

Section F

TAB 1-Executive Summary

A brief overview of Mock Engineering Technologies (MET) understanding of the Project objectives and scope:

Mock Engineering Technologies (MET) recognizes that the Village of Estero is seeking a comprehensive and future-ready security solution. The primary goal is to establish a unified, cloud-based platform for both video surveillance and access control, which will encompass all current and planned municipal facilities. This initiative represents more than just the adoption of new technology; it is a foundational step in supporting the Village's transition as it grows and acquires new public assets. The solution must offer consistent, scalable, and secure protection for people, property, and operations throughout the municipality.

The project's objective is to create and implement a cloud-native, ONVIF-compliant system that standardizes security operations across a variety of environments. These include administrative buildings, parks, recreational complexes, and future public works facilities. The system must be flexible enough to adapt to the unique operational requirements of each site, while also maintaining standardization. MET emphasizes the need for an open-architecture solution that avoids vendor lock-in, adheres to industry standards (such as ONVIF S/G/T/M and Mercury-based access control), and allows for seamless integration of hardware from multiple vendors as needs evolve.

The scope of work (SOW) includes the entire lifecycle of the system: engineering, design, procurement, installation, configuration, and ongoing support. This involves deploying high-resolution IP cameras with advanced analytics, implementing secure, role-based access control systems, and establishing centralized monitoring through a unified cloud dashboard. The solution must also feature robust cybersecurity measures, encrypted communications, and resilient infrastructure that relies on minimal onsite hardware. By leveraging cloud storage and management, the Village can significantly reduce maintenance requirements.

MET understands that the system must accommodate both existing facilities (Village Hall and Estero River Park) as well as future developments, such as the Entertainment Campus, River Oaks Preserve, and other municipal sites. Each location has distinct security needs, ranging from high-traffic surveillance and event management to remote monitoring of parks and environmentally sensitive areas. Addressing these requirements calls for an approach that is both flexible and standardized.

Ultimately, MET's understanding is that the Village aims to implement a scalable, secure, and user-friendly platform. This platform should enhance operational efficiency, enable centralized control, and support long-term growth. The solution must provide reliable performance, real-time visibility, and the capacity to expand as new facilities are added, ensuring a sustainable and future-proof security ecosystem for the Village of Estero.

A summary of the proposed delivery approach and overall system philosophy:

MET's delivery approach is based on a structured, lifecycle methodology to ensure the Village of Estero receives a fully integrated, scalable, and future-ready security system. The process is designed to minimize disruption and maximize long-term value. It begins with collaborative discovery and thorough requirements validation, engaging with Village stakeholders to refine site-specific needs, confirm operational priorities, and align security objectives across all facilities.

Comprehensive system design follows, including detailed camera layouts, access control schematics, and network architecture. Each component is tailored to its environment, while also conforming to the Village's standards for consistency and interoperability. Implementation proceeds in a phased and coordinated manner, prioritizing existing facilities like Village Hall and aligning deployment schedules with the construction timelines of new parks and buildings. MET emphasizes quality-controlled installation, rigorous testing, and formal commissioning to verify system performance, cybersecurity compliance, and reliability.

Training and documentation are essential elements of MET's approach, ensuring Village staff are fully prepared to manage and operate the system from the outset. Post-deployment, MET provides ongoing support, maintenance options, and as-needed services to guarantee the system remains optimized and responsive to evolving needs.

The overall system philosophy is built on a cloud-first, open-architecture model, emphasizing flexibility, security, and long-term sustainability. MET is committed to delivering a non-proprietary, ONVIF-compliant platform that enables the Village to integrate best-of-breed technologies and avoid vendor lock-in. Centralized management through a unified cloud interface allows for real-time monitoring, streamlined access control, and efficient administration across all sites, regardless of their size or complexity.

The concept of scalability is central to the design, ensuring the system can expand seamlessly as new facilities are added, without requiring extensive reinvestment or redesign. The philosophy also prioritizes minimizing onsite hardware by utilizing cloud services and edge devices, which reduces maintenance needs and increases system resilience.

At its core, MET's approach delivers a standardized yet adaptable security ecosystem. This ensures consistent performance across all Village facilities while providing the flexibility to meet the unique demands of each site and support future growth.

Identification of key differentiators that distinguish MET from other respondents:

- Established in Southwest Florida since 1986
- Registered/Resides as a local Lee County business
- Holds a State of Florida Contractor License
- Official Verkada Partner
- Extensive experience with local government projects, including work for the Lee County School District, South Trail Fire District, Lee County Mosquito Control District, Peace River Manasota Regional Water Supply Authority, Lee County Sheriff's Department and City of Fort Myers
- Specializing in Low Voltage Systems (Cameras, Door Access, Cat 6/6A Data Cable, SM/MM Fiber Optics)

1 high-level description of relevant experience with similar municipal or public sector projects:

MET installed Cat 6 cable, fiber optic cable, and cameras in +35 schools over the last 5 years for Lee County School District. Initial installation included up to 150 cameras per site and now installing retrofit/adds of up to 100 cameras per site.

Confirmation of MET's ability to meet the schedule, coordination, and long-term support expectations of the Village:

Throughout the past four decades, MET has consistently managed scheduling, coordination, and ongoing support for numerous clients during initial installations, modifications, and upgrades in alignment with client timelines. MET collaborates closely with each client to ensure schedules are adhered to and future projects are efficiently planned. By speaking to our clients, the Village will also confirm our ability to meet the schedule, coordination, and long-term support expectations of the Village.

Section F

TAB 2-Firm Qualifications & Experience

Company Organizational Chart:

MET was founded in 2021 to address the need for highly skilled and innovative technology services in southwest Florida and specifically for voice/data/video applications. MET's office is located at 2240 Hemingway Drive, Suite H, Fort Myers, FL 33912.

Forrest and Debra Moretz are the company's principals. There are 2 managers and 6 field Technicians.

- Date of inception for MET is 12/06/2021.
- Forrest (49%) and Debra (51%) own 100% of the company's stock.
- Forrest and Debra purchased Mock Engineering, Inc. from George and Geneva Mock, after working at Mock Engineering, as managers from 1986 (Forrest) and 1992 (Debra) to 2021.

Licenses and Certifications:

See attached for:

MET-Business License

Joshua Moretz-State of FL Electrical Contractor as a Limited Energy Systems Specialist (Low Voltage)

George Mock-RCDD Registered Communications Distribution Designer

Mock Engineering-Leviton Certified Cabling System Partner

Mitch Wyatt-Registered Leviton Telcom Certified Installer

Mitch Wyatt-FOTEC Fiber Optic Training

OSHA 10 Certified-Carlos Perez, Ethan Barnhart, Travis Crawford, Connor Wikstrom, Tabitha Palmer, Joshua Moretz, Forrest Moretz, Lauren Moretz, Thomas "Mitch" Wyatt

CJI Certification-Ethan Barnhart, Harlan "Travis" Crawford, Thomas M. Wyatt, Connor Wikstrom, Carlos Perez

Proposed Subcontractors:

Not Applicable.



Ron DeSantis, Governor

Melanie S. Griffin, Secretary



**STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION**

ELECTRICAL CONTRACTORS' LICENSING BOARD

THE SPECIALTY ELECTRICAL CONTRACTOR HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

AS A LIMITED ENERGY SYSTEMS SPECIALIST

MORETZ, JOSHUA DANIEL GEORGE

MOCK ENGINEERING TECHNOLOGIES
2240-H HEMINGWAY DRIVE
FORT MYERS FL 33912

LICENSE NUMBER: ES12002601

EXPIRATION DATE: AUGUST 31, 2026

Always verify licenses online at MyFloridaLicense.com

ISSUED: 12/18/2025

Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.



IS AWARDED TO

George R Mock

by BICSI in recognition of having successfully completed BICSI's registration and examination requirements.

Designation Number: 104389

Registration Start Date: 01-01-2024

Registration End Date: 12-31-2026



David M. Richards, RCDD, NTS, OSP, TECH, CT
BICSI Board President



John H. Daniels, CNM, FACHE, FHIMSS
BICSI Chief Executive Officer



RECEIVED JUL 22 1996

July 15, 1996

George Mock
Mock Engineering, Inc.
1198 Hemingway Dr.
Ft. Myers FL 33912

LEVITON TELCOM

2222 - 222ND STREET SE
BOTHELL, WA 98021-4422
U.S.A.

206-486-2222
206-485-3373 FAX
206-485-5100 VMX

A DIVISION OF LEVITON
MFG. CO., INC.

Dear Mr. Mock:

Thank you and congratulations on becoming a Leviton Certified Cabling System partner.
Your Partner Certification # is:

96062502

In approximately two weeks you will receive your official document of certification along with certificates for your participating staff and a plaque for your offices. If you have questions about the program in the meantime, please don't hesitate to call me at 206-486-2222 ext.439.

Thank you for your support of Leviton Telcom and welcome to the program.

Best Regards,

A handwritten signature in black ink, appearing to read "Susan Hutsinpillar", written over a large, stylized loop.

Susan Hutsinpillar
Certified Cabling System Program Manager

mw

cc: field representative

Leviton CCS Program Partner Certification

Mock Engineering, Inc.

Mock Engineering, Inc., has met Leviton's Certified Cabling System (CCS) Program Partner selection criteria and has successfully completed the program training. Therefore, **Mock Engineering, Inc.**, is hereby certified as a Leviton CCS Program Partner, and as such is authorized by Leviton to design and install Leviton Certified Cabling Systems, and to support the Leviton CCS 15 Year Applications Assurance and Lifetime Extended Warranty

Mock Engineering, Inc., has agreed to conform to all Leviton specified and TIA/EIA compliant installation practices as presented in Leviton's certified installer training program. In addition **Mock Engineering, Inc.**, agrees to install only Leviton approved products and category compliant cabling.

Approved systems designed for TIA/EIA-568A channel performance and registered with Leviton by a certified CCS Program Partner are covered by the Leviton CCS Program Applications Assurance and Extended Warranty.

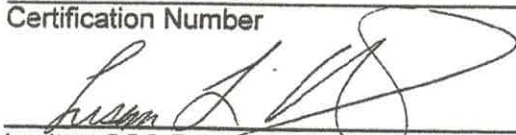
CERTIFIED CABLING SYSTEM 15 YEAR APPLICATION ASSURANCE & LIFETIME EXTENDED WARRANTY

Leviton's approved Certified Cabling System products, when properly installed in both the telecommunications closet and the work area by Leviton Certified Cabling System (CCS) Program Partners with the appropriate category rated cable in strict compliance with the electrical performance criteria of the TIA/EIA-568A standard will support and conform to EIA/TIA-568A specifications covering ANY CURRENT OR FUTURE APPLICATION which supports transmission over a properly constructed horizontal cabling system premises network link which meets the channel performance as described in Annex E of TIA/EIA-568A. In addition, these same Leviton products will be free from defects in material or faulty workmanship for as long as they are installed in a certified cabling system.

The specific terms and conditions of the 15 Year Applications Assurance and Lifetime Extended Warranty are set forth in the Leviton CCS Program Partner Agreement.

96062502

Certification Number


Leviton CCS Program Manager


Leviton Marketing Manager

June 25, 1996

Certification Date


Date 7-24-96

Date 7/24/96

It is hereby recognized that

Thomas Mitchell Wyatt

is a Registered Leviton Telcom Certified Installer.

Communications cabling systems installed
by the above on behalf of
Mock Engineering, Inc.
are eligible for Leviton's Certified Cabling System
Applications Assurance & Extended Warranty.



Susan Hustinpiller
Susan Hustinpiller
CCS Program Administrator

Peter Newman
Peter Newman
Marketing Manager

Date 7-16-96

Excellence in **Frame-to-Station** Connectivity and Supportsm

fotec

the fiber optic test equipment company

Certificate of Completion

Fotec certifies that MITCH WYATT

has successfully completed a fiber optic training seminar on

The Basics of Fiber & FDDI

Date MARCH 15, 1994

Instructor *Jim Hayes*

Location ORLANDO, FLORIDA

fotec incorporated, the schrafft center, box 246, boston, massachusetts 02129
toll free 800-537-8254 (617) 241-7810 fax (617) 241-8616 telex 501372 fotec



17-006038389

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

This card issued to:

Carlos Pérez

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

Use or distribution of this card for fraudulent purposes, including false claims of having received training, may result in prosecution under 18 U.S.C. 1001. Potential penalties include substantial criminal fines, imprisonment up to 5 years, or both.

To verify this training, scan the QR code with your mobile device.



Rev. 1/2016



17-006038390

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

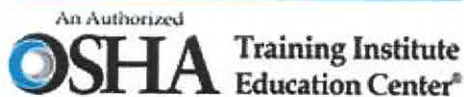
This card issued to:

Ethan Barnhart

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

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Rev. 1/2016



17-006038391

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

This card issued to:

Travis Crawford

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

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To verify this training, scan the QR code with your mobile device.



Rev. 1/2016



17-006038392

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

This card issued to:

Connor Wikstrom

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

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To verify this training, scan the QR code with your mobile device.



Rev. 1/2016



17-006038393

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

This card issued to:

Tabitha Palmer

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

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Rev. 1/2016



17-006038394

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

This card issued to:

Joshua Moretz

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

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To verify this training, scan the QR code with your mobile device.



Rev. 1/2016



17-006038395

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

This card issued to:

Forrest Moretz

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

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To verify this training, scan the QR code with your mobile device.



Rev. 1/2016



17-006038396

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

This card issued to:

Lauren Moretz

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

Use or distribution of this card for fraudulent purposes, including false claims of having received training, may result in prosecution under 18 U.S.C. 1001. Potential penalties include substantial criminal fines, imprisonment up to 5 years, or both.

To verify this training, scan the QR code with your mobile device.



Rev. 1/2016



17-006038397

This card acknowledges that the recipient has successfully completed:

10-hour Construction Safety and Health

This card issued to:

Thomas Wyatt

Yasser Adonay Solorzano
Trainer Name

03/29/2025
Date of Issue

Georgia Tech



Georgia Tech
Phone: 404-385-3090

OSHA recommends Outreach Training Courses as an orientation to occupational safety health for workers. Participation is voluntary. Workers must receive additional training on specific hazards of their job. This course completion card does not expire.

Use or distribution of this card for fraudulent purposes, including false claims of having received training, may result in prosecution under 18 U.S.C. 1001. Potential penalties include substantial criminal fines, imprisonment up to 5 years, or both.

To verify this training, scan the QR code with your mobile device.



Rev. 1/2016

**Criminal Justice Information Services
Security and Privacy Training**



This is to certify that

HARLEN T. CRAWFORD

has successfully completed the

Security and Privacy: Privileged Role

03/24/2026

Certification Date



03/24/2027

Expiration Date

**Criminal Justice Information Services
Security and Privacy Training**



This is to certify that

THOMAS M. WYATT

has successfully completed the

Security and Privacy: Privileged Role

03/26/2026

Certification Date



03/26/2027

Expiration Date

**Criminal Justice Information Services
Security and Privacy Training**



This is to certify that
ETHAN G. BARNHART
has successfully completed the
Security and Privacy: Privileged Role

03/24/2026

Certification Date



03/24/2027

Expiration Date

**Criminal Justice Information Services
Security and Privacy Training**



This is to certify that

CONNOR WIKSTROM

has successfully completed the

Security and Privacy: Privileged Role

03/23/2026

Certification Date



03/23/2027

Expiration Date

**Criminal Justice Information Services
Security and Privacy Training**



This is to certify that

CARLOS J. PEREZ

has successfully completed the

Security and Privacy: Privileged Role

03/23/2026

Certification Date



03/23/2027

Expiration Date

Related Experience:

- Lee County School District
 - Brian Roach, brianwr@leeschools.net 239-337-8558
 - Installed Cat 6 Cable (jacks, patch panels), fiber optics, conduit, installed cameras for surveillance camera projects for 35+ schools over 6+ years
 - Multiple contracts starting in 2016, 2019, 2021, 2025
 - Multiple-Contract Value \$2,000 to \$40,000
 - 2016-2026 ongoing (finished latest school Trafalgar 3-29-2026)
- Suncoast Beverage
 - Ross Hedvicek, rossh@suncoastbev.com 239-334-3520
 - Installed 900 Cat 6 Data Ports (including 100+ Cameras, 100+ Access Points, 43 Door Access), Single Mode Fiber Optics for 2 buildings (Main/Shop)-12 IDF Backbone and 4 External Gate Access for Property. Install 100 Cameras/Server, 100 Access Points, 14 PoE Switches, 43 Door Access/Controller, 4 Gate Access/Controller and 2-298" Projection Screens and 2-Projectors, Paging/Music Speakers (60), Crestron System with Shure Mics. Installed Ring Central Phone System.
 - Multiple contracts over 10 years at multiple locations
 - Last contract was +\$1,000,000
 - Preconstruction 11/2023-3/2024 and Construction 3/2024-6/2025
 - Ongoing support as needed
- Sanctuary Golf Club
 - Michelle Cote-CFO, mcote@sanctuarygc.net 239-472-6616
 - Installed 100+ Cat 6 Data, Verkada Cameras, Sensors and Multiple Phone Systems (Toshiba and Ring Central). Installed Speakers and projector.
 - Multiple contracts over 11 years (Hurricane repairs)
 - Last contract was +\$55,000.00

References:

See Attached

EMAIL REFERENCE REQUEST FORM

ITN #N257511DO, Wiring - Structured Cabling and Phone Systems Installation & Support

CLIENT TO COMPLETE AND RETURN VIA EMAIL TO THE SCHOOL DISTRICT OF LEE COUNTY

REQUESTING AGENCY: SCHOOL DISTRICT OF LEE COUNTY, FLORIDA

PROPOSER'S NAME: Moretz Engineering Technologies LLC DBA Mock Engineering Technologies

CLIENT AGENCY/FIRM PROVIDING REFERENCE: Suncoast Beverage Sales Inc

CLIENT'S INDIVIDUAL NAME: Ross Hedvicek

EMAIL ADDRESS: rossh@suncoastbev.com **PHONE:** 239-334-3520

In response to Invitation to Negotiate No. N257511DO, the School District of Lee County requires interested Proposers to submit client references for a minimum of three (3) prior engagements for which the Proposer has served in this capacity.

Instructions to Proposers: Complete the Proposer Name and distribute this form to a minimum of three (3) clients and request the form be completed and returned in compliance with the Instructions to Client References. Proposer's clients shall email the completed Reference Form to DerekJO@leeschools.net, and references shall only be accepted from the Proposers client's email address. References may include no more than one reference from the School District of Lee County.

Instructions to Client References: Complete this reference questionnaire and return it no later than **2:00 PM EST, October 9, 2025**, via email, to DerekJO@leeschools.net.

1. Is the Proposer currently providing services for your organization or have they provided support for this service in the past 3 years? Yes No
For what duration were the services provided? The last 5 years at this job, another 20 at my previous job.
2. What services were provided by the Proposer to the organization? Cabling (cat5/6, fiber, coax, phone) cameras, door access, audio visual, design services.
3. What was the size of the project/services? ~\$1million on the last project alone
4. Were the services provided as part of a performance-based contract, or another type of contract? Normal bid contract
5. Describe the performance requirements or measure of success, and the successful and less than successful services delivered.
Value, scope, flexibility to changes. All requirements were met in a timely manner.
6. Was the Proposer able to meet the stated goals? Describe the type and amount of savings realized as a result of the Proposer's services?
Yes, all stated goals were met on time and on or under budget.
7. Please rate the Proposers knowledge and expertise of the individual's assigned to the project. (5 being excellent, 1 being unacceptable) 5

8. Please list Proposers principle representatives involved in the project. Please rate them individually. Comment on the skills, knowledge, behaviors or other factors based on the rating. (5 being excellent, 1 being unacceptable)

Name: Travis Crawford Rating: 5

Name: Mitch Wyatt Rating: 5

Name: Connor Wikstrom Rating: 5

Name: Josh Moretz Rating: 5

Name: Carlos Perez Rating: 5

Name: Ethan Barnhart Rating: 5

Comments: Debra and Forest Moretz were also heavily involved.

Everyone was knowledgeable about their area and performed admirably.

9. Please rate the dynamics/interaction between the Proposer's staff and the Client the staff. (5 being excellent, 1 being unacceptable) 5

10. Which aspect(s) of the Proposers services are most satisfied? _____

Flexibility to change. We had several not insignificant changes during this project and they were adapted to and handled expediently

11. Which aspect(s) of the Proposers services are least satisfied? Can't think of anything.

12. Please rate the satisfaction with the Proposers response time to questions and/or issues. (5 being excellent, 1 being unacceptable) 5

13. Would you recommend the Proposers services again? Yes, they are and will continue to be a primary

contractor for the types of services they provide.

EMAIL REFERENCE REQUEST FORM

ITN #N257511DO, Wiring - Structured Cabling and Phone Systems Installation & Support

CLIENT TO COMPLETE AND RETURN VIA EMAIL TO THE SCHOOL DISTRICT OF LEE COUNTY

REQUESTING AGENCY: SCHOOL DISTRICT OF LEE COUNTY, FLORIDA

PROPOSER'S NAME: Moretz Engineering Technologies LLC DBA Mock Engineering Technologies

CLIENT AGENCY/FIRM PROVIDING REFERENCE: The Sanctuary Golf Club, Inc

CLIENT'S INDIVIDUAL NAME: Michelle Cote

EMAIL ADDRESS: mcote@sanctuarygc.net PHONE: 239-472-6616

In response to Invitation to Negotiate No. N257511DO, the School District of Lee County requires interested Proposers to submit client references for a minimum of three (3) prior engagements for which the Proposer has served in this capacity.

Instructions to Proposers: Complete the Proposer Name and distribute this form to a minimum of three (3) clients and request the form be completed and returned in compliance with the Instructions to Client References. Proposer's clients shall email the completed Reference Form to DerekJO@leeschools.net, and references shall only be accepted from the Proposers client's email address. References may include no more than one reference from the School District of Lee County.

Instructions to Client References: Complete this reference questionnaire and return it no later than **2:00 PM EST, October 9, 2025**, via email, to DerekJO@leeschools.net.

1. Is the Proposer currently providing services for your organization or have they provided support for this service in the past 3 years? Yes No
For what duration were the services provided? We have worked with them for 8+ yrs.
2. What services were provided by the Proposer to the organization? Cat 6 Cable, Fiber Optics, Cameras, Door Access, Wi-Fi and Design Services, Phone System
3. What was the size of the project/services? Over \$150k over the years
4. Were the services provided as part of a performance-based contract, or another type of contract? Mostly set contracts
5. Describe the performance requirements or measure of success, and the successful and less than successful services delivered.
Working systems, on-going support
6. Was the Proposer able to meet the stated goals? Describe the type and amount of savings realized as a result of the Proposer's services?
Yes, we continue to use the company because they back their services and provide excellent support.
7. Please rate the Proposers knowledge and expertise of the individual's assigned to the project. (5 being excellent, 1 being unacceptable) 5

8. Please list Proposers principle representatives involved in the project. Please rate them individually. Comment on the skills, knowledge, behaviors or other factors based on the rating. (5 being excellent, 1 being unacceptable)

Name: Debra Moretz Rating: 5

Name: Mitch Wyatt Rating: 5

Name: Travis Crawford Rating: 5

Name: Connor Wikstrom Rating: 5

Name: Carlos Perez Rating: 5

Name: _____ Rating: 5

Comments: _____

The team consistently provides excellent follow-up & delivers successful resolutions.

Over the years, we have expanded our partnership with the company because they have proven

to be honest, reliable, easy to work with, timely in their responses, and highly knowledgeable

about the products they support.

9. Please rate the dynamics/interaction between the Proposer's staff and the Client the staff. (5 being excellent, 1 being unacceptable) 5

10. Which aspect(s) of the Proposers services are most satisfied? _____

The initial walk-through to install of a project and the ongoing support of their products.

11. Which aspect(s) of the Proposers services are least satisfied? _____

N/A

12. Please rate the satisfaction with the Proposers response time to questions and/or issues. (5 being excellent, 1 being unacceptable) 5

13. Would you recommend the Proposers services again? Absolutely

EMAIL REFERENCE REQUEST FORM

ITN #N257511DO, Wiring - Structured Cabling and Phone Systems Installation & Support

CLIENT TO COMPLETE AND RETURN VIA EMAIL TO THE SCHOOL DISTRICT OF LEE COUNTY

REQUESTING AGENCY: SCHOOL DISTRICT OF LEE COUNTY, FLORIDA

PROPOSER'S NAME: Moretz Engineering Technologies LLC DBA Mock Engineering Technologies

CLIENT AGENCY/FIRM PROVIDING REFERENCE: Diamond Tours, Inc.

CLIENT'S INDIVIDUAL NAME: Eric Kirkpatrick

EMAIL ADDRESS: ekirkpatrick@diamondtours.com **PHONE:** 2392258735

In response to Invitation to Negotiate No. N257511DO, the School District of Lee County requires interested Proposers to submit client references for a minimum of three (3) prior engagements for which the Proposer has served in this capacity.

Instructions to Proposers: Complete the Proposer Name and distribute this form to a minimum of three (3) clients and request the form be completed and returned in compliance with the Instructions to Client References. Proposer's clients shall email the completed Reference Form to DerekJO@leeschools.net, and references shall only be accepted from the Proposers client's email address. References may include no more than one reference from the School District of Lee County.

Instructions to Client References: Complete this reference questionnaire and return it no later than **2:00 PM EST, October 9, 2025**, via email, to DerekJO@leeschools.net.

1. Is the Proposer currently providing services for your organization or have they provided support for this service in the past 3 years? Yes No
For what duration were the services provided? 20 years
2. What services were provided by the Proposer to the organization? Low voltage wiring, phone system installation and support
3. What was the size of the project/services? 50+ users and multiple phone systems/ Likely >\$300,000
4. Were the services provided as part of a performance-based contract, or another type of contract? Negotiated installation contracts, and fee based support
5. Describe the performance requirements or measure of success, and the successful and less than successful services delivered.
Systems and equipment installed, configured and continuously running properly
6. Was the Proposer able to meet the stated goals? Describe the type and amount of savings realized as a result of the Proposer's services?
All stated goals met
7. Please rate the Proposers knowledge and expertise of the individual's assigned to the project. (5 being excellent, 1 being unacceptable) 5

8. Please list Proposers principle representatives involved in the project. Please rate them individually. Comment on the skills, knowledge, behaviors or other factors based on the rating. (5 being excellent, 1 being unacceptable)

Name: Debra Morte Rating: 5

Name: Forest Morte Rating: 5

Name: Joshua Morte Rating: 5

Name: Mitch Wyatt Rating: 5

Name: Tabitha Rating: 5

Name: _____ Rating: _____

Comments: _____

9. Please rate the dynamics/interaction between the Proposer's staff and the Client the staff. (5 being excellent, 1 being unacceptable) 5

10. Which aspect(s) of the Proposers services are most satisfied? _____
All systems installed and working properly, all communication timely.

11. Which aspect(s) of the Proposers services are least satisfied? N/A

12. Please rate the satisfaction with the Proposers response time to questions and/or issues. (5 being excellent, 1 being unacceptable) 5

13. Would you recommend the Proposers services again? Yes.

EMAIL REFERENCE REQUEST FORM

ITN #N257511DO, Wiring - Structured Cabling and Phone Systems Installation & Support

CLIENT TO COMPLETE AND RETURN VIA EMAIL TO THE SCHOOL DISTRICT OF LEE COUNTY

REQUESTING AGENCY: SCHOOL DISTRICT OF LEE COUNTY, FLORIDA

PROPOSER'S NAME: Moretz Engineering Technologies LLC DBA Mock Engineering Technologies

CLIENT AGENCY/FIRM PROVIDING REFERENCE: Stevens Construction Inc.

CLIENT'S INDIVIDUAL NAME: C. Jay Wolfe III

EMAIL ADDRESS: jayw@stevensbuilds.com **PHONE:** c: 239-326-1043, o: 239-936-9006

In response to Invitation to Negotiate No. N257511DO, the School District of Lee County requires interested Proposers to submit client references for a minimum of three (3) prior engagements for which the Proposer has served in this capacity.

Instructions to Proposers: Complete the Proposer Name and distribute this form to a minimum of three (3) clients and request the form be completed and returned in compliance with the Instructions to Client References. Proposer's clients shall email the completed Reference Form to DerekJO@leeschools.net, and references shall only be accepted from the Proposers client's email address. References may include no more than one reference from the School District of Lee County.

Instructions to Client References: Complete this reference questionnaire and return it no later than **2:00 PM EST, October 9, 2025**, via email, to DerekJO@leeschools.net.

1. Is the Proposer currently providing services for your organization or have they provided support for this service in the past 3 years? Yes No
For what duration were the services provided? Over the course of several months during the project (s)
2. What services were provided by the Proposer to the organization? Structured cabling, low voltage and data cabling for several new builds and renovations.
3. What was the size of the project/services? \$20,000 to \$70,000 is their subcontract value.
4. Were the services provided as part of a performance-based contract, or another type of contract? _____
Hard bid or negotiated
5. Describe the performance requirements or measure of success, and the successful and less than successful services delivered.
Best value, completeness of scope, proactive assistance with design and meeting schedules.
6. Was the Proposer able to meet the stated goals? Describe the type and amount of savings realized as a result of the Proposer's services?
In all aspects, performance has exceeded expectations on multiple projects.
7. Please rate the Proposers knowledge and expertise of the individual's assigned to the project. (5 being excellent, 1 being unacceptable) 5

8. Please list Proposers principle representatives involved in the project. Please rate them individually. Comment on the skills, knowledge, behaviors or other factors based on the rating. (5 being excellent, 1 being unacceptable)

Name: Debra Moretz Rating: 5

Name: Travis Crawford Rating: 5

Name: Mitch Wyatt Rating: 5

Name: Connor Wikstrom Rating: 5

Name: _____ Rating: _____

Name: _____ Rating: _____

Comments: The Mock Engineeering team is always professional, prepared, knowledgable and attentive to the project schedules.

9. Please rate the dynamics/interaction between the Proposer's staff and the Client the staff. (5 being excellent, 1 being unacceptable) 5

10. Which aspect(s) of the Proposers services are most satisfied? Timliness of installation, communications with our office and field teams. Complete scopes and understanding of the project details. They are very client oriented.

11. Which aspect(s) of the Proposers services are least satisfied? not applicable.

12. Please rate the satisfaction with the Proposers response time to questions and/or issues. (5 being excellent, 1 being unacceptable) 5

13. Would you recommend the Proposers services again? Yes, we have recomended Mock Engineering to several clients. They are a preferred subcontractor for these services.

EMAIL REFERENCE REQUEST FORM

ITN #N257511DO, Wiring - Structured Cabling and Phone Systems Installation & Support

CLIENT TO COMPLETE AND RETURN VIA EMAIL TO THE SCHOOL DISTRICT OF LEE COUNTY

REQUESTING AGENCY: SCHOOL DISTRICT OF LEE COUNTY, FLORIDA

PROPOSER'S NAME: Moretz Engineering Technologies LLC DBA Mock Engineering Technologies

CLIENT AGENCY/FIRM PROVIDING REFERENCE: American Oncology Network

CLIENT'S INDIVIDUAL NAME: Reid Helgemo

EMAIL ADDRESS: reid.helgemo@aoncology.com PHONE: 9416619209

In response to Invitation to Negotiate No. N257511DO, the School District of Lee County requires interested Proposers to submit client references for a minimum of three (3) prior engagements for which the Proposer has served in this capacity.

Instructions to Proposers: Complete the Proposer Name and distribute this form to a minimum of three (3) clients and request the form be completed and returned in compliance with the Instructions to Client References. Proposer's clients shall email the completed Reference Form to DerekJO@leeschools.net, and references shall only be accepted from the Proposers client's email address. References may include no more than one reference from the School District of Lee County.

Instructions to Client References: Complete this reference questionnaire and return it no later than **2:00 PM EST, October 9, 2025**, via email, to DerekJO@leeschools.net.

1. Is the Proposer currently providing services for your organization or have they provided support for this service in the past 3 years? Yes yes No _____
For what duration were the services provided? consistently for the past 2 years
2. What services were provided by the Proposer to the organization? full service cabling, net new builds
as well as repairs and additions
3. What was the size of the project/services? anything from 1 drop to 150+, \$300-\$50,000
4. Were the services provided as part of a performance-based contract, or another type of contract? _____
Just a normal SOW contract
5. Describe the performance requirements or measure of success, and the successful and less than successful services delivered.
ensure that everything is installed neatly and tested prior to completion, if there is ever an issue it is reso
6. Was the Proposer able to meet the stated goals? Describe the type and amount of savings realized as a result of the Proposer's services?
Yes, everytime
7. Please rate the Proposers knowledge and expertise of the individual's assigned to the project. (5 being excellent, 1 being unacceptable) 5

8. Please list Proposers principle representatives involved in the project. Please rate them individually. Comment on the skills, knowledge, behaviors or other factors based on the rating. (5 being excellent, 1 being unacceptable)

Name: Travis Crawford-Project Lead Rating: 5

Name: Debra Moretz - President Rating: 5

Name: Mitch Wyatt-Project Lead Rating: 5

Name: _____ Rating: _____

Name: _____ Rating: _____

Name: _____ Rating: _____

Comments: _____

9. Please rate the dynamics/interaction between the Proposer's staff and the Client the staff. (5 being excellent, 1 being unacceptable) 5

10. Which aspect(s) of the Proposers services are most satisfied? _____
Their responsiveness, they are always able to assist in a very timely manner

11. Which aspect(s) of the Proposers services are least satisfied? _____
none

12. Please rate the satisfaction with the Proposers response time to questions and/or issues. (5 being excellent, 1 being unacceptable) 5

13. Would you recommend the Proposers services again? Yes, I have used them for every local project over

Section F

TAB 3-Staff Qualifications & Experience

Team Organizational Chart:

- Debra Moretz-President (Sales & Marketing)
- Forrest Moretz-Vice President (Engineering)
- Lauren Moretz-Business Manager
- Tabitha Palmer-Sales Manager
- Joshua Moretz-Lead Field Engineer/Estimator
- Travis Crawford-Senior Cable Technician
- Mitch Wyatt-Senior Cable Technician
- Carlos Perez-Field Engineer
- Connor Wikstrom-Cable and Field Engineer
- Ethan Barnhart-Cable and Field Engineer

Key Personnel:

- Debra Moretz-President (Sales & Marketing)
 - 35 Years Sales & Marketing at Mock Engineering
 - Project Management of Telecommunication Systems for multiple companies across Lee/Collier/Charlotte Counties
- Forrest Moretz-Vice President (Engineering)
 - 40 Years Engineering at Mock Engineering, Electrical Engineer, Estimator, Installed +1000 Telephone Systems, Cameras, Data, Door Access, AV.
- Lauren Moretz-MBA Business Manager
 - Business Management 10 years (4 Years at MET)
- Tabitha Palmer-Sales Manager
 - Sales & Marketing for 15 years, Project Management of Telecommunication Systems, training on all equipment/systems (3 years at MET)
- Joshua Moretz-Lead Field Engineer/Estimator
 - 13 Years at MET, CCNA, Low Voltage Contractor, Certified Mitel Installer, Ring Central/Tadiran Certified installer, installed +500 Telephone Systems, Cameras, Data, Door Access, AV and Cell Boosters.

- Travis Crawford-Senior Cable Technician
 - 30 Years BICSI Engineer, 6 Years with MET, Project Manager for Suncoast Beverage Projects, AON Projects, Peace River Management Regional Water Supply Authority Projects, Royal Palm Coast Realtor Association, Sono Bello, Stevens Construction-Hope Building 4, Bermuda RV Park, Rauschenberg Foundation, Naples Baker Senior Center, Orthopedic Specialist of SW FL, multiple others. Installing Cat 6 Data, 16/2-18/2/4-22/2/6, Fiber Optics (SM/MM), Cameras, Door Access, Access Points, Cell Boosters, AV Systems, Telephone Systems-Hosted/Ring Central/Tadiran and On-Premise/Mitel.
- Mitch Wyatt-Senior Cable Technician
 - 40 Years Low Voltage Engineer, 33 Years with MET, Project Manager for Lee County Mosquito Control District, Sanctuary Golf Club, South Trail Fire District, Bermuda RV Park, Rauschenberg Foundation, AON Projects, Suncoast Beverage Projects, Bill Smith Appliance Stores/Corp Office, Matter Brothers, Orthopedic Center of FL, Florida Neurology Group, ABC Supply Companies, Xfinity Store locations around State of FL. Installing Cat 6 Data, 16/2-18/2/4-22/2/6, Fiber Optics (SM/MM), Cameras, Door Access, Access Points, Cell Boosters, AV Systems, Telephone Systems-Hosted/Ring Central/Tadiran and On-Premise/Mitel.
- Carlos Perez-Field Engineer
 - 3 Years with MET, CC Technical College, Certified Mitel Installer, Ring Central/Tadiran Certified installer, Programmer/installed +100 Telephone Systems, Cameras, Data, Door Access, AV and Cell Boosters.
- Connor Wikstrom-Cable and Field Engineer
 - 15 Months with MET, Veteran, Low Voltage installer for 5 years, Installing Cat 6 Data, 16/2-18/2/4-22/2/6, Fiber Optics (SM/MM), Cameras, Door Access, Access Points, AV Systems, Project Manager for Lee County School District Camera Systems.
- Ethan Barnhart-Cable and Field Engineer
 - 14 Months with MET, Low Voltage installer/Project Manager for 10 years, Installing Cat 6 Data, 16/2-18/2/4-22/2/6, Fiber Optics (SM/MM), Cameras, Door Access, Access Points, AV Systems, Project Manager for Somero's and Sanctuary Golf Club's Verkada Camera/Door Access Systems.
- Affiliated organizations: Building Industry Consulting Services International, known as BICSI; Registered Communications Distribution Designer (RCDD).
- Accreditations: Degreed Electrical Engineers; Cisco Certified Network Associate (CCNA).
- Partnerships: Leviton Structured Cabling Systems Contractor; Mitel Authorized Dealer; Ring Central Authorized Partner; Tadiran-Aeonix Authorized Dealer; Adtran Authorized Data Partner; KERI Systems Authorized Dealer; AXIS Surveillance Partner; HikVision Surveillance Partner; Verkada Authorized Partner; Valcom Audio Systems Partner; plus, numerous other industry certifications available upon request.

Section F

TAB 4-Project Approach

Proposed Approach & Methodology:

MET understands the Village of Estero requires a unified, cloud-based security platform for all municipal facilities. The goal is to provide a scalable, secure, and centrally managed solution for video surveillance and access control that enhances safety, protects assets, supports operations, and reduces long-term costs.

To meet these objectives, MET will follow a phased, collaborative approach throughout the project lifecycle, starting with stakeholder engagement and requirements validation across different facility types. This ensures alignment with goals for standardization and scalability.

A comprehensive system design will feature cloud-native video management, ONVIF-compliant devices, and open-architecture components, with detailed plans to support coordination and future integration. Implementation will align with facility schedules, using installation best practices and thorough testing to ensure performance, reliability, and compliance.

The proposal emphasizes cost-effective solutions by leveraging cloud infrastructure, selecting standards-based equipment, and planning for future scalability. Value engineering and clear cost controls, including transparent budgeting and change management, will optimize spending and efficiency.

MET will also provide training, documentation, and ongoing support so the Village can operate and maintain the system effectively. This methodology aims to deliver a secure, high-quality solution, on time and within budget, in line with the Village's vision for modern security infrastructure.

Proposed Work Schedule:

MET will implement a structured, milestone-driven work schedule that aligns with the Village of Estero's phased facility development and ensures timely, coordinated delivery of the security system. The schedule is divided into **Pre-GMP (pre-Guaranteed Maximum Price)** and **Post-GMP (implementation and deployment)** phases, allowing for thorough planning, cost validation, and efficient execution.

Pre-GMP Phase (Planning, Validation, and Design)

Estimated Duration: 1 Week

1. Project Initiation & Stakeholder Coordination (Week 1)

- Kickoff meeting with Village stakeholders
- Establish communication protocols and project governance
- Confirm project goals, priorities, and success criteria

2. Site Assessments & Requirements Validation (Week 1)

- Conduct site visits for Village Hall and existing facilities
- Review concept plans for parks and future developments
- Coordinate with third parties (e.g., Estero High School where applicable)

Post-GMP Phase (Procurement, Installation, and Deployment)

Estimated Duration: 5 Weeks (Phased by Facility)

3. Procurement & Pre-Installation Planning (Weeks 1–2 post-GMP)

- Order equipment and confirm supply chain timelines
- Coordinate with construction schedules for new facilities
- Finalize installation sequencing and logistics

4. Infrastructure Installation (Weeks 2–3 post-GMP)

- Install cabling (Cat6A/fiber), network equipment, and enclosures
- Deploy power systems, UPS, and surge protection
- Prepare sites for device installation

5. Device Installation & System Integration (Weeks 3–4 post-GMP)

- Install cameras, access control hardware, and gateways
- Configure cloud-based VMS and access control platform
- Integrate all devices into unified management system

6. Testing, Commissioning & Validation (Week 4 post-GMP)

- Perform system-wide testing (video, access control, alerts, failover)
- Address deficiencies and finalize system acceptance

7. Training & Documentation (Week 5 post-GMP)

- Provide hands-on training for Village staff
- Deliver as-built drawings, system manuals, and support documentation

8. Go-Live & Ongoing Support (Week 5 post-GMP)

- Final system activation and transition to operations
- Provide post-installation support and warranty services
- Establish maintenance and monitoring protocols

Phased Deployment Strategy by Facility

- **Phase 1 (Priority):** Village Hall (upgrade/transition)
- **Phase 2:** Estero River Park-Restroom Facility and Trail
- **Phase 3:** (Future) River Oaks Preserve and Entertainment Campus
- **Phase 4 (Future):** Public Works Yard and additional facilities

Schedule Management Approach

MET will actively manage the schedule through:

- Regular progress meetings and reporting
- Coordination with construction and Village timelines
- Early identification of long-lead items
- Flexible sequencing to accommodate facility readiness
- Use of standardized designs to accelerate deployment across multiple sites

This proposed work schedule ensures a logical progression from planning through execution while maintaining flexibility to adapt to the Village's growth. The phased approach enables early delivery of critical facilities while supporting efficient, scalable expansion as new sites come online.

Schedule Control Narrative

- Not Applicable-no subcontractors will be used on this project.

Stakeholder Coordination & IT Integrations:

MET will work closely with Village IT staff and stakeholders to ensure the successful design, deployment, and operation of a unified cloud-based security platform. Our approach includes early and ongoing communication, clear roles, and alignment with the Village's technical standards and cybersecurity requirements.

Design Phase-MET will collaborate with IT, facilities, and administrative staff to validate requirements and ensure system compatibility with infrastructure. Coordination on network architecture, security policies, and integration will be supported through workshops to confirm standards and compliance.

Deployment Phase-Regular updates and meetings will keep all parties informed. Devices will follow IT-approved configurations and security protocols, with close coordination on firewall, access, and authentication changes. Any downtime or cutovers will be scheduled to minimize disruption.

Cybersecurity & Compliance-MET will fully adhere to Village IT security policies, handling encryption, secure onboarding, access control, and audit logging. Ongoing support ensures continued compliance and Village ownership of credentials and controls.

Training & Knowledge Transfer-Comprehensive training and documentation will be provided for IT and operational staff, enabling them to manage and maintain the system confidently.

Ongoing Support-After deployment, MET will provide support, monitor system health, handle updates, and assist in future expansions. User access, incident response, and system reliability will remain priorities.

Stakeholder Engagement-Engagement with non-IT staff, including facilities, safety, and administration, will ensure the solution supports daily operations. Feedback mechanisms will drive continual improvement.

MET aims to serve as a collaborative partner, keeping all stakeholders aligned throughout the project for a secure, integrated, and sustainable outcome.

Lifecycle Management:

MET's lifecycle management ensures the Village of Estero's security system stays secure, up-to-date, and scalable. The approach includes structured maintenance and long-term planning to protect the Village's investment and support technology growth.

Ongoing System Support & Monitoring

After deployment, continuous support is provided through SLAs covering remote diagnostics, incident response, and onsite service as needed. The cloud-based system allows real-time monitoring and automated alerts for quick resolution of issues.

Firmware & Software Updates

A structured process regularly validates and deploys firmware and software updates for all components, improving security and functionality. Updates are tested with Village IT to maintain stability.

Cybersecurity Maintenance

Cybersecurity measures include patch management, certificate renewal, and periodic reviews, adhering to best practices and protecting against new threats.

Scalability & Expansion

The modular, cloud-first design supports seamless expansion without major infrastructure changes. Standardized hardware and templates enable efficient future deployments.

Obsolescence Planning & Technology Refresh

Advance notice of EOL/EOS, recommended upgrade paths, and backward compatibility ensure smooth transitions to new tech.

Performance Optimization & Continuous Improvement

Regular reviews assess performance and user experience, with ongoing recommendations to keep the system effective.

Documentation & Knowledge Management

All updates and configurations are documented and provided to the Village for transparency and ease of maintenance.

In summary, this approach keeps the Village's security platform secure, reliable, and adaptable while reducing risk and unplanned costs.