

**From:** [Dan OSullivan](#)  
**To:** [Hooper, Jovan](#)  
**Cc:** [Sean Shirah](#); [Larry Williams](#); [Dennis Bristol](#); [Head, Phyllis](#)  
**Subject:** Re: \*\*Please Respond - ITB 19-101202 - Installation of Data, Voice and Cabling\*\*  
**Date:** Tuesday, June 2, 2020 12:42:20 PM

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Good Afternoon Jovan,

With the contract being divided by two companies with a NTE value of \$100K annually and the required reporting and overhead support to maintain this type of contract at a service level that GC&E is use to providing and that DeKalb County deserve to receive . It unfortunately does not allow us to turn a profit for our organization. We value and appreciate DeKalb County as a customer, but the county might be best suited to have a dedicated contractor to support this work versus trying to divide among companies.

Sincerely,

Dan

Dan O'Sullivan  
Chief Executive Officer  
GC&E Systems Group  
5835 Peachtree Corners East, Suite A  
Norcross, GA 30092  
Tele 770-448-3908  
[www.gcesg.com](http://www.gcesg.com)

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**From:** Hooper, Jovan <jhooper@dekalbcountyga.gov>  
**Sent:** Tuesday, June 2, 2020 12:13 PM  
**To:** Dan OSullivan <DOSullivan@gcesg.com>  
**Cc:** Sean Shirah <SShirah@gcesg.com>; Larry Williams <larry\_williams@gcesg.com>; Dennis Bristol <DBristol@gcesg.com>; Head, Phyllis <phead@dekalbcountyga.gov>  
**Subject:** RE: \*\*Please Respond - ITB 19-101202 - Installation of Data, Voice and Cabling\*\*

Good Afternoon Mr. O'Sullivan,

Thank you for responding. Of course this is unfortunate news and was not expecting this; as GC&E has been our contractor on this project for quite some time. In lieu of the established relationship we have with your company, I'd like to inquire about why you have chosen to decline the award of this project if I may.

There has to be an opportunity to come to some type of consensus, please respond at your soonest so we can discuss further, thank you in advance and we look forward to your response.

Best Regards,

Jovan

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**From:** Dan OSullivan <DOSullivan@gcesg.com>  
**Sent:** Friday, May 29, 2020 12:51 PM  
**To:** Hooper, Jovan <jhooper@dekalbcountyga.gov>  
**Cc:** Sean Shirah <SShirah@gcesg.com>; Larry Williams <larry\_williams@gcesg.com>; Dennis Bristol <DBristol@gcesg.com>  
**Subject:** Re: \*\*Please Respond - ITB 19-101202 - Installation of Data, Voice and Cabling\*\*

Good Afternoon Mr. Hooper,  
With DeKalb County electing to split the award for ITB 19-101202 - Installation of Data, Voice and Cabling it is with regret that I inform you, that GC&E Systems Group has decided not to proceed with this award. We appreciate and value DeKalb County as a customer, but unfortunately the economics do not allow GC&E to pursue this contract under this arrangement. Feel free to reach out to me if you have any questions.  
Sincerely,  
Dan

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Chief Executive Officer  
GC&E Systems Group  
5835 Peachtree Corners East, Suite A  
Norcross, GA 30092  
Tele 770-448-3908  
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**From:** Hooper, Jovan <[jhooper@dekalbcountyga.gov](mailto:jhooper@dekalbcountyga.gov)>  
**Sent:** Friday, May 29, 2020 11:09 AM  
**To:** Dan OSullivan <DOSullivan@gcesg.com>  
**Cc:** Sean Shirah <SShirah@gcesg.com>; Larry Williams <larry\_williams@gcesg.com>; Dennis Bristol <DBristol@gcesg.com>  
**Subject:** RE: \*\*Please Respond - ITB 19-101202 - Installation of Data, Voice and Cabling\*\*

Good Morning, Mr. O'Sullivan,  
First, allow me to thank you for your interest and overall participation in this solicitation. We are excited to officially send you this notice of award for the above solicitation, the notice of award letter is attached.  
The next phase of the award is the Notice to Proceed (NTP)/ kickoff meeting. However, before we can schedule this meeting, there are a few documents I am requesting of you. Please see the below list of documents to submit to me prior to scheduling the NTP/ kickoff meeting.

1. Updated Certificate of Insurance per the County's insurance requirements stated on pages 15 – 17 of the ITB.
2. Copies of the required certifications:
  - a. Low-Voltage
  - b. Certified Network Cable Installer (CNCI)
  - c. Data Cabling Installer (DCI)
  - d. National Electrical Code (NEC)

3. Copy of your current and valid business license.
4. LSBE sub-contractor agreement(s) totaling 20% as documented.
  - a. The subcontractor's agreement was reviewed to ensure compliance to the DeKalb First Ordinance-LSBE program. The Prime and LSBE must amend the agreement to include the below information into their agreement:
    - i. The percentage (%)/and dollar amount of the agreement (this amount should be the same as documented on the Letter of Intent (LOI) of your submitted ITB. **(included within sub agreement)**
    - ii. The solicitation and contract number should also be incorporated into the document – i.e. “this sub agreement is in support of DeKalb County Contract # 1213438”. **(included within sub agreement)**
    - iii. Prime shall pay the LSBE Sub no later than seven (7) calendar days from prime contractor's receipt of payment from DeKalb County. **(included within sub agreement)**
    - iv. The Prime shall also incorporate a proposed “work schedule” that identifies the work to be completed by the LSBE according to the SOW (scope of work) through the term of the contract. **(documented within the sub agreement)**

**Substitution Language in place of termination clause:**

*All requests for changes or substitutions of the subcontractors named in the notarized schedule of LSBE Participation shall be made in writing to the LSBE Review Panel and shall clearly and fully set forth the basis for the request, including documentary proof or affidavits of individuals, where necessary. The LSBE Review Panel will review the request and make a final decision. The facts supporting the request must not have been known nor reasonably should have been known by either party prior to the submission of the notarized Schedule of LSBE Participation. Post-award LSBE shopping is prohibited and may be cause for cancellation, rejection or other punitive remedies against the prime contractor. **(documented within the sub agreement)***

**\*NOTE: Please return documents back to me within three (3) to five (5) business days.**

Thank you very much and feel free to reach out with any questions, clarification and/ or assistance.

Best Regards,

Jovan

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**From:** Dan OSullivan <[DOSullivan@gcesg.com](mailto:DOSullivan@gcesg.com)>

**Sent:** Tuesday, April 7, 2020 5:06 PM

**To:** Hooper, Jovan <[jhooper@dekalbcountyga.gov](mailto:jhooper@dekalbcountyga.gov)>

**Cc:** Sean Shirah <[SShirah@gcesg.com](mailto:SShirah@gcesg.com)>; Larry Williams <[larry\\_williams@gcesg.com](mailto:larry_williams@gcesg.com)>; Dennis Bristol <[DBristol@gcesg.com](mailto:DBristol@gcesg.com)>

**Subject:** Re: \*\*Please Respond - ITB 19-101202 - Installation of Data, Voice and Cabling\*\*

Good Afternoon Mr. Hooper,

GC&E Systems Group will extend our pricing until August 31, 2020 for ITB 19-101202 - Installation of Date, Voice and Cabling. Please let us know if DeKalb County has any additional

request in regards to this proposal.

Sincerely,

Dan

Dan O'Sullivan  
Chief Executive Officer  
GC&E Systems Group  
5835 Peachtree Corners East, Suite A  
Norcross, GA 30092  
Tele 770-448-3908  
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**From:** Hooper, Jovan <[jhooper@dekalbcountyga.gov](mailto:jhooper@dekalbcountyga.gov)>

**Sent:** Tuesday, April 7, 2020 4:03 PM

**To:** Dan OSullivan <[DOSullivan@gcesg.com](mailto:DOSullivan@gcesg.com)>

**Subject:** \*\*Please Respond - ITB 19-101202 - Installation of Data, Voice and Cabling\*\*

Good Afternoon Mr. Sullivan,

I wanted to provide you with an update concerning your bid to the above ITB. It is currently still being evaluated for award by the user department, as well as by our County Board of Commissioners (BOC). In lieu of the current situation with COVID-19, there have been some unforeseen delays in the process of award.

The original validity of your prices were supposed to be valid for 90 days after the bid opening (February 13, 2020), however, this email is to request an extension of the bid validity prices until at least August, 2020; this will allow sufficient time for the BOC to review the project for approval.

- **Note: Please be advised that this extension request DOES NOT guarantee an award.**

**All other terms and conditions will remain as stated in the ITB.**

If agreed, please provide your confirmation to extend your bid prices as requested. We appreciate your interest in this solicitation and thank you in advance for your patience and understanding of this matter.

Best Regards,



**Jovan Hooper | Procurement Agent, Team B**

DeKalb County Government | Purchasing & Contracting Department

1300 Commerce Drive, 2<sup>nd</sup> Floor | Decatur, GA | 30030

Office: (404) 371 - 3644

[jhooper@dekalbcountyga.gov](mailto:jhooper@dekalbcountyga.gov) | [www.dekalbcountyga.gov](http://www.dekalbcountyga.gov)

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