

BIDDER SIGNATURE PAGE

Rev. 3/27/12

1. If doing business under a trade name, partnership or a sole proprietorship, you must submit the bid under exact title of the trade name, partnership, or proprietorship, and the bid must be signed by either the owner or a partner and witnessed by a notary public.
2. If a Corporation, the bid must be signed by the President or Vice President and witnessed by Corporate Secretary, (Corporate title must be exact) and affix corporate seal.
3. Other persons authorized by Corporate Resolution to execute agreements in its behalf may also sign the bid documents (pages).
4. The Person who signs this bid form must also sign the Non-Collusion Affidavit.
5. You cannot witness your own signature.

Johnston Communications/JCT Solutions
NAME OF BIDDER (Company)

36 Commerce St.
ADDRESS OF BIDDER (Company)

Springfield, NJ 07081


SIGNATURE
CORPORATE SECRETARY

Tim Sarro, CFO
PRINT NAME AND TITLE
CORPORATE SECRETARY

TELEPHONE: 201-991-7400

FAX: 201-246-1414

EMAIL: stevenm@jctnj.com

BY: 
SIGNATURE

01/17/22
DATE

AFFIX CORPORATE SEAL

Steven Mullen, President
PRINT OR TYPE NAME AND TITLE

WARNING: FAILURE TO FULLY, ACCURATELY, AND COMPLETELY SUPPLY THE INFORMATION REQUESTED ON THIS PAGE MAY RESULT IN THE REJECTION OF YOUR BID AS NON-RESPONSIVE

BID FORM PAGE 1 OF 3

SECTION 2 – COOPERATIVE MEMBERS

<u>ITEM#</u>	<u>SUB-TOTAL</u>
1a- 65,000 Hours X Estimated Regular Work Hours For Journeyman – 24 months	$\frac{\$ \quad 140}{\text{Hourly Rate}} = \$ \underline{9,100,000}$
1b- AFL/ADSS PARTS (\$ 150,000 x $\frac{5}{\text{DISCOUNT}}$ %)	$- \$ 150,000 = \$ \underline{142,500}$
1c- AVAYA (\$ 150,000 x $\frac{44}{\text{DISCOUNT}}$ %)	$- \$ 150,000 = \$ \underline{84,000}$
1d- AVIGILION (\$ 150,000 x $\frac{6}{\text{DISCOUNT}}$ %)	$- \$ 150,000 = \$ \underline{141,000}$
1e- AXIS (\$ 150,000 x $\frac{5}{\text{DISCOUNT}}$ %)	$- \$ 150,000 = \$ \underline{142,500}$
1f- CAMBIUM NETWORKS (\$ 150,000 x $\frac{20}{\text{DISCOUNT}}$ %)	$- \$ 150,000 = \$ \underline{120,000}$
1g- CISCO (\$ 150,000 x $\frac{35}{\text{DISCOUNT}}$ %)	$- \$ 150,000 = \$ \underline{97,500}$
1h- CRESTON (\$ 150,000 x $\frac{15}{\text{DISCOUNT}}$ %)	$- \$ 150,000 = \$ \underline{127,500}$

NAME OF BIDDER: Johnston Communications/JCT Solutions

BID FORM PAGE 2 OF 3

SECTION 2 – COOPERATIVE MEMBERS -continued

ITEM#

1i- BELDEN

$$(\$ 150,000 \times \frac{11}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{133,500}$$

1j- EXACQ

$$(\$ 150,000 \times \frac{15}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{127,500}$$

1k- EXTREME NETWORKS

$$(\$ 150,000 \times \frac{38}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{93,000}$$

1l- GENETEC

$$(\$ 150,000 \times \frac{15}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{127,500}$$

1m- HANWHA

$$(\$ 150,000 \times \frac{15}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{127,500}$$

1n- HOFFMAN

$$(\$ 150,000 \times \frac{10}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{135,000}$$

1o- KEYSKAN

$$(\$ 150,000 \times \frac{15}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{127,500}$$

1p- MHT

$$(\$ 150,000 \times \frac{15}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{127,500}$$

NAME OF BIDDER: Johnston Communications/JCT Solutions

BID FORM PAGE 3 OF 3

SECTION 2 - COOPERATIVE MEMBERS -continued

1q- MILESTONE

$$(\$ 150,000 \times \frac{15}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{127,500}$$

1r- PANDUIT

$$(\$ 150,000 \times \frac{10}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{135,000}$$

1s- SALTO

$$(\$ 150,000 \times \frac{15}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{127,500}$$

1t- SONICWALL

$$(\$ 150,000 \times \frac{10}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{135,000}$$

1u- VESTA


$$(\$ 150,000 \times \frac{6}{\text{DISCOUNT}} \%) - \$ 150,000 = \$ \underline{141,000}$$

1v- OTHER PARTS

$$(\$ 150,000 \times \frac{10}{\text{MARK-UP}^*} \%) + \$ 150,000 = \$ \underline{165,000}$$

GRAND TOTAL \$ 11,792,500
(NOT TO EXCEED)

* IN THE BEST INTERESTS OF THE COOPERATIVE MEMBERS
NO MARK-UP SHALL BE ACCEPTED OVER 15%

11,785,000, 

NAME OF BIDDER: Johnston Communications/JCT Solutions

Union County Cooperative Pricing System Extension Form

BIDDERS MUST CHECK & INITIAL WHERE INDICATED ONE OF THE FOLLOWING SELECTIONS:

Check Here and initial if **WILLING** to provide the goods and services herein bid upon to registered members of the County of Union Cooperative Pricing System (State of New Jersey Identifier #: 8-UCCP) who have submitted estimates, without substitution or deviation from specifications, size, features, quality, price or availability as herein set forth. It is understood that orders will be placed directly by the registered member identified herein by separate contracts, subject to the overall terms of the master contract to be awarded by the County of Union, and that no additional service or delivery charges will be allowed except as permitted by these specifications

Check Here and initial if **NOT WILLING** to extend prices to registered members of the County of Union Cooperative Pricing System (State of New Jersey Identifier #: 8-UCCP) who have submitted estimates as described above. It is understood that this will not adversely affect consideration of this bid with respect to the needs of County of Union.

In the event that the lowest responsible bidder, in the bid document, declines to extend prices to the registered members who submitted estimates the following procedure will be followed as required by N.J.A.C. 5:34-7.10(a)(2): The contract for the needs of the lead agency will be awarded to the lowest responsible bidder, and a master contract for the registered members who have submitted estimates will be awarded to the next lowest bidder whose bid agrees to extend.

Bid prices may be extended to registered members who have not submitted estimates prior to the advertisement for bids with the written approval of the lead agency and the contractor.

S.M.
Initial

NAME OF BIDDER: Johnston Communications/JCT Solutions

REFERENCES Page 1 of 1

Provide a minimum of three (3) references.

1. Name and Address: Hudson County
257 Cornelison Ave.
Jersey City, NJ 07302

Contact Name: Sean O'Connor
Phone Number: 908-625-5040
Length of Time: 4 months (9/2021)

2. Name and Address: Kean University
1000 Morris Ave.
Union, NJ 07083

Contact Name: Joseph Marinello
Phone Number: 908-737-6116
Length of Time: 1 year (2020)

3. Name and Address: Essex County Community College
303 University Ave.
Newark, NJ 07102

Contact Name: Mohamed Seddiki
Phone Number: 973-877-3080
Length of Time: 3 years (2018)

NAME OF BIDDER: Johnston Communications/JCT Solutions

LICENSES

Provide copy of State of New Jersey Electrical Contract License and Electrical Business Permit or State of New Jersey Burglar Alarm License and attach to this page.

NAME OF BIDDER: Johnston Communications/JCT Solutions

**State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs**

THIS IS TO CERTIFY THAT THE
Board of Examiners of Electrical Contractors

HAS LICENSED

JOHN J. SLOAN
147 PAGE AVE
Lyndhurst NJ 07071-2612


FOR PRACTICE IN NEW JERSEY AS A(N): Electrical Contractor


New Jersey Office of the Attorney General
Division of Consumer Affairs
THIS IS TO CERTIFY THAT THE
Board of Examiners of Electrical Contractors
HAS LICENSED
JOHN J. SLOAN
Electrical Contractor

02/18/2021 TO 03/31/2024
VALID
34E100748100
License/Registration/Certificate #

02/18/2021 TO 03/31/2024
VALID

34E100748100
LICENSE/REGISTRATION/CERTIFICATE #


Signature of Licensee/Registrant/Certificate Holder


ACTING DIRECTOR

PLEASE DETACH HERE
IF YOUR LICENSE/REGISTRATION/
CERTIFICATE ID CARD IS LOST
PLEASE NOTIFY:
Board of Examiners of Electrical Co
P.O. Box 45006
Newark, NJ 07101

PLEASE DETACH HERE

JOHN J. SLOAN EXPIRATION DATE 2024
YOUR LICENSE/REGISTRATION/CERTIFICATE NUMBER IS **34E1 00748100** . PLEASE USE IT IN ALL
CORRESPONDENCE TO THE DIVISION OF CONSUMER AFFAIRS. USE THIS SECTION TO REPORT ADDRESS
CHANGES. YOU ARE REQUIRED TO REPORT ANY ADDRESS CHANGES IMMEDIATELY TO THE ADDRESS NOTED
BELOW.

Board of Examiners of Electrical Contractors
P.O. Box 45006
Newark, NJ 07101

PRINT YOUR NEW ADDRESS OF RECORD BELOW.
YOUR ADDRESS OF RECORD IS THE ADDRESS THAT WILL PRINT ON
YOUR LICENSE/REGISTRATION/CERTIFICATE AND IT MAY BE MADE
AVAILABLE TO THE PUBLIC.

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

PRINT YOUR NEW MAILING ADDRESS BELOW.
YOUR MAILING ADDRESS IS THE ADDRESS THAT WILL BE USED BY
THE DIVISION OF CONSUMER AFFAIRS TO SEND YOU ALL
CORRESPONDENCE.

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

If the law governing your profession requires the current license/registration/certificate to be displayed, it should be within reasonable proximity of your original license/registration/certificate at your principal office or place of business.

THIS DOCUMENT IS PRINTED ON WATERMARKED PAPER WITH A MULTICOLORED BACKGROUND AND MULTIPLE SECURITY FEATURES TO ENSURE AUTHENTICITY

State Of New Jersey
New Jersey Office of the Attorney General
Division of Consumer Affairs

THIS IS TO CERTIFY THAT THE
Board of Examiners of Electrical Contractors

HAS LICENSED

JOHNSTON G P INC
JOHN J SLOAN
PO Box 390
Kearny NJ 07032

FOR PRACTICE IN NEW JERSEY AS A(N): Electrical Business Permit

New Jersey Office of the Attorney General
Division of Consumer Affairs
THIS IS TO CERTIFY THAT THE
Board of Examiners of Electrical Contractors
HAS LICENSED
JOHNSTON G P INC
Electrical Business Permit



02/24/2021 TO 03/31/2024
VALID
34EB00748100
License Registration Certificate #

SIGNATURE
Paul Russo
ACTING DIRECTOR

02/24/2021 TO 03/31/2024
VALID

34EB00748100
LICENSE/REGISTRATION/CERTIFICATION #

Signature of Licensee/Registrant/Certificate Holder

Paul Russo
ACTING DIRECTOR

PLEASE DETACH HERE
IF YOUR LICENSE/REGISTRATION
CERTIFICATE ID CARD IS LOST
PLEASE NOTIFY:
Board of Examiners of Electrical Contractors
P.O. Box 45006
Newark, NJ 07101

PLEASE DETACH HERE

JOHNSTON G P INC
YOUR LICENSE/REGISTRATION/CERTIFICATE NUMBER IS 34EB 00748100 . PLEASE USE IT IN ALL
CORRESPONDENCE TO THE DIVISION OF CONSUMER AFFAIRS. USE THIS SECTION TO REPORT ADDRESS
CHANGES. YOU ARE REQUIRED TO REPORT ANY ADDRESS CHANGES IMMEDIATELY TO THE ADDRESS NOTED
BELOW.

Board of Examiners of Electrical Contractors
P.O. Box 45006
Newark, NJ 07101

PRINT YOUR NEW ADDRESS OF RECORD BELOW.
YOUR ADDRESS OF RECORD IS THE ADDRESS THAT WILL PRINT ON
YOUR LICENSE/REGISTRATION/CERTIFICATE AND IT MAY BE MADE
AVAILABLE TO THE PUBLIC.

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

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THE DIVISION OF CONSUMER AFFAIRS TO SEND YOU ALL
CORRESPONDENCE.

HOME
BUSINESS

TELEPHONE
INCLUDE AREA CODE

If the law governing your profession requires the current license/registration/certificate to be displayed, it should be within reasonable proximity of your original license/registration/certificate at your principal office or place of business.

CERTIFICATIONS

Provide proof of the following and attach to this page.

- BICSI certified RCDD full time employee
- Avaya Co-Delivery Partner
- Certified Belden Partner
- Certified to sell, install and maintain products for the following manufacturer's: AFL/ADSS, Avaya, Avigilon, Axis, Cambium Networks, Cisco, Creston, Belden, Exacq, Extreme Networks, Genetec, Hanwha, Hoffman, Keyscan, MHT, Milestone, Panduit, Salto, Sonicwall and Vesta

NAME OF BIDDER: Johnston Communications/JCT Solutions

Building Industry Consulting Service International

THE PROFESSIONAL DESIGNATION OF

**REGISTERED COMMUNICATIONS
DISTRIBUTION DESIGNER**

IS AWARDED TO

Frederick V Giglio

by BICSI in recognition of having successfully completed BICSI's registration and examination requirements.

Designation Number: 124808

Registration Start Date: 01-01-2021

Registration End Date: 12-31-2023



Bicsi
RCDD
Since
10-23-1999

Todd W. Taylor

Todd W. Taylor, RCDD, NTS, OSP
BICSI President

John H. Daniels

John H. Daniels, CNM, FACHE, FHIMSS
BICSI Executive Director & Chief Executive Officer



12 February 2021

TO: County of Union

Attention of: Laura Scutari
10 Elizabethtown Plaza
Elizabeth, NJ,
US - 07202

RE: Johnston GP., Inc
322 Belleville Turnpike, ,
North Arlington, New Jersey,
United States - 07031

Link ID: 362185

Avaya Inc. ("Avaya") is pleased to confirm that Johnston GP., Inc is an authorized Reseller in good standing of Avaya products and solutions at the Sapphire level.

As an Avaya-authorized partner at the Sapphire level, Johnston GP., Inc is authorized to resell, and to offer design services and Avaya support for the following business systems and associated peripheral equipment to end-user companies:

Salesforce Connector, Meridian 1, Media Processing Server (MPS) 1000.

Plus, Johnston GP., Inc is authorized to provide installation and maintenance services, either directly or in partnership with Avaya, for the following:

Installation: Avaya IX Messaging, Meridian 1, Avaya Aura CM, CM Messaging, Avaya IP Office Platform, CallPilot, Communication Server 1000 for Avaya Aura, Application Enablement Services (AES), Avaya UC Soft Clients, Avaya Aura Session/System Manager, Avaya Modular Messaging, Avaya Session Border Controller Enterprise, Avaya Scopia Solution, Avaya Aura Messaging, Avaya Video Conferencing Endpoints, Avaya Breeze, Avaya IP Office Contact Center, Avaya Aura Presence Services, Avaya Solutions Platform

Maintenance: Avaya IX Messaging, Application Enablement Services (AES), Avaya IP Office Platform, Avaya Aura CM, CM Messaging, Avaya Aura Session/System Manager, CallPilot, Communication Server 1000 for Avaya Aura, Meridian 1, Avaya Aura Messaging, Avaya UC Soft Clients, Avaya Equinox Solution, Avaya Session Border Controller Enterprise, Avaya Scopia

Solution, Foundation Suite, Mobility Suite, Collaboration Suite, Avaya Video Conferencing Endpoints, Avaya Breeze, Avaya IP Office Contact Center, Avaya Aura Power Suite, Avaya Aura Core Suite, Avaya Aura Presence Services, Avaya Solutions Platform

As an Avaya-authorized partner, Johnston GP., Inc is approved to provide the following for Avaya products:

- Procure product and services from Avaya or Distributors (as approved) for resale to end users;
- Extend Avaya software licenses and factory warranties to end users;
- Obtain technical support services from Avaya;
- Obtain and license Avaya software upgrades to end users;
- Access Avaya engineering, system configuration, pricing tools, and training courses (sales, technical, installation, and maintenance); and
- Participate in Avaya-sponsored marketing programs and product events.

Thank you for your confidence in Avaya and your choice of an Avaya-authorized reseller.

Regards,
Avaya Worldwide Channel Team



Partner Certification

Belden hereby confirms that

Johnston Communications

is a Partner Alliance Installer and Integrator Program Member
for 2022.

This document certifies that the company, **Johnston Communications**, is a Belden Partner Alliance Installer and Integrator Program Member for 2022.

This certification is valid for the period of 12 months from the date of issuance. Belden reserves the right to modify or terminate this certification at any time without notice. For more information, please contact your Belden Account Manager.





Corporate Headquarters
170 Ridgeview Center Drive, Duncan, SC 29334 USA
TEL: (800) 235-3423 TEL: (864) 433-0333
FAX: (864) 433-5560 WEB: www.AFLglobal.com

Tuesday, January 4, 2022
Johnston Communications Inc.
36 Commerce Street
Springfield, NJ 07081

To whom it may concern,

This letter is to confirm that Johnston Communications is a Certified Value Added Partner with AFL and is in good standing with AFL.

If you have any questions or concerns, please feel free to reach out to myself:

Sean Cronin
AFL Global
Northeast regional Sales Manager
845-570-3391
Sean.Cronin@aflglobal.com
<https://www.aflglobal.com>

Thank you,
Sean Cronin
AFL Global
Northeast Regional sales manage



12 February 2021

TO: County of Union

Attention of: Laura Scutari
10 Elizabethtown Plaza
Elizabeth, NJ,
US - 07202

RE: Johnston GP., Inc
322 Belleville Turnpike, ,
North Arlington, New Jersey,
United States - 07031

Link ID: 362185

Avaya Inc. ("Avaya") is pleased to confirm that Johnston GP., Inc is an authorized Reseller in good standing of Avaya products and solutions at the Sapphire level.

As an Avaya-authorized partner at the Sapphire level, Johnston GP., Inc is authorized to resell, and to offer design services and Avaya support for the following business systems and associated peripheral equipment to end-user companies:

Salesforce Connector, Meridian 1, Media Processing Server (MPS) 1000.

Plus, Johnston GP., Inc is authorized to provide installation and maintenance services, either directly or in partnership with Avaya, for the following:

Installation: Avaya IX Messaging, Meridian 1, Avaya Aura CM, CM Messaging, Avaya IP Office Platform, CallPilot, Communication Server 1000 for Avaya Aura, Application Enablement Services (AES), Avaya UC Soft Clients, Avaya Aura Session/System Manager, Avaya Modular Messaging, Avaya Session Border Controller Enterprise, Avaya Scopia Solution, Avaya Aura Messaging, Avaya Video Conferencing Endpoints, Avaya Breeze, Avaya IP Office Contact Center, Avaya Aura Presence Services, Avaya Solutions Platform

Maintenance: Avaya IX Messaging, Application Enablement Services (AES), Avaya IP Office Platform, Avaya Aura CM, CM Messaging, Avaya Aura Session/System Manager, CallPilot, Communication Server 1000 for Avaya Aura, Meridian 1, Avaya Aura Messaging, Avaya UC Soft Clients, Avaya Equinox Solution, Avaya Session Border Controller Enterprise, Avaya Scopia

Solution, Foundation Suite, Mobility Suite, Collaboration Suite, Avaya Video Conferencing Endpoints, Avaya Breeze, Avaya IP Office Contact Center, Avaya Aura Power Suite, Avaya Aura Core Suite, Avaya Aura Presence Services, Avaya Solutions Platform

As an Avaya-authorized partner, Johnston GP., Inc is approved to provide the following for Avaya products:

- Procure product and services from Avaya or Distributors (as approved) for resale to end users;
- Extend Avaya software licenses and factory warranties to end users;
- Obtain technical support services from Avaya;
- Obtain and license Avaya software upgrades to end users;
- Access Avaya engineering, system configuration, pricing tools, and training courses (sales, technical, installation, and maintenance); and
- Participate in Avaya-sponsored marketing programs and product events.

Thank you for your confidence in Avaya and your choice of an Avaya-authorized reseller.

Regards,
Avaya Worldwide Channel Team

2/22/2021

Laura Scutari M.P.A., Director
Union County Administrative Building
10 Elizabethtown Plaza, 6th Floor
Elizabeth, NJ 07207

Re: Letter of Good Standing

This letter is to confirm that the company at the address noted below is a certified Avigilon Service Provider and is a Partner in good standing.

Johnston GP, Inc
PO Box 390
07032 Kearny NJ

In order to be an Avigilon Service Provider in good standing, a company is promptly paying all invoices, has an adequate number of employees who are fully certified as having been trained through Avigilon training programs on how to install and provide first line of support for all Avigilon products, and has completed several Avigilon solution implementations.

This letter is subject to review and renewal on an annual basis, and good standing can be revoked at any time. Please contact the undersigned if you have any questions.

Sincerely,

AVIGILON CORPORATION



January 4, 2022

**Johnston Communications
36 Commerce St
Springfield, NJ 07081**

To Whom It May Concern:

Please allow this letter to confirm that **Johnston Communications** with Headquarters in **Springfield, NJ** is currently a member of the Axis Channel Partner Program and an **Authorized** partner in good standing with Axis. Axis Communications Inc. certifies **Johnston Communications** to resell Axis Communications products and solutions.

If you have any questions or need further information, please contact Axis sales at (800) 444-2947 Option 1 or email me at Maryland.Santos-Madrid@axis.com

Sincerely,
Maryland Santos-Madrid
Database Coordinator
Axis Communications, Inc.



ConnectedPartner

This document certifies that

Johnston Communications DBA JCT Solutions

is a Cambium Networks Authorized Reseller
2022

A handwritten signature in black ink that reads "Ron Ryan".

Senior Vice President, Global Channel



Cisco Systems, Inc.
170 West Tasman Drive
San Jose, CA 95134-1706
Direct: 408 526 4000
www.cisco.com

December 30, 2021

JOHNSTON G P INC
Country: USA

To Whom It May Concern:

This letter is to confirm JOHNSTON G P INC in USA is a Cisco Registered Partner. The Registered Partner status for JOHNSTON G P INC is valid until August 04, 2022.

Cisco is a California corporation having its principal place of business at 170 West Tasman Drive, San Jose, CA 95134 USA. Cisco develops, manufactures, and provides services for networking equipment.

If you need any additional information, please do not hesitate to contact Jennifer Bishop at jbishop@cisco.com.

Sincerely,

A handwritten signature in black ink, appearing to be the initials "JB" with a stylized flourish.

Jennifer Bishop
Leader, Business Operations
Cisco Partner Program

The credentials in this letter can be validated by searching company name and location at [cisco.com/go/partnerlocator/](https://www.cisco.com/go/partnerlocator/).

Contact Cisco: [cisco.com/c/en/us/about/contact-cisco.html](https://www.cisco.com/c/en/us/about/contact-cisco.html)



Cisco Certifications

Nicholas P Giglio

has successfully completed the Cisco certification exam requirements and is recognized as a

Cisco Certified Network Associate

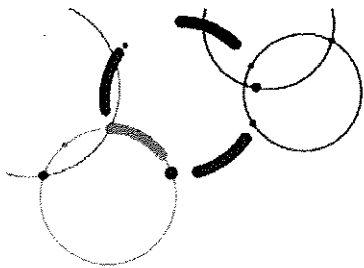


Date Certified: June 14, 2014
Valid Through: December 30, 2021
Cisco ID No.: CSC012212747

Chuck Robbins
Chief Executive Officer
Cisco Systems, Inc.

Validate this certificate's authenticity at
www.cisco.com/go/verifycertificate
Certificate Verification No.: 2VVN6KFFGHE41ZCS

© 2021 Cisco and/or its affiliates



Registered

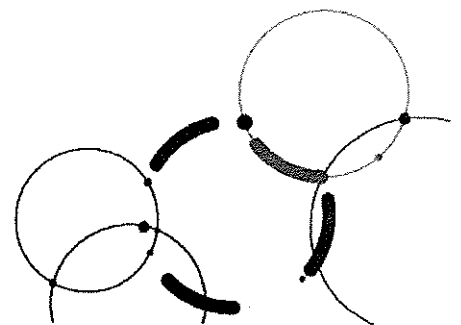
Awarded to: **JOHNSTON G P INC**

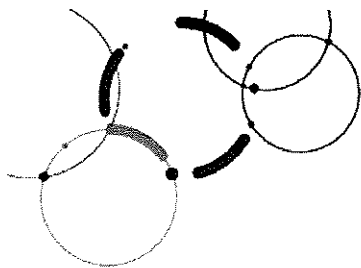
Country: **USA**

Valid Until: **August 4, 2022**

Validate this certificate by searching company name and location at
cisco.com/go/partnerlocator.

Certificate generated on December 30, 2021





Premier Integrator

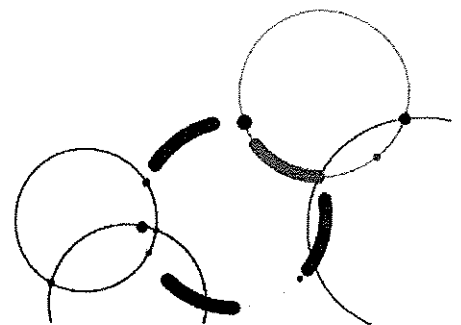
Awarded to: **JOHNSTON G P INC**

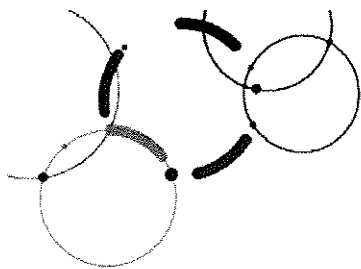
Country: **USA**

Valid Until: **March 13, 2023**

Validate this certificate by searching company name and location at cisco.com/go/partnerlocator.

Certificate generated on December 30, 2021





Collaboration SaaS Specialized

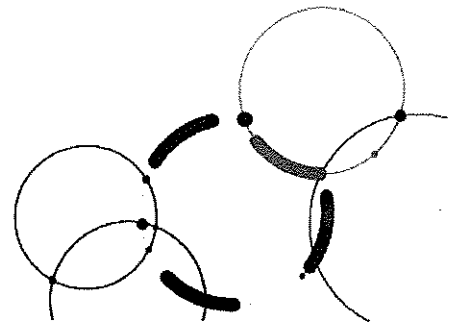
Awarded to: JOHNSTON G P INC

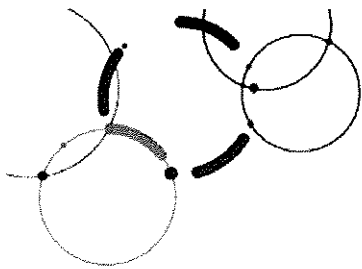
Country: USA

Valid Until: December 17, 2022

Validate this certificate by searching company name and location at
cisco.com/go/partnerlocator.

Certificate generated on December 30, 2021





Advanced Collaboration Architecture Specialized

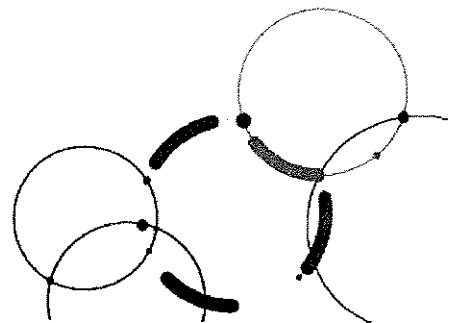
Awarded to: JOHNSTON G P INC

Country: USA

Valid Until: March 13, 2023

Validate this certificate by searching company name and location at
cisco.com/go/partnerlocator.

Certificate generated on December 30, 2021





January 14, 2022

To Whom It May Concern:

SUBJECT: DEALER AUTHORIZATION LETTER

This letter will certify that JCT SOLUTIONS is an authorized CRESTRON Dealer for the CRESTRON product line in Good Standing since January 26, 2021.

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

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

Sincerely,

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

Cc: Chris Clay
Tom Conte



Partner Certification

Belden hereby confirms that

Johnston Communications

is a Partner Alliance Installer and Integrator Program Member
for 2022.

This partner certifies that the company has ability to install Belden Structured Network Systems.

A Belden Partner Alliance member will receive the lowest price for the purchase of Belden products and services, including Belden Structured Network Systems, and applicable Belden terms, conditions, and services. Belden Structured Network Systems is a Belden Structured Network System and is not a Belden product.





11955 Exit Five Parkway
Building 3
Fishers, IN 46037 USA
+1.317.845.5710 phone
+1.317.845.5720 fax
www.exacq.com

February 15th, 2021

Ref: JCT Solutions/Johnston Communications
36 Commerce Street
Springfield, NJ 07081

To Whom It May Concern;

JCT Solutions/Johnston Communications is an Elite dealer for Exacq Technologies, Inc. and is authorized to sell, install, and service the full line of Exacq Technologies software and hardware products. They have received and maintained all factory trained certifications. All Exacq Technologies hardware products sold by this company include a three year factory warranty.

Regards,

Jon Stewart
Regional Sales Manager
Exacq Technologies, Inc.
11955 Exit Five Parkway
Fishers, IN 46037 US
Jon.Stewart@jci.com
Direct: 973-640-0225

Cross Platform IP Video Surveillance Solutions



ADVANCE WITH US

GOLD PARTNER
FY 22

Johnston Communications

Specializations:
ExtremeSwitching

VALID FROM AUGUST 1, 2021 - JULY 31, 2022

N. Vianden

NATALIA VIANDEN, DIRECTOR, GLOBAL CHANNEL PROGRAMS

Channel Partner Agreement

This document (the "CPA") defines the terms and conditions that will govern the relationship between Genetec Inc., a Canadian corporation having its main place of business at 2280 Alfred Nobel Boulevard, Montreal, QC, H4S 2A4, Canada ("Genetec") and the entity identified below ("Partner") with respect to Partner's marketing, resale and support of the products defined below.

Partner Identification	
Complete legal name:	Johnston GP Inc.
Commercial / doing business as (d.b.a.) name (if different):	JCT Solutions / Johnston Communications
Country of registration or incorporation:	USA
Jurisdiction of registration or incorporation (country, state, etc.):	NJ, USA
Full address of principal place of business:	36 Commerce Street, Springfield, New Jersey, 07081
Primary contact name:	Steven Mullen
Primary contact business title:	President
Primary contact business email:	stevenm@jctni.com
Primary contact business telephone:	+1 (201) 428-2010

WHEREAS Genetec is a leading provider of security, public safety, operations, and business intelligence solutions, including IP-based video surveillance, access control, automatic license plate recognition, communications and analytics;

WHEREAS Partner is engaged in the business of providing systems integration services;

WHEREAS Partner desires to market, resell and support Genetec products and services identified below in this document to its customers, and Genetec desires to appoint Partner as its non-exclusive sales channel partner, as further described below.

NOW, THEREFORE, in consideration of these terms and conditions contained, and for other good and valuable consideration, the Parties agree as follows:

1. Commercial Terms

- a. **General Terms.** This CPA expressly incorporates the terms and conditions set out in the Genetec Channel Partner General Terms, a copy of which is attached as Schedule A ("General Terms") which outline additional terms and conditions that will govern the relationship between Genetec and Partner. The capitalized terms used in this CPA shall have the meaning attributed to them in the General Terms, unless defined otherwise below. In the event of any conflict or inconsistency between the two documents, the terms of this CPA shall take precedence.
- b. **Appointment.** Partner's right to market and sell Authorized Products depends on the type of channel partner relationship that Partner and Genetec agree to enter into under the Agreement. Subject to the terms and conditions of the Agreement, Genetec hereby appoints Partner, and Partner hereby accepts the appointment as a non-exclusive reseller (systems integrator) or distributor (as applicable per the table below) of the Authorized Products in the Authorized Market during the Term of the Agreement. The table below further defines the Authorized Market where Partner is permitted to sell such Authorized Products during the Initial Term of the Agreement, and the Focus Market (if different) where Partner is expected to achieve certain objectives, as further specified in section 1.f below, the General Terms and the Program Terms.

Appointment	Partner Type	Authorized Market	Focus Market
Authorized Products (excluding AutoVu™ Mobile)	reseller (systems integrator)	New Jersey, USA	Authorized for vertical markets in the Public, Enterprise, and Signature Brands sectors; [see Section 2. (Additional Terms) for complete vertical lists].
Authorized Products (AutoVu™ Mobile only)	reseller (systems integrator)	New Jersey, USA	Authorized for vertical markets in the Public, Enterprise, and Signature Brands sectors; [see Section 2. (Additional Terms) for complete vertical lists].

- c. **Authorized Products.** Subject to the terms of the Agreement, Partner is authorized to market and sell only the Authorized Products identified with a checkmark below in this section. Unless expressly stated otherwise in this CPA or in a quote, all

discounts for the purchase of Authorized Products will be defined by Genetec as part of the Partner's Demand Generation Plan.

Authorized Products				
Software Products		Cloud Services		
<input type="checkbox"/>	Security Center		Security Center SaaS	
	<input checked="" type="checkbox"/>	Omnicast™ (Standard / Pro / Enterprise)	<input checked="" type="checkbox"/>	AutoVu™ as a Service
	<input checked="" type="checkbox"/>	Omnicast™ (SaaS Edition)	<input type="checkbox"/>	Federation™ as a Service
	<input checked="" type="checkbox"/>	AutoVu™ (fixed)	<input checked="" type="checkbox"/>	Synergis™ as a Service
	<input checked="" type="checkbox"/>	Synergis™ (Standard / Pro / Enterprise)	<input type="checkbox"/>	Genetec Traffic Sense™
	<input checked="" type="checkbox"/>	Synergis™ (SaaS Edition)	<input type="checkbox"/>	Curb Sense™
	<input checked="" type="checkbox"/>	Federation™	<input checked="" type="checkbox"/>	Genetec Clearance™
	<input type="checkbox"/>	Genetec Citigraf™	<input checked="" type="checkbox"/>	Genetec ClearID™
<input checked="" type="checkbox"/>	Genetec Mission Control™		<input checked="" type="checkbox"/>	Stratocast™
	AutoVu™ Mobile Products		<input type="checkbox"/>	VALCRI™
<input checked="" type="checkbox"/>	Security Center – AutoVu™ (Software Product)		Other Genetec Services	
	<input checked="" type="checkbox"/>	AutoVu™ Managed Services (Cloud Service)	<input checked="" type="checkbox"/>	Genetec Advantage
	AutoVu™ hardware systems (mobile)		<input checked="" type="checkbox"/>	Professional Services
Hardware Products		Third-Party Hardware		
<input checked="" type="checkbox"/>	AutoVu™ hardware systems (fixed)		<input checked="" type="checkbox"/>	Access control accessories
<input checked="" type="checkbox"/>	Synergis™ Cloud Link hardware systems		<input checked="" type="checkbox"/>	Access control hardware
<input checked="" type="checkbox"/>	Streamvault™ hardware systems			

- d. **Certified Professionals and Training.** Except if Partner is appointed as an Authorized Distributor, beginning as of January 31, 2022 and at all times thereafter, Partner is required to employ or otherwise engage, the minimum number of Certified Professionals defined in the Program Terms and/or as part of the Partner's annual Demand Generation Plan (as further outlined in section 1.h below), and failure to obtain the above certification by the required date may lead to non-processing of any purchase order placed by Partner, restriction or suspension of Partner's accreditation under the Program Terms and/or termination of the Agreement.
- e. **First Purchase Order Target Date.** Partner commits to submitting its first purchase order for Authorized Products in the Focus Market no later than March 31, 2022.
- f. **Minimum Sales Objectives.** Partner is required to meet or exceed its annual minimum sales objectives within the Focus Market to preserve its Partner accreditation and status under the Agreement, as such objectives may change over time in accordance with the Program Terms. The minimum sales objectives for the Initial Term shall be: USD \$150,000 for the first calendar year, which will be prorated based on the Effective Date of the Agreement.
- g. **Sale to Existing Customers:** Unless otherwise stated in this CPA, sales of Authorized Products by Partner to any Customer that is already using any Genetec Product (assuming not procured through Partner under this Agreement) shall not count towards Partner's achievement of the minimum sales objectives above during the Initial Term of the Agreement.
- h. **Demand Generation Plan.** Partner must (in consultation with the Genetec regional sales team) define a Demand Generation Plan (in the form made available by Genetec through the Channel Partner Portal) and work diligently to implement the planned activities outlined in such plan within ninety (90) days from the Effective Date of the Agreement, and then annually thereafter. The plan should be further reviewed and updated quarterly together with the Genetec regional sales team.
- i. **Demonstration Systems:** Partner shall at all times maintain demonstration systems up-to-date with the latest software and hardware versions available from Genetec for all Authorized Products.

2. Additional Terms

- a. Beginning in the calendar year of the Agreement's Effective Date, the Partner will be subject to the minimum calendar year requirements of the Genetec Channel Partner Program in force at that time, which currently includes sales growth objectives, product volume, and technical certification requirements. These requirements are subject to change at any time and at the sole discretion of Genetec and will be provided upon request.
- b. Public sector market verticals include: corrections, higher & lower education, armed services, customs & border control, intelligence & national security, national public admin, treasury & central banks, justice & public safety, public administration, venues, transport: airports, interurban highways, interurban rail, ports, urban mobility.
- c. Enterprise sector market verticals include: food, cosmetics, chemicals & pharmaceuticals, healthcare, manufacturing & wholesale, oil, gas & mining, professional services & associations, engineering & construction, technology, media & telecommunications, property management, utilities; transport: airlines, shippers, carriers & logistics.
- d. Signature Brands sector market verticals include: retail & luxury brands, banking, financial institutions, financial services, insurance, gaming, hospitality, hotels & restaurants, cannabis.

3. Miscellaneous

- a. Governing Law and Dispute Resolution. For the purpose of section 9.5 of the General Terms, the governing law and the dispute resolution mechanism for the Agreement shall be as follows: Courts sitting in New York City, NY, USA • Governing laws: State of New York, USA. If the Parties opt for arbitration as the dispute resolution process, the Parties agree that (i) the simplified procedure rules shall apply to irrespective of the amount in dispute; and (ii) any notifications or communications made in connection with the arbitration rules (including, without limitation, the notification or communication of a request for arbitration or any other pleading or written communication), may be made by email to the email address stated by each of the Parties in the present Agreement or to any other email address notified by one Party the other Party in accordance with this Agreement.
- b. Entire Agreement. This CPA, together with the General Terms and any amendments, schedules and other documents expressly incorporated to any of these documents by reference, constitutes the entire agreement between Genetec and Partner pertaining to the subject matter of the Agreement. Any prior agreements between the parties pertaining to the subject matter of the Agreement are expressly voided. The paragraph headings contained herein are for convenience only and are not intended to affect the meaning or interpretation of the Agreement.

IN WITNESS WHEREOF, the Parties have signed this Agreement by their duly-authorized representatives.

Genetec

Signature: Francois Digitally signed by Francois
Printed Name: Touchette - SIG
Title: te - SIG Date: 2021.10.29
Date: 12:48:02 -04'00'

Partner

Signature: Steven B. Mullen
Printed Name: Steven Mullen
Title: President
Date: 10/25/21

Schedule A – Channel Partner General Terms

The Channel Partner General Terms (revision CPGT.2105.4) are attached hereto. A copy of the General Terms is also available in the Partner Legal Hub of the Channel Partner Portal, at <https://portal.genetec.com>.

Schedule B – Territory Supplements

The following Territory Supplements enclosed under this Schedule B:
/ Not applicable /

Schedule C – Affiliate Addenda

The following Affiliate Addenda are enclosed under this Schedule C:
/ Not applicable /



February 19, 2021

RE: Johnston Communications (JCT Solutions) - Springfield, NJ HQ

To Whom It May Concern:

This letter confirms that Johnston Communications (JCT Solutions) - Springfield, NJ HQ is a Hanwha Techwin America Inc. Gold partner. Johnston Communications (JCT Solutions) - Springfield, NJ HQ is qualified to sell, install, program and service Hanwha Techwin products and we authorize that Johnston Communications (JCT Solutions) - Springfield, NJ HQ has our full support in submitting a video surveillance system manufactured by us for a new project.

Details of Johnston Communications (JCT Solutions) - Springfield, NJ HQ's partnership include:

Up to a 5-year warranty for the Hanwha/Wisenet product line except PTZ motors and select hard disk drives.

Twelve months on an advance replacement program to our Gold STEP partners. Our warranty program is outlined on our web page, www.hanwhasecurity.com, and included with all product documentation.

Hanwha Techwin America looks forward to providing you with the best products and services in the security marketplace, and if there is anything that I can do for you, don't hesitate reach out to me.

Thank you.

A handwritten signature in black ink, appearing to read "Tom R. Cook".

Thomas R. Cook

Senior Vice President of Sales, North America



nVent HOFFMAN
2100 Hoffman Way
Anoka, MN 55303 USA
Tel +1-763-421-2240
nVent.com

Tuesday, January 4th 2022

Johnston Communications Inc.
36 Commerce Street
Springfield, NJ 07081

To Whom it may concern,

This memo affirms that Johnston Communications is a current Hoffman reseller in good standing since 2010.

For more information about Hoffmans Partner Program please visit our website at www.nvent.com

If you have any questions or would like to request an update on Johnstons Communications reseller status, please contact our local Hoffman Sales team at 201-529-0880 or go to www.metrolessolution.com.

Sincerely,

A handwritten signature in cursive script that reads "Eric Nguyen".

Eric Nguyen
nVent Hoffman Regional Sales Manager



December 30, 2021

Johnston Communications

To whom it may concern:

Johnston Communications is an authorized dealer of Keyscan and RCI Products for the Metro NY and Northern NJ Market. They are technically qualified in design, installation, operation, inspection, and servicing the product. Johnston Communications is also supported by Keyscan and RCI manufactures representatives (Chartrand Associates) and a direct sales team of consultants in the market.

Sincerely,

Matthew Botz
SRSM – Senior Regional Sales Manager

dormakaba USA Inc
New York City Metro

T 631 766 5902
Matthew.Botz@dormakaba.com

dormakaba 



December 30, 2021

JCT Solutions
36 Commerce St.
Springfield, NJ 07081
Attn: Clarence Hicks

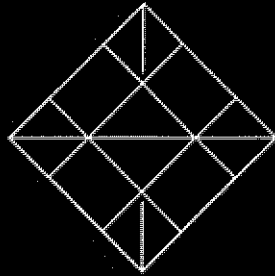
Re: MHT Certified Installer Approval

Please be advised that Johnston Communications is approved as a Certified MHT installer. This certification allows your firm to install MHT's line of products.

Should you have any questions, please do not hesitate to contact us directly.

Sincerely,
Ira Horowitz
CEO

www.mhtlighting.com
241 West 37th Street, 12FL
New York, NY
718.524.4370



SILVER CHANNEL PARTNER

JOHNSTON COMMUNICATIONS
SPRINGFIELD, NJ

2022



Tim Palmquist
Vice President Americas, Sales

Milestone Silver reseller

Silver partner status is the entry level of the Milestone partner program. Silver partners can sell Milestone products that serve basic to mid-size security installations.

PANDUIT™

infrastructure for a connected world

PANDUIT CORP.

HEREBY RECOGNIZES

Johnston Communications
Kearny, New Jersey (United States)

As a Registered Company, authorized to Deploy Panduit® Network Infrastructure Solutions and participate in the Certification PlusSM System Warranty Program for a specific pre-approved project only.

Partner Since: 3/13/2009

Expiration Date: 2/4/2022

*This certificate is only valid, and a Certification Plus System Warranty will only be issued, if the required number of company employees are current in their Panduit trainings at all times. It is the responsibility of the company to ensure their employees renew their training certifications at the required intervals. The company has access to all employee training certifications and expiration dates. This certificate can extend no longer than expiration date printed above.



To whom it may concern:
DATE: 2/12/2021

Please accept this letter certifying Johnston GP Inc. dba Johnston Communications/JCT Solutions as an Authorized SALTO SYSTEMS Dealer and has completed all requirement of such and are in good standing with SALTO SYSTEMS.

Sincerely,

A handwritten signature in black ink, appearing to read 'Michael J. Mahon'. The signature is fluid and cursive, with a large initial 'M'.

Michael J. Mahon
Senior VP Commercial Sales
Office 1-866-467-2586 ext 733
Cell 1-770-826-2584
Fax 1-770-452-6098
m.mahon@saltosystems.com
www.saltosystems.com



February 19, 2021

Evan Gottlieb
Johnston Communications Inc.
P.O. Box 390
Carney, New Jersey
07032
evang@johnstoncom.com

Re: Letter of Authorization

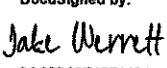
To Whom It May Concern,

SonicWall Inc. and its affiliates ("SonicWall"), with offices located at 1033 McCarthy Blvd, Milpitas California, hereby declares that Johnston Communications Inc. ("Reseller", together with SonicWall the "parties") is currently participating in the SonicWall SecureFirst Partner Program and is authorized to sell and distribute products offered by SonicWall on a non-exclusive basis.

Please note that this information represents our knowledge as of the date of this letter and is subject to the terms and conditions of the parties' agreement. Accordingly, the information in this document must not be interpreted or construed as a commitment, amendment to the parties' agreement, or exclusivity.

SonicWall assumes no liability whatsoever and makes no representations or warranties with respect to the accuracy or completeness of information in this letter. This letter shall not expand, replace, or create any agreement between the parties referenced herein. SonicWall products are subject to certain warranty terms, which may be updated from time to time and may be found at www.sonicwall.com/legal.

If you have any questions or need further information, please contact Paul Edwards at paedwards@sonicwall.com.

DocuSigned by:

3CC7B28E4571481...
Signature
Name: Jake Werrett
Title: Assistant General Counsel
Date: 2/19/2021



February 17, 2021

To whom it may concern;

Please accept this letter as official notice that Johnston Communications (JCT Solutions) is fully authorized and certified to sell, install, and maintain the VESTA 9-1-1 Product portfolio of Motorola Solutions, Inc. This certification is an ongoing one, and is in place for the duration of their Master Purchase and Reseller Agreement with Motorola Solutions for VESTA 9-1-1.

Should you have any questions, please feel free to reach me via email at joe.grube@motorolasolutions.com or by phone at 585.465.3783.

Best regards,

A handwritten signature in black ink, appearing to read 'Joe Grube', with a long horizontal flourish extending to the right.

Joseph Grube
Area Sales Manager, Northeast
NG9-1-1 Solutions

www.motorolasolutions.com

500 W. Monroe St
Chicago IL 60661

WARRANTY

Attach or provide description on all warranties to this page.

All new system installations include 1 year maintenance on parts and labor.

NAME OF BIDDER: Johnston Communications/JCT Solutions