PORT OF GALVESTON
REQUEST FOR DISCUSSION AND
TRUSTEES ACTION

BUSINESS ITEM

PREPARED BY: Brett B Milutin  Director of Port Operations  May 26, 2020

SUBJECT: Discuss and Approve Consulting Agreement Between the Board of Trustees and Telaforce LLC for Security System Integration, Design, Management and Life Cycle Support for FY 19 Port Security Grant Implementation and Maintenance.

BACKGROUND: The Port Security Grant Program (PSGP) administered by the Department of Homeland Security (DHS) through the Federal Emergency Management Agency (FEMA) awards Port Security Grants (PSG). The FY 2019 PSG awarded to the Port of Galveston is in the amount of $1,194,500 ($895,875 federal/$298,625 local match). This project expands the Port’s existing port-wide MDA video surveillance system by installing additional high-resolution cameras to increase surveillance of the expanded Cruise Terminal Complex. This project also upgrades/hardens existing network infrastructure and continues the port security system operational repairs and maintenance, which maximizes system availability, readiness and cyber resiliency. In addition, this project continues the port security system operational repairs and maintenance, which maximizes system availability, readiness and cyber resiliency. This network has evolved over the past decade working with Telaforce LLC/CACI NSS, Inc. (formerly L-3 National Security Solutions, Inc.), a national company with offices across the United States. Port staff has established a good working relationship with Telaforce LLC/CACI personnel. Due to the sensitive nature of security projects, it is in the Port’s best interest to have continuity in project development and a local presence is an important advantage from a service perspective.

RECOMMENDATIONS: The Board of Trustees is respectfully requested to listen to the briefing of the Port Director and approve the Consulting Agreement between the Board of Trustees and Telaforce LLC, Inc. to provide services for the FY2019 PSG project in an amount not to exceed $1,194,500.

Respectfully Submitted By:

Rodger Rees, Port Director/CEO

DATE ACTION TAKEN: __________________________

Approved: __________________________  Motion By: __________________________
Disapproved: __________________________  Seconded By: __________________________
Deferred To:  
Incorporated into Minutes:  

Unanimous:  Yes  No  
By:  


PORT OF GALVESTON
Briefing
DISCUSS AND APPROVE CONSULTING AGREEMENT BETWEEN THE BOARD OF TRUSTEES AND TELEFORCE LLC FOR SECURITY SYSTEM INTEGRATION, DESIGN, MANAGEMENT AND LIFE CYCLE SUPPORT FOR FY 19 PORT SECURITY GRANT IMPLEMENTATION AND MAINTENANCE

Background

The Port Security Grant Program (PSGP) administered by the Department of Homeland Security (DHS) through the Federal Emergency Management Agency (FEMA) awards Port Security Grants (PSG). The FY 2019 PSG awarded to the Port of Galveston is in the amount of $1,194,500 ($895,875 federal/$298,625 local match). This project expands the Port's existing port-wide MDA video surveillance system by installing additional high-resolution cameras to increase surveillance of the expanded Cruise Terminal Complex. This project also upgrades/hardenst existing network infrastructure and continues the port security system operational repairs and maintenance, which maximizes system availability, readiness and cyber resiliency. In addition, this project continues the port security system operational repairs and maintenance, which maximizes system availability, readiness and cyber resiliency. This network has evolved over the past decade working with Teleforce LLC/CACI NSS, Inc. (formerly L-3 National Security Solutions, Inc.), a national company with offices across the United States. Port staff has established a good working relationship with Teleforce LLC/CACI personnel. Due to the sensitive nature of security projects, it is in the Port’s best interest to have continuity in project development and a local presence is an important advantage from a service perspective.

Current Situation

Teleforce LLC has been awarded a General Services Administration (GSA) Schedule 84 contract. Texas Local Government Code, Chapter 271.103, states that the purchase of goods or services under Federal supply schedules of the GSA complies with the requirement for local governments to seek competitive bids for the purchase of goods or services. The GSA awards Federal Supply Schedule contracts by competitive procurement procedures for more than 50 schedules that cover multiple commodities and services. The ability to continue the Port’s relationship with Teleforce LLC/CACI NSS, Inc. through this purchasing system provides the Port an opportunity to work with a large scale national company with extensive resources in the security field.

This project, EMW-2019-PU-00510 must be completed by August 31, 2022 (or by the end of the performance period in the event of an extension to the grant). The new contract allows Teleforce LLC to continue to provide the necessary personnel, project management, equipment, materials, technical support and other services required to perform the scope of work required for the FY2019 PSG project.
Fiscal Impact

The grant award amount for this project is $1,194,500. The PSG program is setup as a 75% Federal and 25% local match program. The Port will be responsible for $298,625 (25% local match) which was provided for and approved in the Port's 2019 Operating Budget. The remaining $895,875 will be provided by the Federal government, on a reimbursement basis, through Port Security Grant funds. The Port collects $1.5 million annually in tariff security surcharges to cover federal grant matches and other relevant security costs imposed by the Maritime Transportation Security Act of 2002.

Staff Recommendation

The Board of Trustees is respectfully requested to listen to the briefing of the Port Director and approve the Consulting Agreement between the Board of Trustees and Telaforce LLC to provide services for the FY2019 PSG project, at a cost not to exceed $1,194,500.
May 10, 2020

To: Mr. Charles Eller, TelaForce, LLC.

From: Brett B Milutin, Director of Port Operations

Subject: Services Requested- Proposal Port Security Grant Round 19

Dear Mr. Eller:

In compliance with the State of Texas Purchasing Statutes and its own policies, the Board of Trustees of the Galveston Wharves-Port of Galveston is authorized under Texas Statutes Government Code 271.103 to “purchase goods or services available under Federal supply schedules of the United States General Services Administration to the extent permitted by federal law. A local government that purchases goods or services under this subchapter satisfies any state law requiring the local government to seek competitive bids for the purchase of the goods or services.” TelaForce, LLC is a certified Cooperative Purchasing Program vendor under the General Services Administration (GSA) Schedule 84 (Contract 47QSWA20D004D).

Under the above Schedule 84 Contract, the Port of Galveston (POG) could award TelaForce, LLC (TelaForce) the task order to provide expertise in Security System Integration, Design, Management and Life Cycle Support, to include system engineering/design, technology procurement, planning, installation and integration of security systems. TelaForce is expected to provide services related to the following major task areas:

1. Site Assessments and System Engineering/Design
2. Port-wide Video Surveillance System and related network infrastructure
3. Port-wide Access Control and Perimeter Intrusion Detection
4. Port-wide Maritime Domain Awareness
5. Project Management and Technology Procurement
6. Maintenance and Technical Support for existing Port Security System
7. Security Network Infrastructure administration and configuration
8. Administration of the Port Security Support Portal (SharePoint site)

The Port of Galveston has established a long term working relationship with TelaForce, LLC, as the Security Contractor to the Port for the deployment of a separate and secure network for 24/7 port-wide video surveillance, access control systems, and development of an interoperable communications systems that communicates with regional first responders and law enforcement agencies. TelaForce’s Galveston office personnel respond to security system service issues and
work closely with Port Operations, Port Police Department, Facilities Security Officer and Port Management.

Please submit a proposal by May 20, 2020 for the security system project management and engineering/design; system administration and maintenance; and implementation of system enhancements and expansions as provided by the Port Security Grant Program (PSGP) awards, to include the FY19 project for Cruise Terminal Video Surveillance System Expansion and Security Network Upgrades, Hardening and Maintenance.

The proposal should contain a brief job description for personnel required, hourly rates and any additional handling charges related to the contract services.

Respectfully,

Brett B Milutin
Director of Port Operations
Port of Galveston
Budget Worksheet:

A. Personnel
   Non-applicable to project

B. Fringe Benefits
   Non-applicable to project

C. Travel
   Non-applicable to project

D. Equipment

<table>
<thead>
<tr>
<th>Item</th>
<th>AEL</th>
<th>Computation</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portable/wearable cameras</td>
<td>14SW-01-VIDA</td>
<td>20 X $499 ea/yr</td>
<td>$49,900</td>
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<tr>
<td>6-Bay Docking Station</td>
<td>14SW-01-VIDA</td>
<td>2 X $1495 ea/yr</td>
<td>$14,950</td>
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<tr>
<td>Fleet Camera Kit</td>
<td>14SW-01-VIDA</td>
<td>6 X $1,779 ea/yr</td>
<td>$71,160</td>
</tr>
</tbody>
</table>

**SUB-TOTAL** $136,010

Portable/wearable Cameras is the equipment needed to for each officer to record video.
6-Bay Docking Station is the equipment needed to download video and recharge cameras.
Fleet Camera Kit is the equipment needed for vehicles to record video.

E. Supplies
   Non-applicable to project

F. Consultants/Contracts

Consultant Fees

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<tr>
<td>Professional Services</td>
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<tr>
<td>Installation Service</td>
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**SUB-TOTAL** $12,350

Contracts

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<th>Service Provided</th>
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<th>Computation</th>
<th>Cost</th>
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<tbody>
<tr>
<td>Cloud Storage, etc.</td>
<td>14SW-01-VIDA</td>
<td>5 yrs X $1500/yr</td>
<td>$7,500</td>
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<tr>
<td>System Maintenance</td>
<td>14SW-01-VIDA</td>
<td>5 yrs X $4,800/yr</td>
<td>$4,800</td>
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<tr>
<td>Subscriptions</td>
<td>14SW-01-VIDA</td>
<td>5 yrs X $1756.80/yr</td>
<td>$8,784</td>
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</tbody>
</table>

**SUB-TOTAL** $21,084

Cloud Storage will provide video storage and retrieval.

System Maintenance will provide equipment replacement plan.

Subscriptions is needed to cover licensing fees.

**WARNING:** This record contains Sensitive Security Information that is controlled under 49 CFR parts 15 and 1520. No part of this record may be disclosed to persons without a “need to know”, as defined in 49 CFR parts 15 and 1520, except with the written permission of the Administrator of the Transportation Security Administration or the Secretary of Transportation. Unauthorized release may result in civil penalty or other action. For U.S. government agencies, public disclosure is governed by 5 U.S.C. 552 and 49 CFR parts 15 and 1520.
The Port of Galveston complies fully with the State of Texas Purchasing Statutes and its own written procurement policies.

**G. Other Costs**
Non-applicable to project

**H. Indirect Costs**
Non-applicable to project

<table>
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<tr>
<th>Budget Category</th>
<th>Federal Amount</th>
<th>Non-Federal Amount</th>
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<tbody>
<tr>
<td>A. Personnel</td>
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</tr>
<tr>
<td>B. Fringe Benefits</td>
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<tr>
<td>C. Travel</td>
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<tr>
<td>D. Equipment</td>
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<td>$34,002.50</td>
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<td>E. Supplies</td>
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<tr>
<td>F. Consultants/Contracts</td>
<td>$25,075.50</td>
<td>$8,358.50</td>
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<tr>
<td>G. Other</td>
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<td></td>
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<tr>
<td>H. Indirect Costs</td>
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<tr>
<th>Total Requested Federal Amount</th>
<th>Total Non-Federal Amount</th>
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<tr>
<td>$127,083</td>
<td>$42,361</td>
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</table>

**Combined Total Project Costs**
$169,444

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**SENSITIVE SECURITY INFORMATION**

### PART IV - POINT(S) OF CONTACT FOR ORGANIZATION

<table>
<thead>
<tr>
<th>NAME:</th>
<th>Rodger Rees</th>
<th>NAME:</th>
<th>Sandy J. Sabatier</th>
</tr>
</thead>
<tbody>
<tr>
<td>ORGANIZATION:</td>
<td>Board of Trustees of the Galveston Wharves</td>
<td>ORGANIZATION:</td>
<td>Board of Trustees of the Galveston Wharves</td>
</tr>
<tr>
<td>ADDRESS:</td>
<td>P.O. Box 328, Galveston, Texas 77553</td>
<td>ADDRESS:</td>
<td>P.O. Box 328, Galveston, Texas 77553</td>
</tr>
<tr>
<td>PHONE:</td>
<td>(409) 766-6105</td>
<td>PHONE:</td>
<td>(409) 766-6181</td>
</tr>
<tr>
<td>E-MAIL:</td>
<td><a href="mailto:rees@portofgalveston.com">rees@portofgalveston.com</a></td>
<td>E-MAIL:</td>
<td><a href="mailto:ssabatier@portofgalveston.com">ssabatier@portofgalveston.com</a></td>
</tr>
</tbody>
</table>

### PART V - PHYSICAL LOCATION OF PROJECT

The intent of this section is to verify the primary location the project is being implemented to address the PSGP and port area priorities. The applicant's primary area of responsibility for utilizing the project should be identified. This includes training, exercises, interoperable systems, vessel equipment and regionally beneficial projects. Secondary areas of responsibility are not considered the project location. Please identify the location from which the project will be implemented/deployed (the applicant facility address), such as fire or police departments or MTSA regulated facility.

**PHYSICAL ADDRESS OF THE PROJECT LOCATION:**
- **Street Address:** 900-4100 Harborside Drive
- **City:** Galveston
- **State:** Texas  
- **Zip Code:** 77550  
- **Latitude & Longitude:** 29.303811, -94.800229

**BRIEF DESCRIPTION OF THE PROJECT LOCATION:**
The Port of Galveston is located at the southern end of Galveston Bay, nine miles from the sea buoy and primarily occupies the north side of Harborside Drive between 9th and 41st Streets. The cruise terminal complex is in close proximity to downtown City of Galveston. The port security system is an extensive network of security devices that spans the entire Port campus of approximately 500 acres, located on both sides of the Galveston Ship Channel.

### STATE AND LOCAL AGENCIES ONLY - ROLE IN PROVIDING LAYERED PROTECTION OF REGULATED ENTITIES

**DESCRIBE YOUR ORGANIZATION'S SPECIFIC ROLES, RESPONSIBILITIES AND ACTIVITIES IN DELIVERING LAYERED PROTECTION.**

The Port of Galveston provides layered security for the entire Port campus, to include the cruise terminal complex which is located in the heart of the port and one block from the downtown business area of Galveston. U.S. Customs and Border Protection (CBP) screen passengers leaving and entering the US through these facilities. Port police provide an additional layer of security to the CBP operation. The cruise terminal complex is a public access facility with unrestricted access to the passenger departure and arrival area in front of the terminal. However, the remainder of the Port campus, the interior of the cruise terminal facilities and the areas immediately adjacent to the cruise ships are restricted and access is limited to those individuals with proper credentials.

The Port provides perimeter security of all terminal operations areas with exterior video surveillance and armed licensed patrolling police officers, along with comprehensive interior video surveillance within the cruise terminal facilities. A small number of the existing perimeter and MDA cameras are connected via wireless, which limits the video resolution and camera reliability. The recent reconfiguration of vehicular approaches to the expanded cruise terminal complex creates publicly accessible areas in close proximity to terminal operations without sufficient video surveillance coverage.

The Port's outer perimeter is secured by fencing. All entry gates to these sections of the Port are screened by contract security guards and require appropriate identification to gain access. In addition, video cameras provide surveillance of the Port perimeter and those areas of the Port that may be vulnerable to terrorist activity. These cameras are monitored by 24/7 security personnel operating in the Port Coordination/Operations Center (PCC). These individuals have radio communication with the contract security guards and the roving armed police officers that patrol the Port 24/7.

The most recent feature added to the Port's layered security is an enhanced geolocation integration of the Maritime Domain Awareness system and the upgraded video surveillance system. This enhanced integration enables the Port Police Communications Officers to more effectively and efficiently maintain port-wide maritime domain awareness via a single operator interface.

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DEPARTMENT OF HOMELAND SECURITY
Federal Emergency Management Agency

PORT SECURITY GRANT PROGRAM INVESTMENT JUSTIFICATION

Warning: Please follow the Notice of Funding Opportunity Guidance while completing this form.

PART I - INVESTMENT HEADING

<table>
<thead>
<tr>
<th>ORGANIZATION NAME (Legal Name Listed On The SF-424):</th>
<th>STATE OR TERRITORY IN WHICH THE PROJECT WILL BE IMPLEMENTED:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Board of Trustees of the Galveston Wharves</td>
<td>Texas</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TYPE OF ORGANIZATION:</th>
<th>STATE OR LOCAL AGENCY:</th>
<th>OTHER:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Local Agency</td>
<td>Port Authority</td>
<td>N/A</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PROJECT'S CAPTAIN OF THE PORT ZONE:</th>
<th>INVESTMENT JUSTIFICATIONS (Ex. 1 of 1):</th>
</tr>
</thead>
<tbody>
<tr>
<td>Houston-Galveston</td>
<td>1 of 1</td>
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</tbody>
</table>

PART II - BASIC PROJECT INFORMATION

<table>
<thead>
<tr>
<th>PROJECT TITLE:</th>
<th>PROJECT SERVICE(S)/EQUIPMENT SUMMARY:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cruise Terminal Video Surveillance System Expansion and Security Network Upgrades, Hardening and Maintenance</td>
<td>This project expands the Port's existing port-wide MDA video surveillance system by installing additional high-resolution cameras to increase surveillance of the expanded Cruise Terminal Complex. This project also upgrades/hardens existing network infrastructure and continues the port security system operational repairs and maintenance, which maximizes system availability, readiness and cyber resiliency.</td>
</tr>
</tbody>
</table>

| IS THIS PROJECT EXEMPT FROM THE REQUIRED COST SHARE OUTLINED IN 46 U.S.C. 70107? | No |

<table>
<thead>
<tr>
<th>FEDERAL SHARE:</th>
<th>COST SHARE</th>
<th>TOTAL PROJECT COST:</th>
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<tbody>
<tr>
<td>895,675</td>
<td>298,625</td>
<td>1,194,500</td>
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</tbody>
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<table>
<thead>
<tr>
<th>PROJECT CATEGORY:</th>
<th>NEW CAPABILITY OR MANAGEMENT/SUSTAINMENT:</th>
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<tbody>
<tr>
<td>Operational</td>
<td>Maintenance/Sustainment</td>
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PART III - ELIGIBILITY INFORMATION

<table>
<thead>
<tr>
<th>WHICH PLAN(S) APPLIES TO YOUR ORGANIZATION?:</th>
<th>AREA MARITIME SECURITY PLAN:</th>
<th>FACILITY SECURITY PLAN:</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>×</td>
<td></td>
</tr>
<tr>
<td>PORT-WIDE RISK MANAGEMENT PLAN:</td>
<td>×</td>
<td></td>
</tr>
<tr>
<td>VESSEL SECURITY PLAN:</td>
<td></td>
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</tr>
</tbody>
</table>

| IF NONE OF THE ABOVE ARE APPLICABLE, PLEASE LIST OTHER PORT RELATED SECURITY PLANS OR CIRCUMSTANCES THAT APPLY TO THIS PROJECT AND YOUR ORGANIZATION: | N/A |

<table>
<thead>
<tr>
<th>ACTIVE PARTICIPANT OF AN AREA MARITIME SECURITY COMMITTEE?</th>
<th>IS THIS APPLICATION ON BEHALF OF ANOTHER ENTITY OR SUBMITTED AS A CONSORTIUM?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>IS THE PROJECT SITE OWNED BY YOUR ORGANIZATION?</th>
<th>IF THE PROJECT SITE IS NOT OWNED OR OPERATED BY YOUR ORGANIZATION, PLEASE EXPLAIN YOUR ORGANIZATION'S RELATION TO THE PROJECT SITE:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td></td>
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<table>
<thead>
<tr>
<th>IS THE PROJECT SITE OPERATED BY YOUR ORGANIZATION?</th>
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</thead>
<tbody>
<tr>
<td>Yes</td>
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</tbody>
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<table>
<thead>
<tr>
<th>IS THE PROJECT SITE A FACILITY OR VESSEL THAT IS REGULATED UNDER THE MARITIME TRANSPORTATION SECURITY ACT (MTSA) OF 2002, AS AMENDED?</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>STATE AND LOCAL AGENCIES ONLY - IS YOUR AGENCY REQUIRED TO PROVIDE PORT SECURITY SERVICES TO MTSA REGULATED FACILITIES?</th>
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</thead>
<tbody>
<tr>
<td>Yes</td>
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<table>
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<tr>
<th>STATE AND LOCAL AGENCIES ONLY - ARE YOU THE PRIMARY RESPONDING AGENCY TO MTSA REGULATED FACILITY?</th>
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Sensitivity Security Information

Part VII - Investment Justification Abstract

WHAT WILL THIS PROJECT INVESTMENT FUND (i.e. vessels, radios, cameras, construction, contracts, fencing, etc.)?

Video surveillance cameras, network infrastructure upgrades, along with security system/software maintenance and sparereplacement parts.

Are any project items on the controlled equipment list (please reference FEMA Information Bulletin 407):

No

If yes, please provide the authorized equipment list (AEL) number(s) for controlled equipment:

Summarize the proposed investment justification.

The following must be included:

- Describe how this investment addresses the Captain of the Port's priorities
- Explain how this investment will achieve a more secure and resilient port area
- Identify assets being requested
- Identify similar assets that already exist

This project expands the Port's existing video surveillance system by providing additional surveillance coverage to waterside and vehicular approaches to the expanded cruise terminal complex. This project will also upgrade and harden the security network infrastructure and continue the system/software maintenance and repairs. Both objectives are operationally critical to the complete maritime domain awareness of port operations, to include passenger transits throughout the terminal complex, vessel/vehicle-borne IED/terrorist approaches to the terminals, passenger parking lots, main vehicle gates, and port-wide perimeter surveillance.

Specifically, to the extent feasible, this project extends the fiber optic infrastructure to eliminate wireless links and adds additional high-resolution cameras to support port-wide MDA and cruise operation surveillance. This system expansion will significantly enhance surveillance coverage and reliability throughout the cruise terminal complex and provide identity verification of individuals and their intent (potential IED/terrorist assault) prior to reaching their intended target area. This project will also upgrade and harden the IT infrastructure and network components to install redundant core/distribution layer switches and fiber connections to enhance network reliability and cyber resilience. These additional switches and fiber connections are a complement to the recently installed video surveillance system archiver expansion.

This project's continuation of the port security system maintenance, repairs and spare parts will ensure that all system components, devices, subsystems and network infrastructure remain operational, which further enhances the Port's Cybersecurity, Resilience and Recovery capabilities. The Port's Resilience and Recovery capabilities are also enhanced by the renewal/continuation of software maintenance and data subscriptions for the Port's Maritime Domain Awareness (MDA) system.

The Cruise Terminal video surveillance system expansion addresses the Captain of Port's priority of maintaining Maritime Domain Awareness and enhancing IED prevention. The continued maintenance of the security system, network upgrades/hardening and software maintenance also addresses the priorities of maintaining Maritime Domain Awareness and Port Cybersecurity, Resilience and Recovery capabilities.

This project's expansion of the video surveillance system and hardening of the network infrastructure also addresses the national priorities for enhancing the protection of soft targets/crowded places and enhancing cybersecurity.

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The Port of Galveston is considered a high risk port due to the high cruise passenger volume handled at the port each year. In 2018 the port handled over 983,000 cruise passengers. In 2019, the number of cruise passengers is expected to increase to 1,034,000 passengers. To accommodate the continued increasing number of total cruise passengers, larger cruise vessels and more frequent ship visits, the Port recently completed a 60,000 sq ft expansion of Cruise Terminal #2 and reconfigured the passenger vehicle entrance to the cruise terminal complex. The Port of Galveston maintained its ranking as the fourth busiest cruise port in the U.S. and 7th in world’s top 20 cruise homeports. In addition to cruise passenger throughput, both foreign and domestic commerce are extensive, exported commodities include grain, project related cargo, liner board/paper, light fuels and carbon black. Import products include bananas/fruit, bulk fertilizer, general cargo, agriculture equipment, machinery and wind power towers, automobiles and electrical components. The Port also has multiple ship repair/construction facilities.

The Port of Galveston is located nine miles from the sea buoy and in close proximity to the Houston Ship Channel. A terrorist or IED attacks on a cruise ship entering Galveston Ship Channel would cause loss of life equal to 9/11 and could lead to the economically devastating closure of the Galveston/Texas City/ Houston ports crippling national energy resources. An attack on a cruise ship at or in close proximity to the cruise terminals would cause both significant loss of life and infrastructure damage. It would also devastate the City of Galveston tourism industry and business district bringing additional economic impact to the community and region.

The Port of Galveston has taken a leadership role in identifying, coordinating, planning, training and exercising with other regional and local law enforcement along with emergency response agencies, to include (current law enforcement MAA* and MOU** are as noted):

- Galveston County Sheriff Office
- City of Galveston Police Dept.
- Texas A&M at Galveston Police Dept.
- University of Texas Medical Branch Police Dept.
- Galveston County Constable Office
- Galveston Independent School District Police Dept.
- Tiki Island Police Dept.
- City of Galveston Fire and EMS Dept.
- City of Galveston Beach Patrol
- City of Galveston Office of Emergency Management
- Galveston County Office of Emergency Management
- Texas Dept of Public Safety
- US Coast Guard

WARNING: This record contains Sensitive Security Information that is controlled under 49 CFR parts 15 and 1520. No part of this record may be disclosed to persons without a "need to know", as defined in 49 CFR parts 15 and 1520, except with the written permission of the Administrator of the Transportation Security Administration or the Secretary of Transportation. Unauthorized release may result in civil penalty or other action. For U.S. government agencies, public disclosure is governed by 5 U.S.C. 552 and 49 CFR parts 15 and 1520.
**SENSITIVE SECURITY INFORMATION**

**PART IX - NATIONAL PREPAREDNESS GOAL**

IDENTIFY ONE CORE CAPABILITY THIS INVESTMENT MOST CLOSELY SUPPORTS:

Threats and Hazard Identification

**PART X - IMPLEMENTATION PLAN**

PROVIDE A HIGH-LEVEL TIMELINE OF MILESTONES FOR THE IMPLEMENTATION OF THIS INVESTMENT, SUCH AS PLANNING, TRAINING, EXERCISES, AND MAJOR ACQUISITIONS OR PURCHASES. UP TO 10 MILESTONES MAY BE SUBMITTED.

THE FOLLOWING MUST BE INCLUDED:

- MAJOR MILESTONES OR RELEVANT INFORMATION THAT IS CRITICAL TO THE SUCCESS OF THE INVESTMENT
- MAJOR TASKS THAT WILL NEED TO OCCUR (E.G. DESIGN AND DEVELOPMENT, CONTRACTUAL AGREEMENTS, PROCUREMENT, DELIVERY, INSTALLATION AND PROJECT COMPLETION)

Project implementation will be conducted by a Port Security Systems Integrator who has experience in technology implementation in port environments. The integrator will collaborate with Port operations staff and security system engineers to develop a final system design/requirements that complies with the specific operational needs of the project. The integrator will source the equipment from best-value vendors and project implementation will be completed with the aid of best-value subcontractors. A schedule will be developed and periodic reviews conducted to verify that the project is on schedule and budget. The Systems Integrator will be responsible to the Port to deliver a complete, integrated, fully functional system in a timely manner.

The technical implementation of this project will be a straightforward expansion of components of the existing Video Surveillance system. The additional telecommunication infrastructure, fiber optic cabling and appropriate network equipment will be added in a manner that is consistent with the existing systems. The upgrade of the network infrastructure will include the replacement and addition of core/distribution layer switches with redundant fiber connectivity where feasible. The continued security system/network and MDA software maintenance scope will be incorporated into the existing ongoing system maintenance program and will be ongoing for the duration of the project performance period.

The project upgrade and expansion components can be implemented within 30 months of contracting and will consist of the following tasks:

The major project implementation milestones include:

Contractor Selection/Award – 4 months  
System Integration definition and Network Planning/Design – 8 months  
Procurement – 3 months  
Implementation – 12 months  
Testing and Training – 2 month  
Project Closeout – 1 month

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## IDENTIFY ONE NATIONAL PRIORITY THIS INVESTMENT MOST CLOSELY SUPPORTS:

Enhancing Maritime Domain Awareness

## DESCRIBE HOW, AND THE EXTENT THIS INVESTMENT JUSTIFICATION MEETS ONE OR MORE OF THE NATIONAL PRIORITIES.

The following must be included:

- **How this investment addresses vulnerabilities identified within an area maritime security plan, facility security plan, vessel security plan, or other identified plan(s).**

The expansion of the Port’s Cruise Terminal complex video surveillance system directly supports the national priority of Enhancing the Protection of Soft Targets/Crowded Places, while also Enhancing Maritime Domain Awareness and WMD & IED Prevention, Detection, Response & Recovery Capabilities.

The upgrade/hardening of the network infrastructure and the continued overall security system hardware/software maintenance supports the national priority of Enhancing Cybersecurity. This project component also includes Risk Mitigation that support port resilience and recovery.

The expanded video surveillance of the cruise terminal complex and the network infrastructure hardening will be incorporated into the updated Cruise Facility Security Plans.

The Area Maritime Security Plan identifies an IED/terrorist assault on a cruise vessel/terminal and cyber attacks as likely critical Transportation Security Incidents. As described above, this project enhances/maintains maritime domain awareness, IED detection, and cyber resilience in an effort to prevent and mitigate these identified threats/vulnerabilities.

This project aligns with priorities established in the FY19 PSGP NCFO (including sustainment of existing PSGP-funded capabilities), AMSP, PRMP, NIMS protocols, and core capabilities established in the National Preparedness Goal (NPG). Maintaining and expanding the Port’s existing situational awareness capabilities apply directly to all five mission areas included in the NPG.

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TELAFORCE™
A Titan Technologies Company

Security System Integration, Design, Management and Life Cycle Support for FY19 Port Security Grant Implementation and Maintenance
Date: 05/20/2020

GALVESTON WHARF

Offered To:
Port of Galveston (POG)
123 Rosenberg Ave.
Galveston, TX 77553

Submitted by:
TELAFORCE, LLC
a Titan Technologies Company
Charles Eller, VP Contracts
70 Ready Avenue NW
Fort Walton Beach, F.. 32548
Phone: 850.897.8103
Email: charles.eller@telaforce.com
Web: titantechnologies.com
This proposal includes data that shall not be disclosed outside the Port of Galveston and shall not be duplicated, used, or disclosed— in whole or in part— for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data, the Port of Galveston shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Port’s right to use information contained in this data if it is obtained from another source without restriction.
FY19 PORT SECURITY GRANT IMPLEMENTATION AND MAINTENANCE

1.0 INTRODUCTION AND OVERVIEW

TelaForce, LLC, a Titan Technologies Company is pleased to provide this proposal for security system integration, design, management, and life cycle support for the Port of Galveston’s (POG) FY19 Port Security Grant implementation and maintenance. We propose a safety conscious, experienced project team with the technical/domain expertise and competence to provide a comprehensive and cost-effective solution. Our approach provides proven, low-risk solution for expanding your security capability while continuing to promote efficient and productive operations.

TelaForce has a dynamic and ready team of professionals with outstanding qualifications to provide full-range solutions for the deployment and implementation of security system expansions. We leverage our outstanding program management and implementation processes for maximum advantage to the client/project. Our experienced project team combined with best-of-breed technologies provides a comprehensive and cost-effective security solution.

TelaForce is the best-qualified organization to assist the Port of Galveston in meeting and overcoming the programmatic challenges associated with integrating both existing and new subsystems into an overall comprehensive situational security system. We are equally qualified in all areas of design, supply, installation, and integration of new technologies and systems with existing systems.

Our Team’s exemplary record combined with our depth of understanding of port security projects and history of relevant, successful past performance, are key discriminators. They distinguish TelaForce as uniquely qualified to meet the challenges associated with providing comprehensive security solutions in the high-tempo Port environment. We employ experienced personnel that are both professionally qualified and imbued in real world experience.

TelaForce brings best value to the Port of Galveston through:

- Proven compatibility/integration with legacy surveillance systems
- Collectively more than 50 projects deploying similar systems for City and Ports
- Use of regional contractors and vendors supporting Galveston
- On-site maintenance support with 24/7/365 response
- Texas DPS licensed Security Contractor
2.0 PROJECT MANAGEMENT PLAN

2.1 PROJECT MANAGEMENT PLAN OVERVIEW
This Project Management Plan (PMP) is intended to provide information regarding the Port of Galveston’s Cruise Terminal Video Surveillance System Expansion and Security Network Upgrades, Hardening and Maintenance project. The objective of the PMP is as follows:

- Provide a description of the project
- Establish the project baselines
- Document the plans, organization, structures, and processes that will be used to manage this project

2.1.1 PROJECT OVERVIEW
This project includes preliminary engineering design and a recommended Environmental Historical Preservation (EHP) report. Once the EHP is approved, final design/specifications will be developed, followed by procurement and implementation of:

- IT infrastructure and network components to install ten new high-resolution IP PTZ cameras and four new high-resolution IP Fixed cameras in the Port’s operational areas and approaches to the cruise passenger terminals.
- Expanded Network Infrastructure to include replacement of existing wireless links with single-mode fiber to the extent feasible
- Replacement of distribution and core switches to harden the network infrastructure
- System Testing, Commissioning, and Training
- System Warranty for new components of system
- Continued Maintenance and Administration of existing system components, monitoring, and administration in accordance with standard practices.

2.2 PROJECT ORGANIZATION

2.2.1 PROJECT MANAGEMENT TEAM
Telaforce’s Program Manager has the overall responsibility for the project and coordination of all subcontracted portions of the work in accordance with the Contract Documents. The Telaforce Program Manager will work with the on-site program staff and subcontractors to ensure that all work is performed safely and in accordance with the approved design.

Telaforce has designated its Galveston, TX office as the on-site Program Office for the day-to-day management of the Program. The Program Office will serve as a center for communications, planning, design review and technical support; as well as the center of coordination for the installation of the security systems to be installed under this contract. All work associated with implementing the project scope of work will be coordinated from this office.
Another key component of the Project Management Team is our proposed subcontractor, Innovative Technology Engineering, LLC (ITE). As a subcontractor to TelaForce, ITE will provide the project engineering/system design and participate in project implementation oversight and administration to ensure that the system installation is in accordance with the design and specifications.

TelaForce and ITE have successfully collaborated on multiple design/build security projects to include Port of Galveston and Port of Texas City Security Council. This successful, recent design/implementation experience enhances our overall project management efficiencies and minimizes project risks.

2.2.2 AREA AND LOCAL RESOURCES
The Project Management Team will be augmented by both local and area subcontractors. Our selection of subcontractors to support system maintenance is based on prior competitive selection for various system components/sub-system and experience/past performance with their assigned scope of work. Our selection of installation subcontractors for new system components/sub-systems will be the result of open/competitive responses to Request for Quotes/Proposals and in accordance with TelaForce’s procurement policies and federal procurement guidelines.

2.2.3 SUBCONTRACTORS
With the Port of Galveston’s consent, TelaForce will execute subcontract agreements for engineering/design and any security system maintenance support, as needed. We will obtain Port of Galveston approval of any additional subcontractors and their respective labor rates prior to beginning work. Proposed subcontractors include but are not limited to:

- Ares Security
- Innovative Technology Engineering (ITE)
- GB Tech
- Schneider Electric

TelaForce and all subcontractors will meet all applicable federal, state and local laws and other requirements, as mutually agreed upon, during the term of the agreement. Installation Subcontractors will procure all permits as required for their respective work.

2.3 PROJECT SCOPE OF WORK BASELINE
This section describes the work effort and product deliveries that TelaForce will provide to meet the requirements of the Port of Galveston’s Cruise Terminal Video Surveillance System Expansion and Security Network Upgrades, Hardening and Maintenance project:

2.3.1 VIDEO SURVEILLANCE EXPANSION
Design and implement expansion to the existing video surveillance system, to include components and infrastructure with IP technology, for ten new high-resolution PTZ cameras and four new high-resolution fixed cameras in the Port’s operational areas and approaches to the cruise passenger terminals.
2.3.2 EXPANDED FIBER INFRASTRUCTURE TO REPLACE WIRELESS LINKS
Design and implement upgraded fiber infrastructure, to the extent feasible, to expand the fiber infrastructure and/or to replace point-to-point and point-to-multipoint wireless links for the purpose of minimizing/eliminating band-width constraints and optimizing the capabilities of previously deployed IP video cameras.

2.3.3 DISTRIBUTION/CORE SWITCH REPLACEMENT
Replace/upgrade the existing distribution and core switches with appropriate current model switches to harden the network infrastructure, improve cyber resiliency, and the overall network operation.

2.3.4 SECURITY SYSTEM MAINTENANCE AND REPAIRS
Perform planned maintenance on all system components and subsystems that are not currently covered by an installation contractor’s maintenance agreement. Monitor the operational status of all security system components and subsystems. When component or subsystem failures are detected, conduct initial troubleshooting to determine the severity of failures. Complete system repairs when feasible and/or facilitate repairs by either installation contractor or manufacturer’s authorized technicians. Renew software maintenance licenses as required.

2.4 PROJECT IMPLEMENTATION
This section describes the implementation approach that TelaForce will utilize to achieve the objectives of the Port of Galveston’s Cruise Terminal Video Surveillance System Expansion and Security Network Upgrades, Hardening and Maintenance project:

2.4.1 VIDEO SURVEILLANCE EXPANSION ENGINEERING/DESIGN AND SUBMITTALS
TelaForce proposes to use a subcontract issued to Innovative Technology Engineering (ITE) to provide engineering, design, and construction administration services. Their scope of work will include:

- Video surveillance system expansion engineering/design
- Review and submission of submittals from installation subcontractors
- Periodic installation field inspections
- System and sub-system Test Plan review and witness
- As-built drawings and documentation verification

2.4.2 VIDEO SURVEILLANCE EXPANSION INSTALLATION
TelaForce proposes to use in-house certified video surveillance system technicians and/or competitively selected subcontractors that are qualified security and/or electrical installation subcontractors. We will engage multiple installation subcontractors, if necessary, to ensure work is preformed expediently. Installation subcontractor scope of work will include:

- Provide equipment submittals for review and approval
- Provide all labor and materials necessary to complete the video and/or electrical installation at a given site as per design/specifications
2.4.3 VIDEO SURVEILLANCE EXPANSION SYSTEM START-UP AND TESTING
TelaForce and its subcontractors will perform system start-up and testing in accordance with equipment manufacturer's recommended procedures and our site-specific Test Plan. The initial steps of the Test Plan will include: validation of installation of physical equipment; and proper connection of electrical service and grounding; followed by start-up and operational testing.

2.4.4 FIBER INFRASTRUCTURE SYSTEM ENGINEERING/DESIGN AND SUBMITTALS
TelaForce proposes to use a subcontract issued to Innovative Technology Engineering (ITE) to provide engineering, design, and construction administration services. Their scope of work will include:
- Fiber Infrastructure system engineering/design
- Review and submission of submittals from installation subcontractors
- Periodic installation field inspections
- System and sub-system Test Plan review and witness
- As-built drawings and documentation verification

2.4.5 FIBER INFRASTRUCTURE SYSTEM INSTALLATION/CONSTRUCTION
TelaForce proposes to use competitively selected subcontractors that are qualified security and/or electrical installation subcontractors. We will engage multiple installation subcontractors, if necessary, to ensure work is preformed expediently. Installation subcontractor scope of work will include:
- Provide equipment submittals for review and approval
- Provide all labor and materials necessary to complete the security and/or electrical installation at a given site as per design/specifications
- Prepare and conduct site specific system Test Plan
- Submit As-Built drawings and system documentation

2.4.6 FIBER INFRASTRUCTURE SYSTEM START-UP AND TESTING
TelaForce and its subcontractors will perform system start-up and testing in accordance with equipment manufacturer's recommended procedures and our site-specific Test Plan. The initial steps of the Test Plan will include: validation of installation of physical equipment; and proper connection of electrical service and grounding; followed by start-up and operational testing.

2.4.7 DISTRIBUTION/CORE SWITCH REPLACEMENT ENGINEERING/DESIGN AND SUBMITTALS
TelaForce proposes to use a subcontract issued to Innovative Technology Engineering (ITE) to provide engineering, design, and construction administration services. Their scope of work will include:
- Distribution/Core switch engineering/design
- Review and submission of submittals from installation subcontractors
- Periodic installation field inspections
- System and sub-system Test Plan review and witness
- As-built drawings and documentation verification

2.4.8 DISTRIBUTION/CORE SWITCH REPLACEMENT INSTALLATION
TelForce proposes to use in-house Cisco certified Network Professional (CCNP) to complete switch replacement installation. Installation scope of work will include:
- Provide equipment submittals for review and approval
- Provide all labor and materials necessary to complete the switch installation at a given site as per design/specifications
- Prepare and conduct site specific system Test Plan
- Submit As-Built drawings and system documentation

2.4.9 DISTRIBUTION/CORE SWITCH REPLACEMENT START-UP AND TESTING
TelForce will perform system start-up and testing in accordance with equipment manufacturer's recommended procedures and our site-specific Test Plan. The initial steps of the Test Plan will include:
- Validation of installation of physical equipment; and proper connection of electrical service and grounding; followed by start-up and operational testing.

2.5 PROJECT QUALITY
TelForce's On-site Program Manager will have the following responsibilities with respect to quality control (QC):
- Ensure all work is performed in accordance with SOW requirements and applicable codes/standards with inspections by a project engineer
- Manage and coordinate QC activities, submittals, tests, and documentation
- Facilitate weekly project briefings
- Assist in validating red-lines are accurately maintained
- Facilitate resolution of any warranty issues and document resolution

2.6 PROJECT SAFETY AND SECURITY
TelForce will perform this scope of work in accordance with industry standard safety and security practices. TelForce's On-site Program Manager will oversee the safety and security initiatives for its employees and all project subcontractors. The primary elements of the safety and security initiative will include, but are not limited to:
- Documentation and reporting of occupational injuries and/or security incidents in accordance with TelForce, the Port of Galveston, OSHA, and USCG guidelines, policies, and practices
- Facilitating the weekly site safety/security meetings
- Ensuring the use of applicable personal protective equipment, to include fall protection equipment
- Compliance with applicable site security and TWIC/Contractor ID requirements
Ensure that all sites are maintained in a safe and professional manner in accordance with industry standards, to include daily clean-up.

- Ensure compliance with safety related work permit and lock-out/tag-out procedures.
- Full compliance with the requirements of working with the DHS Sensitive Security Information (SSI). Project team members will sign applicable non-disclosure agreements (NDA) and return all provided materials.

2.7 PROJECT RISK

All projects inherently contain a level of risk. TelaForce limits and mitigates project risks through its experience with similar projects; and its utilization of experienced personnel and qualified subcontractors. However, there are some project risks that are outside commercially reasonable control, i.e. weather, site access, unknown site conditions, etc.

TelaForce’s On-site Program Manager will manage and mitigate project risk using industry standard tools and processes to include the following:

- Thorough arc continuous planning
- Detailed site assessments
- Setting high subcontractor qualifications, standards, and past performance, and then following through with contract requirements flowed down in subcontracts and task orders
- Adherence to all tenets of industry standard proven, mandated, and best practice safety and security programs
- Frequent and in-depth communication with Port staff and subcontractors
- Implementation of quality control processes
- Utilization of our PMI-based Project Management processes

2.8 COMMUNICATION

Communication is critical to the successful implementation of all projects. TelaForce’s On-site Program Manager will be the primary Point of Contact between the Port of Galveston staff and the TelaForce team. Our communication methodologies will include written status reporting, personal contact with key members at meetings and digital capture of key elements of our progress/completion efforts.

2.8.1 E-MAIL AND WRITTEN CORRESPONDENCE

E-mail will be used extensively to communicate with all project team members. Weekly project status updates will be provided to the Port staff and/or representatives via e-mail. Submissions of submittals and/or other items that require client review/approval will also be transmitted by e-mail. Transmittal of formal deliverables will be accompanied with a written transmittal letter. TelaForce and its subcontractors will actively correspond via e-mail to ensure proper execution and coordination.

2.8.2 PROJECT MEETINGS

A weekly construction meeting will be held on-site with TelaForce, including ITE and the installation subcontractors. Construction meeting agendas will be prepared and transmitted in advance of the
meeting. This is to ensure that the project is proceeding in accordance with the project schedule and any foreseeable issues are being addressed prior to their potential impact on the project.

We recommend weekly project status meetings be held immediately following the current weekly Security System Status meetings. The recommended attendees at this meeting are: Telaforce and Port of Galveston representative(s). Project status meeting agendas will be prepared and transmitted in advance of the meeting.

2.9 PORT OF GALVESTON ROLES AND RESPONSIBILITIES

Complementing Telaforce roles and responsibilities outlined in sections 2.4 through 2.8 above, Telaforce proposes the following roles and responsibilities for the Port of Galveston during the implementation and post-implementation phases. The Port of Galveston will provide a point of contact to perform the following tasks:

- Ensure Port representation at weekly project meetings with the On-site Program Manager
- Review and approve design submittals in a timely manner due to project time constraints
- Provide a point of contact for the On-site Program Manager to schedule all inspections, meetings and updates as needed
- Provide/facilitate safe access to all sites for completion of scope of work, inspections, etc.

3.0 KEY PERSONNEL

3.1 TELAFORCE

Telaforce offers broad proven experience and is 100% focused on enterprise solutions for federal, state and local agencies. With 20+ years of experience, Telaforce has consistently been recognized among leaders in providing customers with the technologies, process, and solutions that reduce costs and enhance their capabilities. Proprietary training programs and process management enables Telaforce staff to deliver cost effective solutions to today’s challenges, such as cybersecurity, shared services, and cloud to mobile computing. Most importantly, Telaforce provides remarkable results that meet and often exceed service level commitments.

KEITH PALMER – ON-SITE PROGRAM MANAGER III (PM)
Program Manager, Telaforce
2200 Market Street, Suite 418, Galveston, TX 77550, (409) 765-7080

Keith is an experienced Program Manager and Technologist for the design/build security system integration projects for public and private sector ports. He has 20 years’ experience assessing maritime operational requirements to assist in defining the most effective combination of security technology and services to meet user requirements. He is the Design-Build Systems Integrator Program Manager for Port of Galveston’s port security system. He was also the Security Equipment Integrator Program Manager for the Port of Texas City Security Council’s security system, where he led the conduct of a comprehensive security system assessment; prepared system upgrade plans to address identified
vulnerabilities, facilitated the development of system upgrade design specification/drawings, and provided project management and quality assurance during the implementation of infrastructure and technology upgrades.

GILBERTO MENGANA, CCNA, CCNP – TECHNICIAN II  
Junior Network Engineer, TelaForce  
2200 Market Street, Suite 418, Galveston, TX 77550, (409) 765-7080

Gilberto is a senior IT professional with more than 19 years of experience in applying technical and leadership skills to the administration, installation and maintenance of information technology systems and telecommunications networks. He is a Cisco Certified Network Associate (CCNA) Routing and Switching; and a Cisco Certified Network Professional (CCNP) Routing and Switching. He has extensive experience in network configuration and monitoring.

JERRY BROWN – TECHNICIAN II  
Field Technician/System Administrator, TelaForce  
2200 Market Street, Suite 418, Galveston, TX 77550, (409) 765-7080

Jerry is a senior low voltage, video surveillance and access control system technician with more than 21 years of experience. He also has extensive experience as technician and System Administrator for Local/Wide Area Networks (LAN/WAN) to include wireless microwave, point-to-point, and point-to-multipoint radio links. Retired US Army Msgt. a Senior Counterintelligence Special Agent.

3.2 INNOVATIVE TECHNOLOGY ENGINEERING

TelaForce and Innovative Technology Engineering, LLC (ITE) have worked together on many similar projects in the past. They provide vendor-neutral design, engineering, and consulting services in the areas of telecommunications systems, telecommunications infrastructure, and security systems to a diverse set of clients in the government, aviation, maritime, industrial, healthcare, and education markets. Their highly skilled and experienced staff leverages experience across these industries to develop the right solutions for clients. The first step in their project approach is to understand the clients’ operations, challenges, and requirements, so that they can effectively craft a design solution that meets the clients’ expectations and needs. From the assessment phase through design and into construction administration, the firm maintains its focus on the needs of the client throughout the entire project lifecycle.

The proposed personnel from Innovative Technology Engineering who will contribute to this project include the following:

PAT GEISLER, PE – ENGINEER IV  
Principal / Senior Systems Engineer, Innovative Technology Engineering, LLC  
16903 Red Oak Dr., Suite 160, Houston, TX 77090
Pat has over 18 years of experience as a Senior Systems Engineer in telecommunications, system design and project management. He has experience with military and government radio systems, wired and wireless data communications networks, in-building and outside plant telecommunications design, access control, and video surveillance systems. He has additional experience in the design of audio-visual systems, fire alarm systems, and low-voltage electrical systems. Pat currently is the Project Manager and Lead Engineer for the security network upgrades at the Port of Galveston designing upgrades to the existing network backbone to provide support for the upgrade and expansion of the Port Access Control and Video Surveillance Systems. He also was the Lead Engineer for the design of communications infrastructure at the Port of Texas City West Gate and Lead Engineer for the assessment of the existing security network infrastructure also at the Port of Texas City.

MICHAEL MANN, CPP, PSP, CISSP – ENGINEER IV
Manager Principal / Senior Designer, Innovative Technology Engineering, LLC
16903 Red Oak Dr., Suite 160, Houston, TX 77090

Mike brings 17 years of practical experience as a results-oriented leader in the security industry. He offers a unique combination of task-oriented management and technical abilities; providing proven skills in project management, systems assessment, design, and integration experience. He is the Lead Designer for the security network upgrades at the Port of Galveston. The project consisted of designing upgrades to the existing network backbone to allow expansion of the Port Access Control and Video Surveillance Systems. Design elements included underground fiber optic cabling infrastructure, point-to-multipoint radio links, data network upgrades and expansion, and electrical design. Mike also led the Design and Construction Management services for the new port-wide integrated video management and TWIC access control systems. The project involved the phased upgrade and replacement of both the video and access control systems along with the design of a campus fiber ring to support port wide security network.

4.0 PRICE

Telaforce will invoice POG monthly, on a Time and Materials basis according to the following schedule for completing Port Security Grant Program (PSGP) FY19 project for Cruise Terminal Video Surveillance System Expansion and Security Network Upgrades, Hardening and Maintenance project. As outlined in this proposal and in accordance with the terms of the Consulting Agreement, invoices shall not exceed the total amount indicated. If necessary, funding can be reallocated between categories within the total Not to Exceed (NTE) amount.

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<th>Exhibit 4-1: Fee Schedule</th>
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<td>Fee Schedule</td>
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<tr>
<td>Labor – (Telaforce and SubK) as per Labor Rate Sheet</td>
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<td>Materials and ODCs</td>
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Use or disclosure of data contained on this sheet is subject to the restriction on the Table of Contents of this proposal.
Direct labor (TelaForce and subcontractors) will be billed as per the TelaForces’s GSA Schedule 84/MAS labor rate schedule, as shown below. TelaForce will obtain approval by the Port of Galveston prior to the utilization of any additional authorized labor categories/rates. Materials and Other Direct Charges (ODCs), to include GSA fees, will be invoiced at cost.

4.1 LABOR RATE SHEET
TelaForce’s GSA Schedule 84/MAS 47Q5WA20D004D, SINs 24G-60(1), 24G-1000

T&M TelaForce & Subk labor/Cost reimbursable materials

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<td>Technician III</td>
<td>Subk Project Mgr./Site Sup/Operator</td>
<td>$85.80</td>
<td>342</td>
<td>$29,343.60</td>
</tr>
<tr>
<td>0010</td>
<td>Technician III</td>
<td>Maint Tech/Sys Admin</td>
<td>$85.80</td>
<td>1,920</td>
<td>$164,736.00</td>
</tr>
<tr>
<td>0011</td>
<td>Technician II</td>
<td>Network Eng</td>
<td>$71.89</td>
<td>1,548</td>
<td>$111,285.72</td>
</tr>
<tr>
<td>0011</td>
<td>Technician II</td>
<td>Elect Tech/Fiber Tech</td>
<td>$71.89</td>
<td>1,188</td>
<td>$85,405.32</td>
</tr>
<tr>
<td>0012</td>
<td>Technician I</td>
<td>Tech/Helper</td>
<td>$58.07</td>
<td>360</td>
<td>$20,905.20</td>
</tr>
</tbody>
</table>

Exhibit 4-2: Hourly Labor Rates

Use or disclosure of data contained on this sheet is subject to the restriction on the Table of Contents of this proposal.