

**APPENDIX D- BIDDER INFORMATION AND PROFILE**

**Bidders shall provide the following required information. Where additional space is needed and/or where specifically requested, submit an additional letter. Bidders may add lines if regional locations are used.**

- 1. Company Name:** Aluma Tower Company, Inc.  
Address: 1639 Old Dixie Hwy.  
City: Vero Beach State: Florida Zip: 32960  
Phone: 772-567-3423 FAX (if any): 772-567-3432  
Washington State Department of Revenue Registration Tax number: \_\_\_\_\_  
Federal Tax ID No.: 59-2579704  
Company Internet URL Address (if available): www.alumatower.com
- 2. Legal Status of the Bidder:**  
Corporation:  Partnership: \_\_\_\_\_ Sole Proprietor: \_\_\_\_\_ Other: \_\_\_\_\_
- 3. Bidder's Authorized Representative:** (Reference Section 4.2 of the Solicitation Document and Section 2.3 of [Appendix Q - Model Contract](#))  
Name: Angela Ledford  
Title: President and General Manager  
Phone: 772-567-3423 FAX: 772-567-3432 E-mail: angela.ledford@alumatower.com
- 4. Orders to be sent to:**  
Company Name: Aluma Tower Company, Inc.  
Address: 1639 Old Dixie Hwy.  
City: Vero Beach State: Florida Zip: 32960  
Phone: 772-567-3420 FAX: 772-567-3432 E-mail: atc@alumatower.com  
Internet address for company catalog (if available): www.alumatower.com
- 5. Billing will be from:**  
Company Name: Aluma Tower Company, Inc.  
Address: 1639 Old Dixie Hwy.  
City: Vero Beach State: Florida Zip: 32960  
Phone: 772-567-3420 FAX: 772-567-3432 E-mail: ar.ap@alumatower.com
- 6. Payment to be sent to:**  
Company Name: Aluma Tower Company, Inc.  
Address: PO Box 2806  
City: Vero Beach State: Florida Zip: 32961  
Phone: 772-567-3420 FAX: 772-567-3432 E-mail: ar.ap@alumatower.com
- 7. Minority/Women Owned Business (MWBE):** (Reference Section 1.10 of the Solicitation Document)

Yes: \_\_\_\_ No:  (Check only one): Minority: \_\_\_\_ Women: \_\_\_\_

Washington State Certification No: \_\_\_\_\_ Self-Certified: \_\_\_\_ (check if applicable)

8. **Reciprocity:** Firms bidding from California only: Is your firm currently certified as a small business under California Code, Title 2, Section 1896.12? Yes \_\_\_\_ No \_\_\_\_.

9. **Payment Methods and Term:**

Prompt Payment Discount 1% 30 days or Net 30 days. Note: Prompt payment discount periods equal to (or greater than) 30 calendar days will receive consideration and proposal pricing will be reduced (for evaluation purposes only) by the amount of that discount(s). (Reference Section 4.8 Payment Terms of the Solicitation Document)

Purchasing (charge) Cards accepted: Yes  No \_\_\_\_ . Payment by Purchasing Card may qualify for Prompt Payment Discount and no additional card fee or processing charge shall be permitted. Bidder is to identify the purchasing (charge) cards they accept:

Visa, MasterCard, American Express

10. **Customer References** (Reference Appendix I Customer Reference Questionnaire): Bidder has asked the following customer references to complete and submit customer reference questionnaires to the Procurement Coordinator and to identify the public safety communication equipment purchased from the company by category: Four returned reference questionnaires will be needed for each equipment category and the aggregate value of purchases must have exceeded \$250,000 during the past two years. (Reference Section 4.10 Customer References)

- Reference name: Motorola Solutions  
Contact person and telephone: Mike Ball- 319-750-0241 mike.ball@motorolasolutions.com  
Equipment categories/subcategories: Towers, Deployable
- Reference name: Analytical Services, Inc.  
Contact person and telephone: James Story- 256-842-0201  
Equipment categories/subcategories: Towers, Deployable
- Reference name: Ben Thorp  
Contact person and telephone: Ben Thorp 707-724-0653  
Equipment categories/subcategories: Towers, Deployable
- Reference name: SmartSky Networks  
Contact person and telephone: Mike Dodson 703-906-7545 mike@smartsdynetworks.com  
Equipment categories/subcategories: Towers, Deployable
- Reference name: Communications 2000  
Contact person and telephone: Todd Reinhart treinhart@comm2000.ca  
Equipment categories/subcategories: Tower, Deployable
- Reference name: \_\_\_\_\_  
Contact person and telephone: \_\_\_\_\_

Equipment categories/subcategories: \_\_\_\_\_

- Reference name: \_\_\_\_\_

Contact person and telephone: \_\_\_\_\_

Equipment categories/subcategories: \_\_\_\_\_

- Reference name: \_\_\_\_\_

Contact person and telephone: \_\_\_\_\_

Equipment categories/subcategories: \_\_\_\_\_

**11. Contract Savings:**

Without benefit of this NASPO ValuePoint contract, Bidder would normally charge state/local government agency purchasers 5% more than the pricing offered in response to this RFP for the following product categories/subcategories. (This question is being asked to assess the potential savings to the NASPO ValuePoint customers who may consider using this contract.)

