



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
205-533-9396 (local)
www.esbgroup.net

Response to 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:

THE ESB GROUP, INC.

5855 U S Highway 11
Springville, AL 35146
205-533-9396
www.esbgroup.net

February 11, 2022
Bid #: ACCS-2022-01

Original



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
205-533-9396 (local)
www.esbgroup.net

LETTER OF TRANSMITTAL



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
205-533-9396 (local)
www.esbgroup.net

LETTER OF TRANSMITTAL

To: Alabama Community College System &
Alabama Higher Education
Joint Purchasing Agreement

From: The ESB Group, Inc.
5855 U S Highway 11
Springville, AL 35146

Date: February 11, 2022

Subject: Bid #: ACCS-2022-01

This letter is to transmit that The ESB Group, Inc. is officially submitting a response to the Request for Bid # ACCS-2022-01, due February 11, 2022 at 4:00 PM CST.

Erin Bounds, President, is authorized to make contractual obligations and to negotiate on behalf of The ESB Group, Inc., and can be reached at (205) 533-9396.

Raford Larry Bounds Jr., Vice-President, is authorized to make contractual obligations and to negotiate on behalf of The ESB Group, Inc., and can be reached at (205) 533-9396.

Either Erin Bounds or R. Larry Bounds, Jr. may be contacted for clarification to any part of this response.

The ESB Group, Inc. accepts that Conditions governing the Procurement unless explicitly noted within the response.

The ESB Group, Inc. hereby acknowledges receipt of any and all amendments to this request for bid.

Respectfully,

Erin S. Bounds
President/CFO



The ESB Group, Inc

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EVALUATION SUBMISSION FORM



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EVALUATION SUBMISSION FORM

Vendor Contact Information

The ESB Group, Inc.

AVL Installation | ESB Group

www.esbgroup.net

	Name(s)	Phone Number(s)	Email Address(s)
Primary Contract Executive(s)	Erin Bounds R. Larry Bounds, Jr.	205-533-9396 ext. 600 205-533-9396 ext. 601	ebounds@esbgroup.net lbounds@esbgroup.net
Senior Account/ Sales Manager	R. Larry Bounds, Jr.	205-533-9396 ext 601	lbounds@esbgroup.net
Technical Support	R. Larry Bounds, Jr. Ricky Mitchell	205-533-9396 ext 606	service@esbgroup.net

Bid Information Index

	Document Name	Page Number(s)
Product & Services Delivery Overview	Response to General Requirements and Specifications	Tab 1 : Pages 3-5
Geographic Coverage	Response to General Requirements and Specifications	Tab 1 : Page 5
Availability of Technical Support	Response to General Requirements and Specifications	Tab 1 : Page 3-4
Problem Resolution	Response to General Requirements and Specifications	Tab 1 : Page 3-4
Customer Satisfaction	Response to General Requirements and Specifications	Tab 1 : Pages 3-5
Value Added Services	Response to General Requirements and Specifications	Tab 1 : Pages 3-5
Reporting	Response to General Requirements and Specifications	Tab 1 : Page 5
Electronic Commerce	Response to General Requirements and Specifications	Tab 1 : Page 6
Breadth of Offering	Response to General Requirements and Specifications	Tab 1 : Page 6
Primary Account Representa	Response to General Requirements and Specifications	Tab 1 : Page 6
References	Response to General Requirements and Specifications	Tab 1 : Page 6-7
Pricing Level and Guarantee	Response to General Requirements and Specifications	Tab 1 : Page 8



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TABLE OF CONTENTS



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TABLE OF CONTENTS

Letter of Transmittal

Evaluation Submission Form

Table of Contents

1. Response to General Requirements and Specifications
2. Financial Documentation
 - i. State of Alabama Disclosure Statement
 - ii. Certificate of Compliance
 - iii. Immigration Status Form
 - iv. 2022 W-9
 - v. E-Verify Memorandum of Understanding with Articles
3. Reseller Authorization Letter including ISO 9001 Certificates
 - i. Almo
 - ii. Biamp
 - iii. Bosch
 - iv. Chauvet
 - v. Crestron
 - vi. Draper
 - vii. Electronic Theatre Controls, Inc.
 - viii. Harman
 - ix. 1SourceVideo (BlackMagic)
 - x. JuiceGoose
 - xi. Legrand
 - Chief
 - C2G
 - Da-Lite
 - Luxul
 - Middle Atlantic Products
 - Vaddio
 - Wiremold
 - xii. Panasonic
 - xiii. Planar Systems
 - xiv. QSC
 - xv. Renkus-Heinz

- xvi. Sennheiser
- xvii. Shure
- xviii. Vivitek
- xix. West Penn Wire
- xx. Yamaha Pro Audio Division

4. Industry Certifications of The ESB Group team members

5. Equipment and Services Schedule (USB Drive)

6. Insurance Certificate – Fitts Agency

7. Appendix – Vendor Products

- Tab A – 1SourceVideo (BlackMagic)
- Tab B – BiAmp
- Tab C - Bosch
- Tab D - Chauvet
- Tab E – C2G
- Tab F – Chief
- Tab G – Crestron
- Tab H – Da-Lite
- Tab I – Draper
- Tab J – Electronic Theatre Controls
- Tab K – Harmon
- Tab L – JuiceGoose
- Tab M – Luxul
- Tab N – Middle Atlantic
- Tab O – Panasonic
- Tab P – Planar Systems
- Tab Q – QSC
- Tab R – Renkus-Heinz
- Tab S – Sennheiser
- Tab T - Shure
- Tab U – Vaddio
- Tab V – Vivitek
- Tab W – WestPenn
- Tab X – Wiremold
- Tab Y – Yamaha



The ESB Group, Inc

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**RESPONSE TO
GENERAL REQUIREMENTS
AND SPECIFICATIONS**



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
205-533-9396 (local)
www.esbgroup.net

Response to General Requirements and Specifications

INTRODUCTION

- 1.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Purpose of This Request for Bid # ACCS-2022-01.
- 1.2 The ESB Group, Inc. acknowledges, agrees, and will comply with the Summary Scope of Work for This Request for Bid # ACCS-2022-01.
- 1.3 The ESB Group, Inc. acknowledges, agrees, and will comply with the Scope of Procurement for This Request for Bid # ACCS-2022-01.
- 1.4 The ESB Group, Inc. acknowledges, agrees, and will comply with the Definition of Terminology for This Request for Bid # ACCS-2022-01.

CONDITIONS GOVERNING THE PROCUREMENT

- 2.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Explanation of Events for This Request for Bid # ACCS-2022-01.

The ESB Group, Inc. acknowledges, agrees, and will comply with:

- 2.1.1 Issue of RFB
- 2.1.2 Clarification and Responses
- 2.1.3 Deadline to Submit Written Questions
- 2.1.4 Response to Written Questions/RFB Amendments
- 2.1.5 Submission of Bid
- 2.1.6 Bid Evaluation
- 2.1.7 Selection of Finalists
- 2.1.8 Clarification from Finalists
- 2.1.9 Contract Award

GENERAL REQUIREMENTS AND SPECIFICATIONS

- 3.1 *The ESB Group, Inc. does not manufacture any products and therefore does not hold the ISO 9001 certification. We are responding to this bid with products from manufacturers with whom we hold an authorized partner and reseller position. Each manufacturer's authorization letter and ISO 9001 certifications (if applicable) are contained within the response. (Tab 2)*
- 3.2 The ESB Group, Inc. acknowledges, agrees, and will comply with the Incurring Cost for This Request for Bid # ACCS-2022-01.
- 3.3 The ESB Group, Inc. acknowledges, agrees, and will comply with the Vendor Responsibility for This Request for Bid # ACCS-2022-01.
- 3.4 The ESB Group, Inc. acknowledges, agrees, and will comply with the Serving Sub-Contractors for This Request for Bid # ACCS-2022-01.
- 3.5 The ESB Group, Inc. acknowledges, agrees, and will comply with the Amended Bids for This Request for Bid # ACCS-2022-01.
- 3.6 The ESB Group, Inc. acknowledges, agrees, and will comply with the Vendors' Rights to Withdraw Bid for This Request for Bid # ACCS-2022-01.
- 3.7 The ESB Group, Inc. acknowledges, agrees, and will comply with the Bid Offer Firm for This Request for Bid # ACCS-2022-01.
- 3.8 The ESB Group, Inc. acknowledges, agrees, and will comply with the Disclosure of Bid Contents for This Request for Bid # ACCS-2022-01.
- 3.9 The ESB Group, Inc. acknowledges, agrees, and will comply with the No Obligation for This Request for Bid # ACCS-2022-01.
- 3.10 The ESB Group, Inc. acknowledges, agrees, and will comply with the Legal Review for This Request for Bid # ACCS-2022-01.
- 3.11 The ESB Group, Inc. acknowledges, agrees, and will comply with the Governing Law for This Request for Bid # ACCS-2022-01.
- 3.12 The ESB Group, Inc. acknowledges, agrees, and will comply with Basis for Bid for This Request for Bid # ACCS-2022-01.
- 3.13 The ESB Group, Inc. acknowledges, agrees, and will comply with Agreement Terms and Conditions for This Request for Bid # ACCS-2022-01.
- 3.14 The ESB Group, Inc. acknowledges, agrees, and will comply with Vendor Qualifications for This Request for Bid # ACCS-2022-01.

- 3.15 The ESB Group, Inc. acknowledges, agrees, and will comply with Change in Vendor Representatives for This Request for Bid # ACCS-2022-01.
- 3.16 The ESB Group, Inc. acknowledges, agrees, and will comply with Equipment and Services Schedules for This Request for Bid # ACCS-2022-01.
- 3.17 The ESB Group, Inc. acknowledges, agrees, and will comply with Benefit of Cost Reduction for This Request for Bid # ACCS-2022-01.
- 3.18 The ESB Group, Inc. acknowledges, agrees, and will comply with Bid Terms for This Request for Bid # ACCS-2022-01.
- 3.19 The ESB Group, Inc. acknowledges, agrees, and will comply with Fiscal Funding for This Request for Bid # ACCS-2022-01.
- 3.20 The ESB Group, Inc. acknowledges, agrees, and will comply with Insurance for This Request for Bid # ACCS-2022-01.
- 3.21 The ESB Group, Inc. acknowledges, agrees, and will comply with New Products for This Request for Bid # ACCS-2022-01.

SPECIFICATIONS

- 3.22 *The ESB Group, Inc. (ESB) incorporated in the State of Alabama in March of 2013. The Corporate office and warehouse are located in Springville, AL. Customer facing personnel are located in Daphne and in Huntsville.*

Since incorporation, ESB has been engaged in relevant projects in K-12, Community Colleges, Universities, City, County, State and Federal markets primarily in the states of Alabama and Mississippi. These include products and services for classroom, gymnasiums, lecture halls, auditoriums, theaters, multi-function rooms, athletic facilities, council chambers, court rooms, and conference rooms.

Services include audio, video, lighting, conferencing – audio and video – and control systems. Most have been public bid projects, but some have been design build projects that were all done in-house using the 60 years of combined experience of the Officers of the Company and those of other operations and technical personnel. In each case ESB completed lock-and-key integrated solutions within Budget and on time. Staff programmers write custom solutions for control systems and digital signal processors that provide client friendly interfaces. And, maybe most importantly, tune the sound systems with the ear of professional musicians.

The ESB product line-card covers hundreds of manufacturers of the full range of products and services necessary to meet the technical standards to provide the

client with fully integrated voice, video, lighting and control systems. Using copper or fiber for transport ESB truly can offer a complete one-shop solution for its clients.

As a licensed low voltage General Contractor in both Alabama and Mississippi, our concentration is on those services in this technology space. We have technicians that are trained to do the installation, maintenance, problems isolation and solutions across the product line and specific to the client's integrated systems. Technicians are supplied with smartphones and tablets for ease of contact, access to technical manuals and Services Order details to expedite the installation or a resolution to intermediate system failures. Each is provided with voice mail and all emails are accessible either by the smartphone or the tablet.

Clients can reach our offices via land line at 205-533-9396 and our automated attendant will help direct their call to an appropriate department. Installations, Service or Maintenance issues are directed to the Field Operations Manager's office. Emails to the Field Operations Manager (service@esbgroup.net) are captured on his office computer but are immediately forwarded to his smartphone and/or tablet. Likewise, technicians are dispatched and pertinent information about the client's request is transmitted to their smartphone and/or tablet. The Auto Attendant also provides shortcut access to Accounting, Sales and Distribution.

The ESB goal is to contact the client on the same business day that a request for installation or service occurs – variable factor depends on the time-of-day the request is received and the urgency of the situation. Once the initial contact is made with the client our goal is to respond to any premises visit requirement within the next business day.

ESB has developed technical assistance relationships with all the major providers of critical components of our installed systems. We take full advantage of Advance Replacement offers – some providers make these offers for up to three years after the initial installation – and other overnight shipments to expedite the process of returning the client's systems to full operation. These same manufacturer's offer on-line technical support if that process is appropriate as the most expeditious means of re-establishing the client's system to full operation.

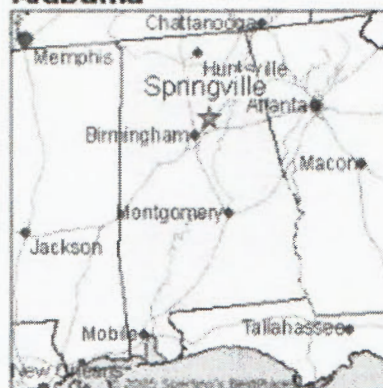
Custom service and/or preventative maintenance contracts are available and are negotiated with each client to ensure that the rates are commensurate to the critical mission of the targeted products, services and/or systems.

Being a General Contractor also provides the opportunity for ESB to use subcontractors when particular specialties are needed and/or the volume of work requires additional personnel to meet the scope of work requirements from a

technology or timeline completion perspective. ESB has developed business and professional relationships with a number of companies around the country that have the credentials and experience needed to complete a project on budget and on time.

The ESB Standard Warranty is for one year generally beginning on the date of substantial completion of the project. ESB will also honor any warranty issued by manufacturers that extend beyond the first year for their particular products or services. After the initial year of the ESB Warranty, installation and/or services charges for returning a system to operation will be applicable void any other extended maintenance or service contract between ESB and the client.

Alabama



Corporate Headquarters -Springville, AL (1)
Remote Offices: Huntsville (1) Mobile (1)
Engineers/Programmers - (5)
Installation (5)
Managers/Office Personnel (6)

- 3.23 The ESB Group, Inc. acknowledges, agrees, and will comply with Reporting for This Request for Bid # ACCS-2022-01.

A sample report for equipment purchases would be:

*The ESB Group, Inc.
Quarterly Usage Report
Third Quarter
July 2021 – September 2021*

UAH Student Services		\$ 175,000
Multimedia Hardware	\$ 68,000	
Audio Hardware	\$ 107,000	
Bishop State Community College		\$ 65,000
Video Hardware	\$ 65,000	
GRAND TOTAL		\$ 240,000

- 3.24 Should The ESB Group, Inc. be selected as a vendor, we will comply with this requirement to provide the complete ESS along with product specifications and options with the Electronic Commerce for This Request for Bid # ACCS-2022-01.
- 3.25 The ESB Group, Inc. acknowledges, agrees, and will comply with Breadth of Offering for This Request for Bid # ACCS-2022-01.

The ESB Group, Inc. offers Multimedia Hardware, Monitors, Storage, Networking Equipment, Audio and Video Conferencing Equipment, VOIP/Unified Communications Solution, Professional Services including design, programming, installation and integration services. Technical support, servicing of hardware including repair and replacement parts both warranty and non-warranty items, service and preventative maintenance plans which includes equipment inspection with follow up on issues to products, and professionally training operators of the equipment are also services The ESB Group offers.

- 3.26 The ESB Group, Inc. acknowledges, agrees, and will comply with Primary Account Representative for This Request for Bid # ACCS-2022-01.

The ESB Group, Inc. primary account representative is R. Larry Bounds Jr., who may be contacted at (205) 533-9396 ext. 601. His office is located at 5855 US Highway 11, Springville, AL 35146.

- 3.27 The ESB Group, Inc. acknowledges, agrees, and will comply with References for This Request for Bid # ACCS-2022-01.

Bevill State Community College – Sumiton *Audio/Visual Equipment & Installation*
1411 Indiana Avenue
Jasper, AL 35501
Contact: *John Light, Director of IT*
John.Light@bscc.edu
(205) 648-3271; 5414

Troy University (Athletics Dept) *Audio/Video Equipment & Installation*
5000 Veterans Stadium Drive
Troy, AL 36082
Contact: *Troy University*
Tony Feronte, Athletics Facilities Mgr.
tonyf@troy.edu

University of Alabama

**Audio/Video Equipment &
Installation**

240 Paul W. Bryant Drive
Tuscaloosa, AL 35401

Contact: Jeff Herrin
jherrin@ccs.au.edu
(205) 799-7460

- 3.28 The ESB Group, Inc. acknowledges, agrees, and will comply with Pricing Level and Guarantee for This Request for Bid # ACCS-2022-01.

The ESB Group, Inc. proposes the following manufacturer's product lines and will provide the following discounts from the MSRP to the Alabama College System as noted, however, the levels may vary depending on the item selected by the user:

*Almo – 10% Discount
Biamp – 10% Discount
1SourceVideo (Black Magic) – 10% Discount
Bosch – 20% Discount
Chief – 15% Discount
Crestron Electronics – 20% Discount
Da-Lite -20% Discount
Draper – 20% Discount
Electronic Theatre Controls – 10% Discount
HarmonPro – 10% Discount
Middle Atlantic Products – 15% Discount
Panasonic Display and Projection – 10% Discount
Panasonic Broadcast – 10% Discount
QSC – 10% Discount
Sennheiser – 10% Discount
Shure – 10% Discount
Vaddio – 15% Discount
Vivitek – 18% Discount
Westpenn Wire – 10% Discount
Yamaha Pro Audio Division – 15% Discount*

- 3.29 The ESB Group, Inc. acknowledges, agrees, and will comply with Oral Presentation and Demonstration for This Request for Bid # ACCS-2022-01.

- 3.30 The ESB Group, Inc. acknowledges, agrees, and will comply with Equipment and Services Schedule for This Request for Bid # ACCS-2022-01.

The ESB Group has provided MSRP pricing for Almo, Bosch, Crestron, Draper, TCGA USA, Vaddio, Vivitek, and Yamaha Pro Audio Division. All discounts can be taken from the MSRP price on each of the manufacturer's listings. Due to the large volume that each manufacturer's MSRP price list includes, it is impractical to include these within the portion of our bid response and may be found in the Appendix section.

The ESB Group, Inc. provides the following services:

SERVICES	PRICE PER HOUR
<i>Project Manager</i>	<i>\$ 100.00</i>
<i>Programmer</i>	<i>\$ 150.00</i>
<i>Engineer</i>	<i>\$ 150.00</i>
<i>Senior Technician</i>	<i>\$ 90.00</i>
<i>Installation Technician</i>	<i>\$ 90.00</i>
<i>Professional Services/Administrative</i>	<i>\$ 80.00</i>

- 3.31 The ESB Group, Inc. acknowledges, agrees, and will comply with Scope for Work for This Request for Bid # ACCS-2022-01.
- 3.32 The ESB Group, Inc. acknowledges, agrees, and will comply with Title Passage for This Request for Bid # ACCS-2022-01.
- 3.33 The ESB Group, Inc. acknowledges, agrees, and will comply with Quantity Guarantee for This Request for Bid # ACCS-2022-01.
- 3.34 The ESB Group, Inc. acknowledges, agrees, and will comply with Order of Precedence for This Request for Bid # ACCS-2022-01.
- 3.35 The ESB Group, Inc. acknowledges, agrees, and will comply with Payment Provisions for This Request for Bid # ACCS-2022-01.
- 3.36 The ESB Group, Inc. acknowledges, agrees, and will comply with Shipment and Risk for Loss for This Request for Bid # ACCS-2022-01.
- 3.37 The ESB Group, Inc. acknowledges, agrees, and will comply with Warranties for This Request for Bid # ACCS-2022-01.
- 3.38 The ESB Group, Inc. acknowledges, agrees, and will comply with Price Guarantees for This Request for Bid # ACCS-2022-01.

- 3.39 The ESB Group, Inc. acknowledges, agrees, and will comply with Technical Support for This Request for Bid # ACCS-2022-01.
- 3.40 The ESB Group, Inc. acknowledges, agrees, and will comply with Product Delivery for This Request for Bid # ACCS-2022-01.
- 3.41 The ESB Group, Inc. acknowledges, agrees, and will comply with Impracticality of Performance for This Request for Bid # ACCS-2022-01.
- 3.42 The ESB Group, Inc. acknowledges, agrees, and will comply with Records and Audit for This Request for Bid # ACCS-2022-01.
- 3.43 The ESB Group, Inc. acknowledges, agrees, and will comply with Use of Subcontractors for This Request for Bid # ACCS-2022-01.
- 3.44 The ESB Group, Inc. acknowledges, agrees, and will comply with Indemnification for This Request for Bid # ACCS-2022-01.
- 3.45 The ESB Group, Inc. acknowledges, agrees, and will comply with Website Maintenance for This Request for Bid # ACCS-2022-01.
- 3.46 The ESB Group, Inc. acknowledges, agrees, and will comply with Ethics for This Request for Bid # ACCS-2022-01.
- 3.47 The ESB Group, Inc. acknowledges, agrees, and will comply with Replacement Parts for This Request for Bid # ACCS-2022-01.
- 3.48 The ESB Group, Inc. acknowledges, agrees, and will comply with FCC Certification for This Request for Bid # ACCS-2022-01.
- 3.49 The ESB Group, Inc. acknowledges, agrees, and will comply with Site Preparation for This Request for Bid # ACCS-2022-01.
- 3.50 The ESB Group, Inc. acknowledges, agrees, and will comply with Assignment for This Request for Bid # ACCS-2022-01.
- 3.51 The ESB Group, Inc. acknowledges, agrees, and will comply with Survival for This Request for Bid # ACCS-2022-01.
- 3.52 The ESB Group, Inc. acknowledges, agrees, and will comply with Lease Agreements for This Request for Bid # ACCS-2022-01.
- 3.53 The ESB Group, Inc. acknowledges, agrees, and will comply with Vendor Disclosure Statement for This Request for Bid # ACCS-2022-01.

BID FORMAT AND ORGANIZATION

- 4.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Bid Format for This Request for Bid # ACCS-2022.01.
- 4.1.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Bid Organization for This Request for Bid # ACCS-2022.01.
- 4.1.2 The ESB Group, Inc. acknowledges, agrees, and will comply with the Letter of Transmittal for This Request for Bid # ACCS-2022.01.
- 4.1.3 The ESB Group, Inc. acknowledges, agrees, and will comply with the Financial Documentation for This Request for Bid # ACCS-2022.01.

EVALUATION

- 5.1 The ESB Group, Inc. acknowledges, agrees, and will comply with the Evaluation Process for This Request for Bid # ACCS-2022.01.

APPENDIX

6.1 – 6.5

The ESB Group, Inc. acknowledges, agrees, and will comply with the Appendix A through Appendix E for This Request for Bid # ACCS-2022-01.



The ESB Group, Inc

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FINANCIAL DOCUMENTATION



The ESB Group, Inc

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RESELLER AUTHORIZATION LETTERS INCLUDING ISO 9001 CERTIFICATES

1. ALMO
2. BIAMP
3. BOSCH
4. CHAUVET
5. CRESTRON
6. DRAPER
7. ELECTRONIC THEATRE CONTROLS
8. HARMAN
9. 1SOURCEVIDEO (BLACKMAGIC)
10. JUICE GOOSE
11. LEGRAND
 - a. CHIEF
 - b. C2G
 - c. DA-LITE
 - d. LUXUL
 - e. MIDDLEATLANTIC
 - f. VADDIO
 - g. WIREMOLD
12. PANASONIC
13. PLANAR
14. QSC
15. RENKUS-HEINZ
16. SENNHEISER
17. SHURE
18. VIVITEK
19. WEST PENN WIRE
20. YAMAHA PRO AUDIO DIVISION



Almo Corporation
Professional A/V Division
1922 Greenspring Dr • Suite 4
Timonium, MD 21093
888.420.2566 • www.almoproav.com

February 3, 2022

To Whom it May Concern,

This is to confirm that The ESB Group, located at 5855 US HWY 11 Springville, AL 35146 is an authorized reseller in good standing with Almo ProAV Distribution. They are authorized to purchase all of our Pro A/V products we sell and distribute.

Sincerely,

Don H. Dekker
SR Account Manager SE
Almo Professional AV



Professional Audio/Visual Division
Distribution on a Personal Level



February 3, 2022

RE: LETTER OF AUTHORIZATION
The ESB Group Inc.

To Whom It May Concern,

Biamp is an American manufacturer of hardware and software, spanning audio, video, paging, unified communications and networked media. Biamp is headquartered in Beaverton, OR. In one of our Oregon buildings, we manufacture most of our products. We are proud to be an American manufacturer, manufacturing in the USA.

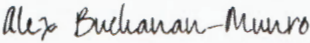
This letter certifies that The ESB Group Inc. is one of our authorized dealers.

The ESB Group Inc. is authorized to sell, install, configure, program, service and provide user training on our Devio, Nexia, TesiraFORTE, TesiraSERVER, TesiraLUX, Community and Apart speakers, Cambridge sound masking, Modena, Vocia, and Crowd Mics product lines.

Our requirement of The ESB Group Inc. is that they engage their Certified Programmer(s) (relevant to the platform of your interest) to your projects so that the projects are receiving trained expertise throughout its completion and in any remedial follow-up changes/tweaks. Drop shipments, box sales, and sales outside of the United States are not permissible.

Information regarding Biamp is available from our website: <http://www.biamp.com/>
Warranty information is available here: <https://www.biamp.com/biamp-warranty-information>

Kindest regards,

DocuSigned by:

ABD8CC08E4E47C

Alex Buchanan-Munro
Chief Financial Officer

AUDIO. VIDEO. CONTROL.

Communications Systems

BOSCH



Bosch Building Technologies, Inc.

February 3, 2022

The ESB Group, Inc
c/o Larry Bounds
5855 US HWY 11
Springville, AL 35146

Re: Authorized Dealer Letter

To whom it may concern:

This Bosch letter formally recognizes that as of the "Effective Date" listed above, between **Bosch Security Systems, Inc.** ("Bosch") and:

Larry Bounds
COO
The ESB Group, Inc
205-821-7960 (Cell)
205-533-9396 ex.601 (office)
5855 US HWY 11
Springville, AL 35146
www.esbgroup.net

(from now on referred to as "dealer"), that the dealer is authorized to sell Electrovoice, Bosch and Dynacord branded audio products that go along with their dealer agreement and is a dealer in good standing.

Sincerely,

Sean Shallenberger
N.A. Director of Sales- installed audio
(ST/SUS1-SO)
Bosch Security Systems, Inc.
12000 Portland Ave S
Burnsville, MN. 55337
www.boschsecurity.us

Tel. +1 (817) 470 8103
Sean.shallenberger@us.bosch.com



Security Systems

BOSCH

Declaration of Conformity **EC and Applicable Requirements**

Doc Reference: MET Report-EMC15154-EN121-4, TUV-S9679210, UL-E153588, Bosch EMC Reports

We
Bosch Security Systems, Inc.
850 Greenfield Road
Lancaster, PA 17601_USA

Hereby declare under our sole responsibility that these electrical products:

Name: Bosch
Model(s): LTC 8801, LTC 8601 (Allegiant Main Bay)
LTC 8768, LTC8540, LTC 8780, LTC 8557, LTC 8712, KBD-Universal, LTC 8555
TC220PS, TC220PSX-24
G3Axx (AutoDome series Camera) (The lower case "x" indicate minor variation from base model that does not effect Safety and EMC) (x = any alpha numeric number, up to ten characters)

Product description(s): Allegiant series CCTV Video Switching System and AutoDome series Camera

to which this relates is in conformity with the requirements of the following standards:

SAFETY:	UL 2044 and CSA C22.2 No.1 EN 60065 and/or EN 60950												
EMC:	<table><tbody><tr><td>EN 50121-4:200</td><td>Railway applications: Emission and Immunity requirements.</td></tr><tr><td>EN 55022: 1998</td><td>ITE, limits and methods of measurement.</td></tr><tr><td>EN 61000-3-2: 1995</td><td>Limits for harmonic current emissions.</td></tr><tr><td>EN 61000-3-3: 1995</td><td>Limitation of voltage fluctuations and flicker.</td></tr><tr><td>EN 50130-4: 1995</td><td>Alarm Systems. Immunity requirements.</td></tr><tr><td colspan="2">AS/NZS 3548: 1995, ANSI C63.4: 2000 and FCC Part 15: 1998</td></tr></tbody></table>	EN 50121-4:200	Railway applications: Emission and Immunity requirements.	EN 55022: 1998	ITE, limits and methods of measurement.	EN 61000-3-2: 1995	Limits for harmonic current emissions.	EN 61000-3-3: 1995	Limitation of voltage fluctuations and flicker.	EN 50130-4: 1995	Alarm Systems. Immunity requirements.	AS/NZS 3548: 1995, ANSI C63.4: 2000 and FCC Part 15: 1998	
EN 50121-4:200	Railway applications: Emission and Immunity requirements.												
EN 55022: 1998	ITE, limits and methods of measurement.												
EN 61000-3-2: 1995	Limits for harmonic current emissions.												
EN 61000-3-3: 1995	Limitation of voltage fluctuations and flicker.												
EN 50130-4: 1995	Alarm Systems. Immunity requirements.												
AS/NZS 3548: 1995, ANSI C63.4: 2000 and FCC Part 15: 1998													

The products herewith comply with the requirement of the following directives and carries the **CE marking** accordingly: **Low Voltage Directive 73/23/EEC** and the **EMC directive 89/336/EEC** both amended by the **Directive 93/68/EEC**. The products also comply with the **Electromagnetic Compatibility Framework of SMA 1992 and FCC Part 15**.

Bosch Security Systems, Inc., Lancaster is **ISO 9001** and **ISO 14001** certified.

Hung Nguyen
Administrator EMC & Product Safety

Issued Date May 4, 2004

Chauvet
5200 Northwest 108th Avenue
Sunrise, FL 33351, USA



February 1, 2022

TO: Whom It May Concern

CC: ESB Group, Inc.
5855 U.S. Hwy 11
Springville, AL 35146

RE: Authorized Chauvet Reseller

To Whom It May Concern:

Please be advised that ESB Group, Inc. in Alabama is an authorized dealer, in good standing, for all Chauvet lighting products and lines.

Respectfully,

A handwritten signature in black ink, appearing to read "DeAnna Padgett".

DeAnna Padgett

National Sales Manager

CHAUVET Professional / ILUMINARC / ChamSys

5200 NW 108th Ave., Sunrise, FL 33351

Direct: +1.954.577.4550 | Mobile: +1.954.740.7711 | Main Office: +1.954.577.4455

dpadgett@chauvetlighting.com | www.chauvetpro.com

dpadgett@iluminarc.com | www.iluminarc.com

www.chauvetlighting.com
Phone: 954-577-4455 Fax: 954-678-3042



February 4, 2022

To Whom It May Concern

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that THE ESB GROUP INC is an authorized CRESTRON Dealer for the CRESTRON product line in good standings.

As an authorized CRESTRON Dealer, THE ESB GROUP INC may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.

If you have any questions, please contact us at our corporate office.

Sincerely,

A handwritten signature in cursive script that reads "Elizabeth Malleo".

Elizabeth Malleo
Sr. Manager, Client Relations
Crestron Electronics Inc.

Cc: Mike Charbit
Dustin Trainer



February 7, 2022

TO WHOM IT MAY CONCERN: Draper Dealer Authorized

This is to certify that –ESB Group Inc is a dealer -

The ESB Group, Inc.
5855 U.S. Highway 11
Springville, AL 35146
O: 205-533-9396

is an authorized DRAPER dealer, and as such, may promote, sell and service products of our manufacture Products distributed by the above-referenced distributed are covered by the DRAPER warranty which is one year on parts and labor. All products manufactured by DRAPER, INC. are made in the United States. Should the above-referenced dealer be unable to fulfill their obligations, DRAPER would appoint another authorized dealer to complete the contract.

If you should have any further questions concerning this company, please do not hesitate to call me.

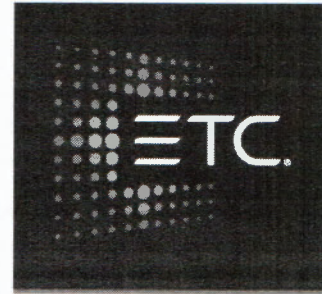
Sincerely,

DRAPER, INC.

Carol Phelps
Audio Visual Sales Consultant –
Draper, Inc.
<http://www.draperinc.com>
765.856.1266 | 800.238.7999 ext. 1266

Draper, Inc.

www.draperinc.com | 765.987.7999 | 800.238.7999
411 S. Pearl St. Spiceland, IN USA 47385



February 9, 2022

CERTIFICATE

RE: Solicitation Number ACCS-2022-01, State of Alabama and the Alabama Community College Systems

To Whom It May Concern:

With the present document, I CERTIFY that as of the date of this letter The ESB Group, Inc. is able to sell, support, and service ELECTRONIC THEATRE CONTROLS, INC. ("ETC") products, sales, contracts, service and technical support.

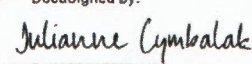
ETC products purchased and sold by The ESB Group, Inc. are covered by ETC's Warranty and Terms & Conditions in effect as of the date of the applicable order acknowledgement. ETC's Warranty and Terms & Conditions are available at:

https://www.etconnect.com/uploadedFiles/Main_Site/Documents/Public/ETC-warranty-statement.pdf

This CERTIFICATE may be used by The ESB Group, Inc. for its convenience solely in relation to the above referenced project and for no other purpose. Other than as intended by this CERTIFICATE, third parties may not rely upon this CERTIFICATE without ETC's prior written approval.

Respectfully,

ELECTRONIC THEATRE CONTROLS, INC.

DocuSigned by:

B1C20B05755D412
Julianne Cymbalak

COO

HARMAN

8500 Balboa Blvd
Northridge, CA 91329
+1.800.222.0193



February 4, 2022

To Whom It May Concern:

This letter shall certify that The ESB Group, located at 5855 US Hwy 11, Springhill, AL 35146 (Account #102822) is, as of the date and of this letter, authorized by Harman Professional, Inc. ("Harman Professional") to purchase from Harman Professional and resell/distribute those products under the following Harman Professional brands: JBL, Crown, AMX, BSS, Martin, Soundcraft, Lexicon and AKG.

Products distributed by the above referenced dealer are covered by the Harman brand warranties, which is a minimum of one year on parts and labor. Harman Professional, Inc. will be able to provide repair or replacement parts for at least five years.

If you should have any further questions concerning this company, please do not hesitate to call me.

Warm Regards,

A handwritten signature in black ink that reads "Chris Burnett". The signature is fluid and cursive, with a long horizontal stroke extending from the end.

Chris Burnett, CTS
Southeast Regional Sales Manager,
Audio
Harman Professional
214-455-9393



To whom it may concern,

1Sourcevideo is a Distribution Partner for Black Magic Design and video production equipment for the United States of America and Canada.

We distribute to authorized resellers.

The ESB Group, Inc. been an authorized reseller since November 2011. If you require further information from 1Sourcevideo you may contact Joseph Arena at Joseph.A@1sourcevideo.com 844-270-2442

Best Regards,



Joseph Arena

Regional Account Representative | 1SourceVideo

P 1-844-270-2442 Ext:1033

E joseph.a@1sourcevideo.com

3 Crown Plaza, Hazlet, NJ, 07730

www.1sourcevideo.com





February 3, 2022

To Whom It May Concern:

ESB Group of Alabama is a dealer in good standing and is authorized to purchase, promote and install all Juice Goose products. ESB Group has been representing Juice Goose since 2007.

Please feel free to contact us for additional information.

A handwritten signature in blue ink that reads "Beth Cook".

Beth Cook
Account Manager
713-772-1404

Whitenton Industries, Inc dba Juice Goose
7320 Ashcroft Drive, Suite 104 Houston, TX 77081



AV

6436 City West Parkway
Eden Prairie, MN 55344

866.977.3901

legrandav.com

February 3, 2022

The ESB Group Inc
5855 US HWY 11
Springville, AL 35146
Account #134396

Re: Authorized Dealer Verification

To Whom It May Concern:

This letter serves as confirmation that **THE ESB GROUP INC** is an authorized dealer buying Chief, Middle Atlantic, Vaddio, Luxul, C2G & Dalite. We are committed to providing **THE ESB GROUP INC** with commercially available products in sufficient quantities to meet the requirements of your organization.

For further information on our products and their features and applications, please visit our website at <http://www.legrandav.com> or contact our Customer Care teams.

If you have any questions, please contact our Sales Operations team at av.sales.operations@legrand.com.

Sincerely,

Oshiana Lindsley
Signature

02/04/2022
Date

Oshiana Lindsley
Sales Operations and Training Manager
Legrand AVD Inc.



Panasonic System Solutions Company of North America
Division of Panasonic Corporation of North America
Two Riverfront Plaza
Newark, NJ 07102-4490
http://www.panasonic.com/us/

February 7, 2022

Alabama Community College System
PO BOX 302130
Montgomery, AL 36130-2130
jpa-notification@accs.edu
334-293-4507

Ref: Panasonic Notation Letter of Authorization – The ESB Group, Inc.
PANID: P100044

The ESB Group, Inc.
Clint Mitchell
5855 US Highway 11
Springville, AL 35146
clint.mitchell@esbgroup.net
(205)533-9396

Panasonic System Solutions Company of North America (Panasonic) notates that The ESB Group, Inc. is authorized to sell and deploy Panasonic Pro A/V products as associated with the ACCS-2022-01 bid.

Should you have any further questions, please contact us directly at contracts@us.panasonic.com.

Sincerely,

Sandra Mondesir-Wyche
Sr. Planning Administrator, Business Operations
Panasonic System Solutions Company of North America,
Division of Panasonic Corporation of North America



February 8, 2022

To Whom It May Concern:

This is to confirm that the reseller headquartered at the address listed below is an authorized dealer/reseller for Planar Systems, Inc., an Oregon corporation.

ESB Group
5855 US HWY 11
Springville, AL 35146

Planar Systems, Inc. provides its product warranties direct to the end customer. The applicable limited product warranties for Planar Systems, Inc. products are available at www.planar.com/support

Sincerely,

A handwritten signature in cursive script, appearing to read "Adam Schmidt".

Adam Schmidt
Executive Vice President, Sales & Marketing
Leyard and Planar, A Leyard Company



February 3, 2022

Re: Authorized Dealer

To Whom It May Concern,

This is to certify that ESB Group, Inc (account number 10064) ("Dealer"), located at 5855 U.S. Highway 11, Springville, AL 35146, is currently an authorized dealer for QSC, LLC ("QSC") in the state of Alabam.

Dealer is authorized to sell QSC products. QSC retains the right to revoke this authorization at any time. QSC is the sole owner of QSC product trademarks, patents, copyrights, QSC branded domain names, and other intellectual property.

QSC will supply Dealer all technical information, service diagrams, and spare parts to ensure a high standard of after-sale service of the QSC Dealer line. For any further information or assistance regarding QSC products, please contact the Dealer.

This letter is valid for six (6) months from the date of this letter. If you have any questions or concerns, please contact QSC at 714-754-6175.

Best Regards,

Frank West

Frank West
V. P. of Sales – Americas



19201 Cook Street
Foothill Ranch, CA 92610-3501
USA
T +1 949 588-9997 x 150
F +1 949 588-9514
teri.brouwer@renkus-heinz.com
www.renkus-heinz.com

Tuesday, February 8, 2022

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that The ESB Group located at 5855 U.S. Highway 11, Springfield, AL 35146 is an authorized Renkus-Heinz Dealer for the Renkus-Heinz product line in Good Standing.

As an authorized Renkus-Heinz Dealer, The ESB Group may represent themselves as such and is entitled to supply, install and service our products and have full warranty privileges.

If you have any questions, please contact us at our Foothill Ranch Office.

Regards,

Teri Brouwer
Accounting Manager

Customer Account # - 09AL16

January 1, 2022

To Whom it may Concern,

Please be advised that The ESB Group, Inc. has authorization to bid our across all of our Product sets. The ESB Group, Inc. is a partner in good standing with Sennheiser.

This letter is to serve as notice that The ESB Group, Inc. located in Springville, AL is a reputable and duly authorized reseller and servicer of our product line. We will work closely with The ESB Group, Inc. to provide loaner equipment if required, and ensure that their obligations to the state contract are fulfilled. Please use the contact info below from The ESB Group, Inc. when looking for quotes or service:

The ESB Group, Inc.
5855 US HIGHWAY 11
Springville, AL 35146

Sincerely,

Steve Wingo
Area Sales Manager, Professional Audio Systems
Steve.wingo@sennheiser.com

Shure Incorporated
5800 West Touhy Ave
Niles, IL 60714-4608

T 847 600 2000
F 847 600 1212
shure.com



February 4, 2022

The ESB Group, Inc.
5855 US Highway 11
Springville, AL., 35146-3228

To whom it may concern:

This letter is to inform you that The ESB Group, Inc., located in Springville, Alabama is an authorized dealer of Shure products and is in good credit standing with our credit department. Should you have any questions, please feel free to call me at 847-600-8725.

Sincerely,

A handwritten signature in black ink, appearing to read "J. DiFalco", is written over a horizontal line.

Joe DiFalco
Senior Regional Sales Manager
Shure, Inc.

JD: DZ

Certificate no.: CERT-09451-2011-AQ-USA-ANAB
Place and date: Katy, TX, 08 January, 2021

Appendix to Certificate

Shure Incorporated

Locations included in the certification are as follows:

Site Name	Site Address	Site Scope
Shure Electronica S.A. de C.V. Ciudad Juarez	Calle Guillermo Griffin 7025, Parque Industrial Omega, Ciudad Juarez, Chihuahua, 32410 Mexico	The Manufacture of Microphones, Audio Electronic Products and Associated Piece Parts.
Danish Interpretation Systems (Thailand) Ltd.	1497 Soi Latphrao 94, Latphrao Road, Plabpla, Wangtonglang, Bangkok, 10310 Thailand	The Manufacture of Microphones, Audio Electronic Products and Associated Piece Parts.
Shure Electronics (Suzhou) Co., Ltd.	Block 6, Genway Factory Export Processing Zone 200 Suhong Road Suzhou Industrial Park P.R, CN, 215021, China	The Manufacture of Microphones, Audio Electronic Products and Associated Piece Parts.



46101 Fremont Blvd
Fremont, CA 94538

February 7, 2022

Contact Info:

The ESB Group, Inc.
5855 U.S. Highway 11
Springville, AL 35146

Re: Vivitek Reseller Program

To whom it may concern:

This is to confirm that The ESB Group, Inc. is an authorized Vivitek Reseller who is located at the above address. The ESB Group, Inc. is authorized to resell Vivitek product and is in current good standing. Vivitek products include projectors, digital signage and collaboration devices, and related display technologies.

Regards,

A handwritten signature in black ink, appearing to be "DM" or "Douglas Ma", written in a cursive style.

Douglas Ma
National Sales Manager
(510) 364-3205
douglas.ma@vivitekc corp.com



February 3, 2022

Re: Letter of Authorization
The ESB Group, Inc.

Dear Procurement Services Administrators:

Please let this letter serve to confirm that The ESB Group, Inc., a corporation, with its principal place of business at 5855 U.S. Highway 11, Springville, AL 35146, is an authorized, non-exclusive, reseller of products from West Penn Wire.

If there are any questions regarding this authorization, please feel free to contact at any time.
Regards,

Nicole Miller

Inside Channel Account Manager
o: 724-206-1896 m: 724-263-4480
nicole.miller@westpennwire.com



YAMAHA PROFESSIONAL AUDIO DIVISION

6600 Orangethorpe Avenue, P.O. Box 6600, Buena Park, CA 90620-6600

Re: ESB Group
Attn: Pro Audio Sales Procurement
February 8th , 2022

To Whom it may concern:

This letter states that ESB Group, Inc., located in Springville, AL is an authorized dealer for all product categories per their current Master Dealer Agreement with Yamaha Professional Audio as it pertains to this request for bid. Their district manager Bob Habel can be reached at bhabel@yamaha.com or 330-605-3933.

If there are questions, please feel free to email me : dstaab@yamaha.com

Regards,

Doug Staab
Eastern Regional Manager
Yamaha Professional Audio Division
Cell: 859-992-1213
Email: dstaab@yamaha.com



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
205-533-9396 (local)
www.esbgroup.net

INDUSTRY CERTIFICATES



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
205-533-9396 (local)
www.esbgroup.net

EQUIPMENT AND SERVICES SCHEDULE

(located on USB Drive)



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
205-533-9396 (local)
www.esbgroup.net

INSURANCE CERTIFICATE



THEESBG-01

APRICE

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

12/29/2021

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
Fitts Agency Inc.
1806 6th Street
Tuscaloosa, AL 35401

CONTACT NAME: Jackie Waldrop, CISR, CIC

PHONE (A/C, No, Ext): (205) 342-3549

FAX (A/C, No): (205) 342-3467

E-MAIL ADDRESS: jwaldrop@fittsagency.com

INSURER(S) AFFORDING COVERAGE

NAIC #

INSURER A: Acadia Insurance Company

31325

INSURER B: Union Insurance Company

25844

INSURER C: Alabama Self-Insured Worker's

INSURER D: Berkley Fire & Marine Underwriters

INSURER E:

INSURER F:

INSURED

The ESB Group, Inc.
5855 US Highway 11
Springville, AL 35146

COVERAGES

CERTIFICATE NUMBER:

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	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		CPA4392062	1/1/2022	1/1/2023	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 100,000 MED EXP (Any one person) \$ 5,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 CYBER \$ 100,000
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY		CAA4394620	1/1/2022	1/1/2023	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 DED <input type="checkbox"/> RETENTION \$	<input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS-MADE	CPA4392062	1/1/2022	1/1/2023	EACH OCCURRENCE \$ 7,000,000 AGGREGATE \$ 7,000,000 \$
C	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	1000317	1/1/2022	1/1/2023	PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
D	Equipment Floater		MIM 1018489	1/1/2022	1/1/2023	Leased/Rented 125,000

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

Project: ACCSITJPA-2019-0042

Employer Liability Carrier Info:

Carrier: Midwest Employers Casualty Company

Policy #: PSAL-129001

Effective Dates: 1/1/22-1/1/23

CERTIFICATE HOLDER

Alabama Community College System
P.O. Box 302130
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