



Fugawi Networks, Inc.
The Pilot House
2 Atlantic Avenue
Boston, MA 02109

Phone 617-742-2693
PM: Martin Hannigan
Fax 617-742-8398

QUALIFICATION TO BID

Fugawi Networks, Inc. pre-qualifies all companies invited or requesting to bid on our projects. Questions below should be answered completely. Where you are unable to answer, please notate this with "N/A". Responses should be under separate cover in numeric order referencing the specific question. All follow up questions should be directed to Martin Hannigan, Director of Implementation, at 617-742-2693 or Hannigan@fugawi.net. Companies failing to answer our pre-qualification questionnaire will not receive RFP, RFQ, or Bid Packages.

1. Which RBOC, CLEC or NSP's has your company performed layer 1 installation services for?
2. Which union is your company contracted with?
3. How many people does your company employ?
4. What States will you perform work in?
5. Do you issue corporate credit cards to your crews, your crew foreman or your project managers?
6. Do your crew, your crew foremen, or your project managers carry pagers, cell phones and laptop computers in the field?
7. Under separate cover, enclose a copy of your field labor travel policy.
8. Please enclose a copy of your in-house standards document related to engineering and installation.
9. Do you have a copy of the NEBS standards documents?
10. Do you have a copy of Bellcore-GR-1275 and FR-19, related to Central Office Installation?
11. Can your company provide EF&I services related to telecommunications build outs?
12. Can your company read and create documents in Adobe Acrobat(PDF), Visio 2000 Enterprise, Microsoft Office 2000 and AutoCAD?
13. What valid certifications does your company hold?
14. How many BAT tools does your company own?
15. What is your ratio of supervisors to labor?
16. What is your time and material "T&M" rate?
17. How many years has your company been in business, specifically in the telecommunications industry?
18. Are you current with your Liability and Workmen's Compensation insurance?
19. Will you list Fugawi Networks, Inc. as "additional insured" if you perform work for our company?
20. Under separate cover, enclose a copy of your change order policy.
21. Have you ever placed a UCC lien on real property or assets due to non-payment of work?
22. Is your company involved in any lawsuit with a customer related to quality of work disputes?
23. Will your company travel to other States in the continental US to perform telecommunications work?
24. Will your company work specifically in NYC, all 5 boroughs?
25. How many fusion splicers does your company own?
26. Under separate cover, enclose a copy of at least 1 technician's certification document.



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Continued from Previous Page:

27. Under separate cover, enclose your latest insurance certificate indicating aggregate liability and umbrella coverage.
28. Do you typically carry "Inland Marine" endorsements on your insurance for transportation of computer or telecommunications equipment?
29. Has your company performed DC power installation work?
30. Has your company performed AC power installation work?
31. What state is your company incorporated in?
32. What type of incorporation are you? (I.e. S corp., C corp., etc.)
33. What are the names of the principals of your company?
34. What is your Dunn and Bradstreet ID Number?
35. Under separate cover, enclose a copy of your company's sexual harassment policy.
36. Summarize, with gross value, the largest project you have ever been awarded.
37. What kinds of identifying clothing do your employees wear i.e. t-shirts, polo, button down, etc?
38. Under separate cover, enclose a copy of your drug policy.
39. Under separate cover, enclose references for jobs completed from a scale of 1000 S/F to 100,000 S/F of telecommunications or data center build out.

