

Request for Bid



Alabama Community College System & Alabama Higher Education Joint Purchasing Agreement

MANUFACTURER SUPPLIED TECHNOLOGY EQUIPMENT WITH
PERIPHERALS,
SOFTWARE, NETWORKING, EQUIPMENT, MAINTENANCE AND
PROFESSIONAL SUPPORT SERVICES BID

Submitted by:

One Diversified, LLC
121 12th Street South
Birmingham, AL 35233
334-546-0034 / 866-447-1004
www.diversifiedus.com

January 18th, 2022
Bid #: ACCS-2022-01
Return by: February 11th, 2022 at 4:00 PM CST

LETTER OF TRANSMITTAL

To: Alabama Community College System
Joint Purchasing Agreement

From: One Diversified, LLC
121 12th Street South
Birmingham, AL 35233

Date: February 11, 2022

Subject: ACCS-2022-01

This letter is to transmit that One Diversified, LLC is officially submitting a response to the Request for Bid # ACCS-2022-01. Due on February 11, 2022 at 4:00 pm CST.

Scott Skoneki, Senior Account Executive, is authorized to make contractual obligations and to negotiate on behalf of One Diversified and can be reached at 334-546-0034 or 866-447-1004.

Brad Sellars, Director, is authorized to make contractual obligations for One Diversified, and can be reached at 770-441-5156 or 866-447-1004.

Either Scott Skoneki or Brad Sellars may be contacted for clarification to any part of this response.

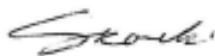
Either Scott Skoneki or Brad Sellars are authorized to negotiate the contract on behalf of the organization. Title and telephone number listed below.

One Diversified, LLC accepts the Conditions Governing the Procurement unless explicitly noted within the response.

One Diversified, LLC has received all amendments to this RFB.

Respectfully,

Scott Skoneki



Brad Sellars



EVALUATION SUBMISSION FORM

Vendor Name: One Diversified, LLC

Last Updated: 02/11/2022

JPA Website Address: <https://diversifiedus.com/locations/#toggle-id-9>

Primary Contract Executive(s):

Scott Skoneki, 334-546-0034, sskoneki@diversifiedus.com

Brad Sellars, 770-441-5156, bsellars@diversifiedus.com

Sr. Account/Sales Manager(s):

Tim Gray, 205-540-4321, tgray@diversifiedus.com

Debra Foley, 952-486-6546, dfoley@diversifiedus.com

Technical Support:

David Hewlett, 334-657-6001, dhewlett@diversifiedus.com

Administrative Support:

Angela Smith, 205-914-9371, asmith@diversifiedus.com

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RESPONSE TO GENERAL REQUIREMENTS AND SPECIFICATIONS

- 1.1 One Diversified, LLC acknowledges, agrees, and will comply
- 1.2 One Diversified, LLC acknowledges, agrees, and will comply
- 2.1 One Diversified, LLC acknowledges, agrees, and will comply
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- 2.1.7 One Diversified, LLC acknowledges, agrees, and will comply
- 2.1.8 One Diversified, LLC acknowledges, agrees, and will comply
- 2.1.9 One Diversified, LLC acknowledges, agrees, and will comply
- 3.1 One Diversified, LLC, is an ISO 9001 certificate holder. We have included our ISO 9001. We are also responding to this bid with products from manufacturers with whom we hold an authorized partner and reseller position. Each manufacturer's authorization letters and ISO 9001 certifications (if applicable) are contained within the response.
- 3.2 One Diversified, LLC acknowledges, agrees, and will comply
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- 3.20 One Diversified, LLC acknowledges, agrees, and will comply
- 3.21 One Diversified, LLC acknowledges, agrees, and will comply
- 3.22 Product & Services Delivery Overview: One Diversified, LLC acknowledges, agrees, and will comply

Company Profile

Corporate History

Diversified was formed in 1993 as a full-service systems and media technology integration company, originally addressing the technical needs of the broadcast, audio-visual, IT and RF market segments. However, as the market needs continued to grow and evolve, so did Diversified's service offerings. Over the years, the company made a series of strategic investments and acquisitions that not only expanded their portfolio of expertise but also extended their geographic footprint to better serve a growing client base.

With the enhanced capabilities, Diversified emerged as an industry leading technology solutions provider delivering innovative digital media, collaborative, broadcasting, electronic security, and OTT solutions to a global clientele

across a wide array of markets including financial, media & entertainment, enterprise, energy, higher education, technology, healthcare, hospitality, government, and more. As an engineering-centric organization, specialized teams of technical experts partner with clients to design custom solutions that enhance their operations, increase productivity, and help drive ROI.

Today Diversified has more than 30 offices serving Fortune 500 clients around the world and is widely recognized for thought leadership and strategic enterprise implementation. From initial design consultation to deployment to managed services, Diversified is a trusted technology partner.

Organization

Diversified delivers services and solutions through specialized, yet collaborative divisions. These industry and technology specialized divisions understand the unique challenges, business issues and emerging technology trends which enables us to deliver solutions tailored to each client's needs.

- Advanced Visual Environments
- Business Consulting Group
- Digital Media Group
- Diversified Global Services
- Electronic Security Solutions
- Federal Solutions Group
- Intelligent Technology Solutions
- Media & Entertainment
- Medical Innovation Group
- Mission Critical Environments
- Sports & Live Events
- Structured Cabling Solutions

▶	1993 Founded
▶	1,500 Employees
▶	\$750M Revenue
▶	5,000 Integrations/Year
▶	200+ Vehicles Serving Clients
▶	9.1 Out of 10 Customer Satisfaction
▶	3 Network Operation Centers
▶	300,000 Monitored Endpoints

Worldwide Deployment

Diversified integrates and maintains technology solutions across the U.S. and around the globe. Many of our large, multi-national clients rely on us to deploy enterprise solutions throughout North America, South America, Europe, Southeast Asia and the Middle

East. Diversified is a founding member of the PSNI Global Alliance, a vetted network of global technology partners and integrators providing additional service and support worldwide.



Leading the Industry

Diversified's distinctions and awards include recognition by the following organizations.



Executive Leadership

Fred D'Alessandro, CEO



Before founding Diversified, Fred D'Alessandro worked as an engineer in the media and entertainment industry, where his fascination with technology and new applications began. He has been instrumental in growing Diversified to the industry leading position it holds today. Fred leads Diversified through corporate planning, strategic market development, creating and maintaining partnerships, overseeing operations, and managing customer and manufacturer relationships. Fred has the knowledge and skills needed to keep Diversified at the forefront of the digital transformation that is redefining the way businesses operate across the globe.

Kevin Collins, President



Kevin has amassed three decades of experience in turnkey broadcast media and AV systems integration, working in and around industry since 1986. Starting with Diversified in 1993 as a startup enterprise, he was one of the company's first ten employees. During his tenure, Kevin has held various key positions in both sales and operations and now serves as President and Chief Operating Officer. He holds direct P&L responsibility for the development of the short and long-term business plans, business development, employee recruiting/retention, process development and cost control.

Scott Gindea, CFO



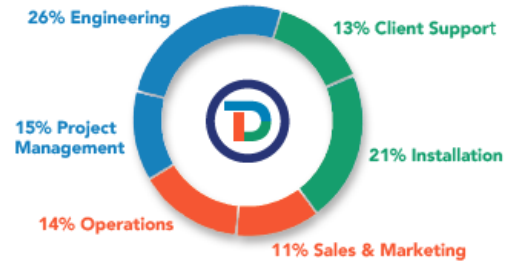
With more than 20 years of experience, Scott is a strategic and operations finance professional with a strong background in Financial Planning & Analysis (FP&A) and proven success in driving positive results for both public and private service and manufacturing organizations. He possesses strong analytical skills as well as the business knowledge and financial acumen required to support global and matrix environments. Through a core understanding that Finance must be a strategic business partner and advisor to Sales and Operations, Scott has successfully led numerous organizations through integrating acquisitions, implementing strategic initiatives and improving topline growth as well as profit margins and cash flow.

Certified for Success

Our service offerings are based on the highest technology credentials, backed by world-class project management skills and fueled by a passion for helping clients.

As an engineering-centric company, we make training and certification priorities to ensure our clients receive the best possible service and support.

DISTRIBUTION OF EMPLOYEES



INSTALLERS · DESIGNERS



CERTIFIED PROFESSIONAL
BROADCAST ENGINEERS



FELLOW



REGISTERED COMMUNICATIONS
DISTRIBUTION DESIGNERS



CERTIFIED INFORMATION SYSTEMS
SECURITY PROFESSIONALS



SECURITY · WIRELESS · DESIGN



ROUTE/SWITCH · VOICE/COLLABORATION



Our PMP certification and project management practice ensures a thorough, consistent and fully documented approach across all projects. The optimum outcome is achieved through established processes, careful oversight and clear communication.

We also hold certifications from leading manufacturers. Following is a sample with a complete list available upon request.

AV | AMX, Barco, Biamp, Christie, ClearOne, Crestron and Polycom

BROADCAST | Evertz, Panasonic, Sony Quantum Storage Systems

IT | Aruba, Cisco, Dell, Microsoft, NetApp, Palo Alto Networks, and VMware

SECURITY | AMAG, Avigilon, DSX, Exacq, Honeywell, Lenel, PremiSys, S2 & Valcom

Organizational Overview

Advanced Visual Environments



Our Advanced Visual Environments team provides consultation, design, implementation and maintenance of easy-to-use collaboration spaces that increase productivity.

- Development and implementation of standards-based collaborative meeting spaces
- Providing reliable and easy to use connected experiences in the workplace
- Maximizing value through electronic room scheduling and automated collaboration systems

Business Consulting Group



Brings industry-aware experts to understand your business goals, assess your challenges and formulate solutions that are relevant to your business.

- Leverage a matrixed team of experts to analyze your business, operation and technologies
- Develop a strategy to align tactical operations against strategic business goals
- Specify problem-solving tools & methods and develop a plan for successful execution

Digital Media Group



A full-service managed network provider of digital communication solutions offering state-of-the-art monitoring and management of our clients' infrastructure data.

- Consultation, design, network architecture and dynamic content generation
- Experiential design, digital signage networks and IPTV systems
- Content strategy, graphics/video production, and interactive/UX design
- 24/7/365 network operation center, remote & on-site services

Diversified Global Services



We provide flexible plans tailored to maximize your systems' up-time, reduce your operating costs and prolong your technology investments. Support for your organization is orchestrated through our 24/7/365 Global Service Center.

- Robust client support agreements including: guaranteed on-site response time, regular preventative maintenance visits and unlimited help desk support
- Nationwide support from our highly trained field service technicians who are focused exclusively on service and repair activities
- Equipment coverage enabling customers to avoid the risk of unexpected and expensive equipment replacement



Electronic Security Solutions

Our security experts will help you identify your vulnerabilities and implement the right mix of security strategies and solutions such as comprehensive, IP-based access control, rules-based intrusion and video surveillance—on-premises or in the cloud.

- Managed access control, video surveillance and intrusion detection
- Physical security information management (PSIM) for situational awareness and centralized management
- Mass emergency notification systems for disparate communication platforms



Federal Solutions Group

We understand the unique challenges and requirements of federal customers and have successful past performance within the DoD, intelligence and federal civilian agencies.

- Secure multiple classification A/V systems design and installation
- AV/VTC conference rooms, video walls and operation centers
- AV support, maintenance services and 24/7 help desk
- Unified communications classified / unclassified
- IT infrastructure build-out and modernization



Intelligent Technology Solutions

Our IT certified team offers expert design and implementation of wireless technology, data center and network systems to optimize your IT performance. We partner with clients to deliver secure, reliable IT solutions that serve as the technology backbone for their daily operations.

- Enterprise networking and mobility solutions
- Data center switching, virtualization, computing, storage and back-up for on-premise, hybrid and cloud environments
- Next-gen cybersecurity for risk management and infrastructure security



Media & Entertainment

This team reviews your existing workflows and skillfully designs and integrates scalable network solutions to support your advanced digital media, dramatically increasing operating efficiencies while delivering a superior product that engages your audience.

- Consulting for studio, lighting and set design as well as infrastructure requirements and staffing
- Implementation for content management, archiving, broadcasting, streaming and post production
- Studio & post production facilities, editorial suites
- Mobile production units, broadcast & cable networks



Medical Innovation Group

Our team of medical experts, with deep knowledge of the growing challenges in healthcare, leverage Diversified's extensive expertise to deliver solutions that complement our partner's infrastructure and provide interoperability of new and existing capital assets.

- Clinical integration solutions
- Vendor-neutral content management
- Workflow optimization, data analytics & asset management tools
- Situational awareness applications
- Patient and healthcare professional education solutions



Mission Critical Environments

Provides turn-key, design-build for command and control facilities that allow operators to instantaneously disseminate critical data, accelerating response times through enhanced situational awareness.

- Room design, technology design and room adjacencies for operational control centers
- Advanced visual analytics for data analysis and correlation
- Networked visualization for distributed workforce collaboration
- Emergency, security, utility and intelligence operation centers



Sports & Live Events Group

These sports and live venue specialists team with venue ownership, facilities, and engineering staff to deliver video control rooms, audio, LED displays, and IT solutions creating immersive fan experiences and accelerating ROI in this ever-changing market.

- HD/UHD/IP video control rooms
- Sound reinforcement
- LED displays
- Broadcast and structured cabling
- Audiovisual, IPTV and digital signage



Structured Cabling Solutions

Our certified team of network specialists design and implement integrated voice, data application and management system solutions that power and provide dependable connectivity to your critical IT network infrastructure.

- End-to-end structured cabling systems
- Data center installations
- Fiber-optic installations
- Wireless design and implementation
- BICSI-certified RCDDs

Project Life Cycle



Project Profiles

Advanced Visual Environments



eBay | Main Street San Jose, CA

- Diversified delivered a custom LED solution of five iconic displays.
- A total width of 55-ft. which serves as a large media canvas.
- The project was a collaboration with ESI Design, the consultant, and Float4 the content developer.



Fiserv | Headquarters Atlanta, GA

- Diversified created an impactful brand experience for Fiserv clients through digital signage in the lobby and public areas.
- Collaborative environments with seamless connectivity and standardized technology and functionality in huddle spaces and meeting rooms on each floor of the building.



Intercontinental Exchange Atlanta, GA

- Diversified provided design and integration of collaborative and meeting room scheduling technologies for ICE's consolidated Atlanta operations.
- Systems included: video walls, digital signage and purpose-built systems for network and security operations.



Samsung | Experience Center New York, NY

- Design and integration of a digital playground with numerous installations and touchpoints.
- One-of-a-kind giant digital screen made from 96 55-inch visual displays, auditorium seating for performances and special events, a broadcast studio control room, a virtual reality area.
- A zoned audio system, an outdoor event space and a virtual reality tunnel with curated content.

Business Consulting Group



International Cable Programmer

Organizational Alignment | U.S., EMEA

- Diversified performed a total operational alignment study to determine the best location from which to manage the portfolio of services performed.
- Deep assessment of installed versus virtualized and cloud-based offerings.
- 5-month engagement with a 6-member team providing expertise across Technology, Distribution, Operations, Regulatory Compliance, Real Estate, Tax & Finance.

Public Media Station

Capital Reinvestment Strategy | U.S.

- Diversified performed a Capital Reinvestment Strategy to identify a technology roadmap for a multi-platform Public Media Station.
- Technology roadmap development required an assessment of current practices and a final recommendation for realignment of the operation to the business goals.
- Roadmap includes a “Path to Public Cloud” approach that offers agility when the client is ready.

Owned Station Group

Tech Core with Remote Station Operation | U.S.

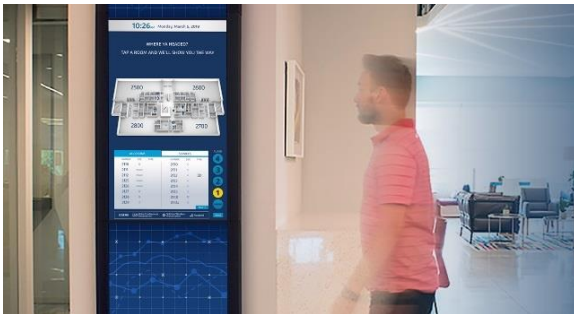
- Diversified performed a Conceptual Design and Business Case Justification for the station group to construct a centralized technical “Hub” with the in-market station operations “tethered” to the central core.
- Various resiliency concepts and related cost models were developed to determine best approach and Return on Investment opportunities.
- Proof of Concept project was approved and is planned for completion in early 2019.

Digital Media Group



Bank of America | Signage Systems Chicago, IL

- For this multi-phase collaboration, Diversified engineers gave considerable attention to maintaining the integrity of the historic art deco building from planning through installation.
- The project scope ranged from video walls and displays in the learning centers, financial center, home loan area and conference rooms to a show-stopping 2x2 custom, transparent, organic LED display. Then for the street view and bank lobby, LED stretch screens share stock ticker information, weather, marketing videos, and news.



Capital One | Wayfinding & Communication System Richmond, VA

- Diversified partnered with Capital One to develop a custom wayfinding application and corporate communication platform. From initial wireframes and design to programming and installation, the solution focuses on usability, accessibility and appeal in the interaction between the user and the signage.
- The 13 endpoints are located throughout four floors of the building and each displays one of three custom applications. Diversified provides ongoing monitoring, management and support for the system.



Comcast | Digital Signage & Experiential Learning Nationwide

- In addition to monitoring the digital signage network for 50+ Comcast retail locations, Diversified designed custom digital signage solutions for 4 flagship stores.
- Solutions include: a 10'x30' video wall displaying either full screen content, or utilizing multiple regions to display images, videos, or live content for in-store events. Experiential X1 pods, passion bays and VR games which customers use to interact with content while learning about Comcast's services.



Vornado-Marriott | Marquis Display New York, NY

- Diversified designed, furnished, installed and provides ongoing support for the content management system of 25,000+ sq.ft., HD digital billboard that spans the façade of the Marriott Marquis Hotel in the heart of New York City's Times Square.
- Flexible content options include the ability to fill the entire screen with a single video source, to display pictures from multiple advertisers simultaneously and to connect video feeds in support of live events.

Electronic Security Solutions



Federal Solutions Group

Fortune 50 Software Co. | Undisclosed Locations

- Diversified provides large data center physical security build-outs and retrofits with the latest in access control, video surveillance and security management systems to include cage security, biometric readers, CCTV and intrusion alarm detection and coverage.
- Diversified is a trusted partner to the corporation, providing consultation, logistical planning, design engineering and installation for each new site, including a standardized design for global continuity.

Consilio | International

- With locations all over the globe, Diversified provided an electronic security platform that allows access control for any location from centralized workstations and ease of entry for all authorized personnel, no matter which office they are visiting.
- The cloud-based solution provides standardization of access control, video assessment and surveillance systems. Admins can manage the entire enterprise from a central location with badging, monitoring and reporting with better control of who comes and goes and greater accuracy and response capabilities.

Morgan State University | Baltimore, MD

- Diversified provided access control systems, ensuring ADA compliance and seamless system integration. The multiple-phase design integrates classrooms and study spaces with the master security monitoring platform of the campus, using varying interoperable products such as CBORD, Honeywell Integrated Technical Security and Axis Communications.
- Diversified was involved in all aspects from consultation, logistical planning and staging to the installation, programming and commissioning of cabling, conductors and overall peripheral system equipment.

Anthology | Washington, DC

- Diversified designed and delivered security technology solutions for the 307-unit complex including: a tenant access control solution for the garage, main entrances and each apartment.
- All apartments were equipped with glass break sensors on each window and a temperature detector in case of emergency. Overhead PTZ cameras, 360-degree HD cameras, as well as an intrusion alarm system and motion detectors protect the entire complex from break-ins and unwanted visitors.



Georgia Systems Operations | Tucker, GA

- Diversified developed a turn-key video wall solution with a fully integrated platform comprised of an 8x4 matrix of 70" display walls, a controller and CMS control room management software.
- Using the videowall and software, operators and managers more easily control and collaborate on content thereby creating a common operational picture from multiple sources which enables them to make faster, better decisions.



Naval Air Station, Oceana | Virginia Beach, VA

- Diversified transitioned their legacy PBX phone system to a VoIP system in order to deliver enhanced voice and data features for 1,500+ users and 2,000+ endpoints across a 40-building campus.
- Diversified also delivered a mass notification system integrated with the VoIP architecture including: a network alerting system, telephone alerting system, personnel alerting system and unified notification management capability.



Marine Special Ops Command | Jacksonville, NC

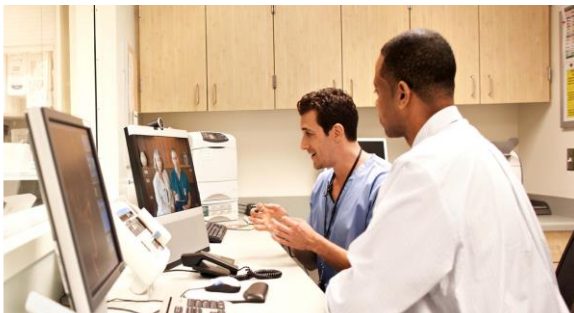
- This multi-year, multi-building project included a state-of-the-art HQ command center, base-wide visual communication distribution network, and multiple conference/briefing rooms.
- The systems include: a switchable secure/non secure video conferencing network, HD cable TV system, and command/control facility.



Orlando VA Medical Center | Orlando, FL

- Diversified developed a consolidated media system including automated AV, media control, presentation systems, intelligent learning boards, digital video walls and building automation system.
- The system conserves energy while maximizing the use of innovative and interactive technologies.

Intelligent Technology Solutions



Claims Management Provider | Confidential

- Design and implementation of unified communications manager and hybrid WebEx/Telepresence conferencing system.
- The new video network enables the firm to provide real-time consulting services and support to clients across its global locations.
- Diversified provides ongoing enterprise-wide remote and on-site support through its managed services program.

Florida Hospital Assoc. | Tallahassee, FL

- Specification and deployment of a video conferencing network for use in its tele-neurology program which provides 24/7 consultation with neurologists.
- The migration to the new system took place without any downtime or interruption of services to the patient population.
- The technology extends the facility's reach and provides new and innovative ways to deliver remote healthcare.

Naval Air Station, Oceana | Virginia Beach, VA

- Transition their legacy PBX phone system to a VoIP system in order to deliver enhanced voice and data features for 1,500+ users and 2,000+ endpoints across a 40-building campus.
- The new system's advanced features increase end-user productivity and administrative features make it easier for their team to manage.

Materials Handling Company | Confidential

- Design, deployment and support of a visual communications hub with secure video conferencing.
- Design, technical specifications, and direction for an enterprise-wide unified communications network with VoIP voice, data, videoconferencing, streaming media and multiple types of messaging.

Media & Entertainment



Fox News | News Studio

New York, NY

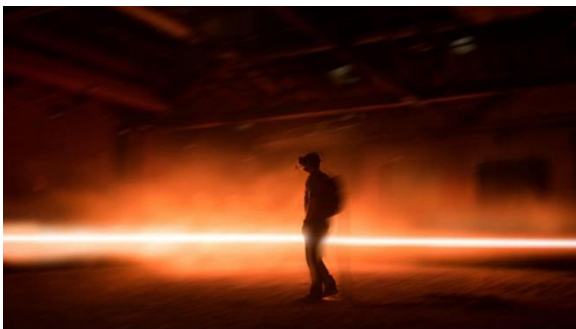
- Fox sought to revolutionize the way broadcast news was presented which involved an overhaul in their news gathering methodology and studio.
- Diversified designed and integrated a new control room and workflow to share video across a 38-foot, floor-to-ceiling grid of displays while a ribbon of suspended displays tracks videos, photos, news feeds, weather and stock prices.



KXAS NBC Dallas| News Station

Dallas, TX

- During the two-year design process, Diversified listened to the client's needs then developed flexible IP and file-based workflows to help them adapt to the changing technology and market conditions.
- Diversified then integrated three HD production control rooms into the 75,000 sq.ft. building to support four studios which handle six program streams for NBC 5, Cozi TV, Telemundo 39, Exitos and mobile DTV feeds.



Legendary Films | Virtual Reality

Burbank, CA

- Diversified collaborated on "Came Y Arena" a unique experiential installation that immerses participants in the elements and experiences of illegally crossing the Mexico-United States border.
- The exhibit includes virtual reality experience and transport, audio systems, motion capture, LED and show lighting, digital signage, and an operator control room to create the immersive illusion.



Viacom Media Network | Mobile Production

New York, NY

- Diversified integrated 4K production capabilities for Viacom's 'Atlas' mobile units which support the VMA's and other complex, live events.
- The audio production unit contains one of the mobile industry's largest audio control rooms and the video production unit include space for additional production equipment and operators.

Mission Critical Environments



IntelSat | NOC Ellenwood, GA

- Diversified combined their four operations centers into one comprehensive Network Operations Center (NOC) and significantly upgrade their capabilities to more effectively support their operational requirements.
- IntelSat now has the scalability to share content in multiple formats across the video wall and across their network to other buildings.



Georgia Systems Operations Center | EOC Tucker, GA

- Diversified developed a turn-key video wall solution with a fully integrated platform comprised of an 8x4 matrix of 70" display walls, a controller and CMS control room management software.
- Using the videowall and software, operators and managers more easily control and collaborate on content thereby creating a common operational picture from multiple sources which enables them to make faster, better decisions.



Prince George's County | EOC Upper Marlboro, MD

- Diversified delivered enterprise-based video and control systems that would scale and interconnect with endpoints such as PCs, encoders, IP cameras, network video recorders (NVR) and/or other facilities and systems on the same network.
- The AVS needed to be able to drive multiple video walls in various locations connected by an IP network.



United Airlines | NOC Chicago, IL

- Diversified helped UAL consolidate its flight operations into the industry's premier network operations center.
- Diversified designed and integrated this 24/7/365 NOC including everything from a multi-tiered security system to custom-designed workstations.
- The project included collaborative systems for conference rooms, huddle spaces and digital signage for the facility.

Sports & Live Events



Atlanta Falcons | Control Room

Atlanta, GA

- Integration of an IP-based control room that delivers high-definition video via first-of-its-kind graphics platform for the NFL's first 360-degree, halo-style videoboard.
- Diversified collaborated with manufacturers and the client to integrate the "cutting edge" solution which delivers video content in the correct perspective from every angle around the stadium. The halo board is 58-feet tall by 1,075-feet wide and shows as many as eight different TV feeds.



Chicago Cubs | Control Room

Chicago, IL

- Diversified's work with the Cubs included consulting for replay boards as well as ongoing partnership on the multi-phase, multi-year upgrades to the video control room.
- This included integration of the control room into temporary office spaces then moving and re-integrating the control room into a permanent location at Wrigley Field.



Miami Dolphins | Digital Audio Networking

Miami, FL

- Diversified partnered with Dolphins' IT and broadcast teams to design and implement stadium bowl and venue sound on a converged network.
- The significant benefits of this system include: flexibility (any input source added to the network at any point via switch), signal quality (audio remains digital until the output to the amplifiers), scalability (the sound system can be expanded with the addition of new endpoints), and system-wide redundancy.



Detroit Redwings | Control Room

Detroit, MI

- Diversified integrated a 3G video production and distribution system which enables the Redwings entertainment-services team to easily manage, store and distribute content for 45 large LED displays throughout the venue.
- These include two 360-degree ribbon displays, 15 additional ribbon displays, seven exterior displays, an LED ceiling and a 600-foot jewel skin in the upper concourse.

Structured Cabling Solutions



Cemex | Houston, TX

- Provided structured cabling services for all facilities nationwide.
- Delivered and installed over 1000+ category UTP 5e cable for a newly built multi-story office building.

Florida Power & Light | Juno Beach, FL

- Designed and integrated the FPL operations center and provided structured cabling with over 566 strands of fiber optic cables and 675 runs of category 6 shielded cables.
- Leveraged relationships with various vendors, contractors and distributors to secure discount prices, contract labor and inventory management.

Kamtek, A MAGNA Company | Troy, MI

- Designed and installed fiber optic and UTP category structured cabling plant for their new 90,000 sq.ft. casting facility. Diversified delivered over 1,000 ft. of outside plant, fiber optic connectivity from their main and secondary facilities using directional underground boring. Our team installed enteral fiber ring, including a number of IDF's throughout the production facility.
- Testing documentation and CAD drawings were provided as part of our as built package.

Polaris Industries | Roseau, MN

- Provided fiber optic and category structured cabling for their new 750,000 sq.ft. facility.
- Worked closely with their IT team to design, engineer and deliver a redundant fiber optic connectivity ring within the production facility to maintain critical uptime with production. Nearly 1,000 copper CAT6 cables were installed throughout the production and administration offices along with 100+ wireless access points and other network hardware.

Services Overview

Break/fix Service Agreements: Customer Agreements are available upon request.

Item	Qty	Description	Price
1	1	ASSURANCE – Client Support Agreement <ul style="list-style-type: none"> • 24/7/365 • Exclusive 1-800 to support line • 8 hour a day, five day a week 1-hour call-back time • Unlimited on-site visits (travel and expenses are covered) • 1 business day on-site response • Priority queuing • Two preventative maintenance visits per year • Replacement part coverage • Product manufacturer management • Additional periodic training / re-training (2 four-hour session per year) 	Included
Item	Qty	Description	Price
1	1	ASSURANCE – (Labor Only) – Client Support Agreement <ul style="list-style-type: none"> • 24/7/365 • Exclusive 1-800 to support line • 8 hour a day, five day a week 4-hour call-back time • Unlimited on-site visits (travel and expenses are covered) • 2 business day on-site response • One preventative maintenance visit per year • Product manufacturer management • Replacement parts NOT covered under this agreement 	Included

On-site/Embedded Techs

Item	Qty	Description	Price
1	1	Site Facilitator/Meeting/Event support—ADOPT <ul style="list-style-type: none"> Dedicated on-site resource at a predesignated location – available forty (40) hours/week, fifty-two (52) weeks annually Unlimited technical support Mon-Fri 8a to 5p for eight (8) hours daily Operational support for meetings/events for eight (8) hours daily On-going Preventative Maintenance checks Assists with maintaining inventory accuracy/changes 	Included

Partner/Manufacturer (sub-coverage) Support

This coverage is a technical support service that gives your IT staff direct access to Diversified' Global Service Center experts in combination with manufacturer partnerships to provide solutions and support for your devices.

Item	Qty	Description	Price
1	1	Manufacturer (sub-coverage) Support <ul style="list-style-type: none"> 24/7/365 Unlimited email/phone support to Diversified' Global Service Center Manufacturer's self-help support with online knowledge base, communities, resources and tools 8 hour a day, five day a week 4-hour call-back time Priority scheduling of on-site service over non-contract holders Product manufacturer management – Options: <ul style="list-style-type: none"> a) Software/hardware updates b) Advanced equipment replacement c) Smart management (if enabled) 	Included

Managed Services (Options)

Item	Qty	Description	Price
1	1	Managed Services (Available Options) <ul style="list-style-type: none"> Digital signage IPTV UC – Unified Communications support Video conference support Remote monitoring Asset Management IT Engineering Support 	Included

*During business hours: M-F 8:00 a.m. to 6:00 p.m.

To learn more about our support services and the type of program we can tailor to your needs, call 800.554.5440 or visit us online at Diversified.com/Support.

NON – CSA Support

If a CSA is not selected by the customer, Technical Support is available by calling 866.447.1004. A Team of sixteen Service Technicians, Programmers, Design Engineers, Field Engineers, Service Technicians, and Installation Experts is based in this office. This team is managed by a regional Technical Operations Director, also based in Birmingham.

All of these technical employees hold industry certifications, including CTS, CTS-I, and CTS-D, as well as multiple manufacturers' authorizations and certifications. Many of the Sales Account Managers also hold industry CTS certifications along with manufacturers' requirements, such as SMART Certified Trainer.

Service calls received will be directed to the correct technical representative for timely and correct trouble-shooting and diagnosis of the service issue(s). On-site service will be provided and coordinated with the customer for scheduling. According to the instance and customer preference, the service call can be negotiated on either a time & materials basis, or as a fixed price with terms & conditions agreed upon.

Installation Services

One Diversified, LLC, represents all of the major manufacturers in the Pro A/V and Conferencing industry. We provide complete turnkey solutions, including design, installation, programming, and physical installation services. Along with those services, our deliverables upon completion include system training for the end users and key operators, as well as a concise operator manual of all of the components in the system.

During the installation process, the assigned Project Manager will issue weekly progress reports that include delivery status and scheduling of installation services.

3.23 Reporting

One Diversified, LLC agrees to provide quarterly utilization reports to the ACCS system in conjunction with the schedule and contents described in the RFB. If selected as a vendor Diversified will work to provide electronic delivery of reports or direct access to internet or other data bases that may be used to administer the agreements or support marketing activities.

A minimum sample report for equipment purchases would be:

One Diversified, LLC									
Quarterly Usage Report									
First Quarter									
							Jan 2022-Mar 2022		
							Contract #: ACCS2022-01		
ABC Technical School							\$ 178,000		
	Monitors						\$58,000		
	Video Conferencing						\$120,000		
DEF Community College							\$ 152,000		
	Multimedia Hardware						\$98,000		
	Video Conferencing						\$54,000		
GRAND TOTAL							\$330,000		

3.24 Electronic Commerce

If selected as a vendor, One Diversified, LLC will comply with this requirement to provide the complete ESS as well as product specifications and options. One Diversified, LLC has maintained a website for the ACCS contract since 2012 (formerly as Technical Innovation)). One Diversified currently holds a Schedule 58 GSA Contract, and customers have the ability to access that information electronically. One Diversified also participates in the Mississippi Express Products List, and that information is also available electronically.

3.25 Breadth of Offering

One Diversified, LLC acknowledges, agrees, and will comply

Monitors (Touch and NonTouch): One Diversified will provide the complete product listing of NEC, Newline and LG large display monitors.

Video Conferencing Equipment: One Diversified will provide the complete product listing of Video and Audio Systems Conferencing Systems from Polycom.

Multimedia Hardware: One Diversified will provide the complete listing of Pro AV and Conferencing systems from Barco, Biamp, BrightSign, C2G, Cannon, Chief, Crestron, Da-Lite, Extron, Fujifilm, Grass Valley, Harman, Legrand, LG, AKG, Listen, BSS, Crown, JBL, SoundCraft, Middle Atlantic, NEC, NewLine, Panasonic, Planar, Plura, QSC, Ross Video, Shure, Sony, Telestream, Vaddio, Wiremold and Wolfvision.

Software: Only the proprietary software required for a system to function will be provided. No operating systems are required or included with this offering: Mersive Solstice and TriplePlay are examples of such software

3.26 Primary Account Representatives

One Diversified, LLC acknowledges, agrees, and will comply

Scott Skoneki, CTS – Primary ACCS Representative
Senior Account Executive
One Diversified

121 12th Street South
Birmingham, AL 35233
334-546-0034 / 866-447-1004
sskoneki@diversifiedus.com

Brad Sellars
Director
One Diversified
2975 Northwoods Pkwy
Atlanta, GA 30071
770-441-5156 / 866-447-1004
bsellars@diversifiedus.com

Tim Gray
Account Executive
One Diversified
121 12th Street South
Birmingham, AL 35233
205-540-4321 / 866-447-1004
tgray@diversifiedus.com

Debra Foley
Account Executive
One Diversified
10035 SW Arctic Dr.
Beaverton, OR 97005
952-486-6546 / 866-447-1004
dfoley@diversifiedus.com

Angela Smith
Marketing and Administrative Representative
One Diversified
121 12th Street South
Birmingham, AL 35233
205-914-9371 / 866-447-1004
asmith@diversifiedus.com

3.27 References

One Diversified, LLC acknowledges, agrees, and will comply

1. Wallace Community College - Selma
3000 Earl Goodwin Parkway
Selma, AL 36703
Robby Bennett – IT Director, rbennett@wccs.edu
334.876.9229 or 334.876.9227
General Classroom design and installation services. Campus signage.
Newline, NEC, Extron and design services
2. Central Alabama Community College
1675 Cherokee Road
Alexander City, AL 35010
Tyler Gray – IT Director, tgray@cacc.edu
256.215.4284
Tech Center refresh – Crestron equipment and programming. Installation services and design services.
3. Wallace Community College - Dothan
1411 Wallace Drive
Dothan, AL 36303
Patrick Adkinson – IT Director, pakinson@wallace.edu
334.983.3521
Vaddio, Barco, C2G and installation services.

Customer Satisfaction Surveys

(Max possible score for overall satisfaction - 5)
Alabama Real Estate Commission

Search Result	
Job Number	G05436
Client ID	
Client Company Name	Alabama Real Estate Commission
Contact First Name	Steven
Contact Last Name	Brown
Email address	steven.brown@arec.alabama.gov
Affiliate Salesperson Name	
Affiliate PM Name	Rod Buchanan
New or Repeat Customer	Repeat
Project Size	Not Answered
Project Duration	Not Answered
Overall Questions	Response
Q1. Likelihood to Recommend	10
Q2. Overall Satisfaction	5
Q2a. Reason for Dissatisfaction	
Q3. Technology meeting your expectation	Very Satisfied
Q4. Ease-of-Use	Very Satisfied
Q5. Value of the technology for the money spent	Very Satisfied
Q6. Project schedule	Very Satisfied
Q7. Training	Very Satisfied

Sales Support Questions	Response
Q8. Did you interact with the salesperson or sales team for this integration?	Yes
Q9. Overall satisfaction with salesperson.	Very Satisfied
Q9a. What caused your dissatisfaction with your salesperson?	
Q10. My salesperson clearly understood my organization's needs.	Very Satisfied
Q11. The products and solutions recommended solved my organization's problems and/or needs.	Very Satisfied
Q12. The scope of work and timeline were well defined.	Very Satisfied
Q13. My salesperson responded promptly to my questions or concerns.	Very Satisfied
Q14. My salesperson stayed involved in my project from start to finish.	Very Satisfied

Project Management Questions	Response
Q15. Overall, how satisfied were you with your project manager or project contact?	Very Satisfied
Q16. What caused your dissatisfaction with your project manager or project contact?	
Q17. The project was well-coordinated across all applicable teams (sales/design/install training, etc.)	Strongly Agree
Q18. The project manager/contact effectively communicated with me/my team throughout the course of the integration project.	Strongly Agree
Q19. The project manager/contact competently handled any issues or concerns that arose through the duration of the integration.	Strongly Agree
Q20. The project manager/contact competently managed the various crews involved in the integration.	Strongly Agree
Q21. The crews completed the work in an efficient and timely manner.	Strongly Agree
Q22. The crews arrived and departed on time.	Strongly Agree

Project Completion Questions	Response
------------------------------	----------

Q24. The system documentation met our expectations.	Strongly Agree
---	----------------

Q25. If training was included in your project, overall, how satisfied were you with the training you/your organization received?	Very Satisfied
--	----------------

Q25a. What caused your dissatisfaction with the training you received?	
--	--

Billing and Delivery Process Questions	Response
--	----------

Q26. Did you have any involvement with the billing or deliveries relative to your project?	Yes
--	-----

Q27. Overall, how satisfied are you with the billing and delivery process as it relates to your most recent integration project?	Very Satisfied
--	----------------

Q27a. What caused your dissatisfaction with the billing or delivery process?	
--	--

Q28a. Invoices are easy to understand.	Strongly Agree
--	----------------

Q28b. Invoices are accurate and timely.	Strongly Agree
---	----------------

Q28c. Responds quickly to your billing questions.	Strongly Agree
---	----------------

Q28d. Equipment shipped to you is properly packed and contains appropriate paperwork.	Strongly Agree
---	----------------

Service Contract/Agreement Questions	Response
--------------------------------------	----------

Q29. Do you have a customer support/service agreement with our company?	Yes
---	-----

Q30. The customer support/service agreement is clear and easy to understand.	Strongly Agree
--	----------------

Q31. The difference between product warranty and system warranty was clearly explained to me.	Strongly Agree
---	----------------

Q32. Please use this space to provide any additional feedback you may have about this integration project.

Our Salesperson, Scott Skoneki, and Project Manager, Rod Buchanan, were both friendly and helpful throughout the entire process. Scott was helpful in the selection of products that would fit our needs he also made some suggestions for new innovative products that have been very useful in our day to day work. When there was a need to change the order, Scott had no problem making the changes. Mr. Skoneki was available to answer any technical question I had. However, when he did not have an answer he would find the answer quickly and get back to me. Frankly, this is a breath of fresh air since most of the salespeople I normally deal with just tend to make up something they think I want to hear when they don't know the answer to a question. As a Project Manager and an ambassador for your company, Rod Buchanan is a great asset to Diversified. His helpful and friendly demeanor is only matched by his desire to make the customer feel satisfied with the product installation and implementation. Bobby worked tirelessly to make sure that we were happy with the project even going so far as handling numerous last-minute changes at the request of our Executive Director. He did all this with a smile on his face and gave us the impression that he only wanted us, as the customer, to be happy.

Customer Satisfaction Surveys
(Max possible score for overall satisfaction - 5)
University of West Florida

Search Result	
Job Number	G05999
Client ID	
Client Company Name	UWF
Contact First Name	Diana
Contact Last Name	Walker
Email address	dwalker@uwf.edu
Affiliate Salesperson Name	
Affiliate PM Name	Dan Yanik
New or Repeat Customer	Repeat
Project Size	Not Answered
Project Duration	Not Answered

Overall Questions	Response
Q1. Likelihood to Recommend	10
Q2. Overall Satisfaction	5
Q2a. Reason for Dissatisfaction	
Q3. Technology meeting your expectation	Very Satisfied
Q4. Ease-of-Use	Very Satisfied
Q5. Value of the technology for the money spent	Very Satisfied
Q6. Project schedule	Very Satisfied
Q7. Training	Very Satisfied

Sales Support Questions	Response
-------------------------	----------

Q8. Did you interact with the salesperson or sales team for this integration? Yes

Q9. Overall satisfaction with salesperson. Very Satisfied

Q9a. What caused your dissatisfaction with your salesperson?

Q10. My salesperson clearly understood my organization's needs. Very Satisfied

Q11. The products and solutions recommended solved my organization's problems and/or needs. Very Satisfied

Q12. The scope of work and timeline were well defined. Very Satisfied

Q13. My salesperson responded promptly to my questions or concerns. Very Satisfied

Q14. My salesperson stayed involved in my project from start to finish. Very Satisfied

Project Management Questions Response

Q15. Overall, how satisfied were you with your project manager or project contact? Very Satisfied

Q16. What caused your dissatisfaction with your project manager or project contact?

Q17. The project was well-coordinated across all applicable teams (sales/design/install training, etc.) Strongly Agree

Q18. The project manager/contact effectively communicated with me/my team throughout the course of the integration project. Strongly Agree

Q19. The project manager/contact competently handled any issues or concerns that arose through the duration of the integration. Strongly Agree

Q20. The project manager/contact competently managed the various crews involved in the integration. Strongly Agree

Q21. The crews completed the work in an efficient and timely manner. Strongly Agree

Q22. The crews arrived and departed on time. Strongly Agree

Project Completion Questions Response

Q24. The system documentation met our expectations. Strongly Agree

Q25. If training was included in your project, overall, how satisfied were you with the training you/your organization received? Very Satisfied

Q25a. What caused your dissatisfaction with the training you received?

Billing and Delivery Process Questions	Response
--	----------

Q26. Did you have any involvement with the billing or deliveries relative to your project?	Yes
--	-----

Q27. Overall, how satisfied are you with the billing and delivery process as it relates to your most recent integration project?	Very Satisfied
--	----------------

Q27a. What caused your dissatisfaction with the billing or delivery process?

Q28a. Invoices are easy to understand.	Strongly Agree
--	----------------

Q28b. Invoices are accurate and timely.	Strongly Agree
---	----------------

Q28c. Responds quickly to your billing questions.	Strongly Agree
---	----------------

Q28d. Equipment shipped to you is properly packed and contains appropriate paperwork.	Strongly Agree
---	----------------

Service Contract/Agreement Questions	Response
--------------------------------------	----------

Q29. Do you have a customer support/service agreement with our company?	Yes
---	-----

Q30. The customer support/service agreement is clear and easy to understand.	Strongly Agree
--	----------------

Q31. The difference between product warranty and system warranty was clearly explained to me.	Somewhat Agree
---	----------------

Q32. Please use this space to provide any additional feedback you may have about this integration project.

3.28 Pricing Level and Guarantee

One Diversified, LLC acknowledges, agrees and will comply

Harman (JBL, Crown, AKG, dbx, lexicon, Digitech, BSS, Soundcraft, Martin, Studer, AMX/SVSI) – One Diversified offers the entire Harman catalog of products and will be provided to the Alabama Community College System at a 10% to 25% discount from the manufacturer's published price list, depending on the items included in the project.

Legrand (DaLite, Chief, Middle Atlantic, C2G, Luxul, Wiremold, Vaddio) – One Diversified offers the entire Legrand catalog of products and will be provided to the Alabama Community College System at a 10% to 25% discount from the manufacturer's published price list, depending on the items included in the project.

Sharp / NEC – Price list provided shows Sharp / NEC's pricing, and the discount for education is anywhere from 10-25% off list, and these prices will be honored by One Diversified for the ACCS.

Planar - offers the entire line of products and will be provided to the Alabama Community College System at up to 20% discount from the manufacturer's published price list, depending on the items included in the project.

Barco - offers the entire line of products and will be provided to the Alabama Community College System at up to 10-30% discount from the manufacturer's published price list, depending on the items included in the project.

Wolfvision – One Diversified offers the entire Wolfvision catalog of document cameras and other video equipment. Discount levels will vary between 5% and 10%, depending on the items included in the project.

Cannon - offers the entire line of products and will be provided to the Alabama Community College System at up to 10-20% discount from the manufacturer's published price list, depending on the items included in the project.

Biamp - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Brightsign - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Creston - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Extron - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Grass Valley - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

LG - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Listen - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

NewLine - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Plura - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

QSC - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Ross Video - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Shure - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Sony - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Telestream - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Fujifilm - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

TriplePlay - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Panasonic - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

AVFI - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Bosch - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Clear-Com - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Danley Sound Labs - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Evertz - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Logitech - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Mersive - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

Spectrum - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

ViewSonic - offers the entire line of products and will be provided to the Alabama Community College System at 10-20% off the manufacturer specified price list.

All included manufacturers' baseline pricing is included in the attached ESS PDF and can also be found at <https://diversifiedus.com/locations/#toggle-id-9>. All pricing proposals will be provided to ACCS clients at discounts ranging from 5% to 25%, at a minimum. Additional discount levels may be applied, depending on the scope of the project. Diversified has a goal of creating maximum value for all ACCS customers.

One Diversified Services

Service	Price per Hour	Notes
Pre-Installation	\$ 95.00	
Installation	\$ 110.00	
Project Management	\$ 105.00	
Training & Documentation	\$ 95.00	
Engineering	\$ 125.00	
Programming	\$ 125.00	
Design Services	\$ 125.00	
Field Service Technician	\$ 185.00	*Minimum of 2 hours

- 3.29 One Diversified, LLC acknowledges, agrees, and will comply
- 3.30 One Diversified, LLC acknowledges, agrees, and will comply
- 3.31 One Diversified, LLC acknowledges, agrees, and will comply
- 3.32 One Diversified, LLC acknowledges, agrees, and will comply
- 3.33 One Diversified, LLC acknowledges, agrees, and will comply
- 3.34 One Diversified, LLC acknowledges, agrees, and will comply
- 3.35 One Diversified, LLC acknowledges, agrees, and will comply
- 3.36 One Diversified, LLC acknowledges, agrees, and will comply
Other way: Federal Express Ground, Common Carrier.
- 3.37 One Diversified, LLC acknowledges, agrees, and will comply
- 3.38 One Diversified, LLC acknowledges, agrees, and will comply
- 3.39 One Diversified, LLC acknowledges, agrees, and will comply
- 3.40 One Diversified, LLC acknowledges, agrees, and will comply
- 3.41 One Diversified, LLC acknowledges, agrees, and will comply
- 3.42 One Diversified, LLC acknowledges, agrees, and will comply
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- 3.49 One Diversified, LLC acknowledges, agrees, and will comply
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- 3.51 One Diversified, LLC acknowledges, agrees, and will comply
- 3.52 One Diversified, LLC acknowledges, agrees, and will comply
- 3.53 One Diversified, LLC acknowledges, agrees, and will comply

- 4.1 One Diversified, LLC acknowledges, agrees, and will comply
- 4.1.1 One Diversified, LLC acknowledges, agrees, and will comply
- 4.1.2 One Diversified, LLC acknowledges, agrees, and will comply
- 4.1.3 One Diversified, LLC acknowledges, agrees, and will comply
- 5.1 One Diversified, LLC acknowledges, agrees, and will comply
- 6.1 One Diversified, LLC acknowledges, agrees, and will comply
- 6.2 One Diversified, LLC acknowledges, agrees, and will comply
- 6.3 One Diversified, LLC acknowledges, agrees, and will comply
- 6.4 One Diversified, LLC acknowledges, agrees, and will comply
- 6.5 One Diversified, LLC acknowledges, agrees, and will comply

Appendices

APPENDICES

6.1 Appendix A - Alabama Community College System Institutions and Other Participants

Community Colleges

Bevill State Community College, Sumiton, AL
Bishop State Community College, Mobile, AL
John C. Calhoun Community College, Decatur, AL
Central Alabama Community College, Alexander City, AL
Chattahoochee Valley Community College, Phenix City, AL
Coastal Alabama Community College, Alexander City, AL
Enterprise-Ozark Community College, Enterprise, AL
Gadsden State Community College, Gadsden, AL
Jefferson State Community College, Birmingham, AL
J.F. Drake State Community College and Technical College, Huntsville, AL
T.A. Lawson State Community College, Birmingham, AL
Lurleen B. Wallace Community College, Andalusia, AL
Northeast Alabama Community College, Rainsville, AL
Northwest-Shoals Community College, Muscle Shoals, AL
Shelton State Community College, Tuscaloosa, AL
Snead State Community College, Boaz, AL
Southern Union State Community College, Wadley, AL
H Council Trenholm State Community College, Montgomery, AL
George C. Wallace Community College, Dothan, AL
Wallace State Community College, Hanceville, AL
George Corley Wallace State Community College, Selma, AL

Technical Colleges

J.F. Ingram State Technical College, Deatsville, AL
Reid State Technical College, Evergreen, AL

Military Academy

Marion Military Institute, Marion, AL

Statewide Development Training

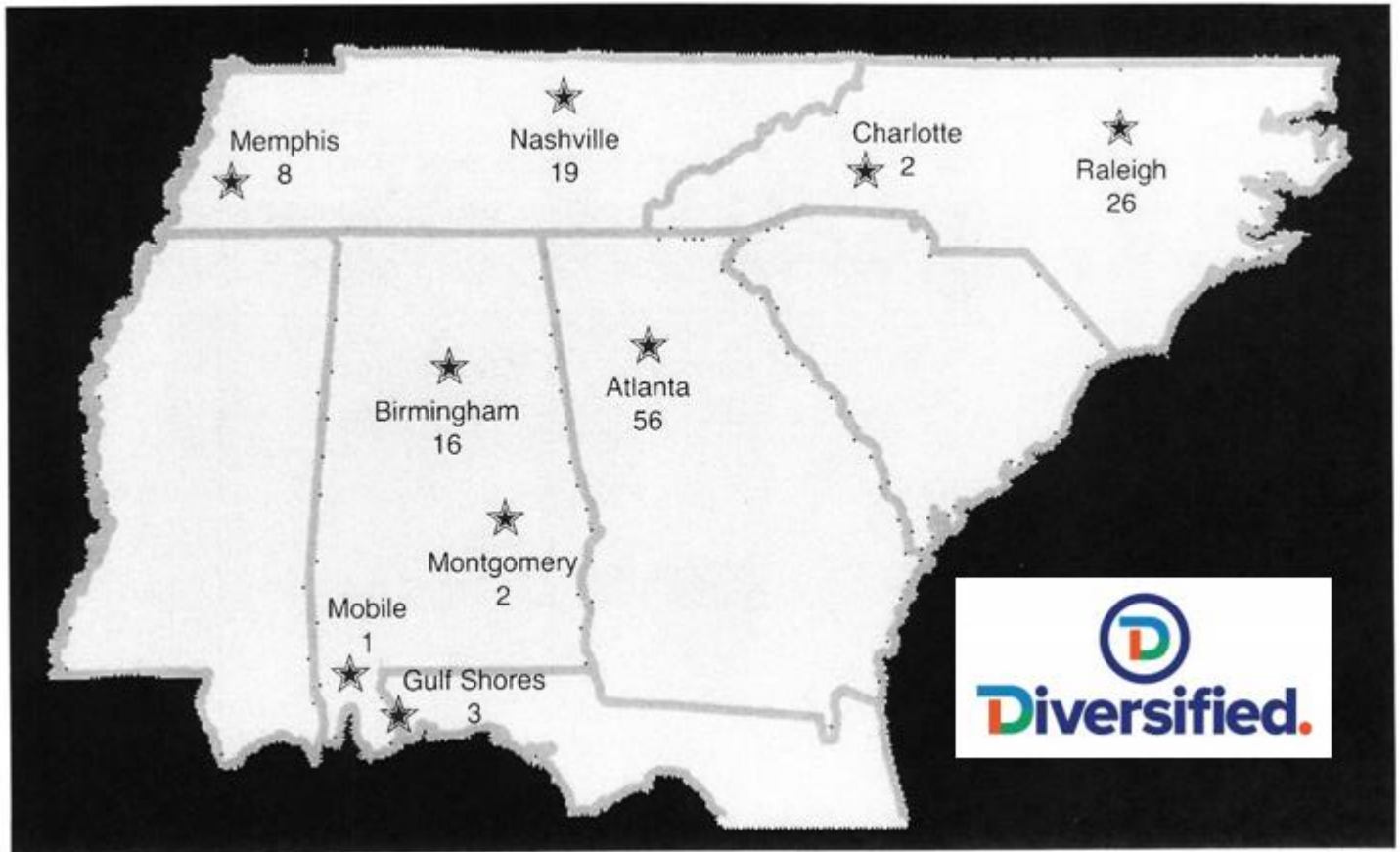
Alabama Technology Network (ATN), Birmingham, AL

Other Participating Public Institutions of Higher Education

Alabama A & M University, Normal, AL
Alabama Fire College, Tuscaloosa, AL
Alabama State University, Montgomery, AL
Athens State University, Athens, AL
Auburn University-Montgomery, Montgomery, AL
Jacksonville State University, Jacksonville, AL
Troy University, Troy, AL
University of Alabama, Tuscaloosa, AL
University of North Alabama, Florence, AL
University of West Alabama, Livingston, AL

Other Participating Public Institutions K-12

Tuscaloosa County School System



Certificate of Liability Insurance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
1/28/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. IF SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Arthur J. Gallagher Risk Management Services, Inc. P.O. Box 649 Mount Vernon NY 10552		CONTACT NAME: Tammy Quiles PHONE (A/C No. Ext): 914-696-3700 FAX (A/C No): 914-696-1010 E-MAIL ADDRESS: tammy_quiles@ajg.com	
INSURED Distinct Holdings, Inc. One Diversified, LLC 37 Market Street Kenilworth NJ 07033		INSURER(S) AFFORDING COVERAGE INSURER A: Travelers Property Casualty Co of America NAIC # 25674 INSURER B: Beazley Insurance Company, Inc. 37540 INSURER C: The Travelers Indemnity Company of CT 25682 INSURER D: Travelers Indemnity Co of America 25666 INSURER E: Freedom Specialty Insurance Company 22209 INSURER F:	

COVERAGES

CERTIFICATE NUMBER: 191919079

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDITIONAL INSURED	WARRANTY	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
D	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> Contractual Liab <input checked="" type="checkbox"/> XCU GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input checked="" type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y	Y	630-8N771257-COF-21	8/10/2021	8/10/2022	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMPIOP AGG \$2,000,000 \$
C	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS NON-OWNED AUTOS ONLY	Y	Y	810-1R626509-21-43-G	8/10/2021	8/10/2022	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> RETENTION \$10,000	Y	Y	CUP-0P198799-21-43	8/10/2021	8/10/2022	EACH OCCURRENCE \$25,000,000 AGGREGATE \$25,000,000 \$
A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	UB-9N160929-21-43-E	8/10/2021	8/10/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
B A E	Installation Cyber / Professional Excess Cyber/Professional			V135MJ21PNGF ZPL81N18545-21-43 XMF2109699	8/10/2021 8/10/2021 8/10/2021	8/10/2022 8/10/2022 8/10/2022	Limit OccAgg Limit OccAgg Limit \$2,000,000 \$10,000,000 \$10,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Cyber & Professional/Excess Cyber & Professional Combined Occ/Agg Limit: \$20,000,000
 Retro Date for Policy #ZPL81N18545-21-13 December 22, 2006. Retention: \$250,000
 Alabama Community College System is included as additional insured when required by written contract but only with respects to the auto liability, umbrella liability and general liability insurance and subject to the provisions and limitations of the policy. General liability is written on a primary and non contributory basis when required by written contract, subject to the provisions and limitations of the policy. Waiver of subrogation applies to general liability, auto liability, umbrella liability and worker's compensation when required by written contract and subject to the provisions and limitations of the policy. A 30 Day notice of cancellation applies with a 10 day exception for non-payment, in favor of certificate holder when required by written contract, with respect to the general liability and subject to the provisions and limitations of the policy. Umbrella policy is follow form.

CERTIFICATE HOLDER

Alabama Community College System; Attn: ITS
 PO Box 3021030
 Montgomery AL 36130-2130

CANCELLATION

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE



AGENCY CUSTOMER ID: _____
LOC #: _____



ADDITIONAL REMARKS SCHEDULE

Page ____ of ____

AGENCY		NAMED INSURED Distinct Holdings, Inc. and see the schedule below
POLICY NUMBER		
CARRIER	NAIC CODE	
EFFECTIVE DATE: 08/10/2019		

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: _____ FORM TITLE: _____

Named Insured Schedule:

1. Distinct Holdings, Inc.
2. Distinct Holdings Group, LLC
3. Distinct Holdings Intermediate, Inc.
4. One Diversified, LLC
5. DSI Video Systems, LLC
6. Diversified Media Group, LLC
7. Diversified TSG, LLC
8. MCW Solutions, LLC
9. Media Management, LLC
10. CompView, Inc. DBA Compview Diversified
11. Diversified LTD
12. One Diversified Ireland AV Limited
13. Sensory Technologies, LLC
14. HB Communications, Inc

Letters of Authorization & ISO 9001's