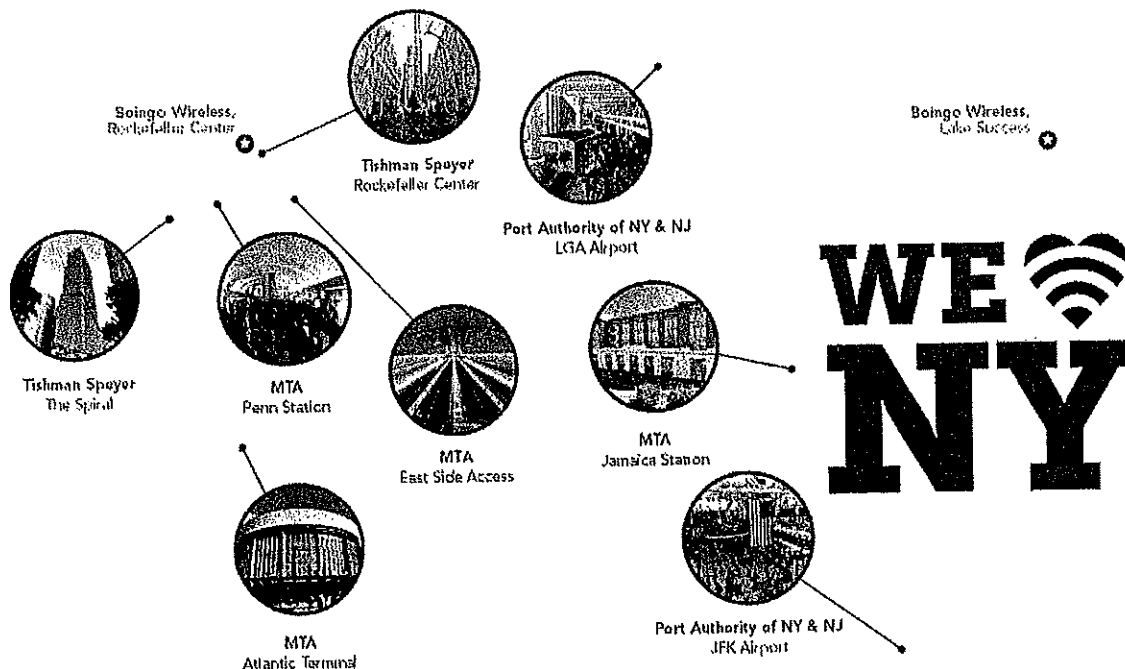
5G World Series Interview



Mobile World Live Interview

A PROUD PARTNER IN UPSTATE NEW YORK

With venues like Buffalo Niagara International Airport and Fort Drum, we're no stranger to upstate New York. We also have a strong presence in New York City, where for over 21 years, Boingo's best-in-class converged wireless infrastructure has supported many high-capacity venues like John F. Kennedy International Airport, Holland Tunnel, and the Oculus at the World Trade Center. Lastly, with our second largest office located in Rockefeller Center, Boingo employs dozens of full-time staff members from the local community. Please see below for more of Boingo's New York area portfolio.



STAFF RESUMES

Resumes of professional staff members who will be involved in the County engagement must be included in this section.

Boingo's dedicated team featured below will serve as the main points of contact for MVP Arena and its initiatives. The members of this team were selected based on their long-standing wireless qualifications, experience on similar projects, and knowledge of the New York market. Please see below for the Arena's dedicated team member resumes.



Neal McGee, Sr. Director of Business Development

As a Sr. Director of Business Development, Neal brings close to 20 years of experience in the wireless industry. Based out of our NYC office at Rockefeller Center, Neal is responsible for growing Boingo's partnerships with venues throughout New York, New Jersey, and Pennsylvania. Prior to Boingo, he held various enterprise sales and business development roles at AT&T. Neal is a graduate of the University of Scranton in Pennsylvania with a BA in Communications and a minor in Marketing.



For MVP Arena, Neal will serve as the main point of contact for the RFP, be the cross-functional liaison during contract negotiations, and lead discussions with Boingo's carrier leasing team to drive revenue for the project.

Eric Ardini, Director of Account Management

Eric is responsible for managing day-to-day cross coordination between Boingo and the project. Eric will be a main point of contact for the Project once it leaves the contracting phase. His role is to ensure client and customer satisfaction, contractual compliance, and day-to-day operational communications between the project and internal project teams. Prior to joining Boingo, Eric held Account Management and Customer Service roles at Granite Telecommunications, DriveTime, Ricoh Business Solutions and DTI LLC. He holds a B.S. in English Language and Literature from Boston University.



For MVP Arena, Eric will be responsible for ensuring client satisfaction, contractual compliance, and day-to-day operational communications between the Project and Boingo's cross-functional teams.



Dave Evans, Director of RF Engineering

Dave will be the lead system architect for the Project. Dave is responsible for DAS and Small Cell strategy for Boingo and helps design and deploy coverage solutions for large venues, commercial buildings, airports, and campuses. He helped turn up service at the World Trade Center in 2016 for all four carriers, designed the DAS system for the PATH subway in New York, and has been developing a small cell direct deployment model with AT&T for in-building coverage enhancements. Prior to joining Boingo, he managed network design operations at Sprint Nextel, Black & Veatch, and AT&T. David holds a BS and MS in Electrical Engineering from New York University's Polytechnic School of Engineering and is a licensed professional engineer in New York and New Jersey.



For MVP Arena, Dave will create DAS network designs from the conceptual through final phases and provide engineering support during launch and testing phases.

Rachel Rea, Sr. Vice President of Operations

Rachel's team is responsible for building and operating Boingo's wireless networks throughout the country. She is a recognized technology leader known for creating a strategic vision with a practical and efficient execution to achieve business goals. Rachel holds a degree in Electrical Engineering and brings more than 20 years of experience in the wireless industry. She has managed Business Development, Sales, RF Engineering, Project Implementation, PMO, Budget and Asset Management, Product Innovation, Operations, Real Estate and Contract Management. Prior to Boingo, Rachel held national leadership roles with an OEM and a wireless operator. She also currently owns a Certified Women Owned Business. Her breadth of industry knowledge and experience along with her vast network enables her to creatively design, build, and operate venue-specific neutral-host wireless networks.



For MVP Arena, Rachel's team will oversee the network build plan, including budgeting, scheduling, planning, construction, testing, optimization, and launch. Her team will also be responsible for obtaining NTP and permits, as well as preparing any necessary field guides and documentation.



Christofer Brayton, Sr. Project Manager

As a Senior Project Manager, Christofer oversees the construction, implementation, commissioning, and carrier optimization for DAS and 5G projects in the East region. Chris has extensive experience managing engineering and operations teams along with several sub-contractors at venues such as JFK Airport, World Trade Center, and several commercial high-rise buildings in NYC. Before working at Boingo, Chris held roles as Regional Engineering & Operations Manager for C Squared Systems, LLC and Outside Plant Engineer at Verizon. Chris graduated with a B.S. in Electrical Engineering from the Rochester Institute of Technology.



For MVP Arena, Christopher will serve as the point of contact for the installation and launch of the network, organizing internal resources as needed to ensure that a high-quality build is completed on schedule.

James Mansell, Director of Network Operations

James is the Director of Boingo's 24/7/365 Network Operations Center (NOC) and Service Desk, where he is responsible for incident management, change and release management, service management, and IT desktop support. James maintains over 20 years of experience in network and IT operations and service, with supervisor roles at organizations including Time Warner Cable and ClientLogic. James received his AS in computer systems networking and telecommunications from ITT Technical Institute. He also holds Cisco CCNA Wireless, Cisco CCNP, and VMware certifications.



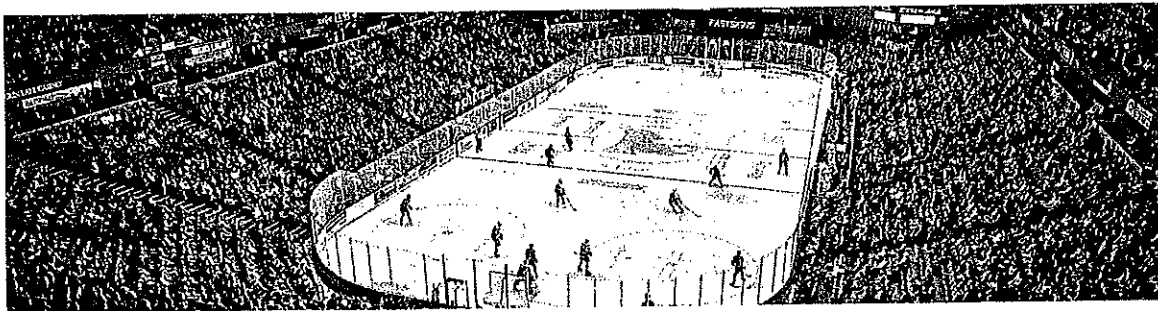
For MVP Arena, James will oversee the team responsible for providing 24x7x365 network monitoring, maintenance, and ongoing operations to ensure optimal uptime and operational efficiency.

SECTION III: REFERENCES

The References section must include references from similar type projects.

As requested, below are stadium and arena specific references for the Arena's review. Please note, due to the confidential nature of these projects, we are not able to disclose overall contract values as requested in the RFP.

Van Andel Arena & DeVos Place Convention Center *Grand Rapids, MI*



Owner or Owner's Representative's Contact:

Chris Machuta, Assistant General Manager
130 Fulton St W
Grand Rapids, MI 49503
(616) 742-6192 | cmachuta@smggr.com

Project Completion: 2015 and 2017

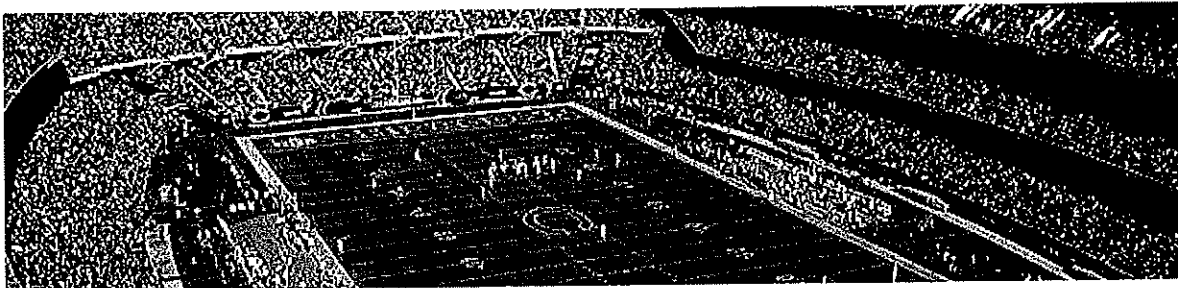
Scope of Services Provided: Neutral host DAS

Project Description

In 2015, Boingo was awarded the exclusive rights to install, operate, and maintain a neutral host DAS network for the Van Andel Arena, located in Michigan's fastest growing city, Grand Rapids. Van Andel Arena is a 12,000+ seat entertainment facility hosting the American Hockey League's Grand Rapids Griffins, the biggest names in concerts, comedy, family shows, other sporting events, and more.

In 2017, the Grand Rapids Kent County Convention and Arena Authority extended Boingo's exclusive rights to install, operate, and maintain a neutral host DAS network at DeVos Place Convention Center. DeVos Place hosts meetings, conventions, tradeshow, performing arts, and touring events. Boingo's network provides coverage expanding over the convention center's 162,000 square foot exhibit hall, 40,000 square foot ballroom, and 32,000 square feet of meeting space.

Soldier Field
Chicago, IL



Owner or Owner's Representative's Contact:

Luca Serra, Director of Sponsorship and Media
1410 S. Museum Campus Drive
Chicago, Illinois 60605
(312) 235-7149 | lserra@soldierfield.net

Project Completion

- Phase I – DAS and Wi-Fi: May 2005 – November 2005
- Phase II – DAS and Wi-Fi Upgrade: March 2014 – December 2014
- Phase III – Verizon 5G Upgrade: July 2019 – August 2019
- Phase IV – 5G Overlay: Active, anticipated completion 2022

Scope of Services Provided: Neutral host DAS | Wi-Fi

Project Description:

In 2005, Boingo Wireless entered into an agreement with the Chicago Park District and SMG to provide DAS and Wi-Fi services at LEED Certified Green Building, Soldier Field. The project entailed a host of wireless systems including a public voice and data DAS, which provides cellular coverage supporting over 400,000 square feet throughout the seating area, concourses, suites, service levels, and underground parking garage, as well as a stadium-wide Wi-Fi network utilized by both fans and Soldier Field staff. Boingo's scope includes network design, project management, materials procurement, installation, testing, optimization, operation, and ongoing 24/7/365 monitoring and maintenance.

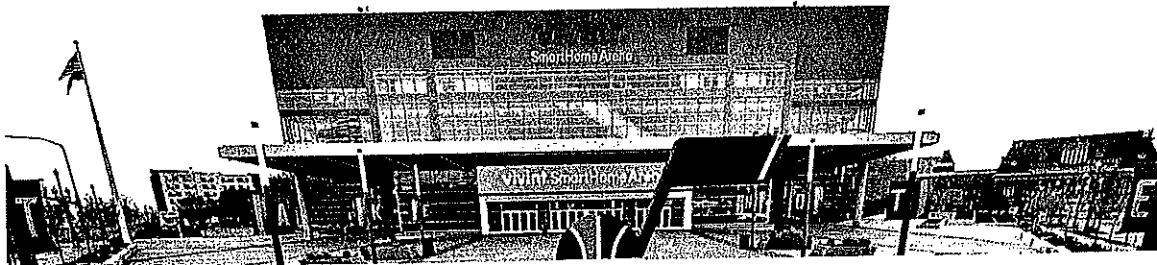
In 2012, Boingo embarked on a massive 4G LTE upgrade with all four carriers and significantly improved the performance and capacity of the network. Boingo partnered with AT&T to develop the new specs and technology for what would be one of the first state-of-the-art full 4G NFL stadiums. We achieved this by designing, installing, and operating the core infrastructure that provides neutral host access to all carrier services (2G, 3G, and now 4G). We designed and built a robust fiber core plant which we recently upgraded for greater capacity in 2014, allowing for complete fiber to the edge solutions for the future. The DAS designed and deployed in Soldier Field is considered a "showcase" DAS for AT&T, Verizon, Sprint, and T-Mobile. In fact, many tours are provided to senior wireless carrier leadership in order to highlight the state-of-the-art features and performance of this DAS.

In 2015, Boingo enhanced the existing industry-leading design with the development and deployment of a custom outdoor DAS (oDAS) and Wi-Fi network on the perimeter campus of Soldier Field. This deployment was designed to solve an ongoing problem of coverage and

capacity at large concerts, festivals, tailgating activities, and other social events held outside of the stadium. This solution also helped The Bears and SMG resolve their wireless ticketing needs. The oDAS/Wi-Fi solution was also designed to interface directly with our indoor DAS (iDAS)/Wi-Fi systems, to provide a seamless connectivity experience.

Staying true to our innovative and technological culture, in 2019 we continued to invest and design for the future of 5G. We partnered with Verizon to design and deploy one of the first 5G Ultra-Wide Band NFL stadiums. We built on our existing core infrastructure and enhanced it to service 5G nodes strategically across the stadium. We have developed a 5G roadmap for the stadium and are currently concluding our design phase for a massive new upgrade targeted for 2022. This will bring all four carriers to a full 5G LTE network by supporting a 600MHz – 6GHz fiber to the edge digital DAS solution that supports millimeter wave as well. In addition, Boingo is on the forefront of CBRS and Wi-Fi 6 technologies, which will be a part of the aggregated unlicensed and license experience.

Vivint Smart Home Arena
Salt Lake City, UT



Owner or Owner's Representative's Contact:

Jamie Galileo, Senior Vice President Facilities
Larry H. Miller Sports & Entertainment
301 W South Temple
Salt Lake City, Utah 84101
(801) 325-2069 | jgalileo@vivintarena.com

Project Completion:

- Phase I – DAS Launch: January 2016 – April 2016
- Phase II – Verizon 5G Overlay: June 2020 – November 2020
- Phase II – AT&T 5G Overlay – September 2020 – March 2021

Scope of Services Provided: Neutral host DAS

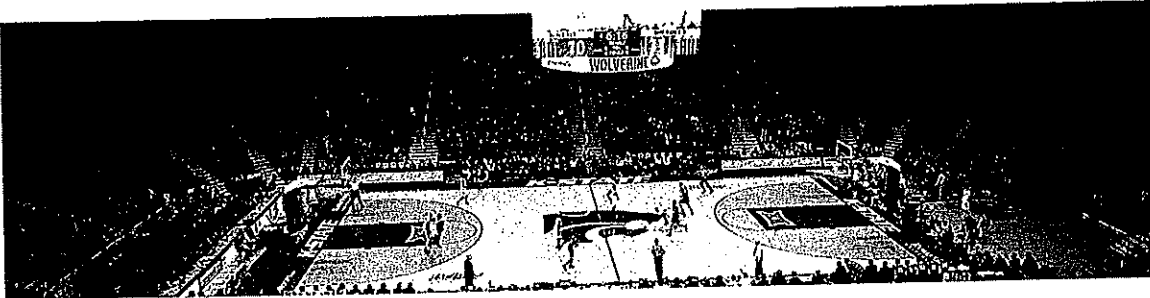
Carrier Participation: AT&T | T-Mobile | Verizon

Project Description:

Boingo was awarded the contract to design, install, implement, maintain, and manage a neutral host DAS network at Vivint Smart Home Arena, home of the NBA's Utah Jazz. Boingo's responsibilities include network design, project management, materials procurement, installation, testing, monitoring, and maintenance of the network. The 18,000-seat, 80,000 square foot arena also hosts major events including the Winter Olympics and the NCAA Division I Men's Basketball Tournament, and leading entertainment acts including Elton John, Celine Dion and Guns N' Roses. We are currently working with the arena on finalizing its 5G roadmap to ensure the arena is at the forefront of the 5G era. As part of this effort, we are finalizing the design phase with Verizon and AT&T to start construction of Verizon 5G Ultra-Wideband E///6701 5G 28GHz nodes, as well as AT&T 5G+ AEWB 5G 39GHz nodes on the catwalks and ceiling above the main concourse.

According to Senior Vice President of Facilities Jamie Galileo, "Our fans are at the center of everything we do. We know that the best fan experience comes from a connected arena and found a winning teammate with Boingo Wireless. Boingo's network has allowed us to power new technologies like our in-arena app. Our guests can tweet, snap, and text with their friends while the aesthetics of the network design stay unobtrusive and true to the layout of our newly renovated world-class arena."

**Kansas State University Sports Complex
Manhattan, KS**



Owner or Owner's Representative's Contact:

Danny Fronce, Director of Telecommunications
1105 Sunset Avenue
Manhattan, Kansas 66502
(785) 532-4563 | djf@k-state.edu

Project Completion:

- Phase I – DAS Launch with Verizon: March 2015 – November 2015
- Phase II – T-Mobile Addition: June 2016 – September 2016
- Phase III – AT&T Addition: June 2019 – September 2019

Scope of Services: Neutral Host DAS | Wi-Fi | Passpoint (Carrier Offload)

Project Description:

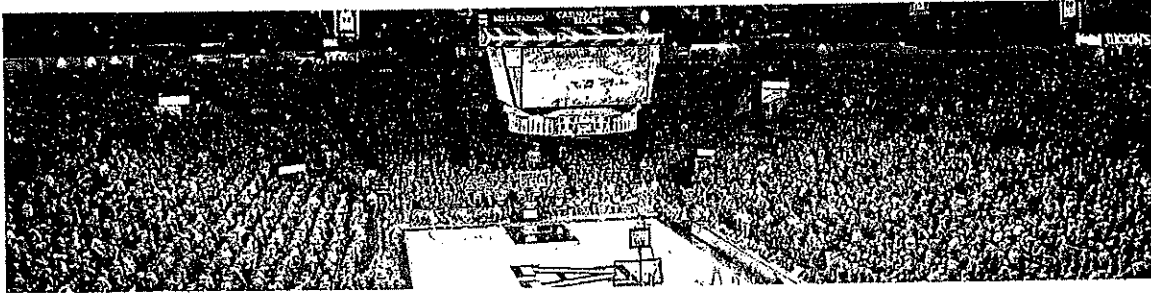
Boingo entered a contract with Kansas State University in Q3 of 2014 to deploy a robust DAS and Wi-Fi network at the University's Sports complex. The University's Sports complex is comprised of the 50,000-seat Snyder Family Football Stadium, 18,000-seat Bramlage Coliseum (men's basketball, women's basketball, and offices), and 3,000-seat Tointon Family Stadium (baseball). The DAS network at Snyder Family Football Stadium went live prior to the start of the 2015 college football season, while the network at Bramlage Coliseum went live at the beginning of 2016.

Former Kansas State Athletic Director, John Currie, noted: "Around our stadium this year, the difference has been transformational. We've had a lot of down-to-the-wire finishes right here at Bill Snyder Family Stadium, and that connectivity through the Boingo service in our stadium has really been enhanced for our fans."



To learn more about Kansas State's partnership with Boingo, check out our [Stadium Stories video](#)

McKale Center
Tucson, AZ



Owner or Owner's Representative's Contact:

Bruce M. Vaughan, Director of Real Estate
University Services Annex West
PO Box 210300 Tucson, AZ 85721
(520) 621-3775 | bvaughan@email.arizona.edu

Project Completion: 2013

Scope of Services Provided: Neutral Host DAS

Project Description

Boingo was awarded the contract to design, install, implement, maintain, and manage a neutral-host DAS network at the McKale Arena on the campus of University of Arizona. Boingo's responsibilities include network design, project management, materials procurement, installation, testing, monitoring, and maintenance of the network. McKale Center is the second-largest arena in the Pac-12 conference—holding 14,655 fans who come to support the university Wildcats Basketball, Volleyball, and Gymnastics sporting events. With the installation of DAS in the arena, fans now benefit from faster connections for their cell phones and other mobile devices accessed through contracted carriers such as Verizon and AT&T using the 140 antennas throughout the facility.

Matt George, Arizona Athletics' assistant athletic director for video and information technology, said, "Fan connectivity is a key goal for us. We've been able to get the best possible coverage for our fans by dedicating Athletics funds to Wi-Fi improvements and partnering for cellular coverage."

SECTION IV: PLAN IMPLEMENTATION

The Plan Implementation Section must address the Scope of Services in terms of the proposer's plan to carry out the requested service.

PART 1: GENERAL

1.1 RELATED DOCUMENTS

Boingo confirms receipt of the drawings found in Exhibit A- MVP Arena floor plans (3 levels).

1.2 SUMMARY

Listed in the following sections are Boingo's general responses to the Summary section of the scope of service to furnish, install, test, certify, support, and maintain a fully functioning neutral host DAS. Per the instructions in the RFP and subsequent Addenda, we will provide a complete compliance matrix within four months of being awarded the contract.

REVENUE PROPOSAL

Please note that while our proposal does not include Boingo providing the requested upfront \$225K upfront engagement fee, we are fully confident in our abilities to engage and negotiate with all major carriers. Through our 21+ years of carrier relationships, operational expertise, and future-planned technology, we can provide the Arena a DAS solution that will exponentially increase in value in the years to come, beginning with the following payments for each carrier sign on:

- A \$50K payment for the 1st carrier signing
- A \$125K payment for the 2nd carrier signing
- A \$200K payment for the 3rd carrier signing

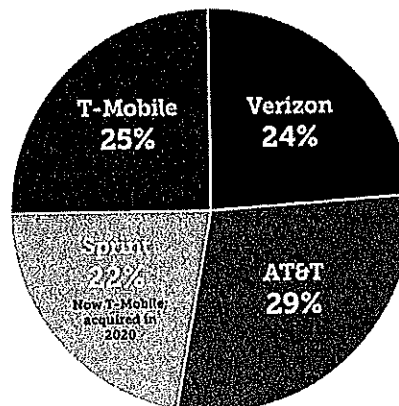
CARRIER MARKETING

As noted in Section 4, Part 1 of the RFP, Boingo will be responsible for negotiating and coordinating all legal agreements, technical requirements, utility costs, and financial/revenue obligations of each carrier. Our carrier marketing strategy guarantees robust coverage and capacity with an industry-leading 2.4-carrier average across all live DAS networks and averages \$91 million per year in wireless carrier contracts.

Maximizing Carrier Participation

- **Carrier neutral** with a mix of business from all major wireless carriers
- A trusted partner for Tier One carriers, designing **\$640 million-worth of carrier network infrastructure** over the past seven years
- **Deep carrier relationships** with dedicated account managers marketing our premier portfolio of venues
- Of the three tier one carriers, Boingo averages **2.4 carriers** for networks live more than three years
- Boingo designs networks intended to benefit all carriers—we have never built a network that was not **accepted by a carrier**

TIER ONE CARRIERS
Capital Spend 2015 – 2021



The carrier marketing plan below illustrates the approach and strategies employed by Boingo to ensure the Arena has the most comprehensive coverage possible.

Plan Objective

It is not enough to provide service for a small portion of users coming through the Arena. The key objective of this project is to ensure all fans, visitors, and staff have lightning-fast connectivity when using their cellular-enabled mobile devices. As a neutral network operator, Boingo works with all carriers to ensure a level playing field and optimal performance regardless of technology, frequency, or carrier.

Market Status

The wireless industry is poised for years of continued growth. New cellular-enabled devices continue to proliferate in the market driving tremendous demand for mobile data. Carrier capital expenditure budgets have been steadily increasing in recent years to ensure incremental revenue derived from data consumption is captured. If harnessed, these trends represent significant opportunity to improve wireless coverage/capacity at countless venues, including the Arena.

Boingo Approach

Boingo has built sales, engineering, and project management teams dedicated to working with wireless carriers to fulfill their network expansion and upgrade plans. These teams are focused solely on carrier satisfaction and performance indicators to ensure maximum participation and investment. Specifically, each team will be responsible for the following elements of the Arena carrier marketing plan:

Boingo Team	Responsibilities
Carrier Sales	<ul style="list-style-type: none"> • Work directly with wireless operators nationally and locally to guarantee Boingo's existing and planned projects are included in their capital budgeting process

	<ul style="list-style-type: none"> • Ensure relationships exist at the executive level while our regional team focuses on developing relationships with their carrier counterparts • Perform a thorough analysis using benchmark data and propagation maps at the properties so carriers can see what service their customers (and their competitors' customers) can expect • Facilitate dialogue between Boingo and the carriers to ensure a smooth design, build, and launch • Create proposals and negotiate contracts with the carriers
Carrier Engineering	<ul style="list-style-type: none"> • Work closely with carrier counterparts to design and build a network consistent with their specifications • Combine the requirements of all carriers into a single, neutral design to accommodate the specifications of all carriers • Redistribute the design to all carriers for review and approval • Review all requests and continue to update the design until all carriers are satisfied and a final design is approved
Carrier Project Management	<ul style="list-style-type: none"> • Oversee the construction of the system • Work with the carriers on all "punch list" items including testing, optimization (jointly with engineering) and final acceptance

1.3 EXTENT OF DAS WORK

Boingo confirms the extent of work expected in this Project will include, but not limited to:

- All Raceway Systems
- Infrastructure
- Cabling
- Power Supply Units
- Grounding and Bonding
- Fire Stopping Tactics
- Testing
- Labeling
- Design Documentation
- Product Data
- Construction and Installation Warranties
- Manufacturer Warranties
- Onsite Administrative and User Training
- Maintenance Plans
- Spare Parts Onsite for Maintenance

1.4 ACRONYMS AND ABBREVIATIONS

Boingo confirms that we have read and understood all the acronyms and abbreviations used by the Arena in this RFP.

1.5 SUBMITTALS

Per the RFP, Boingo complies with the timeline—15 days or what is dictated by the construction schedule—to provide prefabrication submittals consisting of product data and shop drawings to the Building Manager. We understand that any deviation from the schedule is not allowed, and no equipment can be procured until prefabrication submittals have been approved. Boingo also complies with submitting DAS Product Submittals for review and approval. This will include:

- Component Lists
- Cut Sheets
- Product Substitutions
- Schedule
- Warranty Information
- Product Certificates
- Installer Certificates

1.6 QUALITY ASSURANCE

Boingo partners with a number of certified installers and integration firms within the 30-mile radius requirement of MVP Arena. Additionally, as a part of our agreement to provide wireless services at a venue, we draft service plan requirements for a given venue covering different service tiers, network KPIs, and user experience requirements which indirectly drive the quality program requirements. Typical quality requirements will cover the following:

Quality Assurance	
Item	Description
Post-Installation Checklist	<ul style="list-style-type: none"> Once DAS installation is completed, our Quality Assurance (QA) and DAS Operations teams conduct a comprehensive full walk-through and venue test, including headend, to validate the DAS installation
Network Coverage	<ul style="list-style-type: none"> QA team verifies coverage areas defined in the Scope of Work to ensure our networks are providing adequate coverage and are compliant with both venue and WSP service level agreements (SLAs) Our QA and Operations teams conduct site surveys using specialized tools to validate that all covered areas have adequate coverage for wireless networks
Network Quality	<ul style="list-style-type: none"> With multiple carriers participating on the network, we maintain quality assurance (QA) test plans to ensure all get the experience they are expected to achieve Our QA team measures Call Quality (Mobile Originated, Mobile Terminated, Call handoff), Carrier services like SMS, MMS, and network KPIs (signal strength-RSRP/RSRQ/RSSNR, upload/download speed, latency) from the user experience perspective
Service Availability & Monitoring	<ul style="list-style-type: none"> QA team works closely with our Network Operations Center (NOC) to certify Boingo services are available 24x7x365 and are monitored according to agreed-upon service level agreements Our QA and NOC teams use data generated through our systems (log files) and production systems (traps/alerts) to affirm all areas within our networks are performing at optimal levels and available for end users Our QA team uses various state of the art tools such as RF scanners, UE devices, iBwave collection surveys and Spirent load test generation tools, to measure different network/RF characteristics. In addition, the QA team has developed in-house and commercial automation tools (i.e., SILK, Selenium, EpiTiro, Visualware, etc.) to automate test execution and monitor venue networks for better network management and response. Lastly, the team centralizes the data and coordinates with both the NOC and DAS Operations to triage and provide resolutions to any network incidents as quickly as possible

1.7 CODES AND STANDARDS

Boingo complies with all codes and standards listed in the RFP.

1.8 PROJECT CONDITIONS

While Boingo confirms that we have read and understood all the contract requirements, codes and standards, and regulations, further site walks and surveys will be needed to ensure the scope of services. However, if any condition is found to be contradictory or conflicts with the contract documents, we will bring it to the Arena's attention immediately.

1.9 DELIVERY, STORAGE, AND HANDLING

Boingo confirms that all equipment will be delivered in factory-fabricated containers and wrappings and will not install any items with visible damage. All equipment will be stored safely in a dry, clean, well-ventilated space. Per Addendum 2, MVP Arena will provide Boingo with a dedicated and secure staging / storage area throughout the duration of the installation phase.

1.10 SEQUENCING AND HANDLING

Boingo confirms that we will work with the Building Manager and will submit all work to be reviewed prior to commencing. Additionally, we will collaborate with structural, electrical, HVAC, plumbing, fire protection, and other professionals and engineers to ensure that the Project does not interfere with other systems.

1.11 COORDINATION

Below you will find a sample proposed project coordination plan. Included in this plan is how Boingo will work with each wireless service provider and install the DAS equipment such as antennas, cabling, and concealment strategies.

Phase	Estimated Duration	Boingo Responsibility
Planning Phase (Pre-Construction Planning)	21 Days	<ul style="list-style-type: none">• Complete an internal team kick-off• Conduct initial site survey• Identify the head-end location• Approve the preliminary budget• Conduct benchmark testing (if applicable)• Develop lease exhibits• Obtain venue approval
Preliminary Design Phase	30 Days	<ul style="list-style-type: none">• Compile a list of construction questions for review• Develop preliminary DAS design• Develop construction drawings• Complete operations and RF review• Compile feedback as it relates to the design and constructability• Generate Scope of Work documents for vendor bid-walks• Deliver costs for feedback

Final Design Phase	90 Days	<ul style="list-style-type: none"> • Obtain approval for the 90% construction drawings • Complete pre-construction testing (if applicable) • Conduct design revisions (if applicable) • Compile final costs • Deliver design / construction package for review and approval
Installation & Construction Phase (DAS Pathways and Finishes and Cabling and Equipment)	210 Days	<ul style="list-style-type: none"> • Obtain final budget approval • Order long lead-time materials • Secure any permits required • Order remaining materials • Order NOC circuit • Install all cabling, equipment, and components • Manage day-to-day installation activities, identify risks, and implement mitigation plans if needed to include raceway, drywall, painting, and custom stealth enclosures • Conduct regular project status meetings with the Arena staff • Any roof penetrations required are excluded from this proposal as typically the roof vendor of the building / arena should provide to ensure the roof warranty is not compromised
Carrier Integration, Test, Accept and Launch Phase	120 Days	<ul style="list-style-type: none"> • Carrier Signal Source installation • Carrier Integration to DAS network • Perform walk testing and optimization • Develop and execute test cases • Complete QA Report (QA Certification) used for "Go/No-Go" decision before venue is launched with Boingo services
Operations & Maintenance Phase	Ongoing	<ul style="list-style-type: none"> • Complete system management, operation, and support • 24x7x365 Remote Network Monitoring from our NOC in Los Angeles • Network Operation and Maintenance • Field Services • Network Expansions • Technology Refreshes

1.12 SPARE COMPONENTS AND EQUIPMENT

Boingo confirms that we will maintain all appropriate spare components and equipment necessary to ensure operation of the system. Due to our many ongoing projects, industry experience, and relationships, Boingo is a priority customer for all major OEMs, giving us a distinct advantage when ordering equipment. While delays do currently exist due to global supply chain issues, upon award of this contract we would immediately take a close look at all lead times for each OEM and advise the Arena accordingly. The Arena's dedicated project manager, Christofer Brayton, would ensure the Arena was kept up to date on all supply chain concerns and how they may impact the project, taking great care to keep disruption to the construction schedule as minimal as possible.

1.13 WARRANTY

Equipment warranty periods vary by manufacturer. However, Boingo acknowledges that we will effectively operate and maintain each component of the DAS and all hardware and software necessary for their efficient operation, at no cost to the Arena. Boingo will work with the DAS manufacturers to stock a variety of critical equipment spares, as well as develop an advanced RMA strategy.

Boingo maintains the experience, processes, and relationships to fulfill any level of on-site repair and troubleshooting during and after equipment warranty periods. Each support option below is subject to the terms outlined in the SLA and related commercial agreements. Boingo maintains an installation and on-demand break/fix relationship with a number of nationwide and regional on-site services providers. We are accustomed to and proficient at rapidly building and maintaining global wireless access networks down to the venue level, leveraging the below solutions, as appropriate, to adhere to required service levels.

- Dedicated on-site engineers
 - In support of the largest, most critical locations and services, Boingo has dedicated engineers on-site a minimum of eight hours/day for maintenance and immediate local support of issues.
- Shared on-site engineers
 - For slightly less critical services in which several locations are geographically clustered, Boingo has dedicated engineers on-site in at least one location daily with a short transit to other clustered locations, if needed.
- Retained contracted services
 - Where appropriate, Boingo retains break/fix and maintenance contracts with local trained, badged, and preferred contractors for 24/7 response within agreed upon service level agreements.

1.14 RESPONSE TIME (WARRANTY AND MAINTENANCE)

Below is our standard SLA severity matrix, which exceeds the Arena's response time requirement.

Severity	Impact*	SLA
CRITICAL	Event Hours: 70-100% service outage	Notify: 20 Mins MTTR Event Hrs : 3 Hrs MTTR Non-Event Hrs: 12 Hrs Update Every: 1 Hr
HIGH	Event Hours: 30-69% service outage or severe degradation. Non Event: 70-100% service outage	Notify: 20 Mins MTTR Event Hrs : 6 Hrs MTTR Non-Event Hrs: 24 Hrs Update Every: 2 Hr
MEDIUM	Event Hours: 5-29% service outage or minor degradation Non Event: 5-69% service outage or severe degradation	Notify: 20 Mins MTTR Event Hrs : 8 Hrs MTTR Non-Event Hrs: 48 Hrs Update Every: 4 hours
LOW	<5% distributed AP outage at any venue	Notify: 20 Mins MTTR: 5 Days Update Every: As needed

*Event hours include the 24 hours preceding the event start time through the event end time. Lessor must notify lessee about scheduled events 96 hours prior to the start time. An incident with lower severity is escalated to the appropriate severity when within 24 hours of an event.

PART 2: PRODUCTS

2.1 MANUFACTURERS

For MVP Arena, Boingo has selected JMA Wireless (JMA), who will assist in complying with all the general requirements covered in this RFP. Headquartered in Syracuse, NY, JMA is a leading OEM with software-driven, carrier-grade solutions designed specifically for in-building and outdoor connectivity. With many high-profiled venues and partners to include Syracuse University, the New York Mets, and the New York Yankees, JMA is the premier manufacturer to support the Arena's priorities. Boingo is open to considering any other manufacturers if the Arena prefers.

2.2 DISTRIBUTED ANTENNA SYSTEM

Boingo agrees to comply with designing, installing, operating, and maintaining a DAS solution that will meet or exceed the general requirements for frequencies, equipment, infrastructure, and components set forth in Part II, section 2.2 of the RFP. Additionally, Boingo will ensure that the DAS is protected from surges with top-of-the-market suppressors and absorbers designed for such events.

2.3 ANTENNAS

Boingo confirms that we will submit all antenna proposals for each condition for approval by the Arena and Building Manager. Each will conform to the listed requirements per Part II, Section 2.3 of the RFP.

2.4 DAS COMPONENTS

Boingo confirms that the system components will comply with the requirements listed in Part II, Section 2.4 of the RFP. This includes, but not limited to:

- Point of Interface – Note: the system POI input requirements will be heavily dependent on the design and carrier's requirements. The +28dBm value may be subject to change
- Remote Distribution Units

2.5 SIGNAL TRANSMISSION COMPONENTS

Boingo confirms that all signal transmission components to include cabling, terminals and connectors, and cable hangers will comply with the requirements set by the RFP. The Boingo DAS is signal source and technology agnostic, meaning we can receive the carrier's signal into the DAS in a variety of ways (i.e., dedicated on premise radios, over the air repeater, and small cells). Should the carrier want to utilize a CPRI module, our DAS solution can support that interface as well. The connectivity process generally looks like this:

1. Each individual operator's signals are compiled via a central interface located in the head end/MDF
2. The signals are then distributed via single-mode fiber to distributed nodes in IDF/Telcom rooms designated by the venue
3. RF signals may also be routed via fiber to various other buildings and their respective IDFs that are designated to receive coverage
4. Remote amplifiers located in the IDF closets will then broadcast RF signal to various antenna locations via coax

2.6 PUBLIC SAFETY SYSTEMS

Boingo is committed to providing quality networks for our partners. As part of this commitment, we conduct comprehensive interference testing and analysis to protect Public Safety frequencies used by operational personnel, concession staff, and security from interference. When a commercial carrier is proposing to collocate its wireless system in the same structure as a Public Safety system, there are several interference scenarios to evaluate. To determine if interference is anticipated, Boingo will conduct an Intermodulation Analysis. This study will assess the following sources of interference:

- Transmitter Noise; Receiver Desensitization
- Transmitter Inter-modulation; Receiver Inter-modulation
- Transmitter Spurious Radiation; Receiver Spurious Radiation
- Co-Channel Interference; Adjacent-Channel Interference

It is always beneficial to complete an Initial intermodulation (IM) analysis along with other preventative means. Knowledge of potential interference sources/frequency combinations, coupled with best practices of RF engineering, results in acceptable performance for all users. Boingo's interference analysis will include a detailed explanation of the proposed RF system configuration, hardware specifications, and the RF line diagram. The following table details the key components of our approach to interference:

Item	Description
Initial Intermodulation Analysis	• Calculate all possible intermodulation (IM) product frequencies that could potentially interfere with any Public Safety receivers and produce a detailed hit list and summary report identifying the transmitters and receiver involved

	<ul style="list-style-type: none"> • Calculate all transmitter radiated power levels considering line loss, filter loss, other associated losses, and antenna configurations • Identify the number of transmitter mix combinations based on quantity of transmitters involved with the IM product frequency • Calculate the IM product power level created in each transmitter combination • Calculate the re-radiated, transmitter-produced IM product's power level. • Calculate the transmitter-produced IM product power level at the affected receiver input circuitry considering antenna configurations, transmission line losses, filter loss and other associated gains and losses • Determine if the transmitter-produced IM product power level is below the receiver's SINAD ratio or Carrier-to-Interference ratio • Calculate the receiver-produced IM product power level considering the transmitters radiated power level, antenna configurations, transmission line loss, filter loss and other associated gains and losses • Determine if the receiver-produced IM product power level is below the receiver's SINAD ratio or Carrier-to-Interference ratio
RF System Configuration	<ul style="list-style-type: none"> • Complete, detailed design showing the entire RF system diagram in relation to other Public Safety and operational systems from the Base Transceiver Station (BTS) to the antenna type • The design document will show transmitters, combiners, receivers, multi-couplers, coaxial lines, tower-top amplifiers, antennas, and antenna special locations. Adequate separation will need to be coordinated when installation commences
Hardware Specifications	<ul style="list-style-type: none"> • Each device within the RF system design will have a basic set of engineering and performance specifications. Much of this information is used to calculate third order intermodulation amplitudes to ensure they reside below the noise floors of adjacent receivers

Upon completion of the interference analysis, the Boingo RF engineers will review the reports and determine what system components may need additional isolation (typically none) and what is required to prevent or reduce the interference to an acceptable level.

Interference Prevention and Mitigation

If interference were to occur, there are generally three methods used to obtain the attenuation (isolation) required between transmitters and receivers to prevent excessive degradation of desired signals:

1. Adjustment of the antenna positions, both horizontally and vertically
2. Change in radiation patterns
3. The addition of external filters or duplexers to increase the isolation
4. Leverage embedded interference avoidance and mitigation technology on the wireless platform, which may include but not limited to ability to identify and mitigate RF signal interference (microwave signal, other client devices in the shared spectrum, etc.) via channel avoidance or power signal boosting

In some instances, combinations of these methods are required. Alternatively, Boingo also deploys solutions including, but not limited to special separation, additional filters, relocation of equipment, and change in equipment type. If such circumstances occurred for MVP Arena, Boingo, in cooperation with the Arena and the wireless carriers, would isolate and then draw on

these or other solutions to mitigate. If an acceptable solution is not found, then alternative frequency assignments will be considered for the carriers using the commercial DAS. In extreme cases or a public safety need, Boingo would work to shut down transmitters on an emergency basis using established FCC procedures.

Boingo also utilizes Passive Intermodulation (PIM) rated components and shielded cabling to prevent interference with physically adjacent systems. Careful consideration is taken during installation to be sure coaxial cables are clear of any other public safety cables in common cable trays or conduit paths. All cabling and jumpers are checked to be sure dissimilar metals are not used and that all metals are corrosion resistant to prevent PIM on aging cable structures. Adequate sealing and weather proofing of connections is also a quality assurance check for PIM prevention.

2.7 BUILDING OPERATIONS SYSTEM

Boingo confirms that the DAS will comply with all requirements set forth by the RFP regarding necessary headend equipment to rebroadcast building operations two-way radios and messaging communication system.

2.8 GPS SYSTEM

Boingo confirms that the DAS will comply with the GPS requirements listed in Part II, section 2.8.

2.9 MANAGEMENT AND MONITORING SYSTEM

Our job doesn't stop once your network is installed. Boingo provides a full turnkey solution to monitor, manage, and maintain the network, with 24x7x365 Network Operations Center (NOC) monitoring, customer care, break fix, management of spares, and crew deployments to repair outages.

Boingo supports 24/7/365 operations and management oversight utilizing industry standard monitoring and ticketing systems through a centralized NOC. Our NOC is staffed around the clock to serve as our nerve center for all aggregated systems operations. The infrastructure is managed by a variety of tools to ensure continuous monitoring of the Wi-Fi network. The Boingo NOC is equipped with the most comprehensive set of commercial and in-house tools available today to verify device status and service quality from the customer to the Internet or cellular network.



Our tools enable real-time control and visibility of all the systems that provide the service to the customer. Not only can these tools provide a view of the status of the network and the function of the devices, but they also provide a wide range of data which can be collected, warehoused, and indexed, allowing for periodic—weekly/monthly/annual—and ad hoc reviews of system performance and SLA adherence. These reports can be catered to the individual needs of the Arena.

All outages, defects, degradations, and threats detected by these tools surface an alarm. Alarms are aggregated into a single event management interface and processed in Boingo's event management workflow. The event management workflow includes verification/qualification, impact assessment, severity assignment, classification, communication, triage/diagnostics, escalation, and fix agent engagement and dispatch.

Our proactive approach to network monitoring reduces restoration times and ensures the strictest SLAs are upheld. The more traditional approach to assessing network performance only captures one dimension of the network's overall performance at the BTS level, or across many BTS aggregated at the switch – this misses the immediate, real-time analysis of the conditions that create these issues.

Event status and resolution are tracked in a ticketing system with update and escalation schedules appropriate to the severity and associated SLA. Event notifications are email-based communications sent by the NOC during High and Critical service impacting events.

2.10 UNINTERRUPTIBLE POWER SUPPLY (UPS)

Boingo confirms that the DAS equipment and components will be connected to an UPS system to maintain reliable uptime during failover of normal power supply. This will include headend, remote equipment, and any other components requiring power.

2.11 ALTERNATES

At Boingo, our mission is to provide our partners and consumers with a seamless and secure mobile experience regardless of technology or cellular provider. While DAS is a crucial piece of a wireless strategy, Boingo is open to discussing alternatives including Wi-Fi offload.

PART 3 - EXECUTION

3.1 EXAMINATION

After award of the RFP and execution of a Final Agreement between Boingo and MVP Arena, your dedicated Project Manager, Christofer Brayton, will host an internal review to align all team members on contractual requirements and deliverables. Our Carrier Services Business Development team will fully engage the carriers and other third parties who desire to participate on the network to determine their budget availability, technical requirements, and timing. Boingo will use this input to design a state-of-the-art neutral-host network. As part of the Planning Phase, Boingo and MVP Arena will engage in a 6-step design process that is outlined as follows:

- Detailed site survey
- Benchmarking
- 3D modeling of structures
- Continuous Wave (CW) propagation study
- Identify equipment and antenna location
- Complete iBwave design, with propagation predictions for all carriers

Our team will conduct the RF site survey and benchmark to determine the status of existing cellular coverage and capacity to validate and produce an RF design. This is followed by Constructability Site Surveys to confirm cable routes, locations for equipment mounting, etc., to produce construction documents and obtain bids from subcontractors so that costs are finalized.

3.2 SYSTEM DESIGN CRITERIA

Upon completion of modeling, architectural/engineering (A&E) work will commence to the 60% drawing stage. Preliminary scopes of work will be drawn up for contractors. Initial bid walks will be conducted. Network component mock-ups will be submitted to the Arena as necessary to establish clear expectations on the final install quality. Preliminary costs and designs will be delivered to our Carrier Leasing team and presented to the carriers for feedback. Note, 5G mmWave coverage may only be provided in select areas of the arena as the cellular carriers will dictate this requirement. For example, cellular carriers may choose to not provide mmWave coverage in the back-of-house area where there is minimal capacity/traffic.

Item	Description
Initial RF Design (60%)	<ul style="list-style-type: none">◦ Includes coverage plots, carrier counts per technology per band per sector, power levels per RF carrier, composite power levels feeding the DAS headend, and the total number of sectors per coverage area per carrier per technology◦ Boingo will work closely with the carriers to meet their specifications and the standards set forth in the RFP◦ Once approved by the carriers, Boingo will submit the initial RF design to the Arena for approval
Preliminary DAS Installation Design (60%)	<ul style="list-style-type: none">◦ Create in AutoCAD and iBwave and submit to the Arena for review and final approval◦ Includes construction design with A&E drawings, electrical drawings, rack elevation drawings, as well as the electrical loading and panel schedule for both the DAS headend and downstream equipment

Final Design	<ul style="list-style-type: none"> • Incorporate carrier feedback into the designs and conduct final A&E work • Includes final RF configuration of the DAS with coverage and quality prediction plots for all carriers, as well as the total number sectors per coverage area per carrier per technology • Once drawings are completed and approved by the carriers, Boingo will submit the 100% RF and Installation Design to the Arena for review, compliance, and approval • Upon approval of the RF Design and Installation Design drawings, Boingo will prepare and submit construction documents
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If required, contractors' scopes of work will be modified, and final bids will be obtained. Bids will be leveled, allowing for final costs to be developed. Final contracts will be submitted to carriers, which define cost, schedule, designs, and commitments to contribute capital in order to begin construction. Please note, outdoor coverage may be excluded from the coverage objective as the cellular carriers will dictate this requirement. There are macro towers / rooftop cell sites that the MVP cellular DAS cannot interfere with and therefore the carriers will likely opt to only cover indoor areas including the main entrance.

3.3 INSTALLATION

Once the 100% Final Design and Installation Design are approved, Boingo will submit DAS equipment product cut sheets to the Arena, obtain required permits, and Notice to Proceed, and order all DAS equipment, materials, and components. Our team will also host a pre-construction/implementation kick-off meeting with the Arena and key project stakeholders to review items including, but not limited to, project logistics, security/access, and/or the implementation/master construction schedule with blackout dates.

Once these logistics are finalized, Boingo will install the DAS per the approved Final RF Design and 100% Installation Design, using the materials and equipment identified in the bill of materials and provided cut sheets. All cabling, equipment, and components will be installed according to applicable local, state, and federal building codes, as well as manufacture's specifications. Please note, conduit installation is excluded for any cabling that is above drop ceiling tile or in back-of-house areas that are not accessible to the public/spectators.

At this time, we will furnish the necessary resources, material and equipment as required to complete the scope of work. Where possible, Boingo will ensure to install all remote DAS components and all antennas while following RF interference requirements in consolidated clusters above ceilings to minimize spreading them around throughout the coverage area.

Boingo will manage the day-to-day installation activities, identify risks, and implement mitigation plans when needed to ensure the systems are delivered on time and within the estimated budget.

3.4 COORDINATION

Boingo will develop the as-built documents in AutoCAD and submit electronically to the Arena for review and approval. All components proposed by Boingo will be coordinated with the Arena and Building Manager.

3.5 IDENTIFICATION

Boingo confirms that we have read all requirements for labeling and complies with the Arena's requirements.

3.6 FIELD QUALITY CONTROL

Once installation is completed, Boingo will conduct system level testing, including Return Loss, Distance to Fault, and PIM Testing, and Continuous Wave (CW) tests. These tests validate each system component's performance, while also ensuring that the system losses meet design expectations. Boingo will perform additional CW testing to verify, in an agnostic manner, that coverage criteria are met. Boingo will be available and on-site when each carrier's base transceiver station (BTS) equipment is interconnected to the DAS. We will conduct joint testing with the Carrier Inspection teams. Boingo complies with the Arena and will include the below testing as part of this process:

- Inspections from Boingo contractors who have gone through formal training and have been certified by DAS manufacturers
- All pre-testing steps outlined in Part III, Section 3.6 of the RFP, and operational Tests
- A test schedule will be provided to the Arena
- Qualitative and Quantitative Performance Tests

Upon completion of all testing and successful launch by the carriers, Boingo will record the test results and publish them in electronic and hard copies. Retests will be conducted to correct any deficiencies identified in earlier tests. After all tests and retests are complete, a detailed list will be provided to the Arena for commissioning and the system will enter the Operations and Maintenance Phase. Boingo provides complete system management, operation, and support capabilities that include the following:

- 24x7x365 Remote Network Monitoring from our NOC in Los Angeles
- 24x7x365 Help Desk and Customer Support
- Network Operation and Maintenance
- Field Services
- Network Expansions / Technology Refreshes

3.7 CLEANING

Boingo agrees to comply with all requirements for installation, material, and system component cleanliness.

3.8 RECORD DOCUMENTATION

To document our progress and stay on schedule, Boingo will conduct regular project status meetings with the Arena, as well as the wireless carriers. We will also manage project documentation and provide status reports to all parties. Boingo's status reports will include project progress with percentage of tasks and subtasks completed, major milestones, issues, and proposed mitigation, scheduled changes, and/or any other related information for MVP Arena and wireless carriers to adequately assess the status of the project. Boingo will also keep documentation on site in paper and electronic format. This will include but not limited to:

- | | |
|--|---|
| • As-Built Documents | • Warranty Information and Contact |
| • Operations and Maintenance Manuals | • Manufacturer's Product and Installation Certificate |
| • Maintenance Schedule | • Log (troubleshooting, replacement, expansion, and replacements) |
| • Maintenance Company Contact Information | • Labeling Scheme |
| • Troubleshooting Guide | • Spare Parts List |
| • Product Data and Manufacturer Cut-Sheets | |

SECTION V: COST PROPOSAL

The Cost Proposal Section must include all costs associated with the proposer's plan to carry out the requested service. Any cost proposal forms furnished by the County must be included in this section.

COST PROPOSAL SECTION

Boingo's proposed DAS is valued at **\$2.8M**. Boingo is happy to provide further information about all associated costs at the Arena's requests. Please see below for the required cost proposal form.

COUNTY OF ALBANY

COST PROPOSAL FORM

PROPOSAL IDENTIFICATION:

Title: Digital Antenna System (DAS) for MVP Arena
RFP Number: 2022-149

COMPANY:	Boingo LLC.
ADDRESS:	10960 Wilshire Blvd, Suite 2300
CITY, STATE, ZIP:	Los Angeles, CA 90024
TEL. NO.:	310-586-5180
FAX NO.:	310-586-4060
FEDERAL TAX ID NO.:	82 - 1710219
REPRESENTATIVE:	Peter Hovenier
E-MAIL:	phovenier@boingo.com
SIGNATURE AND TITLE	<u>Peter Hovenier</u> Chief Financial Officer
DATE	<u>1/5/2023</u>

SECTION VI: MANDATORY DOCUMENTATION

The Mandatory Documentation Section must include: The Non-Collusive Bidding Certificate (Attachment "A"), Acknowledgment by Proposer (Attachment "B"), and Vendor Responsibility Questionnaire (Attachment "C"); Iranian Energy Divestment Certification (Attachment "D").

ATTACHMENT "A" NON-COLLUSIVE BIDDING CERTIFICATE PURSUANT TO SECTION 103-D OF THE NEW YORK STATE GENERAL MUNICIPAL LAW

A. By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid, each party thereto certifies as to its own organizations, under penalty of perjury, that to the best of knowledge and belief:

(1) The prices in this bid have been arrived at independently without collusion, consultation, communication, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor.

(2) Unless otherwise required by law, the prices which have been quoted in this bid have not knowingly been disclosed by the bidder and will not knowingly be disclosed by the bidder, directly or indirectly, prior to opening, to any bidder or to any competitor.

(3) No attempt has been made or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

A bid shall not be considered for award nor shall any award be made where (1), (2), and (3) above have not been complied with; provided, however, that in any case the bidder cannot make the foregoing certification, the bidder shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons thereof. Where (1), (2), and (3) above have not been complied with, the bid shall not be considered for any award nor shall any award be made unless the head of the Purchasing Unit to the political subdivision, public department, agency or official thereof to which the bid is made, or his designee, determines that such disclosure was not made for the purpose of restricting competition.

The fact that a bidder (a) has published price lists, rates, or tariffs covering items being procured, (b) has informed prospective customer of proposed or pending publication of new or revised price lists for such items, or (c) has sold the same items to other customers at the same prices being bid, does not constitute, without more, a disclosure within the meaning of paragraph "A" above.

B. Any bid hereafter made to any political subdivision of the state or any public department, agency or official thereof by a corporate bidder for work or services performed or to be performed or goods sold or to be sold, where competitive bidding is required by statute, rule, regulation, local law, and where such bid contains the certification referred to in paragraph "A" of this section, shall be deemed to have been authorized by the Board of Directors of the bidder, and such authorization shall be deemed to include the submission of the bid and the inclusion therein of the certificate as to non-collusion as the act and deed of the corporation.

Peter Hernandez
Signature

Chief Financial Officer
Title

Boingo LLC.
Company Name

1/5/2023

Date

Attachment "D"
Certification Pursuant to Section 103-g
Of the New York State
General Municipal Law

- A. By submission of this bid/proposal, each bidder/proposer and each person signing on behalf of any bidder/proposer certifies, and in the case of a joint bid, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is not on the list created pursuant to paragraph (b) of subdivision 3 of Section 165-a of the New York State Finance Law.
- B. A Bid/Proposal shall not be considered for award, nor shall any award be made where the condition set forth in Paragraph A above has not been complied with; provided, however, that in any case the bidder/proposer cannot make the foregoing certification set forth in Paragraph A above, the bidder/proposer shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons therefor. Where Paragraph A above cannot be complied with, the Purchasing Unit to the political subdivision, public department, agency or official thereof to which the bid/proposal is made, or his designee, may award a bid/proposal, on a case by case business under the following circumstances:
1. The investment activities in Iran were made before April 12, 2012, the investment activities in Iran have not been expanded or renewed after April 12, 2012, and the Bidder/Proposer has adopted, publicized and is implementing a formal plan to cease the investment activities in Iran and to refrain from engaging in any new investments in Iran; or
 2. The political subdivision makes a determination that the goods or services are necessary for the political subdivision to perform its functions and that, absent such an exemption, the political subdivision would be unable to obtain the goods or services for which the contract is offered. Such determination shall be made in writing and shall be a public document.

Robert M. ...

Signature

Chief Financial Officer
Title

1/10/2023
Date

Boingo LLC.
Company Name

ATTACHMENT "C"
ALBANY COUNTY
VENDOR RESPONSIBILITY QUESTIONNAIRE

1. VENDOR IS: <input checked="" type="checkbox"/> PRIME CONTRACTOR			
2. VENDOR'S LEGAL BUSINESS NAME Boingo LLC.		3. IDENTIFICATION NUMBERS a) FEIN # 82 - 1710219 b) DUNS #	
4. D/B/A - Doing Business As (if applicable) & COUNTY FIELD:		5. WEBSITE ADDRESS (if applicable) www.boingo.com	
6. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE 10960 Wilshire Blvd, Suite 2300, Los Angeles, CA 90024		7. TELEPHONE NUMBER 310-586-5180	8. FAX NUMBER 310-586-4060
9. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE IN NEW YORK STATE, if different from above 45 Rockefeller Plaza Suite 3120, New York, NY 10020		10. TELEPHONE NUMBER 310-586-5180	11. FAX NUMBER 310-586-4060
12. AUTHORIZED CONTACT FOR THIS QUESTIONNAIRE Name Neal McGee Title Sr. Direct, Business Development Telephone Number 201-637-8176 Fax Number e-mail nmcgee@boingo.com			
13. LIST ALL OF THE VENDOR'S PRINCIPAL OWNERS.			
a) NAME DigitalBridge Group, Inc.	TITLE	b) NAME	TITLE
c) NAME NYSE: DBRG	TITLE	d) NAME	TITLE
A DETAILED EXPLANATION IS REQUIRED FOR EACH QUESTION ANSWERED WITH A "YES," AND MUST BE PROVIDED AS AN ATTACHMENT TO THE COMPLETED QUESTIONNAIRE. YOU MUST PROVIDE ADEQUATE DETAILS OR DOCUMENTS TO AID THE COUNTY IN MAKING A DETERMINATION OF VENDOR RESPONSIBILITY. PLEASE NUMBER EACH RESPONSE TO MATCH THE QUESTION NUMBER.			
14. DOES THE VENDOR USE, OR HAS IT USED IN THE PAST FIVE (5) YEARS, ANY OTHER BUSINESS NAME, FEIN, or D/B/A OTHER THAN THOSE LISTED IN ITEMS 2-4 ABOVE? List all other business name(s), Federal Employer Identification Number(s) or any D/B/A names and the dates that these names or numbers were/are in use. Explain the relationship to the vendor.		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
15. ARE THERE ANY INDIVIDUALS NOW SERVING IN A MANAGERIAL OR CONSULTING CAPACITY TO THE VENDOR, INCLUDING PRINCIPAL OWNERS AND OFFICERS, WHO NOW SERVE OR IN THE PAST ONE (1) YEARS HAVE SERVED AS:		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
a) An elected or appointed public official or officer? <i>List each individual's name, business title, the name of the organization and position elected or appointed to, and dates of service</i>		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b) An officer of any political party organization in Albany County, whether paid or unpaid? <i>List each individual's name, business title or consulting capacity and the official political position held with applicable service dates.</i>		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	

16.	<p>WITHIN THE PAST (5) YEARS, HAS THE VENDOR, ANY INDIVIDUALS SERVING IN MANAGERIAL OR CONSULTING CAPACITY, PRINCIPAL OWNERS, OFFICERS, MAJOR STOCKHOLDER(S) (10% OR MORE OF THE VOTING SHARES FOR PUBLICLY TRADED COMPANIES, 25% OR MORE OF THE SHARES FOR ALL OTHER COMPANIES), AFFILIATE OR ANY PERSON INVOLVED IN THE BIDDING OR CONTRACTING PROCESS:</p> <p>a) 1. been suspended, debarred or terminated by a local, state or federal authority in connection with a contract or contracting process; <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>2. been disqualified for cause as a bidder on any permit, license, concession franchise or lease;</p> <p>3. entered into an agreement to a voluntary exclusion from bidding/contracting;</p> <p>4. had a bid rejected on an Albany County contract for failure to comply with the MacBride Fair Employment Principles;</p> <p>5. had a low bid rejected on a local, state or federal contract for failure to meet statutory affirmative action or M/WBE requirements on a previously held contract;</p> <p>6. had status as a Women's Business Enterprise, Minority Business Enterprise or Disadvantaged Business Enterprise, de-certified, revoked or forfeited;</p> <p>7. been subject to an administrative proceeding or civil action seeking specific performance or restitution in connection with any local, state or federal government contract;</p> <p>8. been denied an award of a local, state or federal government contract, had a contract suspended or had a contract terminated for non-responsibility; or</p> <p>9. had a local, state or federal government contract suspended or terminated for cause prior to the completion of the term of the contract.</p> <p>b) been indicted, convicted, received a judgment against them or a grant of immunity for any business-related conduct constituting a crime under local, state or federal law including but not limited to, fraud extortion, bribery, racketeering, price-fixing, bid collusion or any crime related to truthfulness and/or business conduct? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>c) been issued a citation, notice, violation order, or are pending an administrative hearing or proceeding or determination of violations of: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>1. federal, state or local health laws, rules or regulations.</p>
17.	<p>IN THE PAST THREE (3) YEARS, HAS THE VENDOR OR ITS AFFILIATES HAD ANY CLAIMS, JUDGMENTS, INJUNCTIONS, LIENS, FINES OR PENALTIES SECURED BY ANY GOVERNMENTAL AGENCY? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>Indicate if this is applicable to the submitting vendor or affiliate. State whether the situation(s) was a claim, judgment, injunction, lien or other with an explanation. Provide the name(s) and address(es) of the agency, the amount of the original obligation and outstanding balance. If any of these items are open, unsatisfied, indicate the status of each item as "open" or "unsatisfied."</p>
18.	<p>DURING THE PAST THREE (3) YEARS, HAS THE VENDOR FAILED TO:</p> <p>a) file returns or pay any applicable federal, state or city taxes? <i>Identify the taxing jurisdiction, type of tax, liability year(s), and tax liability amount the vendor failed to file/pay and the current status of the liability.</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>b) file returns or pay New York State unemployment insurance? <i>Indicate the years the vendor failed to file/pay the insurance and the current status of the liability.</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>c) Property Tax <i>Indicate the years the vendor failed to file.</i> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p>
19.	<p>HAVE ANY BANKRUPTCY PROCEEDINGS BEEN INITIATED BY OR AGAINST THE VENDOR OR ITS AFFILIATES WITHIN THE PAST SEVEN (7) YEARS (WHETHER OR NOT CLOSED) OR IS ANY BANKRUPTCY PROCEEDING PENDING BY OR AGAINST THE VENDOR OR ITS AFFILIATES REGARDLESS OF THE DATE OF FILING? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p> <p>Indicate if this is applicable to the submitting vendor or affiliate. If it is an affiliate, include the affiliate's name and FEIN. Provide the court name, address and docket number. Indicate if the proceedings have been initiated, remain pending or have been closed. If closed, provide the date closed.</p>
20.	<p>IS THE VENDOR CURRENTLY INSOLVENT, OR DOES VENDOR CURRENTLY HAVE REASON TO BELIEVE THAT AN INVOLUNTARY BANKRUPTCY PROCEEDING MAY BE BROUGHT AGAINST IT? Provide financial information to support the vendor's current position, for example, Current Ration, Debt Ration, Age of Accounts Payable, Cash Flow and any documents that will provide the agency with an understanding of the vendor's situation. <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No</p>

21. IN THE PAST FIVE (5) YEARS, HAS THE VENDOR OR ANY AFFILIATES:

☐ Yes ☒ No

a) defaulted or been terminated on, or had its surety called upon to complete, any contract (public or private) awarded;

Indicate if this is applicable to the submitting vendor or affiliate. Detail the situation(s) that gave rise to the negative action, any corrective action taken by the vendor and the name of the contracting agency.

1 "Affiliate" meaning: (a) any entity in which the vendor owns more than 50% of the voting stock; (b) any individual, entity or group of principal owners or officers who own more than 50% of the voting stock of the vendor; or (c) any entity whose voting stock is more than 50% owned by the same individual, entity or group described in clause (b). In addition, if a vendor owns less than 50% of the voting stock of another entity, but directs or has the right to direct such entity's daily operations, that entity will be an "affiliate" for purposes of this questionnaire.

**ALBANY COUNTY
VENDOR RESPONSIBILITY QUESTIONNAIRE**

FEIN # 82-1710219

State of: California)
County of: Los Angeles) ss:

CERTIFICATION:

The undersigned: recognizes that this questionnaire is submitted for the express purpose of assisting the County of Albany in making a determination regarding an award of contract or approval of a subcontract; acknowledges that the County may in its discretion, by means which it may choose, verify the truth and accuracy of all statements made herein; acknowledges that intentional submission of false or misleading information may constitute a felony under Penal Law Section 210.40 or a misdemeanor under Penal Law Section 210.35 or Section 210.45, and may also be punishable by a fine and/or imprisonment of up to five years under 18 USC Section 1001 and may result in contract termination; and states that the information submitted in this questionnaire and any attached pages is true, accurate and complete.

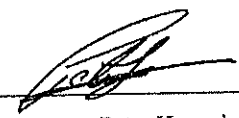
The undersigned certifies that he/she:

- Has not altered the content of the questions in the questionnaire in any manner;
- Has read and understands all of the items contained in the questionnaire and any pages attached by the submitting vendor;
- Has supplied full and complete responses to each item therein to the best of his/her knowledge, information and belief;
- Is knowledgeable about the submitting vendor's business and operations;
- Understands that Albany County will rely on the information supplied in the questionnaire when entering into a contract with the vendor;
- Is under duty to notify the Albany County Purchasing Division of any material changes to the vendor's responses.

Name of Business Boingo LLC

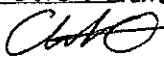
Address 10960 Wilshire Blvd 23rd floor

City, State, Zip Los Angeles, CA 90024

Signature of Owner 

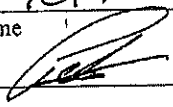
Printed Name of Signatory Peter Hovenier

Title CFO

Sworn before me this 9th day of January, 2023
Christian Oscar Gonzalez
Notary Public 

SEE ATTACHED CA
NOTARY CERTIFICATE

Peter Hovenier
Printed Name

Signature 

Date

1/9/2023

CALIFORNIA JURAT WITH AFFIANT STATEMENT

GOVERNMENT CODE § 8202

- ☒ See Attached Document (Notary to cross out lines 1–6 below)
☐ See Statement Below (Lines 1–6 to be completed only by document signer[s], not Notary)

~~_____
Signature of Document Signer No. 1~~ ~~_____
Signature of Document Signer No. 2 (if any)~~

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

State of California

County of Los Angeles

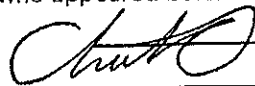
Subscribed and sworn to (or affirmed) before me

on this 9th day of January, 2023
by Peter Hovenier
Date Month Year

(1) Peter Hovenier

(and (2) _____),
Name(s) of Signer(s)

proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me.

Signature 
Signature of Notary Public



Place Notary Seal and/or Stamp Above

OPTIONAL

Completing this information can deter alteration of the document or fraudulent reattachment of this form to an unintended document.

Description of Attached Document

Title or Type of Document: Attachment C: Albany County Vendor Responsibility Questionnaire

Document Date: _____ Number of Pages: _____

Signer(s) Other Than Named Above: _____

COUNTY OF ALBANY

PROPOSAL FORM

PROPOSAL IDENTIFICATION:

Title: Digital Antenna System (DAS) for MVP Arena
RFP Number: 2022-149

THIS PROPOSAL IS SUBMITTED TO:

Pamela O Neill, Purchasing Agent
Albany County Department of General Services
Purchasing Division
112 State Street, Room 1000
Albany, NY 12207

1. The undersigned Proposer proposes and agrees, if this Proposal is accepted, to enter into a Contract with the owner in the form included in the Contract Documents to complete all Work as specified or indicated in the Contract Documents for the Contract Price and within the Contract Time indicated in this Proposal and in accordance with the Contract Documents.
2. Proposer accepts all of the terms and conditions of the Instructions to Proposers, including without limitation those dealing with the Disposition of Proposal Security. This Proposal may remain open for ninety (90) days after the day of Proposal opening. Proposer will sign the Contract and submit the Contract Security and other documents required by the Contract Documents within fifteen days after the date of County's Notice of Award.
3. In submitting this Proposal, Proposer represents, as more fully set forth in this Contract, that:

- (a) Proposer has examined copies of all the Contract Documents and of the following addenda: (If none, so state)

Date 1/6/2023
1/9/2023

Number ADDENDUM #2
ADDENDUM #3

(receipt of all of which is hereby acknowledges) and also copies of the Notice to Proposers and the Instructions to Proposers;

- (b) Proposer has examined the site and locality where the Work is to be performed, the legal requirements (federal, state and local laws, ordinances, rules and regulations) and the conditions affecting cost, progress or performance of the Work and has made such independent investigations as Proposer deems necessary;

- (c) This Proposal is genuine and not made in the interest of or on behalf of any undisclosed person, firm or corporation and is not submitted in conformity with any agreement or rules of any group, association, organization or corporation; Proposer has not directly or indirectly induced or solicited any other Proposer to submit a false or sham Proposal; PROPOSER has not solicited or induced any person, firm or a corporation to refrain from Proposing; and Proposer has not sought by collusion to obtain for himself any advantage over any other Proposer or over the owner.

4. Proposer will complete the Work for the following prices(s): (Attach Proposal)
5. Proposer agrees to commence the Work within the number of calendar days or by the specific date indicated in the Contract. Proposer agrees that the Work will be completed within the number of Calendar days or by the specific date indicated in the contract.
6. The following documents are attached to and made a condition of this Proposal:
- (a) Non-Collusive Bidding Certificate (Attachment "A")
 - (b) Acknowledgment by Bidder (Attachment "B")
 - (c) Vendor Responsibility Questionnaire (Attachment "C")
 - (d) Iranian Energy Divestment Certification (Attachment "D")

7. Communication concerning this Proposal shall be addressed to:

Neal McGee, Dr. Director of Business Development

Phone: (201) 637-8176

8. Terms used in this Proposal have the meanings assigned to them in the Contract and General Provisions.

COUNTY OF ALBANY

PROPOSAL FORM

PROPOSAL IDENTIFICATION:

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RFP Number: 2022-149

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Phone: (201) 637-8176

8. Terms used in this Proposal have the meanings assigned to them in the Contract and General Provisions.

1. VENDOR IS:

☒ **PRIME CONTRACTOR**

2. VENDOR'S LEGAL BUSINESS NAME:

Boingo LLC.

16.

**WITHIN THE PAST (5)
OR CONSULTING CAP.
OR MORE OF THE VOT
SHARES FOR ALL OTH
BIDDING OR CONTRA**

- a)**
- 1. been suspended
contract or co**
 - 2. been disqualified**
 - 3. entered into a**
 - 4. had a bid reject
Employment**
 - 5. had a low bid**

21. IN THE PAS

**a) default
award**

**Indicate if th
negative acti**

State of:

County of

CERTIFIC

CALIFORNIA JURAT WITH



- ☒ See Attached Document (P
- ☐ See Statement Below (Line

