



## **Why Partner with CNIC ?**

CNIC, Inc. appreciates the opportunity to introduce ourselves. We are an IP Network Integration Company delivering hardware, cabling, network, wireless, video surveillance, access control, intercom, audio visual, videoconferencing and turnkey solutions to its one hundred plus local government, school district and enterprise partners throughout the Carolinas and Virginia.

Our proposals include an extensive reference list of Partners we have had the pleasure to work with since 1997. Because we provide turn-key solutions for the local government and education industries, municipalities and school districts can rely on CNIC to design, sell, install and support a variety of applications including cabling, switches, wireless access points, Point to Point / Point to Multi-Point wireless and fiber transport, intercom systems, video conferencing, access control, network design/implementation of campus security systems.

When a municipality or district evaluates a reseller's ability to form a successful partnership and, if needed, to provide a turn-key solution including the design of their network, the reseller's credentials should be taken into consideration followed by conversations with other Partners to determine levels of satisfaction for the short and long term. CNIC invites prospective Partners to call any and all of the customers listed in the reference list so to make an informed decision to choose CNIC as a service provider. CNIC is very comfortable with this approach for potential Partners to determine our expertise and success in the design and support of the network.

CNIC's successful installations begin with our technical abilities in key areas. I have listed below the technical certifications that could be required by a consultant or an IT Administrator in the design of a network. CNIC personnel hold these certifications which qualifies us to consult and provide the potential Partner the network design that meets their current and future needs.

Most proposals have us involved in areas that relate to a turnkey solution for not only wireless but many other network applications. CNIC holds these required certifications in each application area.

- 1) The Cabling Infrastructure involves an expert called an RCDD
- 2) A Network electronics expert is called a Cisco CCNA
- 3) The Wireless expert should be certified by the wireless manufacturer



Details of each of the above are described below.

## 1) Structured Cabling Systems

A Certified RCDD is the first expert to be hired and is someone who is certified to design data infrastructure systems. *What is an RCDD?*

A Registered Communications Distribution Designer (RCDD®) is an individual who has demonstrated knowledge in the design, integration and implementation of telecommunications and data communications technology systems and related infrastructure. These individuals are uniquely positioned to create the detailed design of a new system and/or integrate design into an existing structure. The RCDD is one of the highest design credentials in the information technology systems (ITS) industry, recognized worldwide.

An RCDD is required to have at least five years of experience or an equivalent combination of experience and industry certifications. An RCDD has likely spent hundreds of hours studying the Telecommunications Distribution Methods Manual (TDMM) and sat through numerous ITS fundamental and design courses. But to earn the prestigious RCDD credential, they must have proven their knowledge by passing an extensive exam.

*Why is an RCDD CRITICAL in the building design process?*

An RCDD has been taught the importance of achieving an efficient, cost-effective, future-ready system, no matter what the stage of the project.

*Stage Initial Planning:* An RCDD has learned how to create a smart design, evaluating the proper amount of space needed today and for years to come. By minimizing costly change orders, an RCDD can save you valuable time and money.

*Mid-project:* RCDDs who manage the infrastructure installation can guide the design so that it is followed correctly and make any necessary modifications as needed.

*Project Completion:* An RCDD adds credibility to a project by signing off when the project is complete. Many government, military and large business BID CRITERIA require an RCDD for the design and implementation phase of a structured cabling system. The U.S. Courts Design Guide 1 requires that pathways and spaces be designed by an RCDD.

Both Unified Facilities Criteria (UFC) -Telecommunications Building Cabling Systems Planning and Design 2 and the Army's Technical Criteria for the Installation Information Infrastructure Architecture require an RCDD to provide design services.



**CNIC QUALIFICATIONS:** CNIC has 2 RCDD on staff, Charles Hicks and Gary D. Snyder, Jr.

Charles Hicks: BICSI Cable Installer since October, 1997  
RCDD certified since October, 1998

Gary D. Snyder, Jr: BICSI Cable Installer since February, 1999  
RCDD since October, 2000

BICSI Technician:

Jerrod Snyder: October, 2012

Aaron Payne: January, 2013

BICSI Cable Installers and Registered dates:

Jerrod Snyder September, 1998

Houshang Ardekani June, 1998

Gary D. Snyder, Jr. February, 1999

Shahram Najafian February, 1999

Steve Lattimore October, 2000

Aaron Payne May, 2008

Hardik Desai January, 2009

See the following "Certification List" for full details of CNIC employee's certifications.

**2) Next, a potential Partner would need an expert to design and install the electronics to power the network. That expert would be a Cisco certified CCNA which qualifies them to design using Cisco or HP switches.**

### **Network Routers and Switches**

#### **CCNA® Routing & Switching Certification**

Cisco Certified Network Associate (CCNA) validates the ability to install, configure, operate, and troubleshoot medium-size route and switched networks, including implementation and verification of connections to remote sites in a WAN. CCNA curriculum includes basic mitigation of security threats, introduction to wireless networking concepts and terminology, and performance-based skills. This new curriculum also includes (but is not limited to) the use of these protocols: IP, Enhanced Interior Gateway Routing Protocol (EIGRP), Serial Line Interface Protocol Frame Relay, Routing Information Protocol Version 2 (RIPv2), VLANs, Ethernet, access control lists (ACLs).



**CNIC Qualifications:** CNIC has two CCNA's on staff, Aaron Pegues and David Bloom with a third Engineer currently in CCNA Training, Houshang Ardekani . CNIC has been installing switches and routers since May, 2008.

### **3) Wireless Networks**

CNIC's wireless expertise extends to the wireless architecture of Xirrus, Aerohive, CISCO, Meraki, Cambium, Ubiquiti and Aruba and others.

The engineer must be able to design, manage and support wireless LAN networks. The engineer must master the skills necessary to gain an understanding of the network's cooperative control WLAN architecture, learn best practices in designing and optimizing the WLAN, install and configure the Access Points, the wireless management system, and other applications. They must also be able to troubleshoot routine problems in the wireless environment.

**CNIC Qualifications:** CNIC has qualified engineers with Houshang Ardekani and Aaron Pegues. Certifications are required to be renewed annually to maintain the required technical certifications. CNIC continues to support our existing wireless accounts. We pride ourselves on helping organizations to be self supportive through training in order to minimize their future costs.

**Product Lines:** CNIC is **not** aligned to any specific manufacturer which positions us to partner with any suitable solution as you determine a strategic direction and maximize your investment.

**CNIC is authorized by the manufacturer to sell, install and support the following product lines.**

- **Wireless: Xirrus, Aerohive, Meraki, Cisco, KTS White Space (AWR) and Aruba**
  
- **Wireless PTP, MESH and PTMP: Motorola, Exalt, Cambium, Ubiquiti, Xirrus, Aerohive, Cisco, and Aruba**
  
- **Structured Cabling Systems: Panduit, Corning, CommScope, Leviton**
  
- **Switches / Routers: Hewlett Packard, Cisco, Meraki, Aerohive etc.**
  
- **Security Cameras: Axis, Sony, Bosch**



- **Security Management System: OnSSI, ipConfigure, Exacqvision, Milestone**
  
- **Intercom Systems: Valcom**
  
- **Educational Systems / Video Conferencing: SAFARI Montage, Polycom**

### **CNIC's AutoCAD Department**

CNIC's full-time in-house AutoCAD department prepares detail proposal drawings of the schools to delineate where new drops are proposed. Once the project is complete, as-built drawings are generated to illustrate installed locations of fiber and copper runs and the locations of data drops and wireless access points. The as-builts are used for ongoing troubleshooting after our work is complete. A copy of the drawings are maintained in each MDF and IDF as well as a copy provide the Partner technology contact.

### **Summary**

What does doing business with CNIC mean? It means efficient installation scheduling and a single comprehensive vendor responsible for the networking of your computers despite the applications. CNIC's request is that you allow us to use our expertise to provide you a successful installation benefiting your users and administrators. If you would like any member of this team to discuss CNIC's capabilities we will be happy to do so.