



**Original Response for
RFB-2024-101
Resident Television Programming Services
For Shaker Place Rehabilitation & Nursing Center**

Prepared by:
Privatel Incorporated
PO Box 73
Spring Lake, NJ 07762
732-974-1502 (office) | 732-974-0613 (fax)

**COUNTY OF ALBANY
DEPARTMENT OF GENERAL SERVICES PURCHASING DIVISION
112 STATE STREET, ROOM 1000, ALBANY, NY 12207
TELEPHONE: 518-447-7140/ FAX: 518-447-5588**

TITLE: Resident Television Programming Services RFB NUMBER: 2024-101

Receipt Confirmation Form

Please complete and return this confirmation form as soon as possible:

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

**IF YOU PLAN TO SUBMIT A BID, YOU MUST RETURN
THIS FORM TO ENSURE THAT YOU WILL RECEIVE ALL
FURTHER COMMUNICATION REGARDING THIS RFB.**

Company Name: Privatel Incorporated

Address: 501 Highway 71

City: Spring Lake State: NJ Zip Code: 07762

Contact Person: Patrick Mastrorilli

Title: Vice President, Sales & Marketing

Phone Number: 732-974-1502 ext. 104 Fax Number: 732-974-0163 E-Mail: pmastrorilli@privatelinc.com

If a Bidders/Proposers meeting has been arranged for this Bid/RFP, please indicate if you plan to attend:

Yes / No

I authorize the County of Albany to send further correspondence that the County deems to be of an urgent nature by the following method (check):

Fax Number: _____ E-Mail: _____



August 16, 2024

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

Pamela,

PrivateTel Incorporated, a leading provider of voice, video and data to senior living communities, nursing homes, hospitals, and veterans' homes since 1998, is pleased to present this response to RFB#-2024-101 for Resident Television Programming Services at Shaker Place Rehabilitation & Nursing Center.

PrivateTel will provide a state-of-the-art, comprehensive, and fully turn-key satellite-based television service to the locations indicated in the bid for Shaker Place. PrivateTel will utilize the facility's existing fiber/coaxial infrastructure to supply television to all the locations stated in the bid document.

PrivateTel will deliver programming -- in a fully digital, Clear QAM, MPEG 4 high definition (HD) format -- that is a blend of local area networks (CBS, NBC, etc.), educational, sports and entertainment content. The system will include a channel guide and has the ability to broadcast in-house channels.

PrivateTel currently deploys this system throughout senior communities in 15 states with a focus on the Tri-State area with locations such as Willow Point Rehabilitation & Nursing Home in Vestal, NY (a New York State run facility) and communities owned by 5 Star Premier Residences and Charter Senior Living throughout the Northeast and Southeast.

Equipment and installation of the services will come at no additional charge to Shaker Place. This proposal will illustrate PrivateTel's plan for installation, initial and ongoing service, maintenance and 24/7/365 live U.S.-based support.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick Mastrorilli". The signature is fluid and cursive, with a large initial "P" and "M".

Patrick Mastrorilli
Vice President, Sales & Marketing
pmastorilli@privatelinc.com
732-974-1502 ext. 104



Company Overview:

Privatel Incorporated is a leading provider of telecommunications services -- video, data, Wi-Fi, VOIP, IPTV, system integration, digital signage, as well as network design and management -- to colleges and universities, hospitals and healthcare centers, hotels, senior living communities, and nursing homes throughout 15 states.

Privatel was founded in 1998 and maintains three corporate headquarters:

- 501 Highway 71, Spring Lake, New Jersey 07762
- 155 West 60th Street Room 107, New York, NY 10023
- 2555 Porter Lake Drive Suite 110, Sarasota, Florida 34240

The offices can be reached via:

- Phone: 800-801-3323
- Fax: 732-974-0163
- Email: service@privatelinc.com

WHY SENIOR COMMUNITIES ARE USING PRIVATEL:

- Privatel offers a wide array of programming including local channels, traditional cable channels, educational, informational, sports and premium movie channels.
- Interactive, state-of-the-art, and user-friendly digital signage platform that can be used as both an in-house channel and deployed on native players deployed throughout a campus.
- Privatel Inc. provides a live 24/7/365 U.S.-based technical support line. Technicians are available at 1-800-801-3323 or service@privatelinc.com.
- Privatel Inc. manages all the program licensing and copyrights for the cable television service during term of the contract.
- Privatel's IPTV service delivers live streaming television content in an HD format. It is available on supported smart televisions, laptops, smart phones, tablets, and streaming platforms. Privatel's staff works with universities to authenticate residents and provides 24/7/365 monitoring of the service.



Privatel Corporate Team

Patrick Mastrorilli, Vice President, Sales, and Marketing

732-974-1502 ext. 104 (Office) | 732-241-9748 (Cell) | pmastrorilli@privatelinc.com

Role/Responsibility: Patrick Mastrorilli will be the point person administering the agreement and will be responsible for overseeing all daily operations of the system. Mr. Mastrorilli is one of the founders of Privatel Inc. and has been in the field of delivering satellite television services to colleges and universities, hotels, hospitals, and senior living communities since 1992.

Brian Mastrorilli, Vice President, Technical Operations

732-974-1502 ext. 103 (Office) | 732-539-1192 (Cell) | bmastrorilli@privatelinc.com

Role/Responsibility: Brian Mastrorilli will be responsible for the system design of both the cable downlink facility (Headend) and the coaxial/fiber distribution system. He is the supervisor for both the Project Manager and Chief Technician for the campus. Mr. Mastrorilli is one of the founders of Privatel Inc. and has been in the field of delivering satellite television services to colleges and universities, hotels, hospitals, and senior living communities since 1992.

Mark Caswell, Director Technical Operations

732-974-1502 ext. 105 (Office) | 732-859-1847 (Cell) | mcaswell@privatelinc.com

Role/Responsibility: Mark Caswell will be responsible for project management and any issues in regard to equipment and infrastructure. Mr. Caswell is trained in all aspects of the delivery systems. Mr. Caswell is also one of the founders of Privatel Inc. and has been in the field of delivering satellite television services to colleges and universities, hotels, hospitals, and senior living communities since 1992.

Bill Bodkin, Customer Service Manager

732-974-1502 ext. 104 (Office) | 908-507-1950 (Cell) | bbodkin@privatelinc.com

Role/Responsibility: Bill Bodkin will be responsible for customer service, technical support, and maintenance during the term of the agreement. Mr. Bodkin has been with the company for five years and has been an integral part in launching properties throughout the United States for Privatel. Previously, Mr. Bodkin was a member of the sales team, specializing in the higher education department, for Privatel.

Marty Coe, Lead Field Technician

732-974-1502 ext. 0 (Office) | 732-682-0879 (Cell) | mcoe@privatelinc.com

Role/Responsibility: Marty Coe will be the lead field technician for the facility. He will lead the on-site team with the cutover of the services, oversee maintenance and troubleshooting on the system via remote access and will be the lead for any on-site service calls. Mr. Coe is a military veteran with over a decade's worth of experience in the television service industry.



Bulk Television Service Proposal

PrivateTel Inc. will design, install, and maintain a state-of-the-art, fully turnkey, video distribution digital headend system capable of high definition depending on programmer's content.

Installation will come at **no upfront cost** to Shaker Place and maintenance, and service for this television system will come at **no additional cost** to Shaker Place.

PrivateTel will install a Technicolor COM 3000 headend. This distribution system will leverage the existing coaxial and fiber system and deliver content in a fully high definition (HD), MPEG 4, Clear QAM signal.

Please Note: All content will be broadcast in full HD, unless the content is not delivered in HD like C-SPAN.

PrivateTel has designed a cost-effective channel lineup is a blend of local network channels (ABC, CBS, NBC, etc.), sports, education, and entertainment programming that can be found below.

In regard to the channel lineup at Shaker Place, we are providing a 48-channel lineup that the facility can curate from the channels listed, and we will try to match this lineup to your current television programming lineup to avoid any confusion for the residents.

Please note that area networks like YES, SNY, and MSG are premium channels, and will be listed as an add-on following the lineup.

The solution comes with a built-in interactive channel guide. PrivateTel will provide all program licensing, including copyright fees.

PrivateTel will also ensure the service is fully compliant with ADA and FCC rules in regard to closed captioning as long as it's provided by the programmer.

The solution is also designed with remote access capability for troubleshooting, maintenance, and service.

PrivateTel will require a dedicated IP address to activate remote access for its system. Remote access allows for PrivateTel to access the system remotely for troubleshooting and maintenance purposes.

All of PrivateTel's hardware (headend equipment, modulators, processors, satellite receivers, combiners, and connectors) is FCC tested as a Commercial Grade Equipment.

This is the same system that was successfully launched and is currently operating at senior living communities around the country including two in New York State (Vestal and Susquehanna).



Channel Lineup Options

Note: Please select 48 channels from the list of channels below to construct your lineup. Privatel can assist in the creation of the lineup as well.

Local Channels

ABC – WTEN
CBS – WRGB
CW – WCWN
NBC – WMHT
PBS – WSKG
Telemundo

Satellite Channels

A&E
Accuweather
AMC
American Heroes
Animal Planet
Aqui
AXS TV
BabyFirstTV
Barvanna
BBC America
BET
BET West
Bloomberg TV
Blossom
Boomerang
Bravo
BYUTV
C-SPAN
C-SPAN 2
Cartoon Network
Cartoon Network West
Celebrity Shopping Network
Cheddar News
Cleo TV
CMT
CNBC
CNN



CTN
Daystar
Daystar Espanol
Discovery
Disney Channel
Disney Channel West
Disney Junior
Disney XD
E!
EarthX TV
Enlace
ESNE
ESPN
ESPN 2
ESPNews
ESPN U
EWTN
FETV
FMC
Food Network
FOX Business Network
FOX News
Free Speech TV
FS1
FX
FXX
Galavision
GEB America
GEM Shopping Network
GOD TV
Hallmark Channel
Hallmark Movies & Mysteries
History Channel
HGTV
HITN TV
HLN
Hope Channel
HSN
HSN 2
i24 News
IFC
Impact
Inspiration
Investigation Discovery
ION Television



JBS
Jewelry Television
Jewish Life Television
Kids Mix
Lifetime
Living Faith Network
MAVTV
MotorTrend
MSNBC
MTV
MTV West
MTV 2
NASA TV
National Geographic
Newsmax
Newsmix
NHK
Nickelodeon
Nickelodeon West
NRB
Once Mexico
Ovation
Paramount Network
PBS Kids
Pursuit Channel
Prime Video Thursday Night Football Channel (only broadcasts during NFL season)
QVC
QVC 2
QVC 3
Reelz
Revolt
RFD-TV
Scientology
ShopLC
Shop HQ
So Yummy
Son Life Broadcasting
Sundance TV
SyFy
TBN Inspire
TBS
TBS West
TCM
TCT Network
TeenNick



The First
TheGrio
The Word Network
TLC
TNT
TNT West
Trinity Broadcasting
TruTV
TV Land
TV One
Univision
USA Network
Vh1
Vice
Victory
WE tv
World Harvest Network

Additional Outside Package Channels Available:

The following channels and channel bundles can be added if Shaker Place would like. The associated licensing costs (and potential equipment cost) for each package are as follows:

- **Adventure Package:** Cooking Channel, Magnolia Network, Nat Geo Wild, Outdoor Channel – *\$0.70 per unit/per month.*
- **Education Package:** fyi, Science Channel – *\$0.15 per unit/per month.*
- **Entertainment Bridge Package:** CNBC World, Game Show Network, ION Television, Lifetime Movie Network, POP, Weather Channel, Travel Channel, UP TV – *\$0.50 per unit/per month.*
- **Family Extra Pack:** American Heroes Channel, Destination America, fyi, Hallmark Movies & Mysteries, Oxygen, Oxygen True Crime, Vice – *\$2.60 per unit/per month.*
- **Family Favorites Package:** Destination America, Discovery Family Channel, Discovery Life, OWN – *\$1.10 per unit/per month.*
- **HD Business Package:** Crime & Investigation, Hallmark Drama, HDNet Movies, MTV Live, ShortsTV, Smithsonian, Sony Movie Channel – *\$0.50 per unit/per month.*
- **Music Package:** Fuse, Great American Family – *\$0.45 per unit/per month.*



- **Premier Sports Package:** FanDuel TV, MLB Network, NBA TV, NFL Network, NHL Network, Outdoor Channel, Sportsman Channel – *\$1.00 per unit/per month.*
- **Sports Package:** CBS Sports Network, Golf Channel, NBA TV, NFL Network – *\$1.10 per unit/per month.*

Premium Channels Available:

The following channels and channel bundles can be added if Shaker Place would like. The associated licensing costs for each package (and potential equipment cost) are as follows:

- **FX Movie Channel** – *\$1.10 per unit/per month.*
- **HBO & Cinemax (Up To 18 Channels)** – *\$2.25 per unit/per month.*
- **MGM+ (3 Channels)** – *\$0.99 per unit/per month.* (Formerly EPIX)
- **Showtime (Up to 13 Channels including The Movie Channel, Flix)** – *\$2.50 per unit/per month*
- **STARZ ENCORE (Up to 16 Channels including Sundance)** – *\$1.75 per unit/per month.*

A la Carte Additions:

The following individual channels can be added if Shaker Place would like. The associated licensing costs for each channel are as follows:

- **ACC Network:** \$1.75 per unit/per month.
- **CBS Network:** \$0.20 per unit/per month.
- **ESPN Deportes:** \$0.45 per unit/per month.
- **FanDuel:** \$0.20 per unit/per month.
- **FOX Sports 2:** \$0.35 per unit/per month.
- **FOX Soccer Plus:** \$0.35 per unit/per month.
- **GoITV:** \$0.25 per unit/per month.
- **Longhorn Network:** \$1.10 per unit/per month.
- **LOGO:** \$0.20 per unit/per month.



- **MSG:** \$0.60 per unit/per month.
- **MSG+:** \$0.60 per unit/per month.
- **OWN (Oprah Winfrey Network):** \$0.45 per unit/per month
- **Oxygen:** \$0.20 per unit/per month.
- **SEC Network:** \$1.75 per unit/per month.
- **SNY:** \$1.10 per unit/per month.
- **Tennis Channel:** \$0.30 per unit/per month.
- **YES:** \$2.00 per unit/per month.

Please Note: Prices listed in this proposal are subject to change at the discretion of the content provider Privatel uses to bring in its programming content. Equipment charges may apply.

International Programming: Privatel can offer traditional Spanish language programming (Univision, Telemundo, Galavision) as well as programming from:

- Mexico
- Central America
- South America
- The Philippines
- Italy
- Korea
- Vietnam
- Japan
- China

The majority of these channels are priced at a per month/per unit cost, while some are a flat rate per month based on overall occupancy.

Additional equipment (e.g., additional satellite dish) is required as well as other equipment.

Music: Privatel can offer music-only channels to Shaker Place. These channels range from classical to modern radio hits to international to holiday themed music. All songs air without interruption from on-air personalities or commercials. Music is \$0.35 per unit/per month.



Shaker Place has the ability to alter the channel lineup throughout the lifetime of the contract. There is no limit to the amount of changes the facility can make to the lineup, however changes to the lineup can result in change in monthly cost.

For example, if the facility were to add HBO to its lineup, PrivateTel would calculate the added cost of HBO into the monthly price, thus leading to an increase in cost.

Conversely, if the facility decided to remove the Golf Channel from the lineup, PrivateTel would calculate the subtracted cost of Golf Channel into the monthly price, thus leading to a decrease in cost.

The second reason for monthly cost increase would be if a price increase is handed down to PrivateTel from its content provider. This increase will be documented and presented to Shaker Place before the increase is added to the monthly bill. These prices increase only occur once a year.

If Shaker Place needs to alter the number of drops during the lifetime of the contract this change must be provided in writing. If a floor/wing/building is being shuttered due to construction, demolition or closure, the facility must provide not only written notice, but government documentation as well.

Service Installation Plan

Upon being awarded the contract – PrivateTel Inc. would begin immediate work on the system.

All labor and equipment necessary to install and configure the headend and distribution system will come at **no cost** to Shaker Place.

All labor and equipment necessary to install and configure the headend and distribution system will come at **no cost** to Shaker Place.

Phase One of our installation schedule would take place the week following awarding of the contract. PrivateTel representatives would meet with Shaker Place's IT and Facilities personnel to conduct an exhaustive site survey of the campus network topology.

This survey would allow us to do the following:

- Examine & confirm the specs of the head end location.
 - Specs Includes:
 - The location of the satellite dish
 - The rooftop pitch pocket to run wires from dish to head
 - The physical space for the head end
 - The environmental control in the head end location.
- Confirm the status of a rooftop pitch pocket.
- Inspect all IDF's in the buildings that will receive service as designated in the RFP.



- Inspect the existing fiber amps
- Go over installation timelines with Facilities, IT and Residence Life to ensure there will be no conflicts with previous established maintenance/construction plans for either campus.

Once the survey is completed PrivateTel Inc. would order the headend and equipment based on the physical needs of Shaker Place, as well as its programming needs.

As per the RFB, installation and service shall occur between the hours of 8:00 a.m. and 4:00 p.m. EST and will comply with all FCC and local code requirements. No cabling will be left exposed.

Installation Schedule: Phase 1 – Dish Installation:

The first step in the installation process would be the installation of a commercial grade satellite dish atop the existing data center. The dish would be a Slimline Dish which is roughly 18 inches tall and 22 inches oval. The dish would be directed in a Southwestern position in to receive the satellite signal.

A Slimline Dish receives satellite signals which are collected in a device known as a Low Noise Block (LNB). The LNB filters out any radio interference that was not meant to be collected then amplifies the signal so that it may be transferred through coaxial cables to the head end.

The dish will be installed on a non-penetrating (non-pen) Baird roof mounting system. The non-pen roof mount will be placed weighted down according to calculations for your zip code.

PrivateTel will pull three sets of RG-6 dual, and one of the ground wires and will be run from the satellite into a pitch pocket which feeds the wires to the head end.

There will be a heater built into the satellite dish to prevent frost, snow, and ice buildup on the dish.

Additional work includes:

- Receiving, uncrating, and prepping the head end.
- Installing and hooking up the COM 3000 equipment in the head end room.
- Checking signals, and levels throughout the campus.
- Prepping closets in the buildings that will be receiving the cable service.

Installation Schedule: Phase 2 – Head End Activation:

The second phase of installation involves installing the headend. Once the headend is uncrated, the physical rack, which stands between 7-8 feet in height, will first be setup in the existing data center. All the components of the headend will be thoroughly tested and secured in the rack in the existing data center.

Technicians will connect all headend equipment to the existing fiber and coaxial cable distribution system in place with fiber trunk and coax feeder that runs to all buildings requiring television service. The headend would then become active.



The COM 3000 headend receives the satellite signal in MPEG4 format. Residents must have a digital QAM tuner in their television in order to receive the television programming. The televisions that have MPG4 capable televisions will receive the signal in clear QAM MPG4 quality.

Once the switch is made in the main headend, the signal would be sent to all IDFs and drops via the existing distribution network. Privatel technicians would work in each individual IDF making the necessary technical adjustments to the existing the Shaker Place -owned infrastructure like potentially installing new, necessary equipment like amps, nodes, splitters, etc., or adjusting the existing equipment in the IDFs. This ensures the Privatel programming is being properly distributed.

Upon completion of the full regiment of initial testing, Privatel Inc. would switch over the cable system from the previous provider to our system. This transition would be seamless, as the system would be down for a brief period of time (no more than a few hours) in order for the switch to take place. Privatel will then re-test the buildings to ensure all buildings are receiving the Privatel signal.

All televisions receiving Privatel service would need to be reprogrammed in order to receive the full complement of channels.

Post-installation Privatel will supply "as built" documentation to Shaker Place -- this would include maps, notations, and information on the build. This will be available in PDF format, or any format Shaker Place would.

Maintenance & Support

Privatel will continue to provide a live U.S.-based 24/7/365 service coverage helpdesk. Shaker Place residents and staff can continue to utilize this helpdesk during the term of the agreement to with any issues that may arise.

Service issues can be also emailed to: service@privatelinc.com as well as through our toll-free number: 800-801-3323 ext.0.

For individual television and/or campus-wide issues: Privatel's first step in support is remote support. Privatel's solution is presently designed with remote access capabilities. A campus-wide issue, as stated in the bid document, would be a service interruption or outage affecting three or more users.

This allows for Privatel technicians to monitor the system, as well as perform service and maintenance on the solution without ever having to take a step on campus.

If a campus-wide issue cannot be resolved remotely, then this will be escalated to a full-time Privatel field technician who is dispatched from our New York Office to the campus to resolve the issue.

Privatel would continue to coordinate with both Residence Life and IT for access to the necessary areas of campus Privatel's technician would need to conduct work.



The facility can call in any service issues with damaged coaxial cable outlets (including damaged faceplates, wiring, installation, and hardware) throughout the year and Privatel will dispatch a technician to resolve.

Maintenance: Privatel will conduct regular preventative maintenance throughout the lifetime of the contract at no additional cost.

Maintenance is conducted both onsite and remotely.

Remote maintenance includes:

- Firmware upgrades
- Channel monitoring
- Signal monitoring
- Restoration of non-functioning channels
- Replacement of channels upon facility request
- Updating database for eligible users on streaming service

Remote maintenance will require a dedicated IP address in order to accomplish this.

All physical maintenance will include:

- Onsite visit from technician
- Inspection of head end equipment
- Balancing the plant
- Checking for signal leakage
- Inspecting physical equipment on campus (e.g., taps, amps, splitters)
- Any necessary adjustments needed for the satellite dish
- Inspection of all channels
- Spot-checking public/common/athletic/administrative areas using service

COUNTY OF ALBANY

BID FORM

BID IDENTIFICATION:

Title: **Resident Television Programming Services**
Bid Number: **2024-101**

THIS BID 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 BIDDER proposes and agrees, if this Bid 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 Bid and in accordance with the Contract Documents.
2. BIDDER accepts all of the terms and conditions of the Instructions to Bidders, including without limitation those dealing with the Disposition of Bid Security. This Bid may remain open for ninety (90) days after the day of Bid opening. BIDDER will sign the Contract and submit the Contract Security and other documents required by the Contract Documents within fifteen days after the date of OWNER'S Notice of Award.
3. In submitting this Bid, BIDDER represents, as more fully set forth in this Contract, that:
 - (a) BIDDER 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 acknowledged) and also copies of the Notice to Bidders and the Instructions to Bidders;

- (b) BIDDER 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 BIDDER deems necessary;

BF1

(c) This Bid 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; BIDDER has not directly or indirectly induced or solicited any other BIDDER to submit a false or sham Bid; BIDDER has not solicited or induced any person, firm or a corporation to refrain from bidding; and BIDDER has not sought by collusion to obtain for himself any advantage over any other Bidder or over the owner.

4. BIDDER will complete the Work for the following prices(s): (Attach Bid Proposal)
5. BIDDER agrees to commence the Work within the number of calendar days or by the specific date indicated in the Contract. BIDDER 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 Bid:
 - (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")
 - (e) MS-4-1 Certification Statement RE: Stormwter Discharges (Attachment "E")
 - (f) Bidder Qualification Questionnaire (Attachment "F")
 - (g) Non Interruption of Work Agreement (Attachment "G")
 - (h) Required Apprenticeship Training Program Documentation (refer to RFB Section 27)

7. Communication concerning this Bid shall be addressed to:

Patrick Mastrorilli, VP of Sales & Marketing - pmastrorilli@privatelinc.com

Bill Bodkin, Project Manager - bbodkin@privatelinc.com

Phone: 800-801-3323

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

BF2

COUNTY OF ALBANY

BID FORM

BID IDENTIFICATION:

Title: **Resident Television Programming Services**
Bid Number: **2024-101**


	Monthly Price	Yearly total
Year 1	\$ 2,604.00	\$ 31,248.00
Year 2	\$ 2,604.00	\$ 31,248.00
Year 3	\$ 2,604.00	\$ 31,248.00
Year 4	\$ 2,604.00	\$ 31,248.00
Year 5	\$ 2,604.00	\$ 31,248.00
	Grand total for all five years Installation Fee: \$15,008.28	\$ 171,240.28

COUNTY OF ALBANY

BID FORM

BID IDENTIFICATION:

Title: **Resident Television Programming Services**
Bid Number: **2024-101**

COMPANY: Privatel Incorporated
ADDRESS: 501 Highway 71
CITY, STATE, ZIP: Spring Lake, NJ 07762
TEL. NO.: 800-801-3323
FAX NO.: 732-974-0163
FEDERAL TAX ID NO.: 22-3593181
REPRESENTATIVE: Patrick Mastrorilli
E-MAIL: pmastrorilli@privatelinc.com
SIGNATURE AND TITLE  VP, Sales & Marketing

DATE August 14, 2024

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.

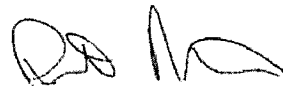
(2) Unless otherwise required by law, the prices which have been quoted in this bid have not knowingly been disclosed by the bidder and will not knowingly be disclosed by the bidder, directly or indirectly, prior to opening, to any bidder or to any competitor.

(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

Vice President, Sales & Marketing
Title

August 14, 2024
Date

Privatel Incorporated
Company Name

ATTACHMENT "B"
ACKNOWLEDGMENT BY BIDDER

If Individual or Individuals:

STATE OF _____)
COUNTY OF _____) SS.:

On this _____ day of _____, 200__, 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 New Jersey)
COUNTY OF Monmouth) SS.: 22-3593181

On this 16 day of August, 20024, before me personally appeared Matthew Mastroianni to me known, who, being by me sworn, did say that he resides at (give address) 701 New York Blvd. Seaside NJ that he is the (give title) owner of the (name of corporation) Private 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.



Cari A. Horn
Notary Public, State of New Jersey
Qualified in Notary Public
Commission Expires 4/30/2029

If Partnership:

STATE OF _____)
COUNTY OF _____) SS.:

On the _____ day of _____, 200__, 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 Privatel Incorporated		3. IDENTIFICATION NUMBERS a) FEIN # 22-3593181 b) DUNS #	
4. D/B/A – Doing Business As (if applicable) & COUNTY FIELD:		5. WEBSITE ADDRESS (if applicable)	
6. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE 501 Highway 71 Spring Lake, NJ 07762		7. TELEPHONE NUMBER 800-801-3323	8. FAX NUMBER 732-974-0163
9. ADDRESS OF PRIMARY PLACE OF BUSINESS/EXECUTIVE OFFICE <i>IN NEW YORK STATE, if different from above</i>		10. TELEPHONE NUMBER	11. FAX NUMBER
12. AUTHORIZED CONTACT FOR THE QUESTIONNAIRE Name Patrick Mastrorilli Title Vice President, Sales & Marketing Telephone Number 732-974-1502 ext. 104 Fax Number 732-974-0163 e-mail pmastrorilli@privatelinc.com			
13. LIST ALL OF THE VENDOR'S PRINCIPAL OWNERS.			
a) NAME	Nick Mastrorilli	TITLE	President
b) NAME	Brian Mastrorilli	TITLE	VP, Technology
c) NAME	Patrick Mastrorilli	TITLE	VP, Sales
d) NAME	Matthew Mastrorilli	TITLE	VP, Finance
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 PRICIPAL OWNERS AND OFFICERS, WHO NOW SERVE OR IN THE PAST ONE (1) YEARS HAVE SERVED AS:			
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 individuals 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>	
a)	<p>1. been suspended, debarred or terminated by a local, state or federal authority in connection with a contract or contracting process;</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>	<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> <p>1. federal, state or local health laws, rules or regulations.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
17.	<p>IN THE PAST THREE (3) YEARS, HAS THE VENDOR OR ITS AFFILIATES ¹ 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> <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></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></p> <p>c) Property Tax <i>Indicate the years the vendor failed to file.</i></p>	<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 ¹ 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 OR 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 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.</p>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No

21. IN THE PAST FIVE (5) YEARS, HAS THE VENDOR OR ANY AFFILIATES ¹ :	<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.		

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 # 22-3593181

State of: New Jersey)
) ss:
County of: Monmouth)

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 Privatel Incorporated

Signature of Owner

Address 501 Highway 71

Printed Name of Signatory

Matthew Mastrolilli

City, State, Zip Spring Lake, NJ 07762

Title

Sign before me this 16 day of August, 2024
Cari A. Horn
Notary Public



Cari A. Horn
Printed Name

Cari A. Horn
Signature

8/16/2024
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

Vice President, Sales & Marketing

Title

Privatel Incorporated

Company Name

August 14, 2024

Date

ATTACHMENT "F"
BIDDER QUALIFICATION QUESTIONNAIRE

The undersigned guarantees the accuracy of all statements and answers herein contained. (Please print in ink or type in the spaces provided). Attach additional sheets if necessary. This statement of Bidder's qualifications is required of all Bidders. Additional data on Bidder's qualifications may be requested from selected Bidders after the Bid opening.

1. How many years has your firm been in business? 26 years

2. List up to three (3) projects of this nature that you have completed in the last three (3) years, and give the name, address and telephone number of a reference from each. Also give the completion date, the original contract bid price and the completed cost of each project listed.

1. Lions Gate - 1100 Laurel Oak Road, Voorhees Township, NJ 08043

Kyle Smith - ksmith@lionsgateccrc.org

Completed Fall fo 2021 -- Cost: \$136,379.16 per year - bulk phone, TV & internet

2. Illinois Veterans Home of Chicago - 4250 North Oak Park Avenue, Chicago, IL 60634

T'Kira Wilkerson - tkira.wilkerson@illinois.gov

Completed Fall 2022 -- Cost: \$43,200 -- bulk television per year.

3. Charter Senior Living of Charlotte - 3610 Randolph Road, Charlotte, NC 28211

Ella Gibson - activites1@charterofcharlotte.com

Completed Summer of 2024 -- Cost: \$6500 -- bulk television and phone

ATTACHMENT "F"
BIDDER QUALIFICATION QUESTIONNAIRE

3. List projects presently under contract by your firm, the dollar volume of the contract and the percentage completion of the contract.

Please see previous answers.

4. Has your firm ever failed to complete work awarded to it, if so, state where and why.

N/A

5. Is your firm presently or has your firm ever been a party defendant in a lawsuit commenced against your firm alleging failure to properly complete work in accordance with the contract for same; if so, give details.

N/A

ATTACHMENT "F"
BIDDER QUALIFICATION QUESTIONNAIRE

6. Has your firm received two (2) final determinations within any consecutive six-year period, the second final determination occurring within the past five (5) years, that your firm willfully failed to pay the prevailing rate of wages or to provide supplements with Article 8 of the Labor Law, if so, give details.

No.

7. Do you plan to sublet any part of this work? If so, give details.

No.

8. Give the name, address and telephone number of an individual who represents each of the following and whom the Owner may contact to investigate your financial responsibility: a surety, and a bank.

Bank: Manaquan Bank - 305 Route 71, Spring Lake Heights, NJ 07762

Contact: Cari Horn - 732-974-3050 | chorn@manasquan.bank

Surety: GIA Insurance Agency - 3146 NJ-88, Point Pleasant Beach, NJ 08742

Contact: Nicholas Kornstedt - 732-349-2300 ext. 104 | nkorn@bhi-insurance.net



**MANASQUAN
BANK**
est. 1874

SPRING LAKE HEIGHTS
305 Highway 71
Spring Lake Heights, NJ 07762

P 732-974-4050
F 732-974-8539

August, 16, 2024

To Whom It May Concern:

This letter is to confirm that Privatel Inc. is a long time customer of Manasquan Bank. They have several business accounts with us with the average balance in the main operating account of around \$275,500.00, they have 4 additional accounts with the average total balance of \$500,000.00.

If you need any additional information, please contact me at the number below.

Regards,

Cari Horn
VP & Branch Manager
Manasquan Bank
305 State Route 71
Spring Lake Heights, NJ 07762
P: (732)-974-4050
chorn@manasquan.bank
NMLS# 1780360

ATTACHMENT "F"
BIDDER QUALIFICATION QUESTIONNAIRE

11. Is your firm qualified to do business in the State of New York? Yes No .
If No, signing this qualification statement constitutes agreement to obtain such qualification prior to award of contract immediately upon owner's request.

Privatel Incorporated
Firm

Dated: August 14, 2024

By Patrick Mastrorilli

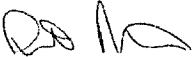
Vice President, Sales & Marketing
(Typed)

ATTACHMENT "G"
NON-INTERRUPTION OF WORK AGREEMENT

By submission of the bid for:

The bidder agrees that if this bid is accepted, he/she will not intentionally engage in any course of conduct or activity, or employ for the purposes of performing the public work, any subcontractors, employees, labor or materials which will or may result in the interruption of the performance of the public work due to labor strife or unrest by workmen employed by the bidder or by any of the trades working in or about the public works and/or premises where the work is being performed.

Firm: Privatel Incorporated

By: 
(Signature)

Patrick Mastrorilli
(Typed)

Title: Vice President, Sales & Marketing

Date: August 14, 2024