

RESPONSE
06/12/2018 NYC DOITT
MOBILE TELECOM FRANCHISE
REQUEST FOR PROPOSALS
PIN: 8582018FRANCH1
Submitted: August 3, 2018

ZENFI NETWORKS, INC.

THE CITY OF NEW YORK
DEPARTMENT OF INFORMATION TECHNOLOGY
AND TELECOMMUNICATIONS

REQUEST FOR PROPOSALS FOR FRANCHISES FOR THE INSTALLATION AND USE OF TELECOMMUNICATIONS EQUIPMENT AND FACILITIES, INCLUDING BASE STATIONS AND ACCESS POINT FACILITIES, ON CITY-OWNED STREET LIGHT POLES, TRAFFIC LIGHT POLES, HIGHWAY SIGN SUPPORT POLES AND CERTAIN UTILITY POLES LOCATED ON CITY STREETS, IN CONNECTION WITH THE PROVISION OF MOBILE TELECOMMUNICATIONS SERVICES

COPY

Submitted To:
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Department of Information Technology and
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OVERVIEW

Preface

This document is presented by ZenFi Networks, Inc. (“ZenFi”) in response to the City of New York, Department of Information Technology and Telecommunications (DoITT), June 12, 2018, “Request For Proposals For Franchise For The Installation And Use, On City-Owned Street Light Poles, Traffic Light Poles, Highway Sign Support Poles And Certain Utility Poles Located On City Streets , Of Telecommunications Equipment And Facilities, Including Base Station And Access Point Facilities, In Connection With The Provision Of Mobile Telecommunications Services”

As required by the RFP, the ZenFi response includes the following parts: (1) Technical Proposal, (2) Legal and Managerial Proposal, (3) Financial Capacity Proposal, (4) Scope Proposal and (5) Compensation Proposal.

ZenFi Networks, Inc.

ZenFi engineers, deploys, owns and operates a telecommunications infrastructure, including an extensive fiber optic network, distributed colocation facilities and wireless sites supporting mobile network operators, telecommunications carriers and large enterprise’s network requirements throughout the New York metropolitan area.

ZenFi customers leverage its infrastructure to deploy higher layer services with virtually unlimited, un-metered bandwidth at a fixed monthly fee. The ZenFi network provides customers with cost effective alternatives to capital-intensive network builds and augmentations by providing flexible financial and deployment options.

The ZenFi response highlights its unique capabilities to completely design, build and maintain its network infrastructure by leveraging the capabilities of its affiliates, Metro Network Services, LLC and Hugh O’Kane Electric Co., Inc., which are both locally owned.

The ZenFi Value Proposition

ZenFi is a telecommunications infrastructure provider founded in New York City in 2013. ZenFi offers fiber network, distributed colocation and wireless siting solutions enabling mobile network operators, broadband wireless providers and large enterprises to deploy low latency, high bandwidth network capacity throughout the City of New York across a shared physical network with favorable economics.

Having worked extensively with both mobile network operators and existing franchisees during the past fifteen years, ZenFi management believes that its unparalleled experience in deploying large scale mobile and fiber optic telecommunications networks within the City of New York, uniquely qualifies it to continue to lead the way as a premier provider of outsourced wireless infrastructure solutions.

Existing NYC Telecommunication Franchisee

ZenFi is seeking to continue to augment its existing Information Services and Telecommunications Services Franchises with the replacement Mobile Telecommunications Franchise contemplated by this RFP, thus allowing it to continue its current wireless infrastructure service offerings. ZenFi acknowledges that, upon entering into a new Mobile Telecommunications Franchise under the terms of this RFP, it agrees to the termination of its existing Mobile Telecommunications Franchise mandated by Section 1(e) of the RFP.

TECHNICAL PROPOSAL

Equipment and Facilities

ZenFi deploys a variety of customer selected wireless facility equipment throughout its network, supporting a broad spectrum of wireless technologies including Distributed Antenna Systems (DAS), small cells, Wi-Fi access points, remote radio units and other types of reception/transmission equipment.

In addition to traditional mobile wireless providers, ZenFi is currently working with alternative “carriers” exploring opportunities to deploy wireless broadband solutions using licensed and unlicensed radio spectrum.

ZenFi equipment shall be installed pursuant to the specifications as set forth in Section 5 “Design And Technical Requirements For Base Station Equipment Located On Street Operations Poles” of the RFP.

Service Offering

Consistent with ZenFi’s approach to providing all interested parties open and unrestricted access to its existing fiber infrastructure enabling the provisioning of higher layer services, ZenFi’s ultimate objective is to build a city-wide underlying neutral fiber “open-access-network” enabling other carriers and enterprises to build their own flavor of value added network end-user on top of ZenFi’s shared network assets. This neutral network approach enables providers to share investments and maintenance costs in ways that ultimately lower their individual network costs and to provide ~~more~~ more cost-effective broadband services to their customers.

The open-access-network concept is specifically appropriate for deploying metropolitan shared wireless access networks, where the high costs associated with the deployment of a single purpose network infrastructure is cost prohibitive.

Installation Methods

To the maximum extent possible ZenFi will leverage its existing planned fiber optic infrastructure within the City of New York to provide “connecting facilities” between hub locations and Street Pole locations.

Wireless equipment on the Street Poles will be installed by New York City Department of Transportation approved contractors. All installations of wireless facility infrastructure will be done in accordance with all applicable federal, state and local laws, rules and regulations.

ZenFi has extensive experience in navigating New York’s massive and complex public, private and shared utility infrastructure as it has worked in the streets over many years as the City’s most experienced telecommunications contractor. With more than 2,500 DAS and small cells installed on Street and utility poles in New York City, ZenFi’s affiliates, Hugh O’Kane Electric

and Metro Network Services, acting in Design-Build capacity, have installed more Mobile Telecom Franchisee equipment than any other contractor in the City of New York to date.

Network Operations and Maintenance

ZenFi is the only vertically integrated provider of neutral outsourced telecommunications solutions in New York City. ZenFi along with its affiliates provide end-to-end expertise in planning, designing, building, and maintaining fiber optic networks in New York City.

The ZenFi team has a 25-year history of success in providing support in the New York Metropolitan area to the telecommunications industry with relationships with current major customers such as AT&T and Verizon Business (formerly MCI) dating back to 1990. Our teams have designed, built and continue to maintain most of the existing New York City High Capacity Telecommunications Franchisee networks.

ZenFi is keenly aware of its obligation to work closely with the City to preserve and maintain the integrity of the public infrastructure. ZenFi's long history in the market has fostered strong working relationships with the NYC Department of Transportation, Empire City Subway, Verizon, Con Edison, the Metropolitan Transit Authority and the Port Authority; these relationships have become valuable assets, as we perform our day to day installation and maintenance of telecommunication network infrastructure throughout the City of New York.

Schedule

ZenFi will continue to implement Street Pole wireless infrastructure construction pursuant to its existing franchise and replacement Resulting Franchise through the end of the applicable term.

LEGAL AND MANAGERIAL PROPOSAL

Company Background

ZenFi Networks engineers, deploys, owns and operates shared telecommunications infrastructure, including an extensive fiber optic network, distributed colocation facilities and wireless sites within the metropolitan New York area supporting mobile network operators, telecommunications carriers and large enterprises. ZenFi Networks, Inc. was granted a City of New York DoITT Information Services Franchise, a City of New York DoITT Telecommunications Services Franchise, a City of New York DoITT Mobile Telecommunications Franchise effective August 9, 2014, August 10, 2014, and August 5, 2015 respectively.

ZenFi builds and leases its network capacity to clients enabling them to deploy high capacity metropolitan area networks delivering higher layer services including public and private metro optical networks, wireless site backhaul, Wi-Fi, small cell and DAS networks, internet access, and data center connectivity applications with virtually unlimited, un-metered bandwidth at a fixed monthly fee. The ZenFi network provides our clients cost effective alternatives to capital-intensive network builds, augmentations, and operations of their own networks by providing flexible financial and deployment options.

The ZenFi network provides its customers access to hundreds of route miles of high density fiber optic cable and thousands of access points and passes in close proximity to tens of thousands of commercial and enterprise buildings throughout the City of New York. The network backbone is comprised of the latest optical fiber technologies, enabling the deployment of full spectrum applications, such as Digital Radio over Fiber protocols such as CPRI, Coarse Wave Division Multiplexing (CWDM), Dense Wave Division Multiplexing (DWDM) wavelengths and high bandwidth Ethernet systems. Additionally, we have deployed a sophisticated Network Management System that combines integrated network modeling, fiber configuration management, GIS mapping, and real-time fault detection and location.

The success of ZenFi Networks, Inc. is sustained by developing innovative solutions for our customers' business problems. More specifically, -ZenFi has a long history of success in providing support to the telecommunications industry illustrated by relationships with telecom industry leaders such as AT&T and Verizon Business (beginning with TCG and MFS respectively) dating back to the early 1990s and continuing to this day.

Our real-world experience enables us to provide our clients with the highest levels of service in perhaps the most challenging telecom operating market in the world.

Organizational Structure and Management

ZenFi Networks was formed in Delaware in December 2013 and registered in New York State in March 2014 as a foreign entity.

The ZenFi founding team has had a long history of success in designing, building, and owning telecommunications infrastructure and related service companies, within the metropolitan New York area including the following:

- Lexent Metro Connect, LLC, a City of New York High-Capacity Telecommunications Franchisee (2002) and Mobile Telecommunications Franchisee (2008), sold to Lightower Fiber Networks in 2010.
 - Hugh O’Kane Electric Company, Inc., founded in 1946, has served the needs of business and industry for more than 70 years. Through three generations, this family owned and operated company has evolved into a leading service provider to the telecommunications industry and electrical contracting sector. Hugh O’Kane Electric employs highly skilled union workers (IBEW Local 3) and specialized equipment required to deploy large scale telecommunications network solutions. For more info, please go to: www.hokane.com
 - Metro Network Services, LLC, founded in 2010 after the sale of Lexent, provides telecommunications network Design-Build solutions, and project specific engineering and project management services to leading wireless and wirelines telecommunications providers. For more info, please go to: www.metroNS.com
-

The company’s, equity and debt are financed by the founders.

Authorizations

As required by the RFP, ZenFi acknowledges that it will not undertake any of the proposed activities unless and until it has secured all necessary authorizations, approvals, licenses and/or permits required to undertake such activities.

ZenFi has obtained the following agreements enabling the construction of its telecommunications infrastructure within the City of New York:

- City of New York PASSPort (Formerly Vendex)
- City of New York Information Services Franchise (July 31, 2014)
- City of New York Telecommunications Services Franchise (July 31, 2014)
- City of New York Mobile Telecommunications Franchise (August 4, 2015)
- City of New York DOT Permittee (2014)
- Empire City Subway Company Ltd. Conduit Occupancy Tenant (2014)
- Verizon New York Inc. Conduit Occupancy Agreement (October 6, 2014)
- Verizon New York Inc. Pole Attachment Agreement (October 6, 2014)
- Verizon New York Inc. Pole Antenna Attachment Agreement (October 15, 2014)
- Con Edison Co. of New York, Inc. Telecommunications Service Agreement (2014)
- Con Edison Co. of New York, Inc. Attachment Agreement (2014)

ZenFi Services

The following listing illustrates the depth and breadth of ZenFi's services.

Collaborative Planning & Engineering

Optical Network Design to meet specific technology requirements
Technology & Vendor Selection
Fiber Route planning
Fiber Engineering
Optical Network engineering
Project Rollout Planning and Oversight

Network Construction

Program and Project Management
Vendor Management & Procurement
Equipment & Materials Staging
Municipal/Third Party Coordination
Municipal Applications & Permits
Network Installation & Testing
Network Documentation

7 x 24 Network Operations

Automated Fiber Monitoring and Remote Testing
Call Center
Fiber Fault Management
Routine Maintenance
Materials and Parts Sparing/Warehousing
7x24 Emergency Response & Restoration Standby
Move, Adds & Changes
Municipal/Third Party Coordination

Network Life-Cycle Management

Network Engineering
Network Records Management
Technology Guidance
Upgrades, Relocations, Decommissioning

FINANCIAL CAPACITY PROPOSAL

Company Background – ZenFi Networks

ZenFi Networks is a financially stable private company with assets exceeding \$50M.

The construction and operations of the existing ZenFi Networks network infrastructure have been internally financed.

Additional financial information is available to DoITT upon request.

SCOPE PROPOSAL

Zone Selection

ZenFi requires its franchise agreement to accommodate network construction within ALL three Zones A, B & C.

The boundaries of the selected zones set forth in Section 9 of the RFP are described as follows: (i) Zone A consisting of the portion of the Borough of Manhattan which includes 96th Street (inclusive of the northernmost boundary of the north side of the sidewalk of 96th Street) and all parts of Manhattan that lie south of 96th Street; (ii) Zone B consisting of all portions of the City not in Zones A or C and (iii) Zone C consisting of the area covered by Community Districts 1, 2, 3, 4, 5, 6 and 7 in the Borough of the Bronx, Community Districts 3, 4, 5 and 16 in the Borough of Brooklyn, and Community Districts 10 and 11 in the Borough of Manhattan.

COMPENSATION PROPOSAL

Per Zone/Pole & Link Compensation

ZenFi proposes the compensation set forth below for each Street Pole selected in Zones A, B & C.

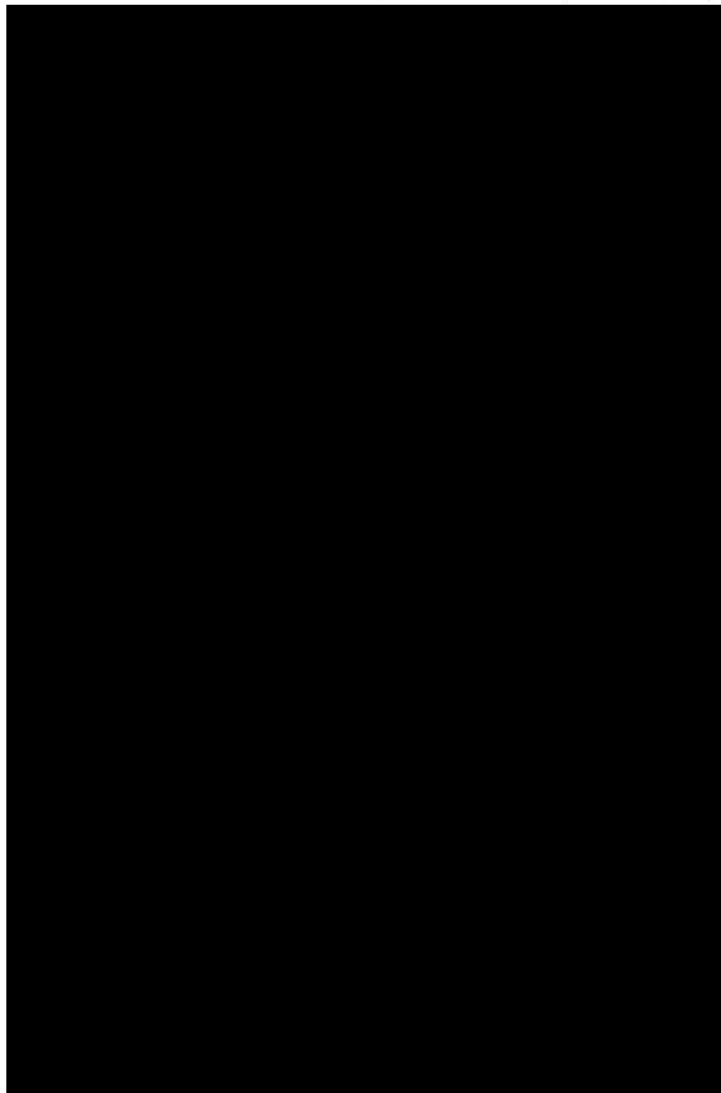
- Zone A: \$ 351.50
- Zone B: \$ 251.50
- Zone C: \$ 101.50

ZenFi proposes the compensation set forth below for each Link selected in Zones A, B & C.

- Zone A: \$ 105.00
- Zone B: \$ 75.00
- Zone C: \$ 30.00

ATTACHMENT A

ZENFI NETWORKS FIBER OPTIC BACKBONE ROUTE MAP



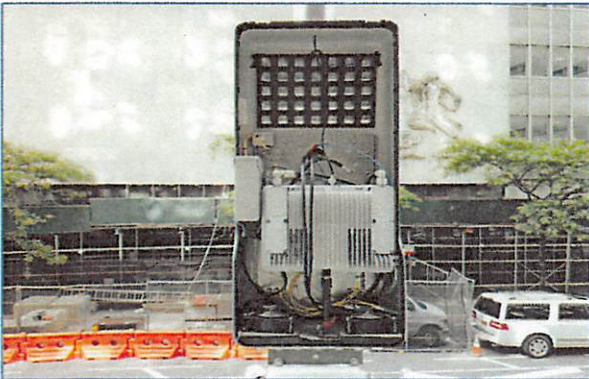
ATTACHMENT B

EQUIPMENT PHOTOGRAPHS AND SCHEMATICS

ZenFi currently deploys its equipment pursuant to the specifications set forth in Section 5 and Exhibit B of the RFP. See RFP Exhibit B for detailed schematics.

ZenFi acknowledges that in many cases, the vendor's standard form factor enclosures must be adapted to comply with all applicable laws, rules and regulations of the City of New York including to the extent applicable and without limitation Landmarks Commission and Art Commission requirements.

Example ZenFi Street Pole installation photos located on Lafayette Street in Manhattan.



ATTACHMENT C

“RFP EXHIBIT C – ACKNOWLEDGEMENT OF RELEASE DATE AND
ADDENDUM”

REQUEST FOR PROPOSALS
FOR FRANCHISES FOR THE INSTALLATION AND USE OF TELECOMMUNICATIONS EQUIPMENT AND FACILITIES,
INCLUDING BASE STATIONS AND ACCESS POINT FACILITIES, ON CITY-OWNED STREET LIGHT POLES AND
TRAFFIC LIGHT POLES, AND CERTAIN UTILITY POLES AND OTHER FACILITIES LOCATED ON CITY STREETS, IN
CONNECTION WITH THE PROVISION OF MOBILE TELECOMMUNICATIONS SERVICES

EXHIBIT C
ACKNOWLEDGMENT OF RELEASE DATE AND ADDENDUM

APPLICANT'S NAME: ZenFi Networks, Inc.

RFP RELEASE DATE: June 12, 2018

NUMBER OF ADDENDA RECEIVED: 4

ISSUE DATE(S) OF ADDENDA: MTF RFP Addendum #1 Dated 5/18/18
MTF RFP Addendum #2 Dated 5/27/18
MTF RFP Addendum #3 Dated 7/11/18
MTF RFP Addendum #4 Dated 7/25/18

ATTACHMENT D

“RFP EXHIBIT D – AFFIRMATION”

REQUEST FOR PROPOSALS
FOR FRANCHISES FOR THE INSTALLATION AND USE OF TELECOMMUNICATIONS EQUIPMENT AND FACILITIES,
INCLUDING BASE STATIONS AND ACCESS POINT FACILITIES, ON CITY-OWNED STREET LIGHT POLES AND
TRAFFIC LIGHT POLES, AND CERTAIN UTILITY POLES AND OTHER FACILITIES LOCATED ON CITY STREETS, IN
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**EXHIBIT D
AFFIRMATION**

The undersigned proposer or bidder affirms and declares that said proposer or bidder is not in arrears to the City of New York upon debt, contract, or taxes and is not a defaulter, as surety or otherwise, upon obligation to the City of New York, and has not been declared not responsible, or disqualified, by any agency of the City of New York, nor is there any proceeding pending relating to the responsibility or qualification of the proposer or bidder to receive public contracts except

Full name of Proposer or Bidder


ZenFi Networks, Inc.

Address

90 White Street

City New York State NY Zip Code 10013

CHECK ONE BOX AND INCLUDE APPROPRIATE NUMBER:

- A - Individual or Sole Proprietorship*
SOCIAL SECURITY NUMBER _____
- B - Partnership, Joint Venture or other unincorporated organization
EMPLOYER IDENTIFICATION NUMBER _____
- C - Corporation
EMPLOYER IDENTIFICATION NUMBER  _____

By

RM LaChunce
Signature

CEO

Title

If a corporation, place seal here:

Must be signed by an officer or duly authorized representative.

* Under the Federal Privacy Act the furnishing of Social Security Numbers by bidders on City contracts is voluntary. Failure to provide a Social Security Number will not result in a bidder's disqualification. Social Security Numbers will be used to identify bidders, proposers, or vendors to ensure their compliance with laws, to assist the City in enforcement of laws as well as to provide the City a means of identifying of businesses which seek City contracts.

ATTACHMENT E

“RFP EXHIBIT E – E-MAIL AUTHORIZATION FORM”

REQUEST FOR PROPOSALS
FOR FRANCHISES FOR THE INSTALLATION AND USE OF TELECOMMUNICATIONS EQUIPMENT AND FACILITIES,
INCLUDING BASE STATIONS AND ACCESS POINT FACILITIES, ON CITY-OWNED STREET LIGHT POLES AND
TRAFFIC LIGHT POLES, AND CERTAIN UTILITY POLES AND OTHER FACILITIES LOCATED ON CITY STREETS, IN
CONNECTION WITH THE PROVISION OF MOBILE TELECOMMUNICATIONS SERVICES

EXHIBIT E
E-MAIL AUTHORIZATION FORM

The RFP document and subsequent addenda can be accessed by logging onto
the following web addresses:

<http://www1.nyc.gov/site/doitt/business/open-business-opportunities.page>

OR

DoITT's homepage: <http://www1.nyc.gov/site/doitt/index.page>

Unless otherwise specifically requested in writing via mail, e-mail, or fax to the Agency Contact Person, DoITT will notify companies of updates such as addenda to the RFP via e-mail. If DoITT does not have a company's e-mail address, they must provide an e-mail address to the Agency Contact Person if they wish to continue receiving direct notification of updates. Otherwise, they may find any updates on the above websites.

If you wish to receive this RFP or addenda by hard copy mail, please provide the following information to the Agency Contact Person listed on the front of this RFP as soon as possible **via mail, e-mail or fax**. Hard copies of the RFP will only be mailed. Subsequent addenda will either be mailed or faxed.

Contact Person's

Name: Ray LaChance

Title: CEO

Company Name: ZenFi Networks, Inc.

Company Address

(Street, City, State,

Zip Code): 90 White Street, New York, NY 10013

Telephone Number: [REDACTED]

Fax Number: [REDACTED]

Information Requested

by Hard Copy

(RFP, Addenda, both): None

ATTACHMENT F

“RFP EXHIBIT F – DOING BUSINESS DATA FORM”

Doing Business Data Form

To be completed by the City agency prior to distribution Agency _____ Transaction ID _____

Check One Transaction Type (check one)

- Proposal Award Concession Economic Development Agreement Franchise Grant Pension Investment Contract Contract

Any entity receiving, applying for or proposing on an award or agreement must complete a Doing Business Data Form (see Q&A sheet for more information). Please either type responses directly into this fillable form or print answers by hand in black ink, and be sure to fill out the certification box on the last page. **Submission of a complete and accurate form is required for a proposal to be considered responsive or for any entity to receive an award or enter into an agreement.**

This Data Form requires information to be provided on principal officers, owners and senior managers. The name, employer and title of each person identified on the Data Form will be included in a public database of people who do business with the City of New York, as will the organizations that own 10% or more of the entity. No other information reported on this form will be disclosed to the public. **This Data Form is not related to the City's PASSPort registration or VENDEX requirements.**

Please return the completed Data Form to the City office that supplied it. Please contact the Doing Business Accountability Project at DoingBusiness@mocs.nyc.gov or 212-788-8104 with any questions regarding this Data Form. Thank you for your cooperation.

Entity Information

If you are completing this form by hand, please print clearly.

Entity EIN/TIN _____ Entity Name ZenFi Networks, Inc.

Filing Status

(Select One)

NEW: Data Forms submitted now must include the listing of **organizations**, as well as **individuals**, with 10% or more ownership of the entity. Until such certification of ownership is submitted through a change, new or update form, a no change form will not be accepted.

- Entity has never completed a Doing Business Data Form. Fill out the entire form.
 Change from previous Data Form dated 05/06/2015. Fill out only those sections that have changed, and indicate the name of the persons who no longer hold positions with the entity.
 No Change from previous Data Form dated _____. Skip to the bottom of the last page.

Entity is a Non-Profit Yes No

Entity Type Corporation (any type) Joint Venture LLC Partnership (any type) Sole Proprietor Other (specify) _____

Address 90 White Street

City New York State New York Zip 10013

Phone 212-981-0700 E-mail _____@zenfi.com

Provide your e-mail address in order to receive notices regarding this form by e-mail.

Principal Officers

Please fill in the required identification information for each officer listed below. If the entity has no such officer or its equivalent, please check "This position does not exist." If the entity is filing a Change Form and the person listed is replacing someone who was previously disclosed, please check "This person replaced..." and fill in the name of the person being replaced so his/her name can be removed from the *Doing Business Database*, and indicate the date that the change became effective.

Chief Executive Officer (CEO) or equivalent officer

The highest ranking officer or manager, such as the President, Executive Director, Sole Proprietor or Chairperson of the Board.

This position does not exist

First Name Raymond MI M Last LaChance Birth Date (mm/dd/yy) _____

Office Title CEO Employer (if not employed by entity) _____

Home Address _____

This person replaced former CEO _____ on date _____

Chief Financial Officer (CFO) or equivalent officer

The highest ranking financial officer, such as the Treasurer, Comptroller, Financial Director or VP for Finance.

This position does not exist

First Name Michael MI _____ Last Brescia Birth Date (mm/dd/yy) _____

Office Title CFO Employer (if not employed by entity) Hugh O'Kane Electric Co., Inc.

Home Address _____

This person replaced former CFO _____ on date _____

Chief Operating Officer (COO) or equivalent officer

The highest ranking operational officer, such as the Chief Planning Officer, Director of Operations or VP for Operations.

This position does not exist

First Name Victoria MI H Last O'Kane Birth Date (mm/dd/yy) _____

Office Title COO Employer (if not employed by entity) _____

Home Address _____

This person replaced former COO _____ on date _____

Principal Owners

Please fill in the required identification information for all individuals or organizations that, through stock shares, partnership agreements or other means, own or control 10% or more of the entity. If no individual or organization owners exist, please check the appropriate box to indicate why and skip to the Senior Managers section. If the entity is owned by other companies that control 10% or more of the entity, those companies must be listed. If an owner was identified on the previous page, fill in his/her name and write "See above." If the entity is filing a Change Form, list any individuals or organizations that are no longer owners at the bottom of this section. If more space is needed, attach additional pages labeled "Additional Owners."

There are no owners listed because (select one):

- The entity is not-for-profit
- The entity is an individual
- No individual or organization owns 10% or more of the entity

Other (explain) _____

Individual Owners (who own or control 10% or more of the entity)

First Name Raymond MI M Last LaChance Birth Date (mm/dd/yy) _____

Office Title CEO Employer (if not employed by entity) _____

Home Address _____

First Name Victoria MI H Last O'Kane Birth Date (mm/dd/yy) _____

Office Title COO Employer (if not employed by entity) _____

Home Address _____

Organization Owners (that own or control 10% or more of the entity)

Organization Name _____

Organization Name _____

Organization Name _____

Remove the following previously-reported Principal Owners

Name _____ Removal Date _____

Name _____ Removal Date _____

Name _____ Removal Date _____

Senior Managers

Please fill in the required identification information for all senior managers who oversee any of the entity's relevant transactions with the City (e.g., contract managers if this form is for a contract award/proposal, grant managers if for a grant, etc.). Senior managers include anyone who, either by title or duties, has substantial discretion and high-level oversight regarding the solicitation, letting or administration of any transaction with the City. At least one senior manager must be listed, or the Data Form will be considered incomplete. If a senior manager has been identified on a previous page, fill in his/her name and write "See above." If the entity is filing a Change Form, list individuals who are no longer senior managers at the bottom of this section. If more space is needed, attach additional pages labeled "Additional Senior Managers."

Senior Managers

First Name Patrick MI J Last O'Hare Birth Date (mm/dd/yy) _____

Office Title Senior Vice President - Operations & Engineering Employer (if not employed by entity) _____

Home Address _____

First Name Walter MI T Last Cannon Birth Date (mm/dd/yy) _____

Office Title Vice President - Business Development Employer (if not employed by entity) _____

Home Address _____

First Name Kelly MI A Last Penley Birth Date (mm/dd/yy) _____

Office Title Vice President - Wireless Solutions Employer (if not employed by entity) _____

Home Address _____

Remove the following previously-reported Senior Managers

Name _____ removal date _____

Name _____ removal date _____

Certification

I certify that the information submitted on these two pages and 1 additional pages is accurate and complete. I understand that willful or fraudulent submission of a materially false statement may result in the entity being found non-responsible and therefore denied future City awards.

Name Raymond M. LaChance Title CEO

Entity Name ZenFi Networks, Inc. Work Phone # _____

Signature RMLaChance Date 8-2-2018

ATTACHMENT

DOING BUSINESS DATA FORM

ZENFI NETWORKS, INC.
[REDACTED]

Page 1 of 1

Additional Owners (Continued)

Name: Hugh R. O'Kane
Title: N/A
Employer: Hugh O'Kane Electric Co., Inc.
Birth Date: [REDACTED]
Home Address: [REDACTED]
Home Phone: [REDACTED]

Name: John J. O'Kane
Title: N/A
Employer: Hugh O'Kane Electric Co., Inc.
Birth Date: [REDACTED]
Home Address: [REDACTED]
Home Phone: [REDACTED]

Name: Alexander O'Kane
Title: N/A
Employer: Hugh O'Kane Electric Co., Inc.
Birth Date: [REDACTED]
Home Address: [REDACTED]
Home Phone: [REDACTED]

Additional Senior Managers (Continued)

Name: Dr. Veerabhadra Rao Karanam
Title: N/A
Employer: Veda Networks LLC
Birth Date: [REDACTED]
Home Address: [REDACTED]
Home Phone: [REDACTED]