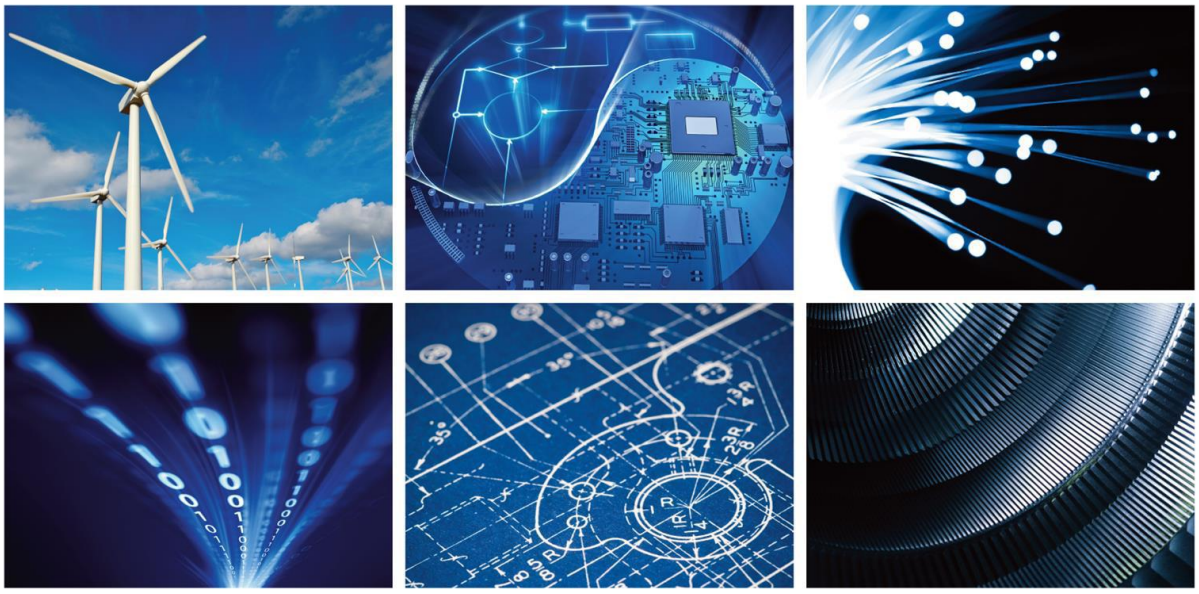
TDC Systems Integration
Proposal and Corporate Services Overview
For
Black Box Network Services



January 8, 2017

TDC Systems Integration Atlanta Headquarters: 1000 Parkwood Circle, Suite 900, Atlanta, GA 30339
770-805-9300 (office) and 770-805-9326 (Fax)
Website: www.tdcsi.com

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Section 1: Company Profile

TDC Systems Integration Fact-Sheet

Overview: TDC Systems Integration (TDCSI) is an award-winning, multi-million dollar company providing turnkey systems integration services – including Technical Staffing for a variety of industry solutions, services and support for a wide range of industries throughout North and South America. The company's depth of experience, efficiency and attention to detail results in successful projects and contributes to TDCSI's ranking as one of the fastest growing and successful contracting firms in the nation.

Advantages:
- Turnkey – one source for all aspects of a project
- Expertise – support clients with collaboration and insight
- Team approach – ensures the right resources are available for projects
- Efficient – team can be quickly assembled to speed turnaround
- Trusted – high percentage of repeat customers

Services:
- Technical Staffing for a variety of industry solutions, services, and support
- Network Design/Network System Infrastructure (WIFI; DAS; CUTE/CUSS; MUFIDS)
- Design Engineering, Project Management, Business Analyst, etc.
- DOT traffic signal intersections installation, Interstate overhead electronic message board installation, interstate cameras installation, etc.
- Electrical/HVAC/Mechanical
- Aviation technology solutions, services, and support
- Facility build-out including electrical, security, HVAC, cabling, etc.

Industries:
- Department of Transportation
- Aviation
- Public Safety
- Healthcare/Medical
- Local, State, and Federal Municipalities

Founded: 1995 by Antonio Dozier, President/Chief Executive Officer

Location: Headquartered in Atlanta, Georgia, the company serves clients throughout North and South America.

Certifications:
- State of Georgia Disadvantage Business Enterprise (DBE)
- Georgia Minority Supplier Development Council Minority Business Enterprise
- City of Atlanta African American Business Enterprise (AABE)
- City of Atlanta Small Business Enterprise (SBE)
- Fulton County Minority Business Enterprise (MBE)
- Member of various Corporate Diversity Programs

Awards: U.S. Chamber of Commerce, Blue Ribbon Business Award Winner; Georgia Minority Supplier Diversity Council, Supplier of Year, Class III; Top 25 Small Businesses in Cobb County; Inc. 500 Fastest Growing Private Company; Atlanta Business Journal's Georgia Minority Technology Award; Blue Ribbon Small Business Award – (U.S. Chamber of Commerce); Inc. 5000 List of Fastest Growing Private Companies; Top 25 Entrepreneurs Award by Catalyst magazine; etc.

Our vision: "TDC Systems Integration has grown exponentially over the years because we are absolutely dedicated to ensuring our projects meet or exceed client expectations. From the airport, through traffic, to the building, to the desk, TDC Systems Integration provides services that ensure complicated systems will operate efficiently and effectively." – Antonio Dozier, President, and CEO

Describe your company, including:

Name: TDC Systems Integration, Inc.

History:

TDC Systems Integration (TDCSI) is an award-winning, multi-million dollar company providing turnkey systems integration services – including Technical Staffing for a variety of industry solutions, services and support for a wide range of industries throughout North and South America. The company's depth of experience, efficiency and attention to detail results in successful projects and contributes to TDCSI's ranking as one of the fastest growing and successful contracting firms in the nation.

See Section 6 and the attached pdfs for additional Information:

1. *TDC SI Corporate Overview.pdf*

Ownership and management structure:

Private, Chain of Command

Business practices:

See attached pdf:

2. *TDC SI Management Approach.pdf*

Products and services:

Services Provided
- Professional Services:
  - Project Management
  - Staff Augmentation
  - Network Infrastructure Design
  - Planning and Development
  - Engineering Design & Drafting
- Desktop Hardware and Software
- Custom Application Programming
- Network Video Management Systems
- Field As-Built and Testing
- Fiber Optic (Buried and aerial)
- Security Surveillance Systems
- Security Video Detection Camera Systems
- Security Management
- Access Control Systems
- Alarm Monitoring
- Subsystems
- Parking Garage Call Box
- Intelligent Traffic System (ITS)
- Traffic Signal Intersections
- High Mast Highway Lighting
- Division 15, 16, & 17
- Electrical Infrastructure and Support

HVAC Infrastructure and Support

Locations:

Atlanta, GA, Chicago, IL, Dallas, TX, New York, NY, Kansas City, KS, Charlotte, NC, Raleigh, NC, Greenville, NC, San Jose, CA, Los Angeles, CA, Houston, TX, Denver, CO, Roanoke, VA

Human, technological and other resources:

See above TDC SI Management Approach.pdf

Number of employees (Recruiters):

80

Financial profile:

TDC System Integration Combined Sales of $72.1 million USD in 2015

Organization type (small, minority business, veteran owned, etc.):

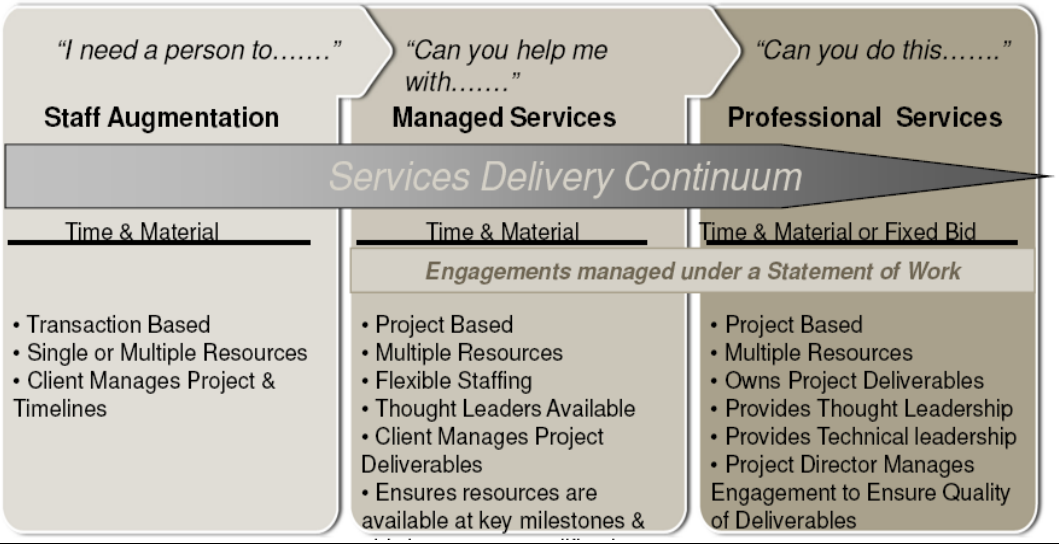
Minority Business

Other information you deem relevant:

See attached pdf:

3. TDC SI Staffing Capabilities Overview.pdf

TDC Systems Integration
Section 2 - Supplier Capabilities



TDC Systems Integration:

- We Provide Multiple Services including Strategic Staffing, Managed Projects, Outsourcing, and Professional Services.
- Provide customized solutions tailored to the individual needs of our clients.
- Leverage our experience, technology and thought leadership throughout the project life cycle.
- Flexible, Scalable Delivery Options to meet rigorous practice standards.
- Technology: Robust and Scalable Infrastructure; Virtual Call Center Capabilities.
- We Know How to Service Large, Global Companies: Proven Track Record and a Preferred Vendor to various organizations.
- IT Staffing Expertise: Proven, Successful Implementation, and Operation.
- Have won various prestigious awards for our profession services.
- Will Maximize value to The Coca-Cola Company.

Section 2: Capabilities

Describe the staffing capabilities that your firm can provide including

Core skill sets provided (Telecom, cabling, unified communications, networking, IT, clerical, administrative and project management/program management):

ALL

Breakdown percentage of business in each skill set:

10% Telecom
10% Cabling
10% Unified Communications
10% Networking
10% IT
10% Clerical
10% Administrative
20% Project Management/Program Management

Summary of core services provided (permanent, contract to hire, temporary):

We provide Contract, Contract to hire and Direct Placement to clients

Average number of contractors on assignment per week:

2200

Number of contractors placed per year:

On average, we place over 800 contract employees on various projects in the US and South America

Geographic coverage:

Percentage of placements:

Northeast	25%
Southeast	40%
Mid-West	20%
West coast	15%

Enhanced systems, tools, and processes to streamline placement processes:

TDC uses several systems and tools allowing us to verify previous duties within 48 hrs. of submittal and 100% compliance of references

Service level agreement experience and compliance rates:

TDC has met 100% of all SLA's along with all rates

Capacity to provide resources across North America:

TDC has 26 locations in the US to support BBOX needs across the US

Capacity to provide future Global resource placement needs:

TDC Does work in South, Central, and Latin America and has provided workers outside of the USA.

Capacity to provide resources across BBOX unique resource skill sets:

TDC's 20+-year history we have provided resources to numerous companies.

Other information you deem relevant:

TDC SI has won an award or several every year for the last 10 years plus. We included two below for your reference:

See attached pdf's:

4. Minority Supplier of the year Award.pdf

5. US Chamber of Commerce Award.pdf

TDC Systems Integration
Section 3 – Contractor Information

Percentage of W2 contractors:

95% of all employees are W-2 and another 5% are 1099.

Benefits offered to contractors:

TDC offers full medical coverage for all eligible employees

Eligibility:

All employees are eligible after 30 (thirty) days of employment

Vacation Time:

Client Specific if offered

Pay schedule (weekly, bi-weekly):

All contract employees are paid weekly

Insurance coverage levels (Black Box Minimum Requirements) – *(*Requirements Document has been embedded below):*

See attached pdf:

6. Current Certificate of Insurance for Black Box.pdf

ACA compliance:

TDC provides ACA Compliant coverage for all employees

Team member background search and drug screen process
Provider information for background search and drug screening:

Background screenings are provided per customer request and S2 Verify

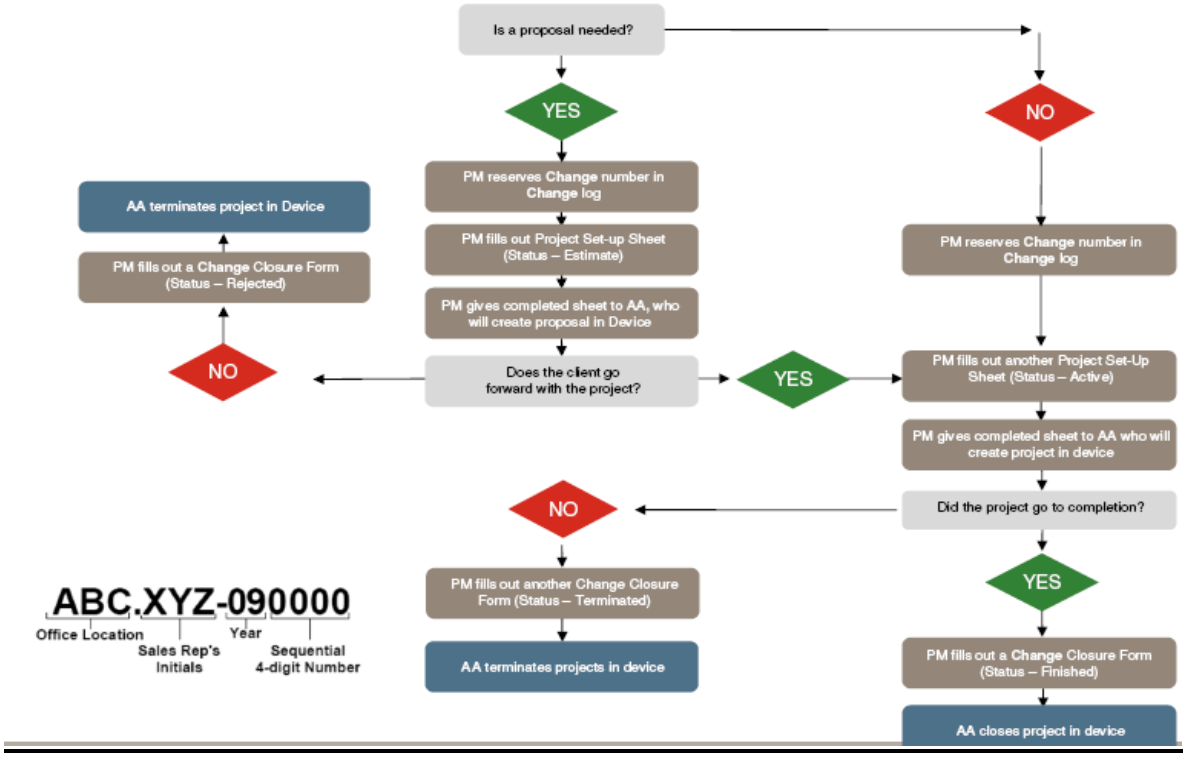
Team member security clearances provided
Level of security clearance provided (i.e. top secret, etc.):

Security clearance is provided per customer request.
Department of Homeland Security (DHS), FBI, TSA, and National Terror Clearing House

TDC Systems Integration
Section 4 - Delivery

Project Management Work-Flows

- Assist with developing custom business workflow processes per department and/or corporate wide.
- Documentation Process, capturing critical day-to-day operations processes.



Typical Workflow Process includes

- Identifying resources needs
- Infrastructure requirements
- Performance Monitoring
- Training Needs Identification
- Resource Ramp-up Plans
- Recruitment Actions
- Metrics Analysis
- Productivity Improvements
- Preventive / Correction Plans
- Quality Control

Section 4: Delivery

Describe the following services provided

Main point(s) of contact for requesting resourcing needs:

Account Manager	Michael T. Williams
Account Manager	Zach Wyatt

Process defined on how BBOX would request resources:

Via Email: Mwilliams@tdcsi.com; Zwyatt@tdcsi.com

Recruiting process defined
Primary methods for sourcing and locating team members:

See attached pdf:

7. TDC SI Recruiting and Delivery Process.pdf

Other information you deem relevant:

See Section 1: Company Profile, "1. TDC SI Staffing Capabilities Overview.pdf"

TDC Systems Integration
Section 5 - Commercial

Describe pricing and include, where appropriate, information and estimates on:

Standard markup or multiplier for skills

- Cabling Technicians $28-$35
- Unified Communications Technicians $40-$50
- Networking Resources $45-$65
- IT Resources 65%
- Clerical / Administrative Resources 50%
- Project Management Resources $70-$85

- The standard Rate card for each functional resource type as shown above.
- Permanent placement fee structure 20%
- Contract to hire fee structure. 0-90 days 20%
  91-180 days 15%
- Placement guarantees on contract arrangements 8 hours
- Discounts for overtime hours 1.45%
- Contract-to-hire duration without penalty 181 says
- Payroll services
  - Discount rate for payroll service
    33% markup with our coverages
    27% with your coverages

Provide your firm's current standard Service Level Agreement (SLA) for review by BBOX.

See attached pdf:

8. TDC SI Service Level Agreement.pdf

While we offer a variety of performance metrics, TDC believes that the following metrics reflect your goals and objectives for the BBOX program.

- **Fill percentage –** Measures the number of successful placements/total number of assignments. As BBOX is looking for a wide range of contingent labor services for your business unit, this metric will measure the effectiveness of placement of appropriate staff for your program.
- **Filled on time –** Measures the number of employees placed within agreed timeframes set out at the start of the assignment. This is advantageous as it measures whether the total time elapsed to fill a vacancy is in line with the agreed up-front timeframe. This is beneficial for BBOX, should ramp-up strategies be utilized.

- **Turnover –** Measures the occurrence of associates leaving an assignment prior to the completion date due to a variety of reasons both voluntary and involuntary. Measuring turnover will help both TDC and BBOX to realize our ability to retain employees for the future.

- **Customer satisfaction levels –** Customer Satisfaction Surveys are completed within time frames set by BBOX. These surveys obtain service level evaluations of our field offices and gauge client satisfaction. The data is carefully reviewed and scored. TDC management immediately addresses below-par evaluations by devising action and training plans to improve service levels and issues.

TDC can also provide the following service level/key performance indicators:

- Number of orders filled;
- Associate performance;
- Communication/interview coordination;
- Time to fill;
- Program compliance;
- Invoicing timeliness and accuracy;
- Fill rate;
- Negative termination percentage; and
- Reporting timeliness and accuracy.

- **Provide billing process and payment requirements**

Our accounting department will receive weekly timesheets signed by the project manager for each employee and will bill Black Box weekly. Normally I payment terms are net 30, but the payment requirements will be stipulated in the Master Service Agreement.

TDC Systems Integration
Section 6 – Additional Information

Section 6: Additional Information:

- Provide any other information and/or materials you deem applicable to this RFP and your company's ability to staff BBOX resource needs on a national level.

See attached pdf's:

3. TDC SI staff capabilities overview pdf

9. TDC SI Cares / CEO Supports Youth Support.pdf



Owner, Antonio Dozier, BIO

Antonio “Tony” Dozier has more than 20 years of leadership in information technology, infrastructure development, business management, and training with leading top-tier companies such as Coca-Cola, IBM, DynCorp, AT&T, Johnson Controls, Inc., Lockheed Martin, Northrop Grumman, and several others.

An accomplished corporate strategist and marketer, Mr. Dozier has a diverse educational background including business administration, computer science, and computer engineering systems design. He has held numerous certifications including network administration, software administration, software development, and a host of others. As a visiting instructor, he taught a series of networking infrastructure system courses to AT&T, BellSouth, and other employees at multiple national locations. His vision, ingenuity, and business savvy have driven him to establish the award-winning TDC Systems Integration, Inc. some 12 years ago.

Today, TDC SI is one of the fastest growing minority firms in the country. The multi-million dollar company Dozier built consists of divisions that offer its clients complex information technology solutions, facility build out including electrical and Department of Transportation services. Presently, Mr. Dozier is expanding his Atlanta-based corporation to include new offices in five southeastern cities. His firm is the only certified, minority GDOT prime contractor in the State of Georgia that currently installs Intelligent Traffic signals.

Since establishing TDC SI, Mr. Dozier has worked relentlessly to build this unique and valuable organization as a prominent industry leader in turnkey solutions, wireless communications, and network infrastructure implementation for global clients throughout North and South America. In 2006, Dozier’s firm commissioned what is known as the “most advanced airport emergency operations center in the world” at Dallas-Fort Worth International Airport.

Mr. Dozier was influential in TDC Systems Integration receiving several business awards including being recognized as One of the Top 25 Businesses in Cobb County (Georgia). Earlier this year the firm also received the prestigious Georgia Minority Supplier Development Council’s (GMSDC) “Supplier of the Year” Award, in the $10M to $50M category. Additionally, TDC SI is honored to be listed as a 2007 Blue Ribbon Small Business by the U.S. Chamber of Commerce. This award is provided to the companies that exhibit financial stability and dedication to excellence in customer service, business planning, and community involvement.

Tony Dozier is extremely dedicated to empowering his community and our youth. As a noted life coach, his vision is to advance the goal of educating a scientifically and technologically literate public. When it comes to charitable contributions, Mr. Dozier's generosity is immeasurable. He provides financial contributions to various noteworthy social and civic non-profit organizations. Mr. Dozier active participant in the internationally renowned First Tee Program which promotes character development and life-enhancing values through golf to Atlanta's inner city youth. Mr. Dozier believes we can change the world one person at a time and has positively inculcated his gift of philanthropy to his employees and others within the business community.

As an industry veteran with extensive global operations and management experience, he is highly sought after by company executives for his expert advice on a variety of system solutions. Even Technology Today magazine has requested his technological insight. As a visionary, Mr. Dozier's innovative and forward thinking keeps him on the pulse of emerging industry trends.
Mr. Dozier's creative and operational strengths have distinguished him among his peers – as he has been featured on national, state and local levels as one of Atlanta's elite small businessmen. Mr. Dozier's commitment to providing transferable life-changing skills through technology not only encourages today's executives but also endorses entrepreneurs and the business community of tomorrow.

MEMBERSHIPS / BOARD MEMBER

Leadership Atlanta Class of 2013

Wilberforce University

100 Black Men of Atlanta

Technology Leadership Council

Metro Atlanta Chamber

Morehouse School of Medicine

East Lake First Tee

Bill Dickey Board of Directors

Why TDC Systems Integration?



Why TDC Systems Integration?

- Flexible delivery models to meet global, regional or local needs utilizing web based project controls to bring you closer to your project metrics in real time mode.
- Over 20+ years of providing successful IT and staffing solutions.
- Industry Expertise.
- One POINT of Contact for all vertical needs.
- Resource Availability including Contract, Contract to Perm, Perm or SOW delivery.
- ISO Quality.
- Skill Evaluation System.
- Consultative Business Partner.
- Flexible to work with.
- Extensive years of in-house product knowledge on multiple domains.
- Financially sound company with global presence.
- Proven track record of success with client letters of recommendation and accommodations.
- Recognized by our peers in the community.

Short-List of TDC Systems Integration Partners and Clients

TDC Systems Integration has been in business for 20+ years and has created several long-term partnerships with private and public sector organizations, vendors, and suppliers. Below is a small list of TDC SI partners and clients.



TDC Systems Integration
Sample Information Technology Services



Enterprise Applications
- SAP
- Oracle
- PeopleSoft
- Siebel
- JD Edwards
- Lawson

Application Development & Integration
- Java/J2EE
- Application Servers / EAI/Web Servers
- Microsoft / .NET
- Testing
- User Interface Development
- Database Design & Development

Systems, Network & Infrastructure Management
- Systems Administration
- Network Design & Maintenance
- Desktop Support
- Helpdesk Support

Business Information Management
- Data warehouse
- Content Management

Program & Portfolio Management
- Project Management
- Release Management
- Business Analysis
- Quality Assurance

TDC Systems Integration
Sample Engineering Skills Expertise



- Aerospace Engineers
- Architectural Engineers
- Buyers
- Chemical Engineers
- CAD Operators
- Checkers
- Civil Engineers
- Civil/Structural Engineers
- CNC Machinists
- Construction Management
- Design Engineers
- Electrical Engineers
- Electrical/Control Systems
- Environmental Engineers
- Expediters
- Hardware Engineers
- IC Engineers
- Technical Illustrators
- Technical Writers
- Technicians
- Transportation Engineers
- Industrial Engineers
- Inspectors
- Manufacturing Engineers
- Mechanical Engineers
- Mechanical/Piping/HVAC
- Mineral and Mining Engineers
- Network Engineers
- Process Engineers
- Reliability Engineers
- Planner / Schedulers
- Process Engineers
- Project Engineers
- Project Management
- QC / QA
- Security Engineers
- Software Engineers

Thanks for the Opportunity!