

1 INTRODUCTION (RFP E.13.1)

Objectstream proudly submits our proposal for the solicitation for Managed Internal Broadband Service in support of the State of Oklahoma as the prime bidder. To provide superior services to the government, Objectstream will be teaming with AtLink Services LLC (AtLink) as their subcontractor to create an all-Oklahoma-based Team Objectstream.



Objectstream is headquartered in Oklahoma City and has provided information technology services to the FAA, the GSA, state governments, and private industry for over 10 years. We are a local SBA-certified 8(a) disadvantaged small business and are committed to “Excellence in Everything We Do” as demonstrated by our investments to practice and develop processes that meet industry standards. We are International Organization for Standardization (ISO) 9001:2015 accredited and Capability Maturity Model Integration (CMMI©) Level 3 Dev rated for our processes and approach to systems engineering. We are customer focused, quality minded and proven on Federal, State and Commercial contracts. Objectstream received five Metro 50 awards since 2004.



AtLink is headquartered in Oklahoma City and was formed in January 2005 by experienced telecommunications professionals with a plan to provide high-quality, high-speed broadband service at a reasonable price. The management of AtLink has since successfully executed the original plan and currently serves nearly 16,000 subscribers in over 93 rural communities and 14 urban areas across Oklahoma. AtLink is a customer-focused organization specializing in rural, hard-to-serve communities without significant access to broadband. Nearly one-fourth of current AtLink customers reside in areas where the Median Household Income is less than the Oklahoma average. AtLink is an A+ rated member of the Oklahoma Better Business Bureau. AtLink has also been awarded nearly \$13 million in federal funding to support the provision of broadband to unserved areas of rural Oklahoma. AtLink received seven Metro 50 awards since 2005.

Team Objectstream offers a proven approach based on 10 years of success on commercial and government with high client satisfaction. Table 1 highlights features of our proposal.

Proven Technology Solutions Provider	Proven Prime and Management Approach
<ul style="list-style-type: none"> • Highly relevant experience providing services to 16,000 clients in OK • Security processes in compliance with Industry Best practice • All projects on-time/on-budget • Multi-tiered service desk • Bench of engineering consultants • Ready to serve all 77 OK counties • Consistently meets or beats SLAs with 99.9% availability 	<ul style="list-style-type: none"> • 10+ years dedicated to providing technology services to the government and to commercial and residential clients • Headquartered in OKCWorks, 12miles from the OK State Capitol and OMES IS • Program Manager reports to the CEO to ensure executive visibility. • Certified Quality Management System • Outstanding D&B Open Ratings of 96/100 • Strong financial foundation and stability

Industry Best Practices and Processes	Staffs and Retains the Best Talent
<ul style="list-style-type: none"> • Proud members of WISPA (Wireless Service Providers Association) • CMMI Level 3 and ISO 9001:2015 • ITIL Service Management • PM Book of Knowledge • IEEE802.11 	<ul style="list-style-type: none"> • Highly qualified personnel and SMEs • Proven market compensation • Strong OKC talent pool knowledge • Corporate retention plan with measured retention higher than 95% for last 5 years • Significant reach-back capabilities

Table 1 – Proposal Features Overview

Our solution comprises experienced key personnel and staff, proven solution components, and a delivery approach using ITIL Service Management framework for a low-risk solution for the State of OK Managed Internal Broadband Services. Lastly, Objectstream is a financially stable company with outstanding financial performance for the past 10+ years and an exceptional Overall Performance Rating of 96/100 from Open Ratings.

We are local and proven where it counts, right here in Oklahoma.

2 PRICE AND COST (RFP G)

In this section, Objectstream provides Price Proposal for each of the following two (2) categories:

- Pricing proposal for State agencies, other governmental entities and non-E-rate eligible products/services
- Pricing proposal for E-rate eligible products/services

It is understood that the products listed in this section are meant as an example for comparison purposes and are not an indication of an actual purchase. Objectstream provides the costs as applicable associated with the product/services in your proposal in the format requested in Section G of the solicitation.

Network Management Price Structure	Monthly Recurring Cost(s) State Agencies and Other Interlocal Entities	Monthly Recurring Cost(s) E-rate Eligible
Per Device	Not Applicable	Not Applicable
Per User	Not Applicable	Not Applicable
Per Site and Per Access Point	\$510/month and \$10.2/month	\$510/month and \$10.2/month

Equipment Categories	Number of Years warranty Included	Current List Price per unit*	Cost = % off List State & Other Interlocal Entities	Discounted per unit Cost-State & Other Interlocal Entities	Cost =% off List E-rate Eligible Products	Discounted per unit Cost-E-rate Eligible Products
Access Points	1	Indoor \$550 Outdoor \$725	8	Indoor \$506 Outdoor \$667	8	Indoor \$506 Outdoor \$667
Antennas, Cabling, Connectors & Related	1	ICB	18	ICB	18	ICB
Caching		Server \$1150	8	Server \$1058	8	Server \$1058
Firewall Services & Components	1	Appliance \$170 Gateway \$418	8	Appliance \$157 Gateway \$385	8	Appliance \$157 Gateway \$385
Switches	1	Edge \$234 Aggregate \$717	8	Edge \$216 Aggregate \$660	8	Edge \$216 Aggregate \$660
Routers	1	Edge \$440 Aggregate \$820	8	Edge \$405 Aggregate \$755	8	Edge \$405 Aggregate \$755
Racks	1	\$1,870	8	\$1,721	8	\$1,721
UPS/Battery Backup	1	UPS \$240	8	UPS \$221	8	UPS \$221
Wireless Controller Systems	1	Client \$510 Server \$1150	8	Client \$470 Server \$1058	8	Client \$470 Server \$1058

Software Supporting each component	1	Included	NA	NA	NA	NA
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** This pricing is representative only, and does not include service installation, engineering, travel, integration, mobilization, or labor charges.*

Design and Implementation Services - One time charges	State Agencies and Other Interlocal Entity Services	E-rate Eligible Services
**Hourly not-to-exceed rate:	\$250	\$250

*** This not to exceed pricing represents the highest hourly rate for Professional Engineering services, and does not include service installation, materials, equipment, engineering, travel, integration, mobilization, or labor charges.*

As stipulated in the instructions, pricing and all information relating to costs will be sent in a separate binder/envelope, on a separate CD, DVD, or thumb drive clearly marked as "Price/Cost."

3 CONCLUSION

Team Objectstream is comprised of two Oklahoma businesses, both recognized as model corporate citizens and employing Oklahomans. Our value proposition includes the following:

- Both members of Team Objectstream have 10+ years of experience delivering services to government, commercial and residential clients
- Proven prime contractor with high CPARS and customer satisfaction
- Quality Management System with ISO9001-2015, ITIL and CMMI Level 3
- Ready to serve all 77 counties in our great state
- Highly qualified personnel and engineers
- Program Director and Contract Program Management Office (PMO) to manage multiple concurrent installations
- ITIL Service Management and consistently meeting or beating SLAs

Excellence in Everything We Do