



CABLEPRO+ INFRASTRUCTURE SOLUTIONS

THREE MAIN CHALLENGES WITH TODAY'S FEDERAL GOVERNMENT CABLE PLANT INFRASTRUCTURE

For over 13 years, Conceras has worked to address and solve the Federal Government's greatest challenges in secure telecommunications and cable plant infrastructure. We developed the CablePro+ Infrastructure Solutions framework from our extensive experience and client feedback. From deployments in over 95 countries and in support of over 70,000 users, Conceras saved our federal clients 30 percent in material and labor costs and reduced major system and network outages by 75 percent.

Conceras identified three main challenges in the government's secure telecommunications and cable plant infrastructure. Firstly, cable plants are aging, prone to physical wear, signal degradation, and network failures. Secondly, antiquated cable plant infrastructures don't support increased demands for data-intensive applications and network bandwidth, and the growing number of connected devices and users. And thirdly, agencies spend increased time and money on identifying and resolving issues within extensive networks, especially across multiple sites and remote locations.

CONCERAS' CABLEPRO+ INFRASTRUCTURE SOLUTIONS

Our solutions are customized to the needs of a project of varying size and scope, from surveying and designing secure IT telecom infrastructures (data, voice, A/V), implementing complete turn-key solutions, and decommissioning cable plants. In the graphic below, we illustrate several differentiators in our CablePro+ methodology across the lifecycle of the project. **Our approach enables us to be on time and on budget, every time.**

SURVEY & DESIGN PHASE

IMPLEMENTATION PHASE



COMPREHENSIVE BILL OF MATERIALS DATABASE

- + Provide pictures of each part for better coordination between the engineer, technicians, and procurement staff, eliminating confusion with terminology
- + Conduct verification checks for parts and units for any issues discovered by the site lead, engineer, and procurement staff
- + Facilitate approval of BOM from site lead to ensure that the lead agrees with the material and tools for each job
- + Pre-deployment team arrives to work site to verify materials and conduct inventory, then approves the deployment of the remaining team members



THOROUGH COST ESTIMATING METHODOLOGY

- + Apply our approved and audited Estimating System; accurately calculate a competitive price to the government, avoiding cost overruns and additional expenses
- + Assign man hours in 15 min intervals to each task area of a job based on our age data from previous installations, including termination of wiring and fiber, testing drops, installing of raceways, and factoring clean-up and start-up times
- + Assign hours for the average breaks
- + Ensure that the site lead approves cost estimations to get a realistic commitment from the lead to deliver the project on-time and on-budget



METHODICAL CABLE PLANT INFRASTRUCTURE PROCESSES

- + Maintain a deep bench of qualified technicians with 10+ years of experience and BICSI certifications
- + Provide knowledge in both standard termination and fusion splicing
- + Certify cables are properly labeled, organized, and neatly installed
- + Troubleshoot cable-related issues and identify solutions efficiently
- + Guarantee effective communication skills for collaborating with other team members, clients, and stakeholders
- + Follow industry best practices, cable installation standards (such as TIA/EIA-568) and security protocols
- + Manage time skills to complete installations within specified timeframes



EXTERNALLY AUDITED & APPROVED QUALITY ASSURANCE PLANS

- + Utilize a QA matrix for all projects to ensure work is performed by industry and federal standards
- + Implement seven quality management principles, based on our ISO 9001:2015 certification, that assists our staff to generate test plans, from pre-test to post-test, ensuring compliance with cable plant industry standards and operational requirements
- + Leverage our Quality Management System (QMS), enabling our team to generate accurate drawings and manuals (operation and maintenance, red lines, test results, user guides, best practices) and support random spot checks and system acceptance tests

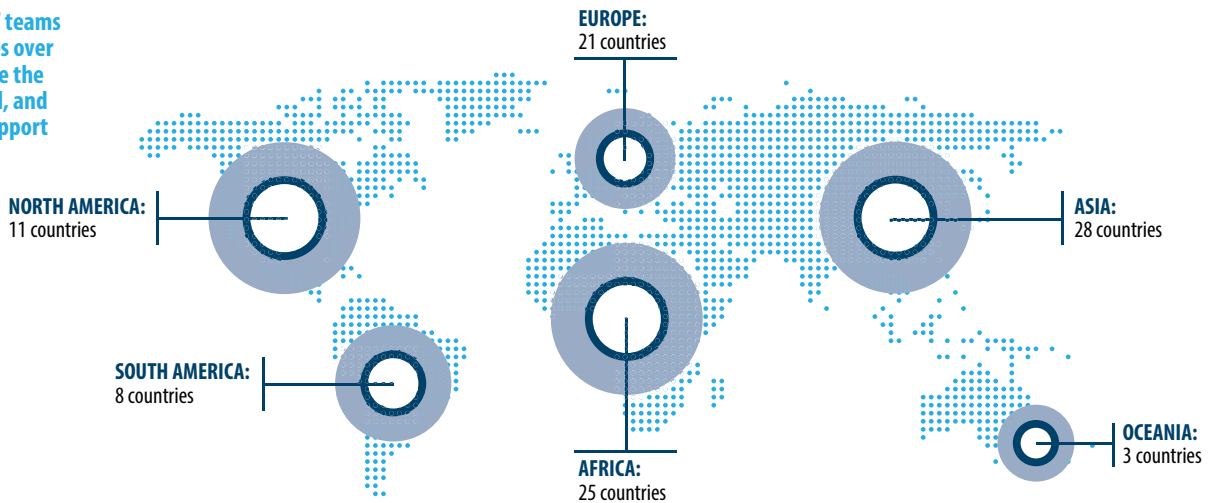


OCONUS PROJECT LOCATIONS: 2013-2026

Conceras has the infrastructure and experience to support Outside the Continental United States (OCONUS) secure IT telecom infrastructure projects. We handle complex travel itineraries and logistics, in accordance with Joint Travel Regulation (JTR), on a 24/7/365 basis. We have DBA insurance coverage for all traveling staff members. Furthermore, our program manager has 24 years of experience on IT infrastructure projects, overseeing all administrative functions, including deployment agreements, training, clearances, visas, and travel quotes.

Conceras has deployed IT teams to more than 95 countries over the last 13 years. We have the administrative, logistical, and financial capability to support worldwide missions.

- CONUS Locations**
- San Diego, CA
 - Norfolk, VA
 - Washington, DC
 - Beltsville, MD
 - Arlington, VA
 - Springfield, VA
 - Fairfax, VA
 - Pentagon
 - Fort Meade
 - Quantico



MEASURABLE BENEFITS TO OUR CABLEPRO+ METHODOLOGY

Conceras cleared technicians don't require escorts. We work at night to reduce disruptions with other work and functions at project location, saving the client over 30 percent on lost productivity.

We are a one-stop industry provider. We perform design and implementation services for secure cable plant infrastructure. Our former foreign service senior engineers have expertise in Foreign Affairs Manual (FAM) and associated Foreign Affairs Handbook (FAH) guidelines, permitting, site security plans, and requirements. We reduced permit times by 78 percent.

Conceras coordinates across multiple agencies, vendors, and suppliers to eliminate hardware compatibility issues and inefficiencies and to reduce delays in procurement and secure shipping. **Conceras'** Technical Lead performs a 100 percent validation of the Bill of Materials and ensures vendor recommended substitutions still meet project needs. Our solution decreases network communication disruptions and increases transmission of large amounts of data. We reduced network outages by 75 percent.

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