

# MVP ARENA

## DISTRIBUTED ANTENNA SYSTEM (DAS)

RFP Number: 2022-149

**FOR:**  
**PAMELA O NEILL, PURCHASING AGENT**  
**COUNTY OF ALBANY, NY**

**SUBMITTED BY:**

  
**AIRWAVZ**  
SOLUTIONS  
Building Mobility

*January 13, 2023*

# COVER LETTER

January 13, 2023

**Pamela O'Neill, Purchasing Agent**  
112 State Street, Room 1000  
Albany NY 12207

**RE: RFP Distributed Antenna System (DAS) at MVP Arena, Albany NY**

Dear Ms. O'Neill,

Enclosed, you will find more information about Airwavz Solutions, and how we propose to demonstrate our expertise in wireless technology. The following includes our strategy for design, construction, installation, implementation, operation, maintenance and service for a centralized neutral host distributed antenna system ("DAS").

The MVP Arena Airwavz DAS will provide enhanced commercial wireless services and radio coverage throughout the arena, serving the staff, guests, and any member of the public authorized to use the facility.

Airwavz is a trusted wireless carrier partner with Master Service Agreements currently active with AT&T, Verizon, and T-Mobile. These agreements allow us to directly partner and co-invest in modern wireless infrastructure at venues similar to the MVP Arena and other commercial real estate assets across the United States.

While the wireless carriers presently suggest they have limited 2023 budgets, their current capital investment plans and feedback signifies the importance of working with a trusted partner who is operating under a transparent business model. Our transparency with carrier partners and our clients is an essential and standard practice at Airwavz. We believe this approach is necessary for successful DAS deployments, and something you can count on. If awarded this project, Airwavz Solutions will partner with a local firm that will meet all county and union requirements.

We believe our experience with the planning, design, deployment and operation of wireless networks and our deep understanding of the technical and financial requirements of the wireless carriers, uniquely positions Airwavz to deliver a solution that will improve the connected experience for staff, visitors and guests of the MVP Arena.

Please do not hesitate to contact me with any questions or additional information related to our proposal. Thank you again for your consideration.

Sincerely,

*Dan Hope*

Dan Hope  
VP of Real Estate Partnerships  
Airwavz Solutions, Inc.  
Mobile (609)276.6854  
[Dan.Hope@Airwavz.com](mailto:Dan.Hope@Airwavz.com)

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## EXECUTIVE SUMMARY

Airwavz is proposing a comprehensive wireless technology master plan for the MVP Arena in Albany NY, which delivers the following partnership value to the arena, Albany County and residents:

- + **Agile Infrastructure Architecture** – physical network design which supports future modifications for 5G, CBRS, p-LTE
- + **Frequency Coordination** – consolidated interference planning and management of radio frequencies (RF) for Commercial Wireless, Wi-Fi, Public Safety, and UHF
- + **Wireless Carrier Reputation** – average 2+ wireless carriers across Airwavz ‘on-air’ networks
- + **Relevant Experience** – DAS Partnership with CFG Bank Arena, previously Royal Farms Arena, in Baltimore MD

Airwavz is recommending a financial structure which addresses the MVP Arena's capital funding interests by leveraging carrier interest in the project. While Airwavz can provide 100% capital funding, our proposal for MVP Arena has been tailored to support the strategy for cost recovery by contribution from the wireless carriers – Verizon, AT&T, T-Mobile and their service level agreements.

In addition, Airwavz is proposing to develop the following revenue creation opportunities for MVP Arena throughout the lifecycle of the property:

- + **Wireless Attachment Rights** - leveraging all above ground assets on the MVP Arena development for antennas/apparatuses by wireless carriers, and others, on rooftops, buildings, lighting structures, kiosks, signage, etc.
- + **Wireless Content Services** – future wireless applications, services and content providers leveraging the shared/common assets of the commercial wireless and/or Wi-Fi architectures

### IN SUMMARY

Airwavz's dedicated leadership team from the wireless, fiber, broadband and energy sectors is dedicated to earning your trust, so we can earn your business. Our advisory board members from CBRE, Cushman and Wakefield, and JLL, ensure we consider the demands involved with developing, leasing and improving asset valuation in a very competitive landscape, especially when serving a flagship brand like the MVP Arena.

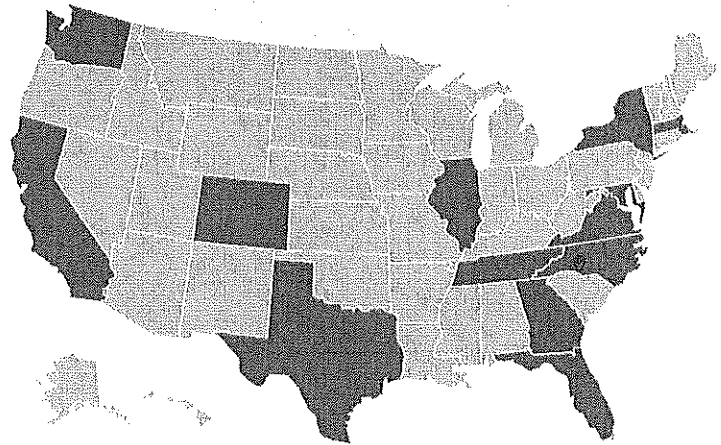
WE MAKE WIRELESS SIMPLE.

# COMPANY BACKGROUND

- + **Founded** in 2013 by executives from the wireless, broadband, energy, and real estate sectors.
- + **Headquarter:**  
1410 W. Morehead Street, Suite 100,  
Charlotte, North Carolina.
- + Regional **offices** strategically located throughout the United States to service property owners, and wireless carriers.
- + 50 full time employees
- + Over **100 million** square feet under agreement and growing.
- + **EIN** 46-2789818
- + **D&B** 060152476

## NATIONAL PRESENCE

Eight Regional Offices and continued year over year growth..



## PROVEN TO WORK

### Clients who trust us

Our neutral host in-building wireless solutions have been successfully deployed and brought on-air with multiple carriers for our valued clients.



**BARINGS**

**NORTHWOOD**  
OFFICE

**MetroNational**

**BILLINGSLEY**  
COMPANY

**Hines**



## WELL FUNDED

Backed by multi billion-dollar private equity with deep telecom portfolio holdings.



## UNIFIED CARRIER RELATIONSHIPS

Airwavz Solutions works with all major wireless carriers and has established national partnership agreements with the major service providers.

**verizon**



**T-Mobile**

# AIRWAVZ ORGANIZATION CHART

The following list contains the Airwavz leadership team specifically dedicated to the MVP ArenaDAS project, relevant previous employers and industry years of experience.



**Brad Davis**  
**CEO**

Brad Davis is a 25-year telecom and technology veteran with extensive experience in corporate, private equity and early stage growth companies.



**David Herran**  
**CCO**

A forward-thinking strategist and visionary technology professional who has driven growth and revenues during his more than 15 years of experience.



**Joseph Perrigo**  
**CNO**

Joe Perrigo is a 17-year telecom and construction management veteran, most recently the Dir. Of Commercial Construction for Charter.



**Frank Cairon**  
**CTO**

A solution-driven engineering exec who's successfully led technology and engineering teams, major projects, and programs that have helped shape the wireless industry.



**Dan Hope**  
**VP Real Estate Partnerships**

Dan Hope is a 15+ year telecom professional with significant experience working with the wireless carriers and developing successful teams.

LEADERSHIP	TITLE	RELEVANT EXPERIENCE	YEARS	LINKEDIN
BRAD DAVIS	CEO	DUKENET	25+	<a href="https://www.linkedin.com/in/brad-davis-5925bb2a/">https://www.linkedin.com/in/brad-davis-5925bb2a/</a>
JOE PERRIGO	EVP, CNO	TIME WARNER, DUKENET	20+	<a href="https://www.linkedin.com/in/joseph-perrigo-32617a75/">https://www.linkedin.com/in/joseph-perrigo-32617a75/</a>
DAVID HERRAN	EVP, CCO	TIME WARNER, DUKENET	20+	<a href="https://www.linkedin.com/in/david-herran-518a609/">https://www.linkedin.com/in/david-herran-518a609/</a>
FRANK CAIRON	CTO	VERIZON	20+	<a href="https://www.linkedin.com/in/frank-cairon/">https://www.linkedin.com/in/frank-cairon/</a>
JD JESKE	VP, REALESTATE PARTNERSHIPS	WIREScore, CBRE, AVISON YOUNG	10+	<a href="https://www.linkedin.com/in/dan-hope-a5ba4440/">https://www.linkedin.com/in/dan-hope-a5ba4440/</a>

## CLIENT REFERENCES

1. **Chris Panto**

Vice President of Governance, IT, and Security Services  
MetroNational, Houston  
713.261-6385  
[chrisp@metronational.com](mailto:chrisp@metronational.com)



2. **Ryan LeMaster**

Vice President of Information Technology  
972.820-2290  
[rlmaster@Billingsleyco.com](mailto:rlmaster@Billingsleyco.com)



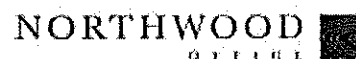
3. **Laura Krupowicz, CPM**

Brookfield Properties  
713.397.6670  
[Laura.Krupowicz@brookfieldproperties.com](mailto:Laura.Krupowicz@brookfieldproperties.com)



1. **Ted Mueller - SVP IT and Operations**

Northwood Office LLC  
704.248.2093 (o)  
252.679.6088 (m)  
[tmueller@northwoodoffice.com](mailto:tmueller@northwoodoffice.com)



*"We're building The Offices of Cypress Waters, exceptional Class A office buildings," says **Ryan Lemaster, Billingsley's Vice President of Information Technology**. "We went with Airwavz because they are going to maintain the system and upgrade it as 5G becomes available. We want to make sure we've got the best coverage possible, so we have happy tenants and happy residents out there."*

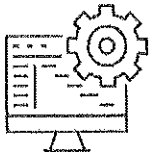
# AIRWAVZ DIFFERENTIATORS



## CARRIERS GUARANTEED

**Airwavz will contractually guarantee that a carrier will participate in a CRE owner funded wireless project.**

- + There are hundreds of systems installed today that have only one or no carriers on air. We call these “orphaned” systems, that have been paid for by the CRE owner, or in some cases third parties.
- + When CRE owners secure Airwavz services, through our Master Services Agreements with all major wireless carriers, ***we guarantee the carriers of their choice will be active and on-air, and we put it in writing.***



## TECH THAT'S NEVER OBSOLETE

**The rapid evolution of wireless technology has been an expensive lesson for many CRE owners**

- + Many systems built over the past 5 years are now obsolete, and unable to support current wireless protocols. Whether cellular or Wi-Fi based, the refresh rate of equipment to stay current is increasing and the cost of equipment and materials continue to rise.
- + With the Airwavz Solutions service, ***refresh of technology is included through the term of our agreements, at no incremental cost to our customers.***
- + Our systems are never obsolete.



## FLEXIBLE ECONOMIC MODEL

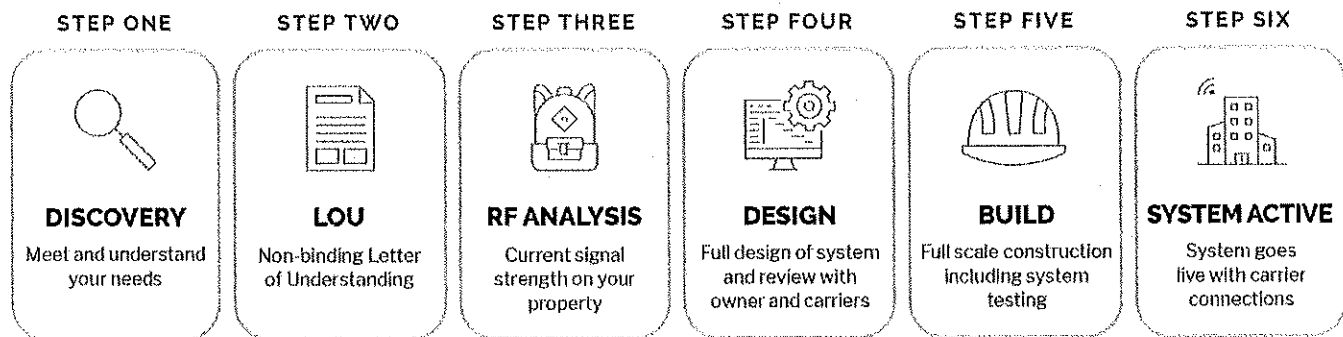
**CRE owners have several wireless investment options when working with Airwavz**

- + Many owners are required to invest in their infrastructure as a capital expense, while others may prefer operating expense as the means to fund their networks.
- + At Airwavz, we've developed financial models that allow for either circumstance.
- + Our standard offer is an ***“Infrastructure-as-a-service”*** that provides those with limited capital with a low monthly recurring cost for the service based on square feet of coverage. We allow for a paydown of the agreement to lower the monthly rate if required.
- + We also support deployments with an open book capital expense plus model for those that need to own the system.

**WE MAKE WIRELESS SIMPLE.**



# OUR PROCESS



## Initial Assessment

- + Document scope and priorities
- + Secure building and site plans
- + Review permitting requirements
- + Determine economic strategy
- + Agree on project timelines
- + Secure rights to represent property to service providers

## Contract Negotiation

- + Site license agreement with building owner
- + Long-term operating agreement with wireless service providers
- + Any additional agreements needed to complete the project

## Construction And Implementation

- + Securing all required permits
- + Installation of riser cables or inter-building fiber-optic network
- + Installation of all antennas and RF cable
- + Installation or turn-up of front-haul fiber optic network
- + Installation of head-end equipment
- + Integration with wireless service provider networks

## Preliminary Design

- + Benchmark testing of the building
- + Audit of existing wireless coverage and systems
- + Preliminary design including performance metrics
- + Estimated costs and schedules
- + Preliminary design package to wireless service providers
- + Design iterations as needed with wireless

## Design

- + Final In-building designs
- + Antenna placement and cable routing
- + Equipment placement and space requirements
- + Fiber Optic interconnection and entrance facilities
- + Head-end requirements
- + Approval of equipment location by Landlord

## Management, Monitoring And Maintenance

- + 24x7x365 proactive network monitoring
- + Online trouble ticket generation with automatic notification
- + Help desk support for troubles and maintenance related issues
- + Root cause analysis and trouble resolution
- + Periodic performance reports

# SCOPE OF SERVICES

*MVP Arena*

## Scope of Services

### + Airwavz Solutions to provide:

- + Turn-key services supporting planning, design, construction & installation, system acceptance testing and ongoing maintenance & monitoring
  - + Initial term of 9-years plus renewals
  - + System due diligence and marketing exclusivity to ensure wireless carrier participation for system on-air date by December 18, 2023 (building substantial complete date)
- + **System design, construction & installation that meets and exceeds all wireless carrier requirements**
  - + Airwavz Solutions complies with all local, state & federal electrical and building code requirements
  - + Procurement and warehousing of equipment based on project schedule
  - + Installation of all equipment including delivery, staging, inventorying, uncrating, assembling, setting, leveling and final fastening
  - + Daily removal of all uncrated material, trash and debris
  - + Insurance requirement compliant with Exhibit E
- + **24x7x365 monitoring and maintenance with 99.9% availability. Response times supporting wireless carrier service level commitments for the life of the system agreement**
  - + Centralized management system providing site wide view of health status and system performance
- + **Project management and coordination from design phase through system completion and wireless carrier acceptance for services on-air**
- + **Technology obsolescence**
  - + Airwavz will manage system/network upgrades to support wireless carrier technology evolution (5G and beyond). Technology upgrade management will be performed in conjunction with wireless carrier's network requirements and needs

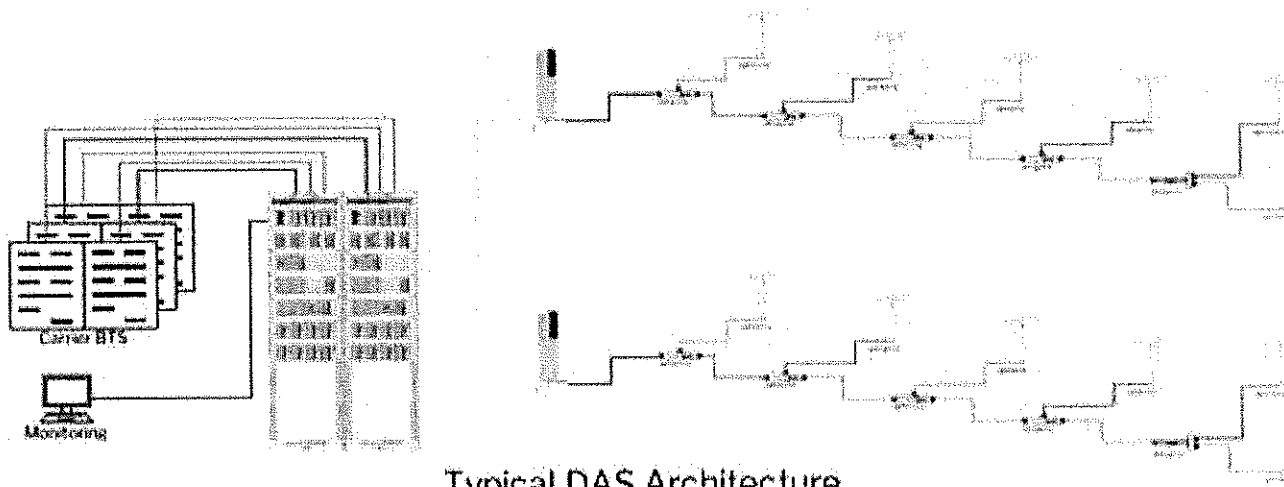
# SOLUTIONS **PROPOSAL**

*MVP Arena*



## DESIGN METHODOLOGY

- + Airwavz Solutions partners with key leaders in the wireless industry to provide design, construction, installation, operation, on-going maintenance, and break-fix services, ensuring patrons are never without connectivity. We maintain an agnostic position on vendor selection, with a goal of selecting the best technology available, maintaining the needs of the venue. The neutral-host DAS will be designed to support both the commercial mobile network operators (MNOs) as well as radio coverage throughout the Property.
- + Airwavz will provide all DAS equipment and supporting infrastructure, including monitoring and management components, mechanical and structural hardware, and all construction elements to support the neutral-host DAS. Because of Airwavz' close relationships to the wireless carriers, we ensure the DAS can broadcast latest spectrum available, including 5G technologies.
- + The DAS will have a centralized head-end, located on site, that will provide the interface to the MNO base station equipment. Once the MNO signal is active, the head-end will distribute the signal, digitally, to nodes used for signal conversion/amplification over the antenna network. The following example details typical DAS architecture.



Typical DAS Architecture

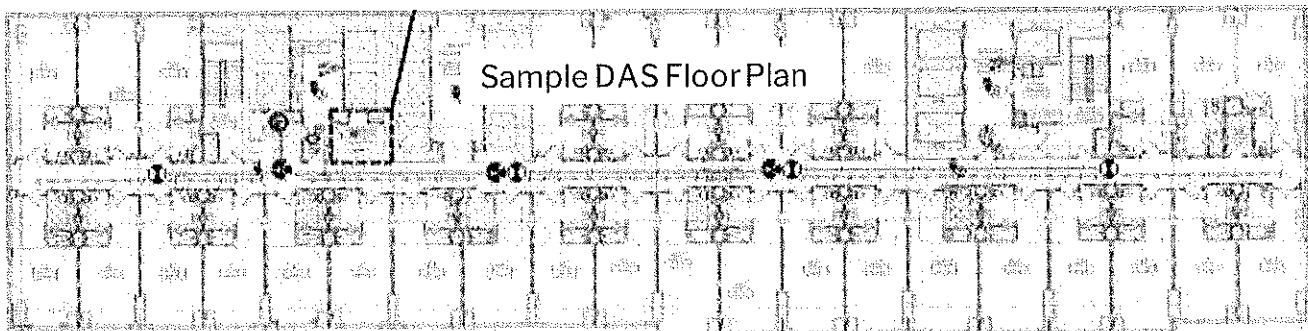
# SOLUTIONS PROPOSAL

*MVP Arena*

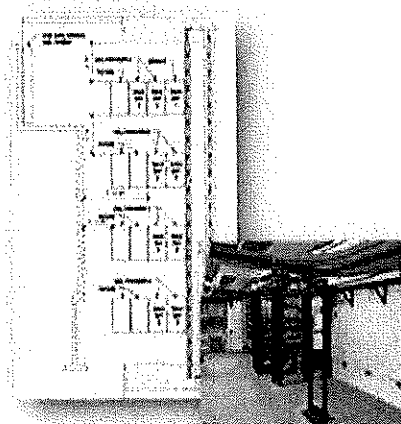


## DESIGN METHODOLOGY

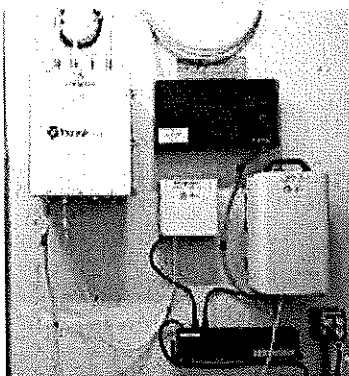
- + The DAS will provide a centralized management system by utilizing the supervisory module for a system wide view of the in-building solution.
- + Airwavz' Construction and Project Management team will provide project coordination, including submittal packages, shop drawings, project brochure package, rough-in drawings, O&M Manuals and Warranties. A close-out package will also be included at the conclusion of the project for as-built documentation and system performance validation.
- + As part of the solution, Airwavz will work with each of the wireless carriers/mobile network operators to ensure patrons have access to the latest technology required to support the MVP Arena. If an upgrade is required, Airwavz will lead discussions with the wireless carriers in support of amending existing agreements to include new services.



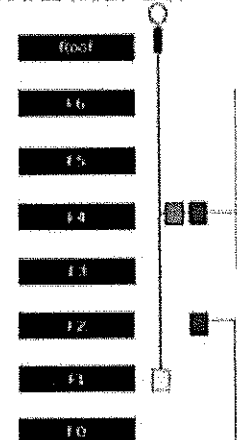
**SAMPLE HEADEND AND  
HEADEND LAYOUT**



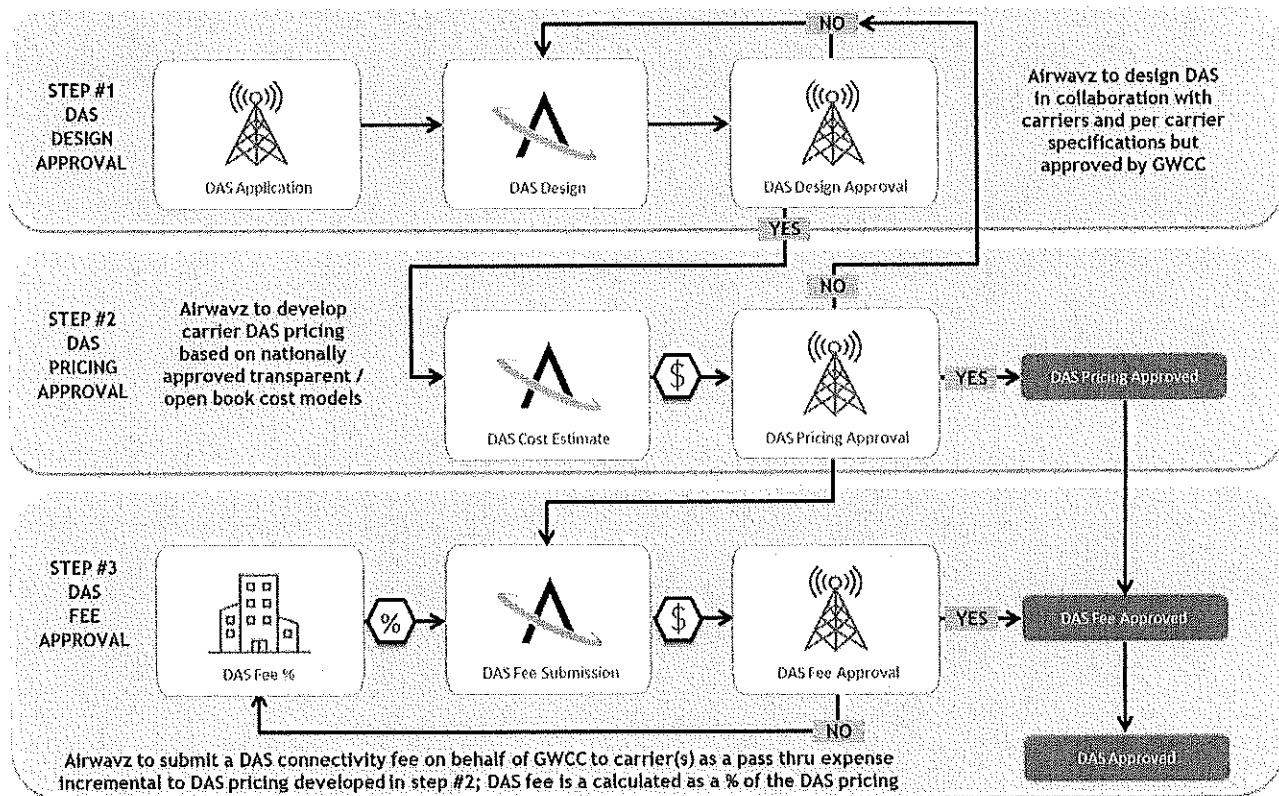
**SAMPLE IDF WALL MOUNTED  
AIRWAVZ / CARRIER  
EQUIPMENT**



**SAMPLE RISER PLAN**



# DAS COMPENSATION MODEL



MVP ARENA AIRWAVZ CARRIERS

## DAS CONNECTIVITY FEE

- + Connectivity fee is calculated as a function of the gross revenue calculated in the carrier DAS pricing model (see next page)
- + Airwavz will submit a determined connectivity fee on behalf of MVP Arena to the carriers as a pass thru expense incremental to the approved carrier DAS pricing
- + Airwavz will serve as a neutral party – if carrier rejects, Airwavz will submit a counteroffer for consideration
- + It must be understood that DAS Connectivity fee may be rejected by the carrier and could lead to longer lead times in connecting to the system. Airwavz will do the best to optimize the fee the carriers are willing to pay with what you are willing to accept and within a timely manner that benefits both parties

# DAS COMPENSATION MODEL

## COST METHODOLOGY + COMPENSATION SCHEDULE

### BROKER CARRIER INTEREST

Airwavz shall act as broker for MVP Arena to bring carrier interest to fund the DAS. The below table is an example of the DAS cost, followed by likelihood of carrier connection.

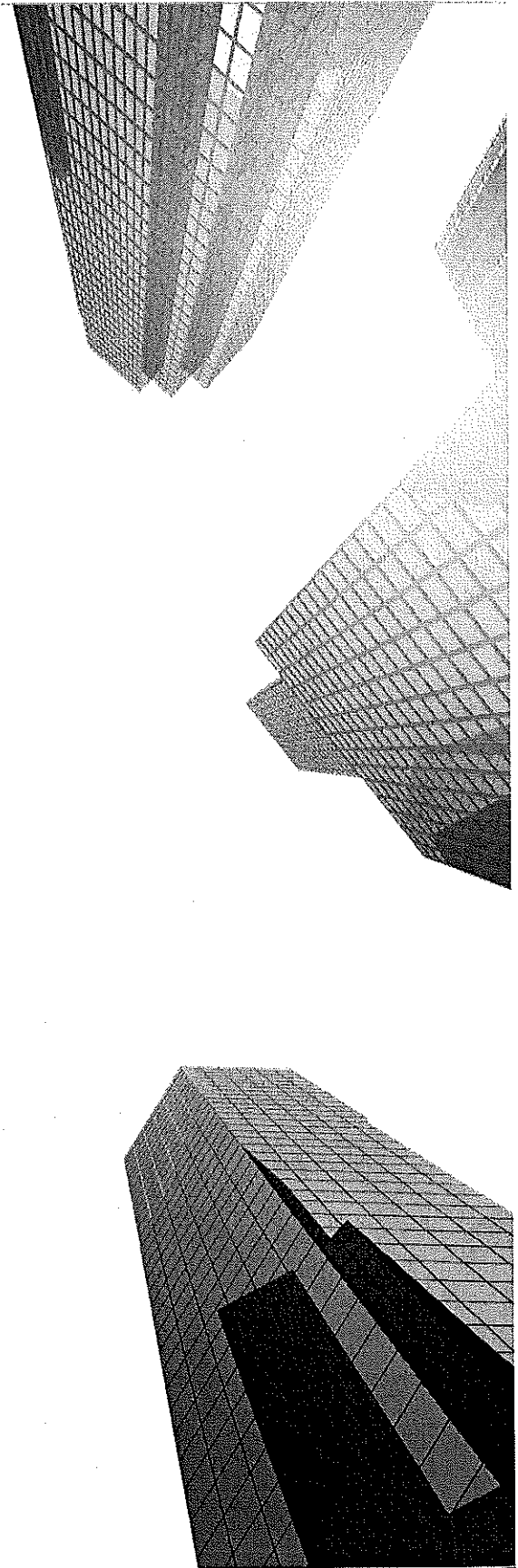
Example cost below shall represent Compensation Schedule, to be confirmed upon award and carrier negotiation and approval.

### SAMPLE RENT TABLE:

Example % of Gross Carrier DAS Cost	Probability of Carrier Connect	AT&T and Verizon		T-Mobile
DAS COST = \$1,100,000		One Time	Annual Recurring	Annual Recurring
0%	Very High	\$0	\$0	\$0
5%	High	\$45,833	\$4,180	\$7,590
10%	Med	\$91,667	\$8,360	\$15,180
15%	Low	\$137,500	\$12,540	\$22,770
20%	Very Low	\$183,333	\$16,720	\$30,360
DAS COST = \$1,600,000		One Time	Annual Recurring	Annual Recurring
0%	Very High	\$0	\$0	\$0
5%	High	\$66,667	\$6,080	\$11,040
10%	Med	\$133,333	\$12,160	\$22,080
15%	Low	\$200,000	\$18,240	\$33,120
20%	Very Low	\$266,667	\$24,320	\$44,160

# 5G TECHNOLOGY

Airwavz designs our networks to accommodate the 5G technology upgrades that will be required by the wireless carriers in the future. As the use-cases for inbuilding 5G are developed and made commercially available by the wireless carriers, the Airwavz network will be optimized to adhere to those new standards. Airwavz will coordinate any system modifications with the wireless carriers, including 5G-radio hardware/software upgrades, and antenna performance (type and placement) based upon the frequency and/or use-case being deployed.



# WIRELESS CARRIER GUARANTEES

Once installed and system is turned up, Airwavz supports this wireless infrastructure service enhancement and monitors via our **24/7/365 Network Operation Center**.

Specific attributes of the Airwavz Operations Program include:

- + **24x7x365** proactive network monitoring
- + **Online trouble ticket** generation with automatic notification
- + **Help desk support** for troubles and maintenance related issues
- + **Root cause analysis**, trouble resolution, and periodic performance reports

Severity Level	Definition	Resolution
<b>Critical</b>	Any significant network event comprising a Service Outage affecting RF transport to more than 30% of the RANs or Zones or to any RAN or zone(s) designated by Licensee as a Critical Node(s) or satisfying the objective criteria for generating a "Critical" alarm to a Party's NOC, in accordance with any uniform categorization of alarms as may hereafter be mutually agreed by the parties. Issues involving interference will be classified as a Critical severity.	<ul style="list-style-type: none"> <li>+ Respond within 30 minutes.</li> <li>+ Resolve within 4 hours or work on a 24/7 basis until resolved</li> </ul>
<b>Major</b>	A localized issue or other significant network event comprising a Service Outage affecting RF transport to an individual RAN or zone that is rendered not Operational or to multiple RANs or zones but affecting less than 30% of the RANs or Zones or satisfying the objective criteria for generating a "Major" alarm to a Party's NOC, in accordance with any uniform categorization of alarms as may hereafter be mutually agreed by the parties.	<ul style="list-style-type: none"> <li>+ Respond within 1 hour</li> <li>+ Resolve within 12 hours</li> </ul>
<b>Minor</b>	Any issue resulting in a "Minor" alarm to a NOC, or which does not affect RF transport, or any other ticketed events, such as inquiries, requests for information and information updates.	<ul style="list-style-type: none"> <li>+ Respond within 2 hours</li> <li>+ Resolve within 48 hours</li> </ul>
<b>Cosmetic</b>	Any issue not considered service impacting or classified as Critical, Major or Minor.	<ul style="list-style-type: none"> <li>+ Respond within 2 business days.</li> <li>+ Resolve within 7 business days or agreed upon timeframe per instance.</li> </ul>



# WIRELESS CARRIER GUARANTEES

## A DIFFERENTIATOR

Airwavz Solutions is solidly founded on tested expertise, vision, knowledge and experience but none greater than that of the understanding of the major wireless carriers currently operating and supplying signal to all of us – you, me, your tenants, our families, our communities.

Carriers are by nature immense companies with many silos that operate to provide the essential service of signal in a responsible way. Their mission is vast and critical, and one might imagine that building by building, city by city, region by region that the networks are numerous and complicated. That is where we bring you value.

We have been part of those carrier teams and their very makeup from the beginning of this technology. We work closely and partner with the current carrier teams. Everything matters from budgets to ease of getting projects completed to simply making the connectivity possible. Airwavz has proven uniquely successful at this with the major two carriers in Atlanta – AT&T and Verizon – see attached their support or contacts for you to discuss with them the ability for us to execute for you.

There is also T-Mobile and Dish Network that we work very closely with but because of mergers and newly acquired spectrum, these organizations are consumed with budgets and vision. However, we are at the table with both firms and others to keep a pulse on helping you with them as that becomes of value.

**Chrissy L. Agricola**  
Director of In Building Wireless |  
Manager Network  
HQ Real Estate  
Verizon  
404-831-2005

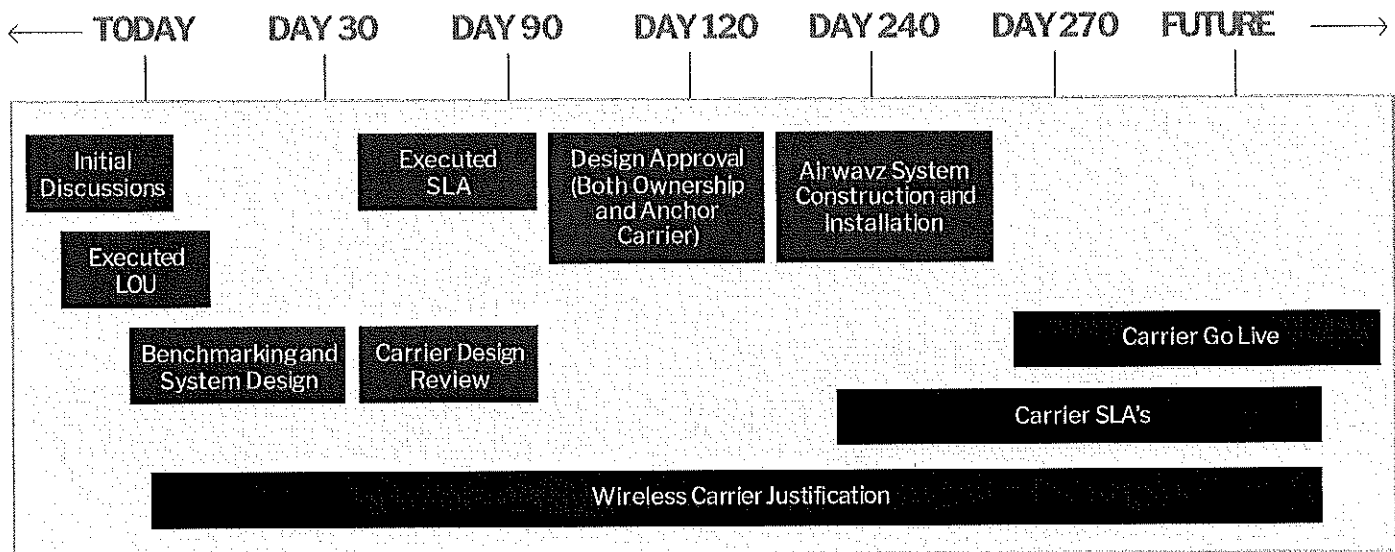
**Ron Mohseni**  
GA/SC RAN Director  
770-233-5697  
[Mm704f@att.com](mailto:Mm704f@att.com)

**Luke Lucas**  
Sr Business Development  
Manager  
T-Mobile  
415-764-1514  
[Luke.lucas@t-mobile.com](mailto:Luke.lucas@t-mobile.com)



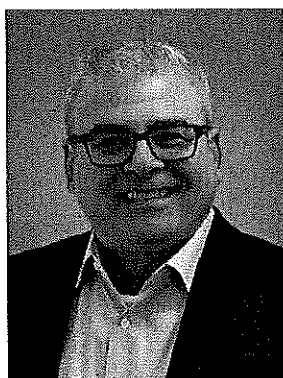
# CARRIER COORDINATION

- + **Proven Process** - Our carrier engagement process is aligned with each carrier's planning and funding schedule.
- + While design and deployment cycle-times are important to the overall project timeline, the front-end of the process is critical to securing annual prioritization and funding by the carriers.
- + **Pre-Negotiated Agreements** - Airwavz has Master Lease Agreements with Verizon and T-Mobile and a pre-approved Master Lease Template with AT&T.
- + Established ongoing working relationships with each carrier's national & regional teams.

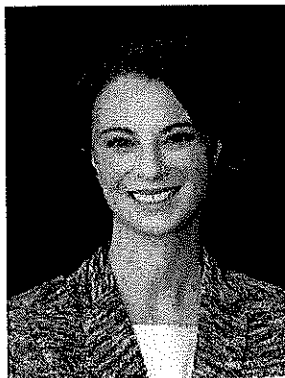


*The proof is in the numbers.*  
Airwavz currently averages over  
**2+ Carriers per On-Air Network**

## WIRELESS CARRIER **TEAM**



**DAVID SAAB**  
SVP, Client and  
Legal Operations



**JEN LEWIS**  
VP, Carrier  
Operations



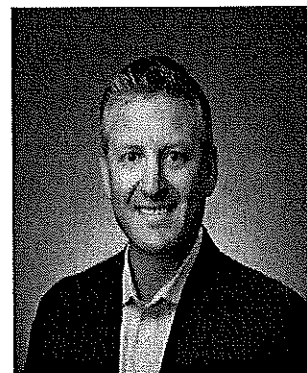
**DANIELLE BOUKEDES**  
Director of Carrier  
Sales and Operations,  
**East**



**EZRA HUG**  
Director, Carrier  
Sales + Operations,  
**Northeast**



**LISA LANE**  
Carrier  
Partnerships +  
Operations



**MATT CAGAN**  
Director of Carrier  
Sales and  
Operations, **West**

Airwavz' dedicated wireless carrier team brings **over 50 years of wireless and carrier experience** to the organization. They are successful in their ability to collaborate with the wireless carriers to ensure the needs of the clients are being met. The carrier team is exceptionally skilled in relationship building and creating a seamless client experience.

WE MAKE WIRELESS **SIMPLE.**



# PROJECT SITE **SAFETY**

*Airwavz Solutions agrees to abide by and comply with Construction Manager policies, guidelines, and rules regarding the Project Site, which includes the policies, guidelines and rules.*

- + Airwavz Solutions proudly complies with all national and local standards as they apply to construction site health and safety.
- + The safety of our colleagues, clients, partners and contractors is of the upmost importance.
- + Airwavz is happy to proud that throughout the duration of their existence, they have maintained a **zero-accident workplace**.
- + Airwavz promotes a **zero-accident culture** through continuous improvement in risk management and accident prevention.
- + Please click [here](#) to review the complete Airwavz Solutions Health and Safety Guidelines.
- + Airwavz agrees to comply with all OSHA regulations.



# CONCLUSION

## WITH GRATITUDE

Airwavz Solutions appreciates the opportunity to share our approach on how to improve wireless connectivity at MVP Arena. Thank you for your review of this proposal, and please do not hesitate to connect with us on any questions or clarifications you may have.

# APPENDIX

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On Air with Airwavz

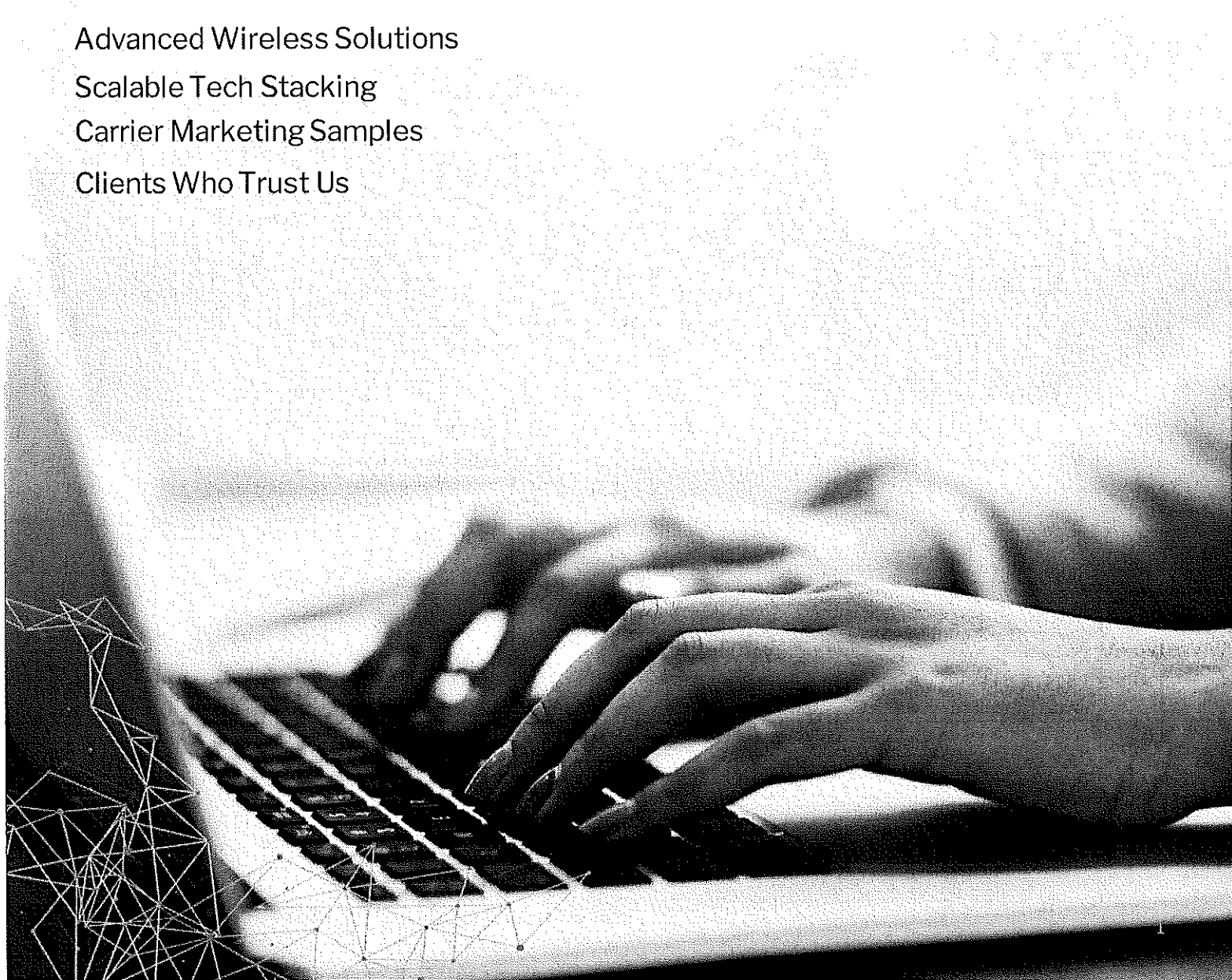
Case Studies

Advanced Wireless Solutions

Scalable Tech Stacking

Carrier Marketing Samples

Clients Who Trust Us



# ON AIR WITH AIRWAVZ

## HOTELS

### **WESTIN MEMORIAL CITY** HOUSTON, TX *MetroNational*



Sq Ft: 458,270 / Rooms: 289

AT&T verizon/ Mobile  
**Super Bowl**

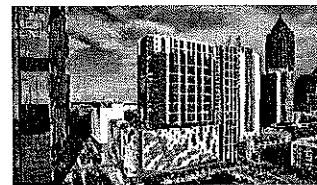
### **HOTEL ZAZA** HOUSTON, TX *MetroNational Corp.*



Sq Ft: 327,899 / Rooms: 159

verizon/ Mobile  
**Super Bowl**

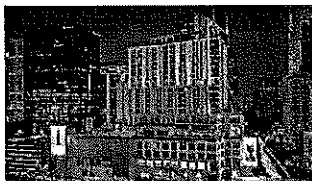
### **KIMPTON MIDTOWN UNION** ATLANTA, GA *Granite Properties, Inc.*



Sq Ft: 163,958 / Rooms: 230

AT&T verizon/ Mobile  
**Building Owner Participation**

### **AC HOTEL + RESIDENCE INN** CHARLOTTE, NC *Vision Ventures*



Sq Ft: 221,000 / Rooms: 300

AT&T verizon/  
**Republican National Convention**

### **KIMPTON HOTEL** CHARLOTTE, NC *Barings*



Sq Ft: 155,000 / Rooms: 217

AT&T verizon/  
**Republican National Convention**

### **RADISSON BLU** CHICAGO, IL *Radisson Hotel Group*



Sq Ft: 300,000 / Rooms: 334

AT&T

### **THE BALLANTYNE HOTEL** CHARLOTTE, NC *Northwood Investors LLC*



Sq Ft: 278,592 / Rooms: 244

AT&T verizon/  
**Republican National Convention**





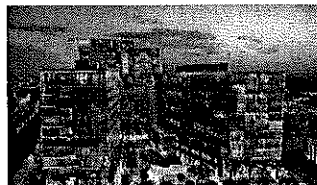




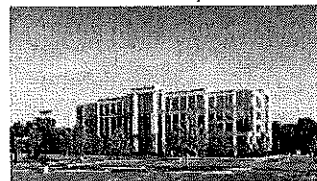

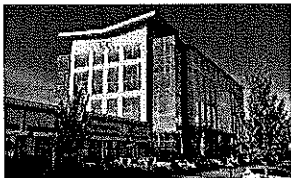

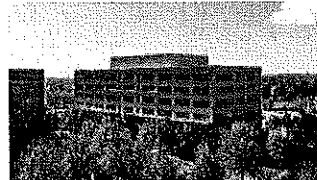



### **ALOFT HOTEL** CHARLOTTE, NC *Northwood Investors LLC*



Sq Ft: 86,832 / Rooms: 175

AT&T verizon/

# ON AIR WITH AIRWAVZ

<p><b>MONARCH TOWER</b> ATLANTA, GA <i>Highwoods Properties</i></p>  <p>SQFT: 527,761 </p>	<p><b>HERITAGE PLAZA</b> HOUSTON, TX <i>Brookfield Properties</i></p>  <p>SQFT: 1.2M </p>	<p><b>VANTAGE SOUTHEAST</b> CHARLOTTE, TX <i>Invesco</i></p>  <p>SQFT: 380,000+ </p>
<p><b>THE ROXBORO</b> DURHAM, NC <i>Trinity Capital</i></p>  <p>SQFT: 203,249</p>	<p><b>THE MCKINLEY</b> HOUSTON, TX <i>MetroNational</i></p>  <p>SQFT: 402,466 </p>	<p><b>TWO GREENWAY CENTRE</b> FRANKLIN, TN <i>TA Realty</i></p>  <p>SQFT: 155,000+ </p>
<p><b>SEVEN SPRINGS</b> BRENTWOOD, TN <i>Highwoods Properties</i></p>  <p>SQFT: 263,865</p>	<p><b>ELDRIDGE PLACE</b> HOUSTON, TX <i>Granite Properties</i></p>  <p>SQFT: 830,000+</p>	<p><b>12420 MILESTONE CENTER</b> GERMANTOWN, MD <i>Matan Companies</i></p>  <p>SQFT: 156,000+</p>
<p><b>ONE ALLIANCE CENTER</b> ATLANTA, GA <i>Highwoods Properties</i></p>  <p>SQFT: 556,495</p>	<p><b>TWO ALLIANCE CENTER</b> ATLANTA, GA <i>Highwoods Properties</i></p>  <p>SQFT: 491,888</p>	<p><b>MONARCH PLAZA</b> ATLANTA, GA <i>Highwoods Properties</i></p>  <p>SQFT: 368,688</p>



# ON AIR WITH AIRWAVZ

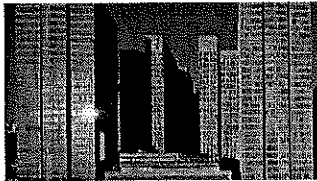
**MEMORIAL CITY**  
HOUSTON, TX  
*MetroNational*



SQFT: 5.2M+

Mobile  
AT&T  
verizon

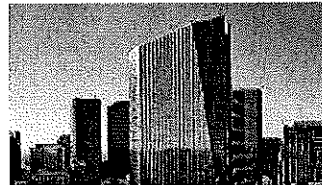
**PEACHTREE CENTER**  
ATLANTA, GA  
*Cousins Properties*



SQFT: 4.1 M+

Mobile  
AT&T  
verizon

**609 MAIN AT TEXAS**  
HOUSTON, TX  
*Hines*



SQFT: 1.1M+

Mobile  
AT&T  
verizon


**CYPRESS WATERS**  
DALLAS, TX  
*Billingsley Company*



SQFT: 1.6 M+

Mobile  
AT&T  
verizon

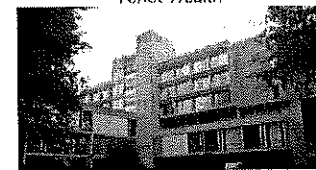
**THE POST OAK**  
HOUSTON, TX  
*Landry's Inc.*



SQFT: 675,036

Mobile  
AT&T  
verizon


**METROWEST LEONARD MORSE HOSPITAL**  
NATICK, MA  
*Tenet Health*



SQFT: 355,000

AT&T


**BANK OF AMERICA PLAZA**  
CHARLOTTE, NC  
*Cousins Properties*



SQFT: 891,136

AT&T  
verizon


**ALLY CHARLOTTE CENTER**  
CHARLOTTE, NC  
*Crescent Communities*



SQFT: 700,000+

AT&T  
verizon

**THE HOSPITALS AT PROVIDENCE**  
EL PASO, TX  
*Tenet Health*



SQFT: 2.1M

Mobile  
AT&T  
verizon


**BALLANTYNE CORPORATE PARK**  
CHARLOTTE, NC



SQFT: 4M+

AT&T  
verizon

**FIFTH THIRD CENTER**  
CHARLOTTE, NC  
*Cousins Properties*



SQFT: 697,817

AT&T

**COASTAL CAROLINA HOSPITAL**  
HARDEEVILLE, SC  
*Tenet Health*



SQFT: 97,234

AT&T

# ON AIR WITH AIRWAVZ

**CHARLOTTE PLAZA**  
CHARLOTTE, NC  
*Rabina Properties*



SQFT: 652,793



**CITY CENTRE**  
HOUSTON, TX  
*Stockbridge Capital Group*



SQFT: 650,000



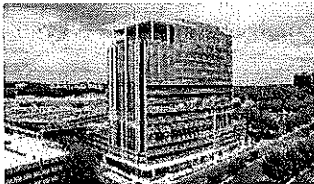
**300 S TRYON STREET**  
CHARLOTTE, NC  
*Bairings*



SQFT: 638,000+



**TWELVE24**  
ATLANTA, GA  
*Trammell Crow Company*



SQFT: 335,000



**CITY PLACE 2**  
HOUSTON, TX  
*Patrinely Group*



SQFT: 326,800



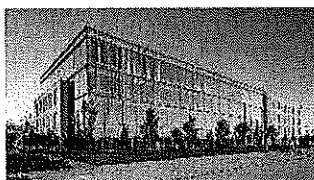
**STONY POINT 1 & 2**  
RICHMOND, VA  
*Highwoods Properties*



SQFT: 247,000+



**INTERNATIONAL BUSINESS PARK**  
PLANO, TX  
*Billingsley Company*



SQFT: 750,000+



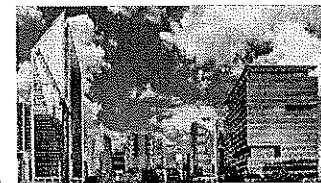
**SALESFORCE TOWER**  
ATLANTA, GA  
*Banyan Street Capital*



SQFT: 625,392



**615 S COLLEGE STREET**  
CHARLOTTE, NC  
*Portman Holdings*



SQFT: 370,000



**CAPITOL TOWER**  
HOUSTON, TX  
*Skanska*



SQFT: 778,344



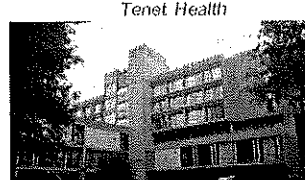
**95 COLUMBUS**  
JERSEY CITY, NJ  
*Columbia Property Trust*



SQFT: 746,282



**METROWEST LEONARD MORSE HOSPITAL**  
NATICK, MA  
*Tenet Health*




SQFT: 355,000



# ON AIR WITH AIRWAVZ

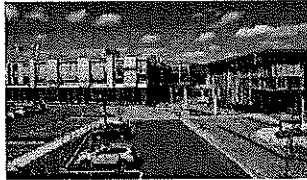
**10 FAN PIER**  
BOSTON, MA  
*MassMutual*



SQFT: 340,000

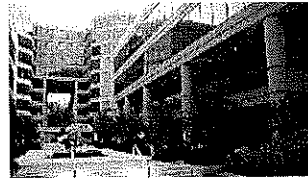
AT&T  
verizon

**THE LINX**  
BOSTON, MA  
*Clarion Partners*



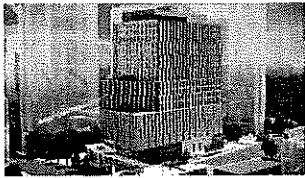
SQFT: 185,015

**PIEDMONT CENTER**  
ATLANTA, GA  
*The Ardent Companies*




SQFT: 1.7M+

**TYSONS CENTRAL**  
TYSONS, VA  
*Foulger-Pratt*



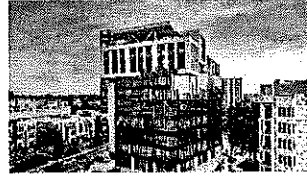
SQFT: 388,206

**ST. BERNARDS HOSPITAL**  
JONESBORO, AR




SQFT: 1,026,000

**THE SQUARE - 200 WEST**  
CHARLOTTE, NC



SQFT: 154,000

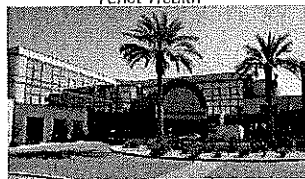
**HILTON HEAD HOSPITAL**  
HILTON HEAD, SC  
*Tenet Health*



SQFT: 220,000

AT&T

**ABRAZO ARROWHEAD HOSPITAL**  
GLENDALE, AZ  
*Tenet Health*



SQFT: 280,181

AT&T


**METROWEST MEDICAL CENTER FRAMINGHAM**  
FRAMINGHAM, MA  
*Tenet Health*



SQFT: 300,000

AT&T


**TWIN CITIES COMMUNITY HOSPITAL**  
TEMPLETON, CA  
*Tenet Health*



SQFT: 127,050

AT&T

**EAST COOPER MEDICAL CENTER**  
MOUNT PLEASANT, SC  
*Tenet Health*



SQFT: 575,970

AT&T

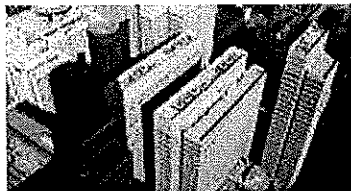
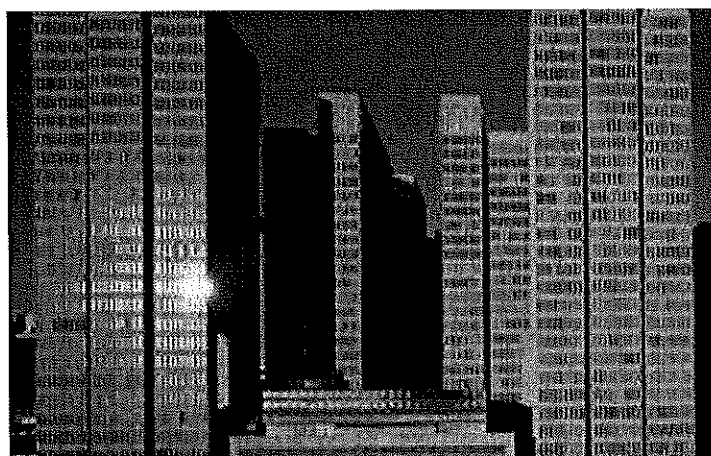
**+ MORE**

# PEACHTREE CENTER

ATLANTA, GA

Peachtree Center is comprised of 10 office buildings, 3 convention hotels, 4 trade mart buildings, 4 parking garages, a retail mall, a health club and a transit station. Airwavz serves tens of thousands of daily workers and visitors covering more than 4 million square feet of retail and office space at Peachtree Center.

Peachtree Center is an Airwavz In-Building "end-to-end" operational platform with a C-RAN head end located on site, with dedicated fiber optics and D-RAN wireless systems delivering outstanding cellular service across a major iconic CBD re-development



## Year Built

1965

## Sq Ft

4.1 million+

## Building

Type Mixed-use: Office  
Retail Hospitality

## Carriers

verizon<sup>✓</sup>

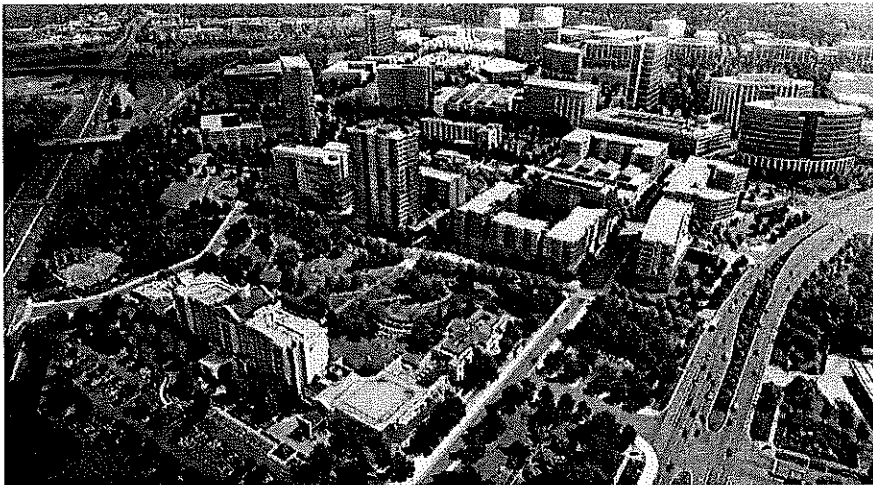
T-Mobile<sup>✓</sup>

AT&T

# BALLANTYNE CORPORATE PARK

CHARLOTTE, NC

The thriving corporate campus fits naturally among the residential, retail and recreational components to maximize convenience and balance for the employees working here. **Ballantyne Corporate Park is currently zoned for an additional 6 million square feet of office space.** Airwavz is providing service across a dozen buildings (and growing) here, featuring a D-RAN solution serving thousands of tenants using Verizon, AT&T and T-Mobile service. As Ballantyne continues to grow, Airwavz will be there with Northwood Office as their trusted in-building wireless service partner.



**Year Built**  
2011

**Sq Ft**  
4 million+

**Building Type**  
Mixed-use:  
Office  
Retail  
Multifamily

**Carriers**

**verizon**✓

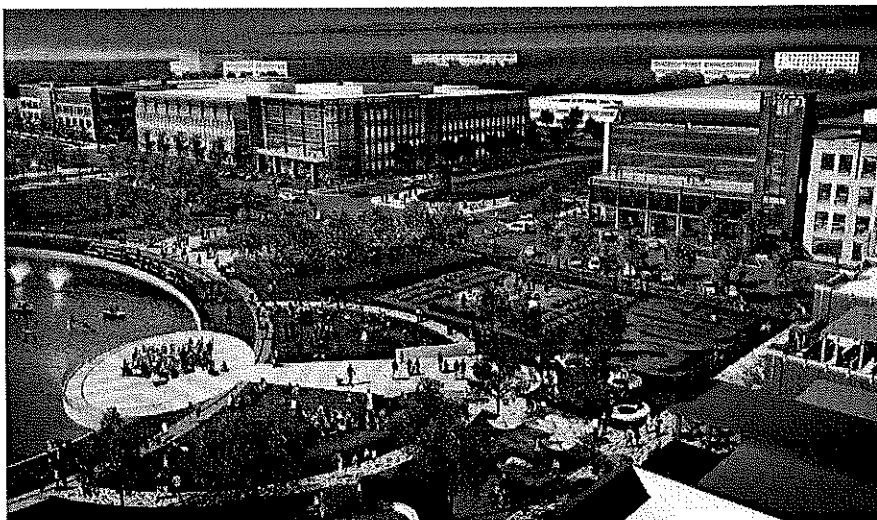
T-Mobile



# CYPRESS WATERS

DALLAS, TX

Cypress Waters emphasizes the benefits of a live/work community, within 5 minutes of DFW Airport. The offices of Cypress Waters offers what today's tenants want—**new, efficient space, with a wealth of amenities**, including in-building wireless service provided by Airwavz Solutions.



"We're building The Offices of Cypress Waters, exceptional Class A office buildings," says **Ryan Lemaster, Billingsley's Vice President of Information Technology**. "We went with Airwavz because they are going to maintain the system and upgrade it as 5G becomes available. We want to make sure we've got the best coverage possible, so we have happy tenants and happy residents out there."

**Year Built**  
2014

**Sq Ft**  
4.5 million+

**Building Type**  
Mixed-use:  
Office  
Retail  
Multifamily

**Carriers**  
**verizon**✓

**T-Mobile**✓

**AT&T**



# MEMORIAL CITY

HOUSTON, TX

Memorial City is a typical Airwavz In-Building “end-to-end” operational platform with a C-RAN head end with dedicated fiber optics and D-RAN wireless systems delivering outstanding cellular service across a major development. **This solution is building-owner and wireless carrier funded, with radio sources purchased and installed by Airwavz.** Airwavz serves tens of thousands of daily workers and visitors covering more than 9 million square feet of retail, office and hospitality including Memorial City Mall, The Westin Memorial City, Hotel ZaZa Memorial City, and the Memorial Hermann Memorial City Medical Center.



**Year Built**  
1926

**Sq Ft**  
9 million+

**Building Type**  
Mixed-use:  
Class A Office  
Hospitality  
Retail  
Medical  
Multifamily

**Carriers**

**verizon**✓

T-Mobile



# PIEDMONT CENTER

## PROJECT SCOPE

**PIEDMONT CENTER** is a united, nine-building office campus connecting three diverse workplace neighborhoods — The Commons, The Fountains and The Tower. With convenient accessibility to GA-400 and a variety of alternative transit options, Piedmont Center is primely positioned at the pulse of Buckhead's growing tech corridor.



### CAMPUS DETAILS

- + Atlanta, GA
- + Class A Office
- + Campus 14 Buildings
- + 2 Million SF
- + 100+ Tenants

*"The natural progression for dynamic startups and established professionals alike to join a progressive workplace community. Make lasting connections in shared amenity spaces that foster collaboration. Leverage the opportunity to scale your business and create a workplace home that exudes company culture. **At Piedmont Center, success begins with connected community.**"*



**THE ARDENT**  
COMPANIES

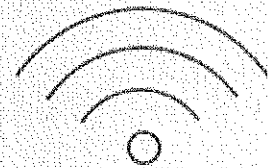


# PIEDMONT CENTER

## PROJECT SCOPE

### PROJECT SUMMARY

- + Fully connected campus wide fiber backbone
- + Commercial Cellular Implementation Plan - neutral host architecture
- + Turnkey, fully managed Wi-Fi Services
- + Indoor/Outdoor Amenity Wi-Fi
- + Managed Network Services for building operations
- + Vendor Services (sound, locks, CCTV, BAS, security)
- + Property Management Office Network
- + Wi-Fi and Switching behind their corporate firewall
- + Campus Wi-Fi Roaming
- + Tenant Private Network Services
- + By Square Footage - Tenant firewall, tenant space Wi-Fi, and ethernet network

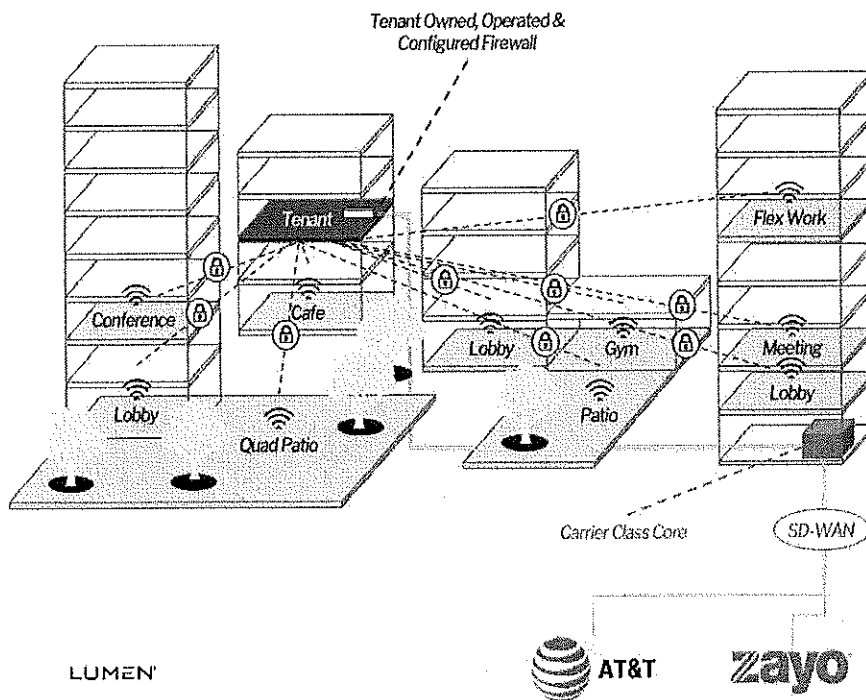


### PROJECT HIGHLIGHTS

Cellular (DAS)  
Fiber Connectivity  
System  
Integration  
Complete Campus Wi-Fi  
Indoor/Outdoor  
Coverage

### TECHNICAL SPECS

12Gbps Redundant  
Circuit Speeds starting  
at 100Mbps  
180K+ SF Common  
Area Wi-Fi



LUMEN



# PROVIDING ADVANCED **WIRELESS** SOLUTIONS



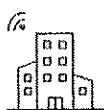
## **IN-BUILDING DAS**

We design, build and operate in-building wireless infrastructure using advanced fiber networks and wireless antenna systems to connect people and devices with each other and with the world outside.



## **WI-FI**

Airwavz Wi-Fi network solutions deliver comprehensive, professionally managed network infrastructure to seamlessly deliver best in class wireless connectivity.



## **SMART BUILDING**

Airwavz' suite of PropTech solutions help building owners take advantage of emerging technologies that can transform a building's operational efficiency, and increase sustainability, and exceed the expectations of their tenants.

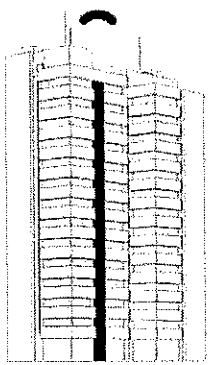


## **PRIVATE LTE**

Our cost-effective Private LTE solutions utilize CBRS/OnGo and other licensed/unlicensed spectrum, enabling consistently high performance over a controlled network, often independent of outside traffic.

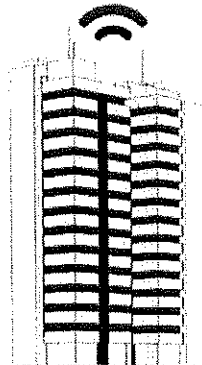


# WIRELESS ENABLEMENT + SCALABLE TECHNOLOGY STACKING



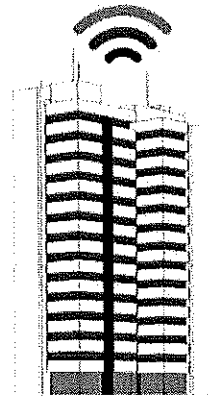
## FIBER

- + Core fiber backbone for smart building
- + Fiber connectivity to wireless carrier networks



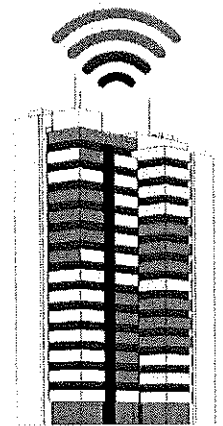
## IN-BUILDING WIRELESS

- + Wireless carrier network inside your building
- + Complete or partial building options
- + Foundation for smart building apps



## WIFI

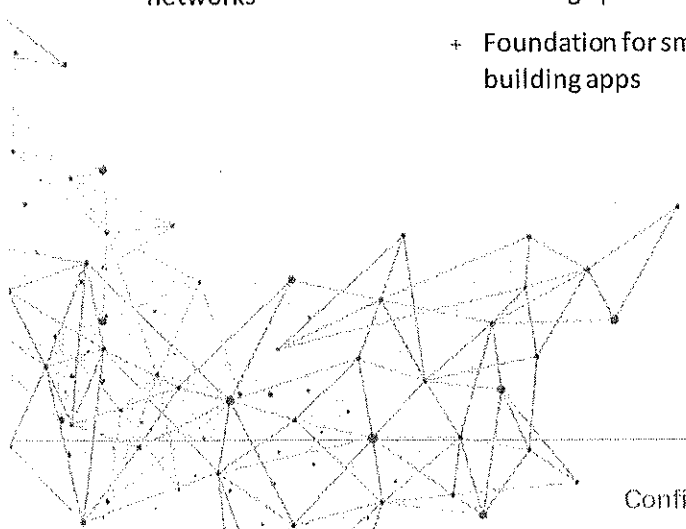
- + Public connectivity or enhanced private solutions
- + Partial/complete building and campus wide



## PRIVATE LTE NETWORKS

### New secure and private wireless network services

- + Reliable "always on" connection for first responders
- + Internet of Things (IoT) and other apps layered on





# ABC Building

## AIRWAVZ SOLUTIONS PROPOSAL

---

FOR:

\

PRESENTED TO:



Insert Date



# PROJECT OVERVIEW

## Background

Discover an entirely new experience just steps off the Metro: world-class office space set within a vibrant urban neighborhood—combining office, retail, and residential into the most sought after location in the northeast. Standing proudly as the gateway to the area ABC Building combines 350,000 sf of premier workspace alongside 25,000 sf of destination-worthy retail, within 70 steps of the Metro Station.

## Opportunity

This Facility is being developed under Airwavz Building Owner Participation ("BOP") program, whereby the ownership invests in the infrastructure to drive carrier participation.


## Project Details

This design is a SISO based system with coverage throughout the building

## Next Steps

RF review, leasing, site walks for engineering

# AIRWAVZ CARRIER SUBMISSION FORM

PROPERTY INFORMATION		ABC BUILDING			
		123 Main St Anywhere USA 12345			
		Lat/Lon	24.9208923 x -77.2312456		
		Size (Sq Ft)	Floors	Height (Ft)	Occupancy
		575,000	26	246	7,250
		Key Tenants			
		Law Firm X	Insurance Co	Solution Sales	Financial Firm
Landlord Objective	Enhanced Coverage	Software Sales	Law Firm Y	Sales Co	
Carrier Benefit	Capacity Offload				

PROJECT INFORMATION		Stage	Prospect	
		System Type	Sector Count	Bands
		TBD	TBD	TBD
Total Monthly Recurring	TBD	Radios Included	If No, Estimated Cost	
Annual Escalator	TBD	NO	TBD	
Total Cost of Ownership (TCO) over 10 years	TBD	Install Included	If No, Estimated Cost	
		NO	TBD	
		GPS Included	Power Included	Backhaul Included
		YES	YES	Will provide IP circuit if necessary
Outdoor Attachment Rights	Street Level Attachments	NA	Rooftop/Macro Rights	NA



## PRICING

BUILDING NAME	SF	MONTHLY RECURRING	CAPEX/NONRECURRING
ABC Building	575,000	\$	\$

*\*Does not include fronthaul or data center use.*



*\*\*Crowdsourced data from consumer smartphone users, in the background, wherever users go. Data is classified based on location and indoor samples associated with particular buildings. Cellular signal level and quality averages are generated per building based on the samples for that particular building.*

## CLIENTS WHO TRUST US



Hines



PatrinelyGroup STOCKBRIDGE

**Brookfield  
Properties**



**BILLINGSLEY  
COMPANY**

**Granite**



**NORTHWOOD  
OFFICE**



**TA REALTY**



**SKANSKA**



**RABINA PROPERTIES**

**BARINGS**



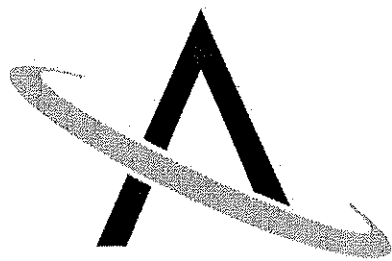
**PORTMAN HOLDINGS**

Columbia  
Property Trust



WE MAKE WIRELESS SIMPLE.





**AIRWAVEZ™**  
SOLUTIONS

Building Mobility™

# 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

Number

(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:

Airwavz Solutions c/o Dan Hope

35 Ernest Drive

Lanoka Harbor, NJ 08734

Phone: 609-276-6854

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

# COUNTY OF ALBANY

## COST PROPOSAL FORM

### PROPOSAL IDENTIFICATION:

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

COMPANY: Airwavz Solutions, Inc.

ADDRESS: 1410 W Morehead Avenue

CITY, STATE, ZIP: Charlotte, NC 28208

TEL. NO.: 833-247-9289

FAX NO.: 980-939-0774

FEDERAL TAX ID NO.: 88-1511456

REPRESENTATIVE: David Herran

E-MAIL: David.Herran@airwavz.com

SIGNATURE AND TITLE  EVPCO

DATE January 12, 2023

**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

  
Signature

EVP-CCO  
Title

Arwarz Solutions Inc.  
Company Name

1-12-2023  
Date

**ATTACHMENT "B"**  
**ACKNOWLEDGMENT BY PROPOSER**

If Individual or Individuals:

STATE OF \_\_\_\_\_ )  
COUNTY OF \_\_\_\_\_ ) SS.:

On this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, before me personally appeared \_\_\_\_\_ to me known and known to me to be the same person(s) described in and who executed the within instrument, and he (or they severally) acknowledged to me that he (or they) executed the same.

\_\_\_\_\_  
Notary Public, State of \_\_\_\_\_

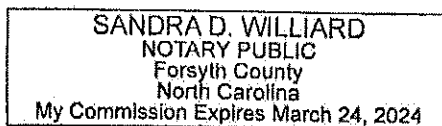
Qualified in \_\_\_\_\_

Commission Expires \_\_\_\_\_

If Corporation:

STATE OF North Carolina )  
COUNTY OF Mecklenburg ) SS.:

On this 12<sup>th</sup> day of January, 2023 before me personally appeared David Herson to me known, who, being by me sworn, did say that he resides at (give address) \_\_\_\_\_; that he is the (give title) ERP of the (name of corporation) Airwave Solutions Inc., the corporation described in and which executed the above instrument; that he knows the seal of the corporation, and that the seal affixed to the instrument is such corporate seal; that it was so affixed by order of the board of directors of the corporation, and that he signed his name thereto by like order.



Sandra D. Williard  
Notary Public, State of North Carolina

Qualified in Forsyth County

Commission Expires 3-24-2024

If Partnership:

STATE OF \_\_\_\_\_ )  
COUNTY OF \_\_\_\_\_ ) SS.:

On the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, before me personally came \_\_\_\_\_, to me known to be the individual who executed the foregoing, and who, being duly sworn, did depose and say that he / she is a partner of the firm of \_\_\_\_\_ and that he / she has the authority to sign the same, and acknowledged that he / she executed the same as the act and deed of said partnership.

\_\_\_\_\_  
Notary Public, State of \_\_\_\_\_

Qualified in \_\_\_\_\_

Commission Expires \_\_\_\_\_

**ATTACHMENT "C"**  
**ALBANY COUNTY**  
**VENDOR RESPONSIBILITY QUESTIONNAIRE**

1. VENDOR IS: <input checked="" type="checkbox"/> PRIME CONTRACTOR			
2. VENDOR'S LEGAL BUSINESS NAME <del>1410 W Morehead Ave</del> AIRWAVZ SOLUTIONS Inc		3. IDENTIFICATION NUMBERS a) FEIN # 88-1611456 b) DUNS #	
4. D/B/A - Doing Business As (if applicable) & COUNTY FIELD: N/A		5. WEBSITE ADDRESS (if applicable) www.airwavz.com	
6. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE 1410 W Morehead Ave. Charlotte, NC 28208		7. TELEPHONE NUMBER 833-247-9289	8. FAX NUMBER N/A
9. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE IN NEW YORK STATE, if different from above		10. TELEPHONE NUMBER	11. FAX NUMBER
12. AUTHORIZED CONTACT FOR THIS QUESTIONNAIRE Name: Joseph Perrigo Title: EVP, Chief Network Officer Telephone Number: 833-247-9289 Fax Number: N/A e-mail: joseph.perrigo@airwavz.com			
13. LIST ALL OF THE VENDOR'S PRINCIPAL OWNERS.			
a) NAME	TITLE	b) NAME	TITLE
c) NAME	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? List each individual's name, business title, the name of the organization and position elected or appointed to, and dates of service		<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
b) An officer of any political party organization in Albany County, whether paid or unpaid? List each individual's name, business title or consulting capacity and the official political position held with applicable service dates.		<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>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
a)	<ol style="list-style-type: none"> <li>1. been suspended, debarred or terminated by a local, state or federal authority in connection with a contract or contracting process;</li> <li>2. been disqualified for cause as a bidder on any permit, license, concession franchise or lease;</li> <li>3. entered into an agreement to a voluntary exclusion from bidding/contracting;</li> <li>4. had a bid rejected on an Albany County contract for failure to comply with the MacBride Fair Employment Principles;</li> <li>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;</li> <li>6. had status as a Women's Business Enterprise, Minority Business Enterprise or Disadvantaged Business Enterprise, de-certified, revoked or forfeited;</li> <li>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;</li> <li>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</li> <li>9. had a local, state or federal government contract suspended or terminated for cause prior to the completion of the term of the contract.</li> </ol>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
b)	<p>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?</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
c)	<p>been issued a citation, notice, violation order, or are pending an administrative hearing or proceeding or determination of violations of:</p> <ol style="list-style-type: none"> <li>1. federal, state or local health laws, rules or regulations.</li> </ol>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
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?</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>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
18.	<p>DURING THE PAST THREE (3) YEARS, HAS THE VENDOR FAILED TO:</p> <ol style="list-style-type: none"> <li>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></li> <li>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></li> <li>c) Property Tax <i>Indicate the years the vendor failed to file.</i></li> </ol>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
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?</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>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
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 Ratio, Debt Ratio, Age of Accounts Payable, Cash Flow and any documents that will provide the agency with an understanding of the vendor's situation.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

21.	IN THE PAST FIVE (5) YEARS, HAS THE VENDOR OR ANY AFFILIATES:	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> 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.			

I "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 #

State of: North Carolina

County of: Mecklenburg ) 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 Airwavez Solutions Inc.

Address 1410 W Morehead St, Ste 100

City, State, Zip Charlotte NC 28200

Signature of Owner [Signature]

Printed Name of Signatory David Heiman

Title EVP

Sworn before me this 12 day of January, 2023  
[Signature]  
Notary Public

SANDRA D. WILLIARD  
NOTARY PUBLIC  
Forsyth County  
North Carolina  
My Commission Expires March 24, 2024

Printed Name

Signature

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.

  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Company Name

1-12-2023  
Date

ERP  
Airwayz Solutions Inc

**Sheet MS4-1: Bidder/Proposer Certification Statement (to be used with Section 34 Part A – General Contracts)**

As a bidder seeking to provide services on behalf of Albany County, I certify under penalty of law that I understand and agree to comply with the terms and conditions of the New York State Pollutant Discharge Elimination System ("SPDES") General Permit for Stormwater Discharges from Municipal Separate Storm Sewer Systems (MS4 Permit) and Albany County Local Law 7 of 2007, and agree to implement any Best Management Practices or corrective actions identified by Albany County or an authorized representative thereof as necessary to maintain compliance. I understand that Albany County must comply with the terms and conditions of the aforementioned MS4 Permit, and that it is unlawful for any person to directly or indirectly cause or contribute to a violation of water quality standards. I am also aware that County Local Law 7 of 2007 prohibits any activities that cause or contribute to a violation of the County's SPDES permit. Further, I understand that any non-compliance by Albany County will not diminish, eliminate or lessen my own liability.

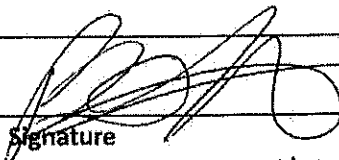
Name of Third Party Entity: \_\_\_\_\_

Address: \_\_\_\_\_

Phone Number(s): \_\_\_\_\_

Description of activities to be performed by your firm or organization within Albany County are related to the Albany County Storm Water Management Program (SWMP) (include any activities that have the potential to generate or prevent pollution and/or affect water quality):

Description of where the work is to be performed within Albany County facilities:

  
Signature

David Herron  
Printed Name

EVP  
Title

1-12-2023  
Date