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Your Public Sector Solutions Center

REQUEST FOR PROPOSALS
For
Gunshot Detection System
RFP # 2025-003

Sealed proposals will be accepted until 2:00 PM CT, **October 29, 2024**, and then publicly opened and read aloud thereafter.

Wytec International Inc.

Legal Name of Proposing Firm

Gonzalo Loera

Project Manager

Contact Person for This Proposal

Title

210-702-3321

Giloera@wytecintl.com

Contact Person Telephone Number

Contact Person E-Mail Address

19206 Huebner Rd. Suite #202

San Antonio, Texas

78258

Street Address of Principal Place of Business

City/State

Zip

19206 Huebner Rd. Suite #202

San Antonio, Texas

78258

Mailing Address of Principal Place of Business

City/State

Zip

Erica Perez

Director of Operations

Point of Contact for Contract Negotiations

Title

210-702-3319

Eperez@wytecintl.com

Point of Contact Telephone Number

Point of Contact Person E-Mail Address

Acknowledgment of Addenda (initial): #1 GL #2 GL #3 GL #4 GL #5 GL

NOTE: Any confidential/proprietary information must be clearly labeled as “confidential/proprietary”. All proposals are subject to the Texas Public Information Act.

COVER SHEET



October 15, 2024

North Central Texas Council Of Governments (NCTCOG)

NCTCOG
Open Records
616 Six Flags Drive
Arlington, TX 76011

Dear NCTCOG,

Wytec International is pleased to provide a bid for a Gunshot Detection System for The NCTCOG, which serves a 16-county region of North Central Texas. Servicing and providing services to 230 member governments including 16 counties, numerous cities, school districts, and special districts would be a great privilege for Wytec International to undertake.

Wytec International has developed a new, patent-pending Gunshot Detection System with plans to demonstrate pilot systems in 2Q25 at ISDs in Central Texas. The pilot systems will include smart gunshot detection sensors, a mobile wireless gateway and a remote monitoring application for mobile phones. Wytec will deploy the systems indoors using existing and new Cellular DAS (Distributed Antenna Systems) and outdoors with a 4G LTE private networks.

In the near future, Wytec's smart sensors will also support the detection of chemical and biologic particulates such as Nicotine, THC, HAZMAT, etc. It will also detect other potential threats and hazards such as radiation, fire, smoke, explosions, etc.

Wytec offers, as evidence of our capability and experience, several reference accounts where Communication Systems/Cellular Systems have been installed and serviced for our customers turnkey from start to finish. These reference accounts are contained within our proposal, and we encourage you to consult with our past references about our customer service, support and ability to deliver on our projects in a timely and economical fashion.

We look forward to your consideration of our proposal, and meeting with you to discuss the capability of the product and our team. If you have any questions, please feel free to contact me at (210)702-3321, or via email at Giloera@wytecintl.com .

Gonzalo Loera

Project Manager/ Senior Field Technician – Gunshot Detection



Wytec International, Inc.

Statement of Understanding

Due to the demand and the increasing frequency of active shooter incidents, Wytec International Inc. has developed patent pending technology in a Gunshot Detection System and Sensors (WYTEC-GDS/SENS). These systems can be deployed in a variety of sites and buildings including but not limited to Schools, Hospitals, Airports, Warehouses, Commercial Offices, Public Buildings and Large Public Facilities.

Wytec's advanced gunshot detection system is achieving well over 90% true positive gunshot detection and over 95% true negative gunshot detection. Our tests have been measuring situational awareness of >94% true positive AND true negative within 5 seconds. Wytec guarantees to provide on-site authorities with a situational awareness of >80% true positive probability of gunshot detection within 10 seconds of the event. As a team-based system, multiple personnel contribute to the overall decision-making process by assessing live feeds of sounds and video including threat locations. As the situation escalates (or de-escalates), the WYTEC-GDS/SENS system provides updated threat data and analyses in real-time with the capability of adding various sensors dependent on need.

Below is a basic timeline for the installation process and timeline once awarded.

- Customer and Site needs addressed and discussed
- Quote provided based on price list and square footage Indoor/outdoor
- PO Awarded
- Project Meeting with all PMs (Project Managers)/POC's (Point of Contacts)
- Site Survey Conducted and Data collection on site
- Design for system developed and approved by customer
- Ordering of equipment and delivery dates acquired
- Coordination with PM, POCs and Installation Team for installation dates
- Install started and updates with main POCs throughout the project
- Commissioning and configuring once installed
- Data collection and customer walk through of site
- Training with customers for access to Application and system access
- Closeout package deliverables developed and sent to customers
- Invoice customer for payment for site

Gonzalo I. Loera III

19206 Huebner Rd Ste.#202

San Antonio, TX, 78258

210-701-2636



Giloera@wytecintl.com

Project Manager/ Senior Field Technician

Over 10 years of experience in the Communications field, and 5 years project managing, maintaining, integrating, installation supervising, maintenance and complete turn key services in the Two-way radio, Cellular Enhancement, Gunshot Detection, and Private LTE fields.

<ul style="list-style-type: none">• RFP Bidding and submittal of documentations needed• Customer Support & Customer Relations• Two-way Radio Installation and maintenance. UHF-VHF• After market and stock AM/FM radio installation• Use of a volt and watt meters depending on troubleshoot• Cellular Enhancement-Wilson, Surecall, Cel-Fi, Nokia, JMA, ADRF systems• Electronics, switches, relays, and center console installations• Troubleshooting of cable paths and installations• Garmin, ICOP and TSO Mobile GPS installation and maintenance• Certified in operation of scissor lifts, man lifts, bobcat skid loaders, fork lifts, and mini excavators	<ul style="list-style-type: none">• Site logistics and asset inventory on a daily, monthly, weekly basis• Project Management from start to finish of cellular enhancement and Private LTE Systems• Coax, RJ45 Connector Terminations (manual and Prep tool)• Gunshot Detection Integration and Installation• Sub-contractor supervision and coordination on site• Customer Coordination of Training on installed equipment	<ul style="list-style-type: none">• Power Inverter Installation• Data 911 fire department complete mobile computer docking stations, modems, power supply, running of coax and USB cords through vehicle and antennas (including WI-FI and GPS)• Coax and cat5e, cat6 cable runs through hospitals and numerous business facilities.• Rebuilding of equipment to test with high pressures.• Troubleshoot of antennas or coaxial cable not working correctly in vehicles and buildings.• Installation of various antenna connectors depending on the cabling. Ex. TNC, BNC, PL259, Mini-UHF• Assistance with Cellular System Designs• Site Surveys and Data Collections• Installation and maintenance of Public School Communication Systems
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Experience

Wytec International Inc.

210-233-8980

Sr. Field Technician/ Project Manager

October 2018 – Present

Work tasks include management of cellular and private LTE systems from start to finish with the use of multiple teams and various equipment (Cel-Fi, Surecall, Wilson, Cradlepoint, Ruckus, CIG, Sentinel, Nokia, JMA, Ignitenet, Siklu). Site surveys and data collection done on a regular basis on site before and after site completion. Quotes and Invoicing made for customers depending on scope of work. Safety Coordination with sub-contractors for site specific JSA's if needed. Customer relations and coordination throughout the life of the job for any issues. Badging and background check coordination with site P.O.C. for access to sites. Part vendor coordination with backordered equipment and inventory of stocked equipment for future jobs. The logistics, delivery, shipping and receiving of materials and equipment for each job. Coordination with contractors for job specific tasks, training needed or special badging. As Builds, Closeout packages, design changes, collection of data (RF signals, Pictures of mounted headend equipment, in-building equipment, antennas) for customer sign off. The installation and maintenance of a fixed wireless system in Columbus, Ohio and San Antonio, Texas. Various tasks needed including antenna alignment, cable runs, and troubleshooting.

- Project Management
- Sub-Contractor Supervision
- Customer Coordination
- Safety Coordination for sites
- Troubleshooting of equipment
- Remote Monitoring and support
- Inventory, Shipping, Receiving and Delivery
- Vendor and Supplier coordination

City Of Helotes- Helotes, Texas

210-695-8877

Public Works/ Maintenance

October 2017- October 2018

Work tasks included the building maintenance of city facilities, roads and right of way on streets. First responder to road closures and weather-related emergencies. Installation of vehicle lights and electrical troubleshooting when needed. Street light maintenance and program troubleshooting for school zone, flood zone and street lighted signs. Asphalt repair, replacement, and installation on city roads. The use of various equipment including Bobcat Skid Loader, Ventrac Compact tractor, John Deere tractor, golf carts, Scissor Lifts, Man Lifts, Dump truck, Water Truck, trailers, and forklift. The use of concrete, power tools and various materials for day to day work tasks. The use of Cartograph software to report, graph, assign, manage, and schedule daily tasks or future work.

S & P Communications- San Antonio, Texas

210-656-5073

RF Field Technician

June 2011 - July 2012

June 2015 –October 2017

Working for S & P Communications I was able to showcase my skills in being a versatile technician and installing complete radio systems for schools, factories, and many industrial buildings. Including Cell phone boosters in vehicles and for industrial sized companies. Coaxial cable- Heliac, Hardline, RG8, LMR400, LMR200, Yagi antennas, various connectors including PL-259, N-type, UHF Mini crimp types, screw types, solder types and any connectors needed to get the equipment installed.

- Working with a team to complete the many jobs in a fast and accurate method.

- Two-way Radio installation and removal of equipment in mobile and industrial buildings.
- Installation of Antennas on towers, in buildings, on top of buildings, houses, hospitals, Admin. Buildings, Businesses and rural areas.
- Inventory on supplies and equipment before and after jobs
- BDA installation for two-way radio and cellular in industrial buildings and schools including cable runs throughout buildings using schematics and drawings. Antenna installation using small to medium size towers and or on buildings.
- Testing lines using equipment to sweep lines to verify strength and accuracy.

Bass Fishing & Rentals (Oil & Gas Energy Services)

361-207-0934

Hydraulic Choke Flowback Jr Operator (Completions)

April 2013 – April 2015

- Properly rig up and down of equipment to designated tanks and well heads using iron and hoses for fluids to be extracted from well. Troubleshooting various problems that arise during a Flowback of a well including the plugging up of sand, trash, plug parts, metals, cement, and any other fluids involved in the oil production process.
- The understanding of how constant flow works and keeping a steady rate for the remainder of the job to complete the job.
- Mechanical understanding of how Hydraulics and the equipment are being used to open and close valves in a fast effective and safe way.
- Rebuilding of valves and components in a stressful environment while retrieving fluids.

Baptist Health Systems- San Antonio, Texas

210-297-9700

Desktop Computer Technician/Asset Management

June 2012 - April 2013

While working for the IT department at Baptist Hospital I learned and put in to use many skills involving information systems and all the latest computer technology at the time. Including virtualization of older computers, some networking and installation of new computer systems desktops and servers. The running of cat5, cat6 cables and fiber optic cables throughout the data centers. All work was done individually and with a group of IT Technicians when jobs were on a time crunch. Asset management was also a key part of my job description regarding installing new computers and inventory of old equipment used for other purposes.

- Good Communication Skills between co-workers and admin. team
- Able to troubleshoot problems quick and effectively for least amount of downtime while working on other problems
- Flexible schedule to maintain a productive environment
- Organized meetings with others for future server installations and new products

with vendors.

Industrial Communications–San Antonio, Texas

210-226-3682

Installation Technician / Shop Technician

December 2008 - June 2011

January 2006 - October 2007

Maintenance and Installation of two-way radio in personal and industrial size vehicles (including bucket trucks, commercial vans, and full size pickups). Also utilized as a road technician for service calls including repairs, new installs and for pickup and delivery of portable radios.

- Installation and maintenance of two-way UHF and VHF radios
- Installation and maintenance of G.P.S. systems
- Installation and maintenance of emergency lights (including strobe lights, amber lights, LED lights,
- Installation and maintenance of toggle switches, relays, lighted switches, and police light bars
- Programming of police light bars- CenCom Gold program, Whelen lightbar, HHS 2000 siren box.
- Complete Radio systems for industrial sized buildings and factories including Intel, Samsung, Frito Lay, Motorola, CPS, SAWS, SAPD, Bexar County, Atascosa County.
- Customer Service, questions, concerns, complaints, service issues, radio placement, speaker placement
- Assisted with the running of coax and cat5 through hospitals and various businesses.
- The use of various tools and power tools and parts in order to get the install done.
- Custom Fabrication and Install of mounting brackets for unique installs on vehicles and industrial size buildings and factories.

Toyota Texas Manufacturing Company

210-263-4000

Assembly Line Laborer

October 2007 - December 2008

- Assembled Toyota tundra trucks
- Thoroughly trained for the assembly of building a Toyota truck on an assembly line
- Used various power tools and mechanical assisted tools to build trucks
- Extensive training on the Toyota way of working, most commonly known as the Keizan way or continuous improvement.
- Gained experience in working together with a team of 60 members per assembly line.
- The lifting of heavy equipment continuously throughout the day.

Education

CASA GRANDE UNION HIGH SCHOOL– CASA GRANDE, ARIZONA - High School Diploma, General Studies, 06/2003

Character References

Rodger Ward (IT Info Systems)- 14 years
San Antonio, Tx (210)244-3235

Dennis Schroeder (Self Employed)- 20 years
San Antonio, Tx (210)332-8356

Juanita Lara (Home Health)- 15 years
San Antonio, Tx (210)552-2494

Joe Lara (Energy, Oil & Gas)- 15 years
San Antonio, TX (903)279-1730

Michael Schroeder (Communications)- 20 years
San Antonio, TX (210)685-4793

Ricardo Reyna (Communications)- 12 years
New Braunfels, TX (830)822-8771

Richard L. Simpson

4462 S Shields

312-239-8811

Rick.simpson8@gmail.com

Overview

My body of work will show a history of innovation, network deployment, thought leadership and services creation in the Wireless Telecom industry spanning 30 years. My most recent accomplishments occurred in the areas of consulting strategy for 5G, Private LTE, and IoT.

Professional Achievements

Professional Services

- **Systems Integration** – as the CEO of 3G Applied Technologies I was responsible for creating, marketing and selling systems integration services to small businesses. I had the tough task of trying to stand out in an industry full of service providers in the Electronic Systems Contractor industry. I found my niche by adding the concept of “Integrating Green” into my portfolio and was one of the nation’s pioneers in the “Integrating Green” space. This idea gained me national recognition and earned me an invitation to give a Keynote at the 2007 CEDIA Management Conference in Arizona.
- **Eventimization** – Identified the opportunity, built the cost model, wrote the service description, priced, named, created marketing collateral, and successfully positioned this stand-alone service in a professional service resistant environment at ISCO International. This stand-alone service is professional sports venue focused in 35 NFL cities. The service targets large events where wireless carriers desire an optimized RF environment creating a much better subscriber experience on their networks during the event. This service was most recently sold in support of the 2017 Superbowl at NRG stadium. The service was also sold in support of the Superbowl for 2012 and 2013.

Technical Innovation

- **Smart Home, Green+Wired** – Project Managed and Performed the system integration for the nation's first 100% IP, Platinum LEED Certified, Green and sustainable smart home for the Museum of Science and Industry in Chicago. This home features Lutron, NetStreams, LifeWare and Nuvo systems. (See <http://www.nxtbook.com/ssp/LCE/LCE0708-0808/index.php?startid=36>)
- **Creation of FFM (Field Force Manager)** – conceptualized designed and project managed the development of an RFID based telematics field force management system for Lucent Worldwide Services.

Patents

- US7567811B2 – Solution to efficiently manage the mobile Field Force and inventory all vehicles in fleet in real time using M2M and RFID technologies.

Skills & Certifications

- Certified Convergence Technology Professional
- KT troubleshooting certified
- Cisco Sales Expert (CSE)
- Cisco Express Foundation for Account Management (CXFA)
- Certified RFID+
- Certified DHTI+
- Microsoft Office Proficient
- TCP/IP Proficient
- People and Project Management
- Public Speaking – Delivered Day 2 Keynote at CEDIA Management Conference in 2009
- Exceptional presentation techniques

Work History

Consulting Principal NetHead Consulting

Chicago, IL Sept 2021 – present

Represent Orion, Black Star tech, and Lemko Corporation in design, development, and deployment of Private LTE Networks and applications in Bands 48 and 71. Act as Technical front man interfacing with customers Constellation Energy, ComEd, and Bruce Power.

Design appropriate support infrastructure configuration for security compliance in Nuclear plants to satisfy over 200 security controls.

Design Orion data center to support Constellation IoT sensor network.

Lead the development of applications like Wireless Edge Alerting Geofence, Drone security and surveillance over LTE, and Radiation detection.

Director of Innovation & Product Management/Corporate Advisor SAC Wireless
Chicago, IL Sept 2017 – Sept 2021

Drove deployment service opportunities from concept to market through Product Management discipline. Created several brands including EDG (<https://sacw.com/services/edg/>) and “Boot, Networks on the spot”. Served as advisor to Chief Strategy Officer and contributed to corporate strategy.

Sr. Field Operations, Deployment and Customer Support Manager ISCO International Chicago, IL June 2013 – 2017

Manage field force, internal and 3rd party supplier resources, to deploy ISCO products into the RAN portion of tier 1 carrier networks. Provide support of spectrum conditioning solutions installed into AT&T and Verizon Wireless networks to include Macrocell, DAS and RRU interfaces. Ensure that multidimensional deployments are delivered on time and under budget for high profile events and venues for Large wireless service providers.

CEO, 3G Applied Technologies Chicago, IL August 2007 - December 2013

Enterprise Systems Designer/Integrator

- Performed all business development duties and funnel management.
- Designed and deployed IP based architectures and small business solutions.

- Created home automation solutions using IoT and sensor technologies.
- Wrote all proposals, contracts and created all marketing materials, performed some sales duties, performed some engineering tasks.
- Featured in Residential Systems Magazine
- Featured in Luxury CE Magazine

Distinguished Member of Consulting Staff (Global RFID) Alcatel-Lucent Chicago, IL December 2004 – December 2007

RFID, E911 and Location Based Services

- Managed a team to create and deliver services around RFID, E911 Rehomes and Location Based Services.
 - Created Field Force Manager during this time. Used RFID and LBS technology as enabler.
 - Designed program to audit network, tools, technician's vehicles and warehouses to better manage field force, spares, and supply chain using RFID as an enabler.
- Build RFID prototype and services concept. Deliver on E911 project to Cingular Wireless for GSM, TDMA and UMTS.

Direct interface to all Service bureaus including TCS and Intrado. Train team on E911 architecture and call flow.

Continued to explore location based Service opportunities.

Manage Rehome operations from GSM to UMTS.

Member of Consulting Staff Lucent Technologies Chicago, IL April 2003 – December 2004

Managed Services

- Consult with development groups to create wireless managed service offerings across vendor platforms. Deliver demonstrations and presentations to all wireless customers globally. Consult with customers, sales and development. New services introductions. Provide consultation on new and emerging technologies such as RFID, BSC/Node B architectures, Location Based technologies and Field Force Management Technologies to create new services. Continue to develop Field Force Management technology. Consult with all sales organizations on service strategies. Respond to RFP, RFI and RFQs as necessary. Act as lead BSS consultant for Managed Services organization to interface with Telecom New Zealand.

Managed wireless professional services portfolio to build on initiative to become a deployment services led entity within Lucent Worldwide Services. My services portfolio was worth \$20M/yr. Services included: Packet pipe engineering, Data translations Capital Investment Modeling, Wireless Reality, Radio rehomes and Radio harvesting.

BSS/BTS Network Engineering and Field Engineering Services

- Designed this team to provide end to end support for base station deployment and engineering for AT&T Wireless Services' Voice Path Pricing program. Across the TDMA and GSM platforms. Served as SME and trained staff on BTS Engineering concepts for TDMA and BSC/Node B concepts for GSM. Built tools and staff to decode AWS' FOD (Forecast of Demand), to determine BSC and BTS hardware needs to support FOD, properly distribute outputs to begin implementation of FOD. Provide engineering services for new growth as well as existing sites. Manage, train and coach two diverse teams in Network Engineering and Field Engineering. Design and build infrastructure to support the GSM 2000 product line and integrate the BSC into the Voice Path Pricing business model. Provide account team support. Serve as Engineering figurehead and SME (Subject Matter Expert) for AT&T Wireless nationwide.

BTS Support Engineer Lucent Technologies Chicago, IL 1996 – 1997

Education

BS Industrial Technology

Summary

Most of my career as a professional in the wireless industry has been spent on the OEM side in a leadership role deploying, engineering, and managing wireless access network technologies. I'm proud to say that I have experienced the wireless industry from the beginning, from AMPS to LTE to 5G and over the years I've collected and nurtured relationships with deployment and project management organizations that have enabled me to deploy networks on a large scale nationwide. My core strengths are leadership, technical Innovation, and project management.



Project: Laredo Independent School District
RFP-19-027 – Quatra 4000/Cel-fi- GO G43
Awarded 3 year contract and 2 year extensions fulfilled

Reference: Martha “Marty” Cantu
Technology Network Coordinator 2001
Cedar Ave.
Laredo, Texas 78041
(956) 273-1371
(956) 251-4889
mecantu@laredoisd.org



Project: UMB Bank Technology Center, Kansas City, MO
 Quatra 2000 Installation, Maintenance and monitoring
 Service Agreement renewed and active

Reference: Jeff Adams
 Technical Support Engineer – Lead
 1008 Oak Street
 Kansas City, MO, 64106
 (816) 860-7615
 Jeff.Adams@umb.com



Project: Fountain Place, Dallas, TX
Quatra 2000 Installed – Contract Fulfilled

Reference: Benjamin R. Mullenix
Goddard Investment Group, LLC
Project Manager
(404) 606-0454
bmullenix@goddard-group.com



Project: NASA, Johnson Space Center, Houston TX
Quatra 2000 Installations - Contracts fulfilled

Reference: Elton Glaze
Facility Manager
2101 Nasa Parkway B-21
Houston, Texas, 77058
(281) 244-1688
Elton.l.glaze@nasa.gov



Project: Southwest ISD Texas Remote Learning Project
Bexar County Digital Divide-Private LTE Network
(RFP) No. SwRI-16-20-R21077
Private LTE remote learning - 2 year contract fulfilled

Jeff Powell
210-380-0123
11914 Dragon Lane,
SA, TX 78252, Building 202



Project: Laredo Independent School District
RFP-19-027

Problem: Safety concerns for students and teachers due to lack of Cellular service within the Laredo School District.

Solution: Install Cel-Fi by Nextivity QUATRA 4000 systems in buildings throughout the campus to improve cellular coverage for all 3 US carriers. Wytec International was selected to install district wide the same Cel-Fi solution for buildings designated by the district using, By square foot pricing.

Results: Cellular signals have been vastly improved in all the buildings completed to date. Work continues at several additional buildings, and all installed systems are monitored daily, with software updates automatically downloaded as they become available. Any hardware issues are reported through the Cel-Fi Wave Portal and notifications are made to the Wytec Network Operations Center and typically can be resolved remotely. Service calls are performed if the issue cannot be resolved using the remote cloud portal.

Reference: Martha "Marty" Cantu
Technology Network Coordinator 2001
Cedar Ave.
Laredo, Texas 78041
(956) 273-1371 (956)
251-4889
mecantu@laredoisd.org



Project: UMB Bank Technology Center, Kansas City, MO

Problem: The employees of UMB Bank at the Technology Center in downtown Kansas City, MO were unable to use their mobile devices inside the new building. This caused missed calls, drained mobile phone batteries and many other issues for the staff in the building.

Solution: Install Cel-Fi by Nextivity QUATRA 2000 systems throughout the building to improve cellular coverage for all four US carriers. Wytec was selected by UMB to deliver the Cel-Fi solution.

Results: The downtown Kansas City cellular signal environment is very complex with many different cellular signals visible from the roof top of the building. Using the Cel-Fi LPDA antennas allowed us to isolate these signals and deliver a consistent signal in the occupied space. Once the Cel-Fi system was online, the difference was notable, and all mobile devices were working normally.

Reference: Jeff Adams
Technical Support Engineer - Lead
(816) 860-7615
1008 Oak St., Kansas City, MO, 64106
Jeff.Adams@umb.com



Project: Fountain Place, Dallas, TX

Problem: The underground parking garage at Fountain Place, a 58-story building in Dallas TX, had no cellular coverage at all. Tenants were complaining about lost calls and the owner needed a solution to this problem.

Solution: Install Cel-Fi by Nextivity QUATRA 2000 systems throughout the three underground parking and service levels to improve cellular coverage for all four US carriers. Wytec was selected by Goddard Investment Group, the building owner, to deliver the Cel-Fi solution.

Results: The Cel-Fi solution for Fountain Place is an extremely complex one with donor antennas mounted on the top of the parking garage approximately 10 floors above the service level. There are twelve QUATRA 2000 Network Units providing services for the four carriers.

Reference: Benjamin R. Mullenix
Goddard Investment Group, LLC
Project Manager
(404) 606-0454
bmullenix@goddard-group.com



Project: NASA, Johnson Space Center, Houston TX

Problem: Many buildings at Johnson Space Center in Houston TX have issues with cellular coverage. Employees, contractors and visitors complained about the coverage issues and were unable to complete their work due to the poor cellular coverage.

Solution: Install Cel-Fi by Nextivity QUATRA 2000 systems in select buildings throughout the campus to improve cellular coverage for all four US carriers. Wytec partnered with SAIC under their contract with NASA to provide coverage to a select group of buildings throughout the NASA JSC complex. While each project was completed separately, Wytec was selected each time based on the technical requirements and the best cost option for the government.

Results: Cellular signals have been vastly improved in all the buildings completed to date. Work continues at several additional buildings, and all installed systems are monitored daily, with software updates automatically downloaded as they become available. Any hardware issues are reported through the Cel-Fi Wave Portal and notifications are made to the Wytec Network Operations Center and typically resolved prior to anyone at JSC noticing.

Reference: Elton Glaze
Facility Manager B-21
(281) 244-1688
2101 NASA Parkway B-21, Houston, Texas, 77058
Elton.l.glaze@nasa.gov



- Project:** Southwest ISD Texas Remote Learning Project
Bexar County Digital Divide-Private LTE Network
(RFP) No. SwRI-16-20-R21077
- Problem:** Students in underprivileged areas needed remote learning capabilities in order to continue learning during the Covid-19 pandemic. Some students did not have access to the internet in their personal homes.
- Solution:** The use of Nokia Fastmile to provide a Private LTE Network using Southwest ISD Schools Network using a Microwave HOP from a School Campus to a Water tower and from the Water Tower to Student Homes using CBRS frequencies.
- Results:** Using Nokia Fastmile, Wytec Intl. was able to provide a Private LTE Network using Southwest ISD's Network and was used to facilitate their need to get internet to students that did not have access to the internet.
- Reference:** Southwest ISD Texas
Jeff Powell
210-380-0123
11914 Dragon Lane,
SA, TX 78252, Building 202

TAB G - Wytec Exhibit 4 – Attachment 5.1.1-1

Wytec GDS System Overview

Wytec has designed an advanced gunshot detection system that is achieving well over 90% true positive gunshot detection and over 95% true negative gunshot detection in real-life environments such as schools, playgrounds and hospitals. HOWEVER, Wytec's system is not autonomous. It purposely integrates and requires real-time, on-site human actions to evaluate and assess the level of the threat and thereafter take the necessary courses of action such as calling 911 or alerting other key personnel or de-escalating an issue.

Wytec understands that threat detection will never be 100% accurate, so our systems require collaborative human intervention to perceived and real threat situations. It is critical that authorized and qualified personnel determine the best course of action such as reaching out to first responders and other emergency personnel or on the other hand declaring a false alarm. As a team-based system, multiple personnel contribute to the overall decision-making process by assessing live feeds of sounds and video including threat locations. As the situation escalates (or de-escalates), the Wytec system provides updated threat data and analyses in real-time.

Wytec guarantees to provide on-site authorities with a situational awareness of >80% true positive probability of gunshot detection within 10 seconds of the event. Our tests have been measuring situational awareness of >94% true positive AND true negative within 5 seconds.

Our technology incorporates advanced AI/ML technologies and chipsets (NPU + MSM) with high fidelity microphones. Based on a combination of 14-layer Convolutional Neural Networks and Support Vector Machines, our on-site databases are constantly refined by constantly measuring background noises at and adjusting our algorithms accordingly.

Wytec will be demonstrating our Pilot GDS in five schools in Central Texas in 2Q2025 as a part of our contracted installation of in-building cellular distributed antenna systems.

Figure 1 - Wytec's Pilot GDS Smart Sensor System

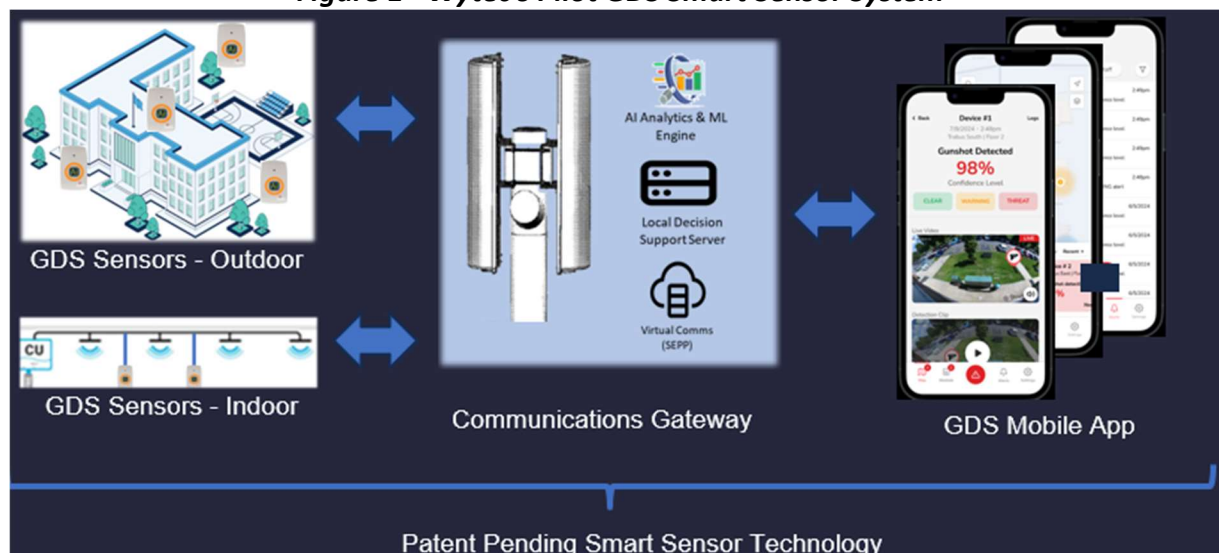
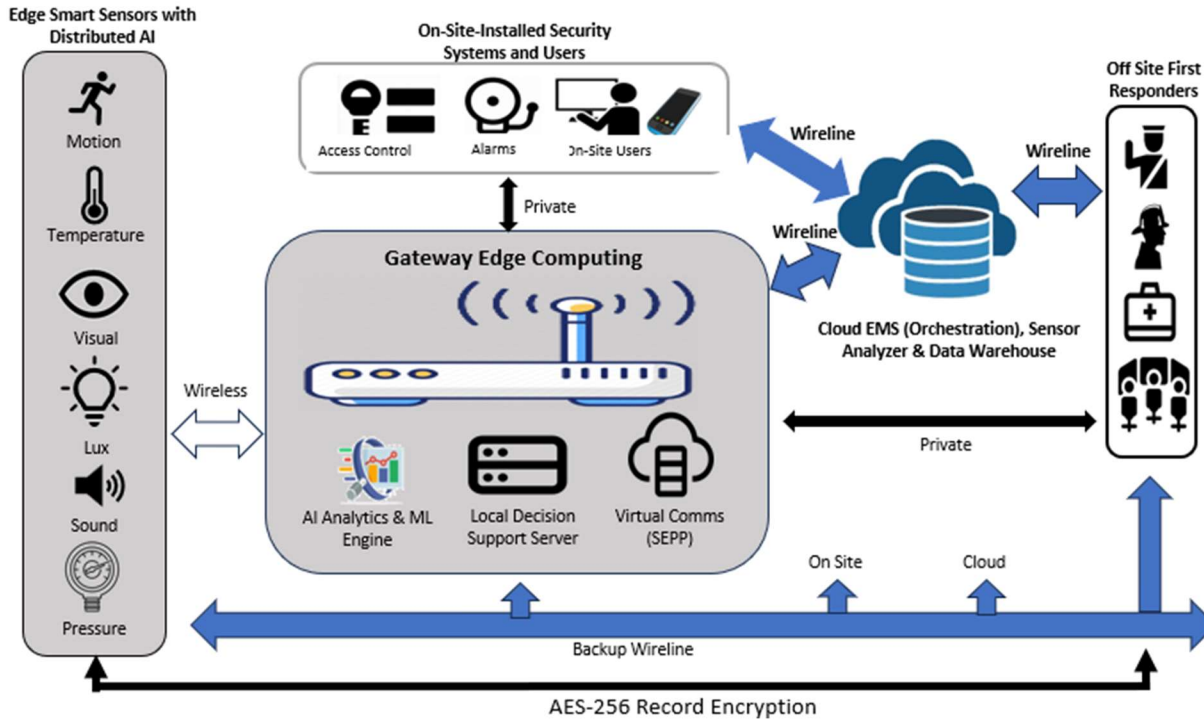


Figure 2 - Wytec's Commercial Smart Sensor System



Wytec GDS Smart Sensor

The initial size of the Wytec GDS Smart Sensor is like a household smoke detector and comes in indoor and outdoor configurations. It is designed for Power Over Ethernet operations (or a separate 48 VDC power supply) and can readily integrate with Ethernet cables currently installed in each facility.

The sensors support multiple communication methods including 4G LTE (with SIM card and modem), WiFi or Ethernet. Additionally, each sensor has a battery backup and a USB 2.0 connection to support supplemental systems such as video cameras, motion sensors, speaker systems, actuators, lighting, etc.

Table 1 – GDS Smart Sensor Key Specifications

Design	Capability
MCU/NPU	8-13 TOPS
Internal Storage	8 GB SDD with NAND Flash Memory
External Storage	MicroSD Card
RAM	4 GB
Microphone	Omnidirectional MEMS with Gain Control
ADC	48 kHz, 32-bit
USB 2.0	Video, images, actuators, signage
LTE	SIM Card with CAT1 Modem with External Antenna
Ethernet	CAT5/6 with PoE 100/1000
WiFi	802.11ac

Indicators	LED for On/Off
Power	48 VDC with Battery Backup
Video	10 second Storage

Wytec's GDS smart sensors can be reconfigured in-place and remotely programmed for detection of a variety of multiple threats planned for future development.

Table 2 – GDS Smart Sensor Supplemental Threats

Supplemental Threats	Examples
Chemical	THC, nicotine, sarin, CO, CO2, ammonia, chlorine, flammables, etc.
Biological	Anthrax, botulism, plague, smallpox, tulameria, hemorrhagic fever, etc.
Thermal	Fire, smoke, radiation, steam, humidity
Radiation	Alpha, beta, gamma, x-rays
Others	Pressure, motion, light, flood, HazMat, etc.

Wytec Private LTE Network by Lemko

Wytec has partnered with the Lemko Corporation to supply the centralized GDS smart sensor mobile wireless communications system.

Lemko Corporation's EZ LTE Solution is an advanced 3GPP compliant non-line of sight mobile wireless infrastructure platform designed specifically for enterprises and wireless broadband providers operating in the CBRS band (Band 48 in the U.S.) and Band 42 and 43 internationally.

This solution highlights Lemko's unique architecture for integrating various communications and collaboration applications into streamlined, ruggedized nodes for scalable mobile wireless networks. These self-enclosed nodes are ideally suited for outdoor and indoor installations where meeting clients' mobile wireless network technology goals and business objectives are of the utmost importance.

Cloud-based interfaces and applications support subscriber management, policy/charging control, reporting and monitoring. Each EZ LTE is rated up to 2W RF power and supports voice, SMS, high speed data, video calls and data handoff.

Table 3 – Lemko Private LTE Key Specifications

Design	Capability
Transmitter RF Power	Up to 2W (or \approx 1.8 miles, non-line of site)
Bandwidth	5/10/15/20 MHz
Throughput	90 Mbps DL & 30 Mbps UL (20 MHz)
Capacity	96 Active Users per Sector
Mounting	Light/Utility Pole
Connection	Ethernet
Size	12 x 9 x 5 inches
Weight	< 5.5 kg
Power	48 VDC

Power Dissipation	55W @ 100% RF Load LTE
Temperature	Outdoor -45C to +55C
Waterproof	IP65
MTBF/MTTR	>350,000 Hours/1 Hour
Availability	99.9997%

Figure 3 – Lemko EZ LTE Solutions (Outdoor, Indoor, Pole Mounted)



Wytec Mobile App for Administrators

Wytec’s mobile application for administrators is designed to operate on any commercial wireless phone or tablet. The mobile app consists of four control screens and a “911” dial up button at the bottom of all screens and windows.

Figure 4 – Wytec Mobile App 911 Button



Main Screen – Screen 1

Screen 1 is the overall map view of the installed sensors highlighting the state of the threat detection (red, yellow, green). The screen also includes the status of each sensor (ordered from red to green) with the time, the confidence level of the threat, the device number, and any actions taken by authorized personnel. Upon selecting the sensor of interest (on the map or on the listing), the user is presented with a video, image and sound view of the threat including the date, time, location, device number, confidence level of the threat, type of threat and a live feed of the video, playback of the threat (video and sound 5 seconds before to 5 seconds afterwards).

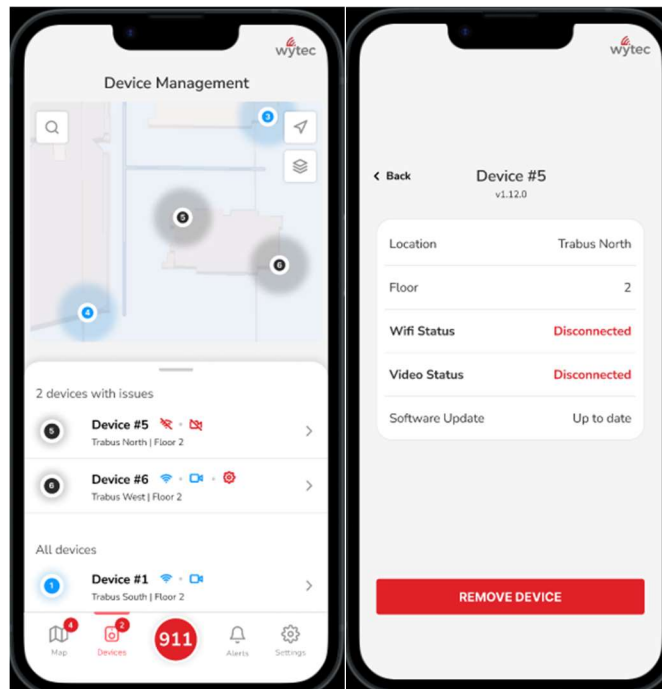
Figure 5 – Wytec Mobile App Main Screens



Screen 2 – Sensor Status & Settings

Screen 2 is a map and listing of the installed sensors including the operational status of each when selected.

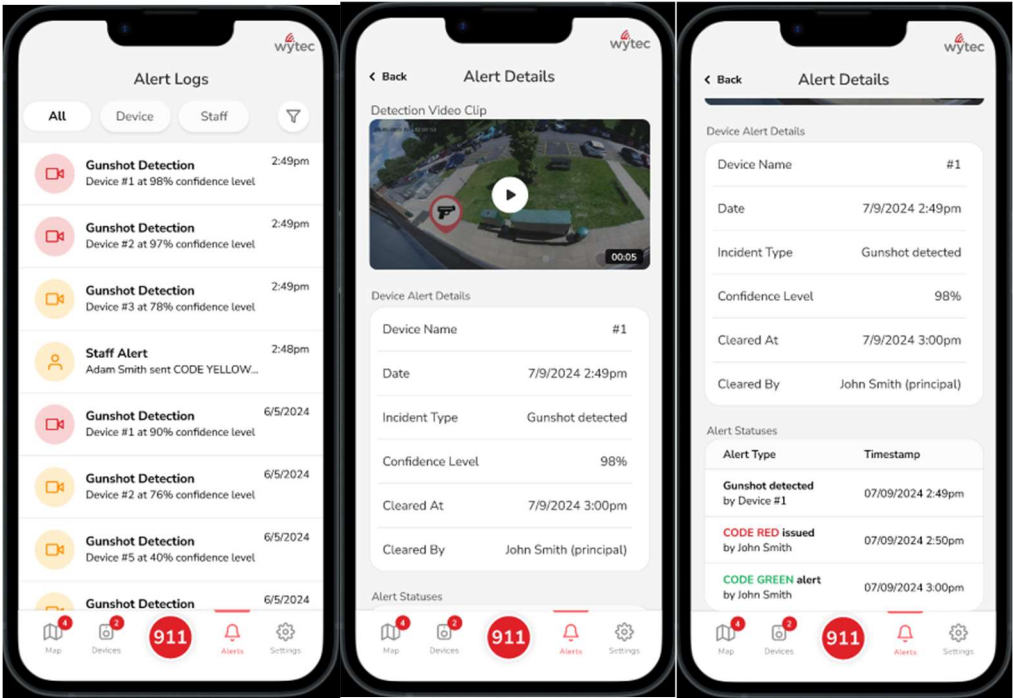
Figure 6 – Wytec Mobile App Sensor Status & Settings Screens



Screen 3 – Alert Logs

Screen 3 is a listing of the alerts (all, device or staff) sortable by time. When selecting an alert, details are presented to the user including detection video clip, threat location, device name, date, time, incident type, confidence level, cleared at, cleared by and alert type and timestamp.

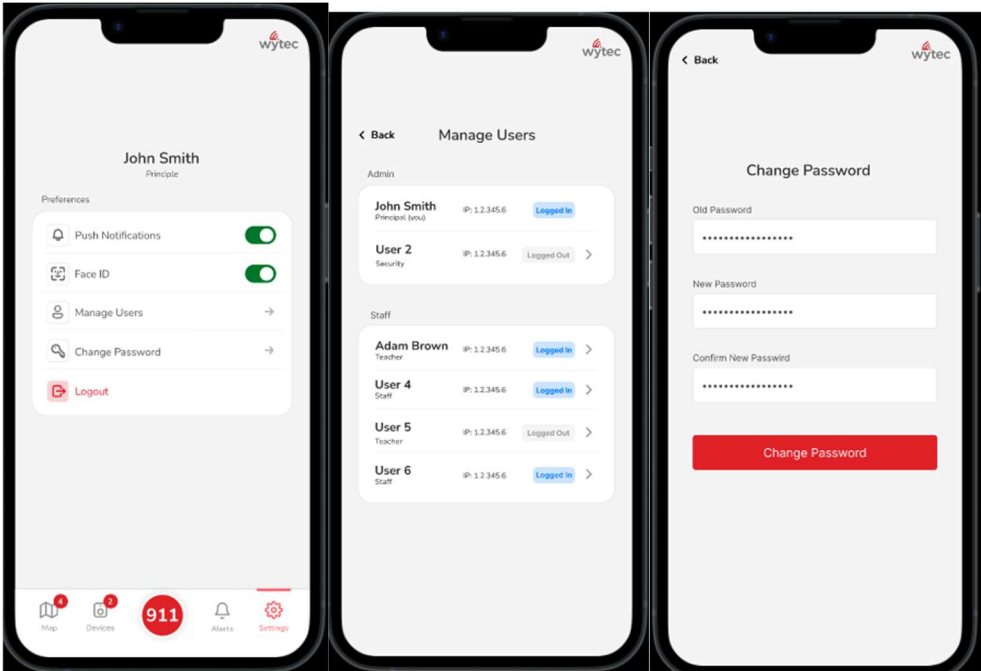
Figure 7 – Wytec Mobile App Alert Logs Screens



Screen 4 – User Settings

Screen 4 is the user settings including name, title and settings for push notifications, face ID, manage users, change password and logout.

Figure 8 – Wytec Mobile App User Settings Screen



On-Premise Cloud Management & Control System

Wytec's partnership with Lemko Corporation also allows our GDS Smart Sensor System to utilize customized data visualization services to design a cloud-based Network/Element Management System.

The Data Visualization Dashboard includes:

- A topographical view of the entire campus with all LTE sites and sensors highlighted
- Color coding to rapidly identify areas for focus
- Drill down in any LTE sector, building, asset or sensor

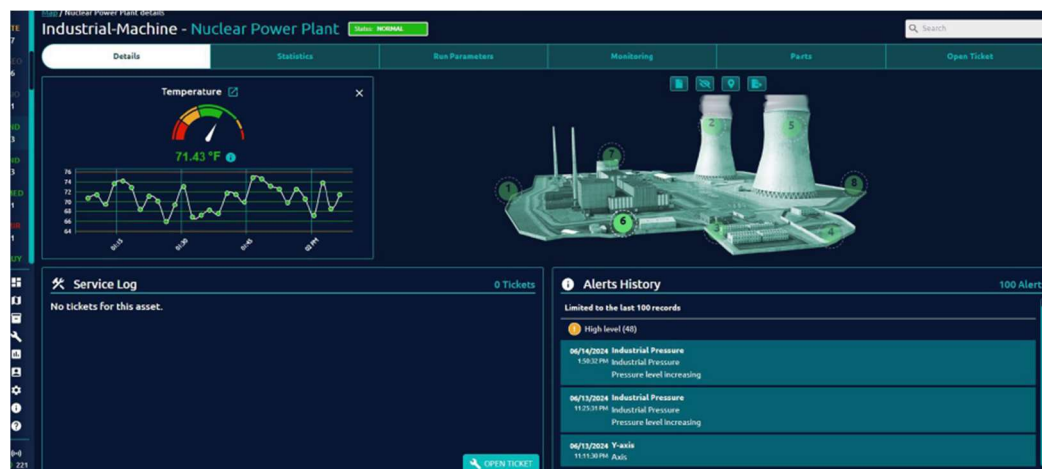
Figure 9 – Cloud Data Visualization Dashboard



The Data Driven Decisions Dashboard includes:

- Real-time tracking of sensor status (online, offline, malfunctioning, etc.) allowing for quick identification of failures or anomalies in the system, ensuring immediate corrective action can be taken.

Figure 10 – Cloud Data Driven Decisions Dashboard



TAB G - Wytec Exhibit 4 – Attachment 5.2.2-1

Supplemental Smart Sensor Capabilities

As noted in 5.1.1, Wytec’s GDS smart sensors can be reconfigured in-place and remotely programmed for detection of a variety of multiple threats planned for future development and availability.

For schools, the use of vapes (i.e. – e-cigarettes) supplemented with THC increases the failure rate of students in class resulting in lost revenues and increased counseling. Monitoring this activity requires use of teachers posted at every bathroom which reduces the teachers’ time to prepare for classes, grade papers and be available for office hours. Parents and administrators need help in detecting this behavior while at the same time protecting the privacy of individuals. In 2025, Wytec will finalize our patent pending particulate detection technology to support school efforts to detect and curb the use of illicit drugs such as THC.

Wytec is pleased to offer the following additional threat detection capabilities in conjunction to the core gunshot detection sensors.

Table – GDS Smart Sensor Supplemental Detection

Supplemental Sensor Category	Planned Capabilities
Chemical	THC, nicotine, sarin, CO, CO2, ammonia, chlorine, flammables, etc.
Biological	Anthrax, botulism, plague, smallpox, hemorrhagic fever, etc.
Thermal	Fire, smoke, radiation, steam, humidity
Radiation	Alpha, beta, gamma, x-rays
Others	Pressure, motion, light, flood, HazMat, etc.

In addition to smart sensor supplemental detectors, Wytec’s smart sensors are designed to manage and control actuators for the opening, closing, locking and unlocking of gates, windows and doors.

In conjunction with Wytec’s proposed GDS systems, we look forward to working with customers to define requirements for the management and control of third-party controllable actuators. Wytec’s GDS Mobile App (and on-premises Server system) with actuator option will be used by on-site authorities for local management and control.

School Traffic Management

Wytec's smart sensors are also designed to manage and control a variety of ancillary products signage, lights, speakers, etc.

Schools particularly are challenged at least three times a day in the morning at the start of school, lunchtime and at the end of school with a significant increase in traffic within school property as well as adjacent streets around the school.

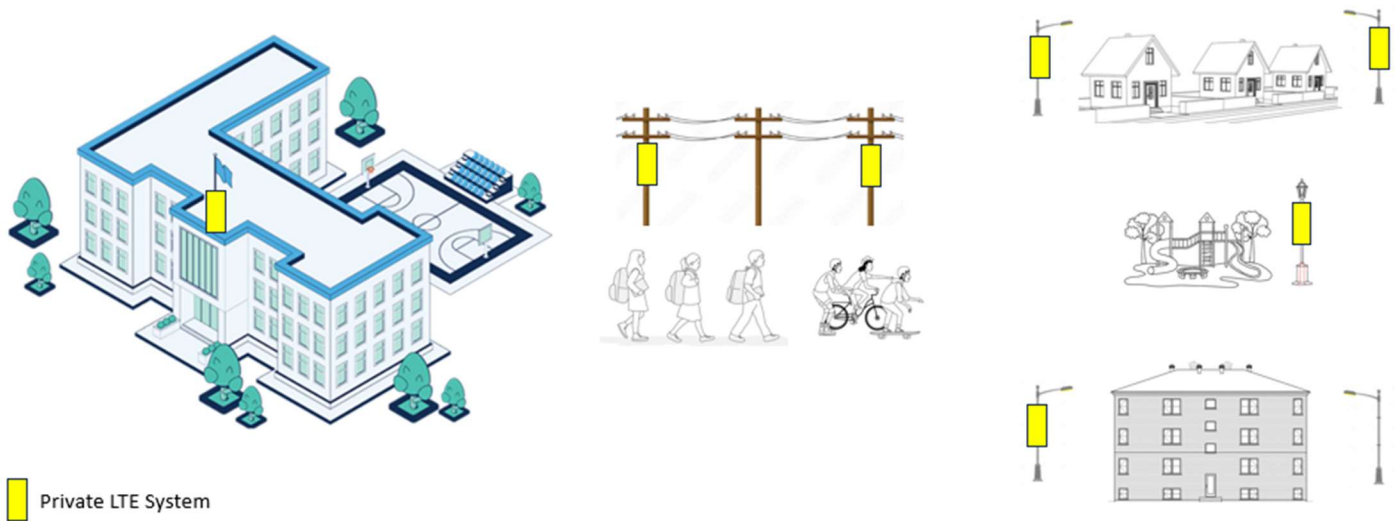
Since each of our smart sensors have a CPU/NPU pair and expandable memory supporting several interfaces (i.e. – mobile wireless, Wi-Fi, Ethernet, Bluetooth) with a battery backup, authorities have on-site control via the Wytec GDS Mobile App. With embedded real-time, local processing combined with programmable AI/ML algorithms and databases, our smart sensors can support traffic management (i.e. – cars, bicycles, e-bikes, skateboards, scooters, pedestrians) by detecting potential accidents and triggering lights, signage or speakers to manage traffic and prevent accidents or near misses.

Critical to traffic management is the integration of video cameras for data collection as well as video recording of any triggered events (with 5 second past through 5 seconds after the event). As our AI/AL algorithms and databases expand, Wytec plans to incorporate verification and validation of critical data such as license plate reading, vehicle identification and facial recognition.

Remote Learning

Wytec's partnership with the Lemko Corporation allows us to offer full mobile wireless products and services through a customer Private 4G LTE system providing outdoor (and some indoor) coverage of over 3 sq mi per sector. Wytec's Private 4G LTE system can cover school grounds, streets and sidewalks used to transit between schools and the local community and provide high speed wireless internet access to homes.


Figure – Outdoor Coverage for Private 4G LTE Network Remote Learning



Targeted primarily for schools with underserved communities, our Private 4G LTE system can deliver much needed broadband wireless data access to homes having limited WiFi resources. Wytec's Remote Learning system includes a dedicated mobile wireless network, wireless modem to convert 4G LTE to Wi-Fi, Wi-Fi in the home (free for students with remote learning tablets and low-cost for household members desiring Internet access) and optional tracking tags for asset management and as a safety feature for students walking from home to school and back again.

Figure – Remote Learning to the Home via Private 4G LTE Network



 Private LTE System



TAB G - Wytec Exhibit 4

EXHIBIT 4 QUESTIONNAIRE

Please answer the following questions using this questionnaire. You may add pages or attachments where necessary but please number them to correspond with the question you are answering.

5.1 Technical Specifications

5.1.1 Describe the proposed technology and how it works (including hardware and software).

Wytec's patent-pending AI/ML smart sensors in the gunshot detection configuration will be installed indoors and outdoors to detect AND validate threats of any sounds (i.e. – audio waveforms) above the background noise including gunshots, explosions, screaming, running, door slamming, windows breaking, etc. The sensors use a Private LTE wireless network for secure communications with Wi-Fi and Ethernet backup. The Wytec mobile app and on-premises server with supplemental cloud support allow administrators to manage courses of action to real-time threats. The cloud option allows for emergency personnel monitoring of active threats and emergency situations. In addition to audio, our GDS sensors incorporate live video streams with secure access to corroborate courses of action to possible and perceived threats.

See TAB G - Wytec Exhibit 4 – Attachment 5.1.1-1 for further details.

5.1.2 What kind of weapons can be detected (knives, guns, IED, etc.)?

Wytec's gunshot detection system is designed to measure **any and all sounds** (i.e. – audio waveforms) above a settable threshold and corroborate these against an extensive database of audio signals including a variety of gun configurations, gun types and gun calibers as well as other sounds such chainsaws, car backfires, book dropping, air conditioning, baby crying, thunder, and others. Our system also measures and filters background environments such as schools, hospitals, playgrounds and others.

The sensors detect and measure ambient noise > 45 dB with a focus on sounds > 85 dB (which are hazardous to human hearing). Most threats have a signal strength > 100 dB (suppressed rifle (100 dB), car backfire (120 dB), handgun (166 dB), rifle (170 dB). Our system measures all detectable sounds between 20 Hz and 15 MHz.

Unique to Wytec, our smart sensors can be reconfigured and remotely programmed to detect other threats and hazards such as gaseous particulates (e.g. – nicotine, THC, smoke, etc.) as well as chemical, biologic, thermal and radiation threats.

See TAB G – Wytec Exhibit 4 – Attachment 5.1.1-1, Supplemental Threats for further details.

5.1.3 What kind of sounds can be detected?

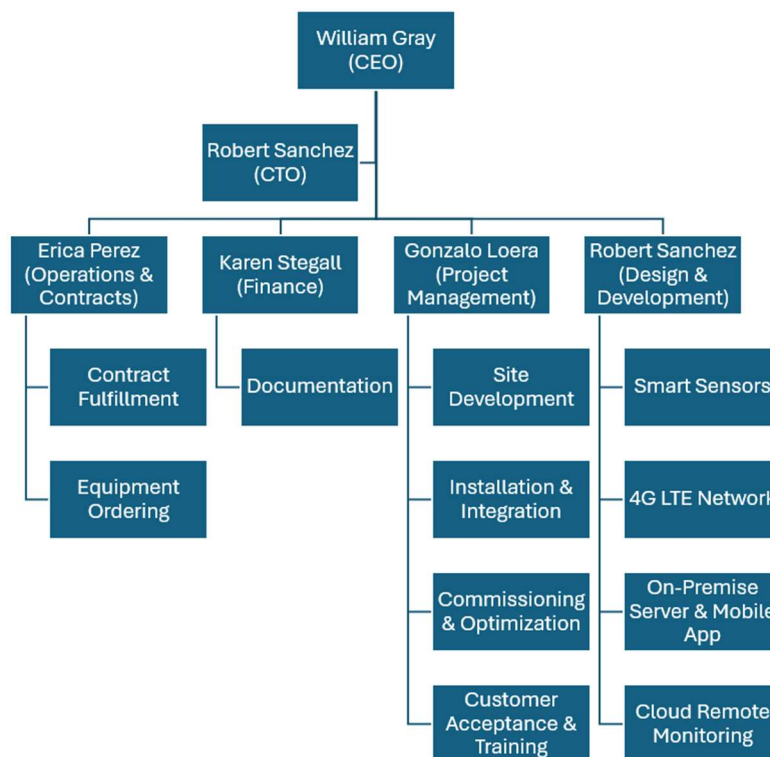
As noted in 5.1.2, Wytec’s smart sensors measure, detect and process live audio streams and digitize these in real-time for analyses in the time and frequency domains. Our sensor DSP chipsets remove background noises and measure signal-to-noise (SNR) ratios then compare the digitally processed signals via AI/ML algorithms to databases of threats and sounds. Additionally, these algorithms incorporate a sliding time scale and allow the recording and storage of data 5 seconds prior to and 5 seconds after each detected event.

Our GDS smart sensors also support patent-protected detection of pre-programmed audio phrases that allow students and administrators to shout out unique phrases during emergency situations. Based on retail industry deployed use of “Code Adam”, Wytec has incorporated “Code Red” (or any key phrase) as a method to warn school officials by students (and anyone in the event area) of possible threats. These audio phrases are used to corroborate other sounds (and video) to further escalate or de-escalate detected threats.

Wytec’s mobile app allows authorized users to review and playback any recorded sounds and videos to corroborate threat levels and situations in real-time.

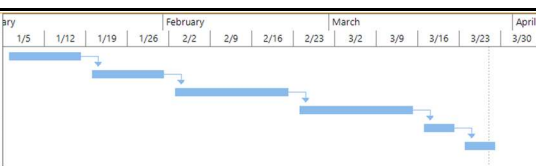
5.1.4 Explain the operating staff requirements.

Wytec’s leadership team represents decades of experience designing, developing, installing, commissioning, validating, operating and maintaining commercial networks for schools and municipalities.



5.1.5 Provide an example work schedule overview for implementation.

	Task Name	Duration	Start	Finish	Try
1	Site/Building Discussions & Quotations	10 days	Mon 1/6/25 8:00 AM	Fri 1/17/25 5:00 PM	1/5
2	Site Survey, Data Collection, Data Entry	10 days	Mon 1/20/25 8:00 AM	Fri 1/31/25 5:00 PM	1/12
3	Equipment Order	15 days	Mon 2/3/25 8:00 AM	Fri 2/21/25 5:00 PM	1/19
4	Equipment Delivery, Install, Commissioning, Testing	15 days	Mon 2/24/25 8:00 AM	Fri 3/14/25 5:00 PM	1/26
5	Customer Site Walk & Training	5 days	Mon 3/17/25 8:00 AM	Fri 3/21/25 5:00 PM	2/2
6	Closeout Package Data Collection	5 days	Mon 3/24/25 8:00 AM	Fri 3/28/25 5:00 PM	2/9



- Site/Building Discussions and Quotations – Developed for specific sites with data collection including but not limited to building drawings, blueprints, CAD drawings. Once PO is awarded, the Site Survey will be scheduled.
- Site Survey, Data Collection, Data Entry – Includes development and approval of designs.
- Equipment Ordered – Installation team will be scheduled for install start date.
- Equipment Delivery, Install, Commissioning, Testing – Includes system optimization and fine tuning.
- Customer Site Walk & Training – Performed on installed equipment.
- Closeout Package, Data Collection – Includes development, approval and presentation to customer.

5.1.6 Explain how you will supervise the implementation.

On-Site Wytec Leads will have Daily Morning and End of the Shift Meetings to discuss progress, plans and problems. These are required to meet schedule requirements, stay within budget, address any personnel issues and minimize delays. The Wytec On-Site Team Lead will always have direct contact with the Wytec Project Manager to immediately address any issues. The Wytec Project Manager will be on-site and local during the installation and commissioning for quality assurance.

5.1.7 Any parts & equipment customer is expected to provide?

With regards to parts & equipment, the following are expected to be provided by the customer:

1. “One Time Equipment & Installation – Updated Total” does not include Site Development costs such as design, installation and certification of power (AC, DC. grounding), Internet & source (CAT5/6, Wi-Fi), server racks & space, switches & ports, cable racks, qualified poles for mounting private LTE systems.
2. “One Time Equipment & Installation – Updated Total” does not include computers (i.e. - desktop, laptop), mobile devices (i.e. - phones, tablets), printers and software (i.e. OS, drivers, office applications). This equipment must be configured in advance to meet the requirements for the “Mobile App” and support the On-Premise Cloud Management & Control System.

5.1.8 Identify any subcontractors or third-party services that will be utilized in the performance of the services.

Wytec will provide the following tasks and subcontractors on-site during site development, equipment delivery, installation, commissioning and acceptance testing:

- Installation and Commissioning

- Electrical Work (Certified Electrician)
- Scissor Lift Operator and Rental Equipment company including delivery and pick up
- Carpentry (Professional) for drywall or aesthetics indoors and outdoors
- Low Voltage Technician
- Roofing (Professional)
- Others as needed

5.1.9 Describe and clearly indicate any exceptions to the specifications or requirements found in this RFP.

With regards to pricing, the following are clarifications to Wytec's response to the RFP:

1. "One Time Equipment & Installation – Updated Total" includes Shipping & Freight inside the State of Texas only. All other geographic areas will require updated pricing specific to that geographic area.
2. "One Time Equipment & Installation – Updated Total" includes Installation & Commissioning inside the State of Texas only. All other geographic areas will require updated pricing specific to that geographic area.

With regards to parts & equipment, the following are expected to provide:

1. "One Time Equipment & Installation – Updated Total" does not include Site Development costs such as design, installation and certification of power (AC, DC. grounding), Internet & source (CAT5/6, Wi-Fi), server racks & space, switches & ports, cable racks, qualified poles for mounting private LTE systems.
2. "One Time Equipment & Installation – Updated Total" does not include computers (i.e. - desktop, laptop), mobile devices (i.e. - phones, tablets), printers and software (i.e. OS, drivers, office applications). This equipment must be configured in advance to meet the requirements for the "Mobile App" and support the On-Premises Cloud Management & Control System.

5.2 Project Related Experience and Qualifications

5.2.1 Provide a general explanation and chart which specifies project leadership and reporting responsibilities, and how the team will interface with Customer's project management and team personnel.

As noted in Sections 5.1.4 and 5.1.6, Wytec will provide the following:

- Daily meetings with the Installation Team including the Wytec Project Manager
- End of the week meeting with the Wytec Operations Director and Wytec Project Manager
- Monday, Wednesday and Friday written and verbal updates to the Customer POC from the Wytec Project Manager including schedule updates
- Wytec's POC with the Customer will be the Wytec Project Manager and that person will be on-site to address any questions, concerns or issues related to the performance of the project
- Wytec's escalation procedure for issue resolution starts with the Project Manager, then the Operations Director, then the CTO then the CEO.

5.2.2 Any goods or services not outlined in the Scope of Work that you wish to offer?

Wytec is pleased to summarize supplemental goods and services.

Please see TAB G – Wytec Exhibit 4 – Attachment 5.2.2-1, Supplemental Goods& Services for further details.

Supplemental Smart Sensor Capabilities

As noted in 5.1.1, Wytec's GDS smart sensors can be reconfigured in-place and remotely programmed for detection of a variety of multiple threats planned for future development and availability.

Supplemental Sensor Category	Planned Capabilities
Chemical	THC, nicotine, sarin, CO, CO2, ammonia, chlorine, flammables, etc.
Biological	Anthrax, botulism, plague, smallpox, hemorrhagic fever, etc.
Thermal	Fire, smoke, radiation, steam, humidity
Radiation	Alpha, beta, gamma, x-rays
Others	Pressure, motion, light, flood, HazMat, etc.
Actuator Control	Gates, windows, doors, signage, lights, speakers, etc.

School Traffic Management

Wytec's smart sensors are also designed to manage and control a variety of ancillary products signage, lights, speakers, etc. with plans to incorporate verification and validation of critical data such as license plate reading, vehicle identification and facial recognition.

Remote Learning

Wytec's Remote Learning system includes a dedicated mobile wireless Private 4G LTE network, wireless modem to convert 4G LTE to Wi-Fi, Wi-Fi in the home (free for students with remote learning tablets and low-cost for household members desiring Internet access) and optional

tracking tags for asset management and as a safety feature for students walking from home to school and back again.

5.2.3 Any major requirements that cannot be met by your firm?

As noted in Section 5.1.1, Wytec has designed an advanced gunshot detection system that is achieving well over 90% true positive gunshot detection and over 95% true negative gunshot detection in real-life environments such as schools, playgrounds and hospitals.

Wytec is currently manufacturing our prototype sensors in the UK and refining our GDS AI/ML algorithms in San Diego. Multiple sensor breadboard designs are complete and are under test with the final decisions on the AI/ML chipset and high-fidelity microphone soon to be decided. Wytec is finalizing our mobile application for integration with our breadboard designs and 4G LTE system. Our 4G LTE system is commercially available as is our cloud remote monitoring system.

Wytec will be demonstrating our Pilot GDS in five schools in Central Texas in 2Q2025 as a part of our contracted installation of in-building cellular distributed antenna systems.

5.2.4 List the business location(s) out of which your firm's team members will work from. You are encouraged to provide options to cover multiple geographic areas outside of Dallas/Fort Worth.

Wytec Headquarters is located at 19206 Huebner Road, Suite 202, San Antonio, Texas. Our CTO engineering team are in San Diego, California with our 4G LTE engineers located in Schaumburg, Illinois. As needed, Wytec will open offices and warehouses throughout Texas including North Texas to support the rollout, installation and customer support of our GDS systems.

5.2.5 Provide an overview of Proposer's organization, size, years in business, and experience; major clients; and other information that you feel would assist in our evaluation process.

Wytec International Inc. is a Nevada Corporation and a designer and developer of patented small cell technology (i.e. – LPN-16) and wide area networks designed to support 4G/5G network deployments across the US. Wytec offers in-building cellular distributed antenna systems (DAS) and Private LTE solutions for a variety of customers including restaurants, fast food establishments, NASA and most recently several school districts and state agencies in Central Texas.

Wytec was founded in 2011 and currently has 6 employees including US veterans and minorities. Wytec holds several patents (issued and pending) for smart sensor technologies to be used in our GDS offerings.

5.2.6 Describe your invoicing process. Payment terms? Is payment by credit card accepted?

Upon completion of the installation and customer acceptance, Wytec Process will process the outstanding invoice and send an email to the customer for confirmation. Wytec terms are Net 30 and Wytec accepts Visa, Mastercard, ACH, wire transfers and checks. ACH is Wytec's preferred method for payment.

5.2.7 Include a list of no more than five (5) similar contracts awarded within the last 5 years.

Wytec has been awarded and delivered contracts to the following customers:

- Laredo ISD, Texas – Cellular DAS Enhancement of 35 buildings contracted for the last 5 years
- Roundrock ISD, Texas – Cellular DAS Enhancement of 4 buildings contracted for the last 3 years
- Southwest ISD, Texas – Private LTE using microwave P2P, CBRS Internet providing Remote Learning for under-privileged students
- UMB Bank, Kansas MO - Cellular DAS Enhancement of 1 building contracted for the last 5 years

5.2.8 Identify any contracts within the past three years that were terminated due to non-performance.

None.

5.2.9 State the warranty and length of same that may apply to the goods or services you are proposing.

Wytec offers the following:

- Warranty of two (2) years on hardware, software, main component and service calls for troubleshooting.
- Service Agreements starting in Year 3 after the Initial Warranty.
- Performance Guarantee for GDS > 80% within 10 seconds of detection.

TAB G - Wytec Exhibit 4 – Attachment 5.1.1-1

Wytec GDS System Overview

Wytec has designed an advanced gunshot detection system that is achieving well over 90% true positive gunshot detection and over 95% true negative gunshot detection in real-life environments such as schools, playgrounds and hospitals. HOWEVER, Wytec's system is not autonomous. It purposely integrates and requires real-time, on-site human actions to evaluate and assess the level of the threat and thereafter take the necessary courses of action such as calling 911 or alerting other key personnel or de-escalating an issue.

Wytec understands that threat detection will never be 100% accurate, so our systems require collaborative human intervention to perceived and real threat situations. It is critical that authorized and qualified personnel determine the best course of action such as reaching out to first responders and other emergency personnel or on the other hand declaring a false alarm. As a team-based system, multiple personnel contribute to the overall decision-making process by assessing live feeds of sounds and video including threat locations. As the situation escalates (or de-escalates), the Wytec system provides updated threat data and analyses in real-time.

Wytec guarantees to provide on-site authorities with a situational awareness of >80% true positive probability of gunshot detection within 10 seconds of the event. Our tests have been measuring situational awareness of >94% true positive AND true negative within 5 seconds.

Our technology incorporates advanced AI/ML technologies and chipsets (NPU + MSM) with high fidelity microphones. Based on a combination of 14-layer Convolutional Neural Networks and Support Vector Machines, our on-site databases are constantly refined by constantly measuring background noises at and adjusting our algorithms accordingly.

Wytec will be demonstrating our Pilot GDS in five schools in Central Texas in 2Q2025 as a part of our contracted installation of in-building cellular distributed antenna systems.

Figure 1 - Wytec's Pilot GDS Smart Sensor System

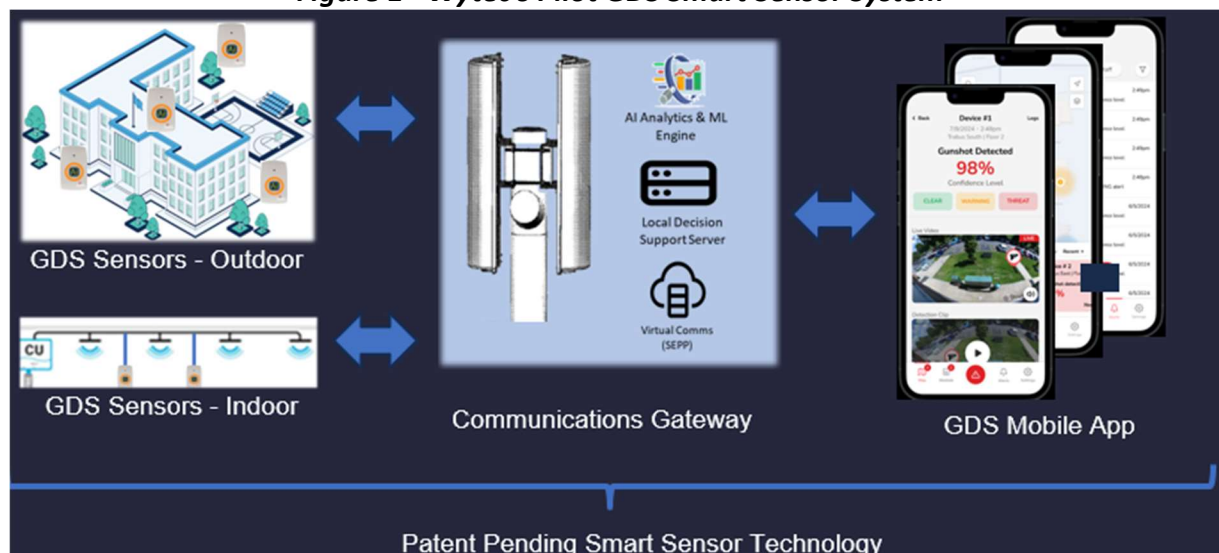
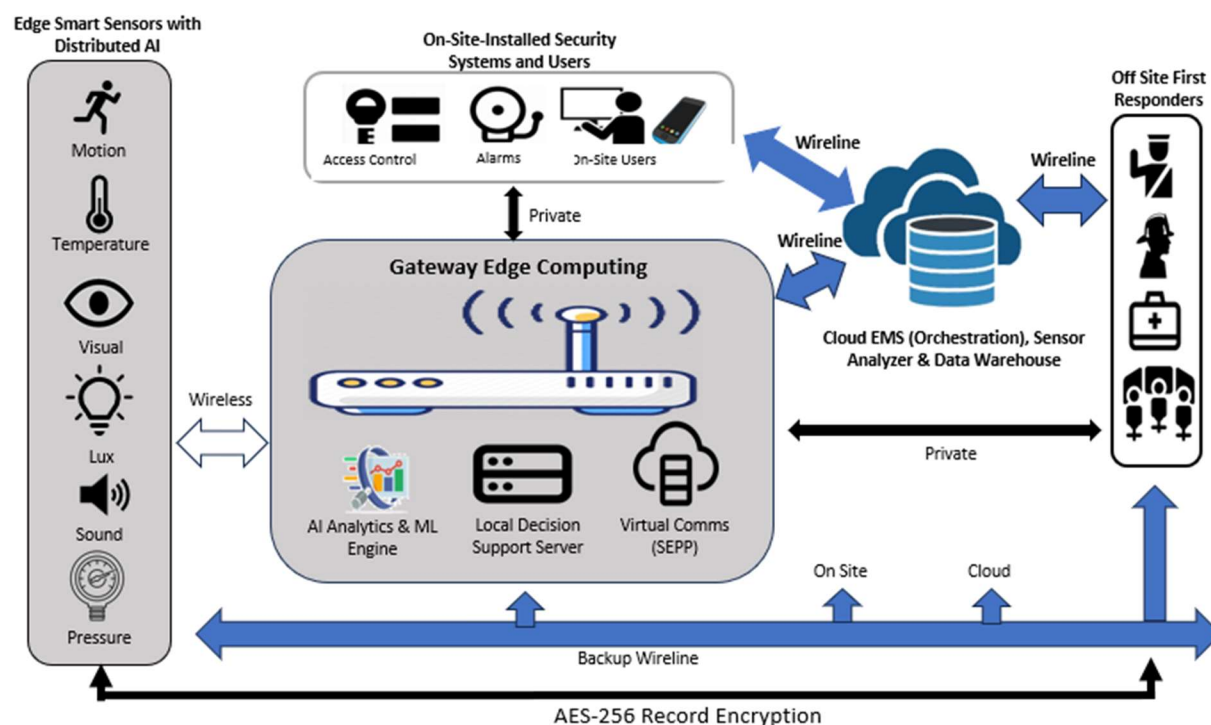


Figure 2 - Wytec's Commercial Smart Sensor System



Wytec GDS Smart Sensor

The initial size of the Wytec GDS Smart Sensor is like a household smoke detector and comes in indoor and outdoor configurations. It is designed for Power Over Ethernet operations (or a separate 48 VDC power supply) and can readily integrate with Ethernet cables currently installed in each facility.

The sensors support multiple communication methods including 4G LTE (with SIM card and modem), WiFi or Ethernet. Additionally, each sensor has a battery backup and a USB 2.0 connection to support supplemental systems such as video cameras, motion sensors, speaker systems, actuators, lighting, etc.

Table 1 – GDS Smart Sensor Key Specifications

Design	Capability
MCU/NPU	8-13 TOPS
Internal Storage	8 GB SDD with NAND Flash Memory
External Storage	MicroSD Card
RAM	4 GB
Microphone	Omnidirectional MEMS with Gain Control
ADC	48 kHz, 32-bit
USB 2.0	Video, images, actuators, signage
LTE	SIM Card with CAT1 Modem with External Antenna
Ethernet	CAT5/6 with PoE 100/1000
WiFi	802.11ac

Indicators	LED for On/Off
Power	48 VDC with Battery Backup
Video	10 second Storage

Wytec's GDS smart sensors can be reconfigured in-place and remotely programmed for detection of a variety of multiple threats planned for future development.

Table 2 – GDS Smart Sensor Supplemental Threats

Supplemental Threats	Examples
Chemical	THC, nicotine, sarin, CO, CO2, ammonia, chlorine, flammables, etc.
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Cloud-based interfaces and applications support subscriber management, policy/charging control, reporting and monitoring. Each EZ LTE is rated up to 2W RF power and supports voice, SMS, high speed data, video calls and data handoff.

Table 3 – Lemko Private LTE Key Specifications

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Mounting	Light/Utility Pole
Connection	Ethernet
Size	12 x 9 x 5 inches
Weight	< 5.5 kg
Power	48 VDC

Power Dissipation	55W @ 100% RF Load LTE
Temperature	Outdoor -45C to +55C
Waterproof	IP65
MTBF/MTTR	>350,000 Hours/1 Hour
Availability	99.9997%

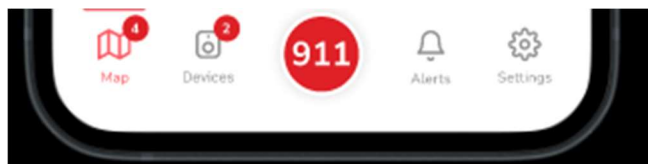
Figure 3 – Lemko EZ LTE Solutions (Outdoor, Indoor, Pole Mounted)



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Figure 4 – Wytec Mobile App 911 Button



Main Screen – Screen 1

Screen 1 is the overall map view of the installed sensors highlighting the state of the threat detection (red, yellow, green). The screen also includes the status of each sensor (ordered from red to green) with the time, the confidence level of the threat, the device number, and any actions taken by authorized personnel. Upon selecting the sensor of interest (on the map or on the listing), the user is presented with a video, image and sound view of the threat including the date, time, location, device number, confidence level of the threat, type of threat and a live feed of the video, playback of the threat (video and sound 5 seconds before to 5 seconds afterwards).

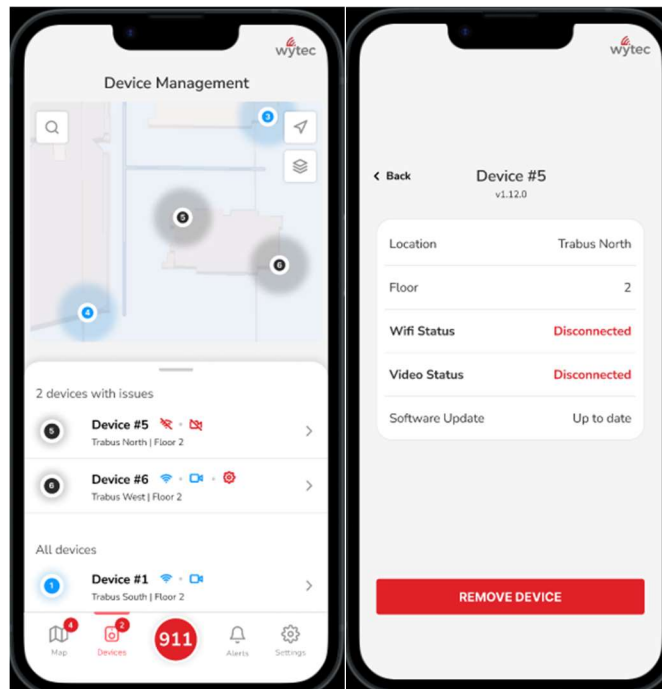
Figure 5 – Wytec Mobile App Main Screens



Screen 2 – Sensor Status & Settings

Screen 2 is a map and listing of the installed sensors including the operational status of each when selected.

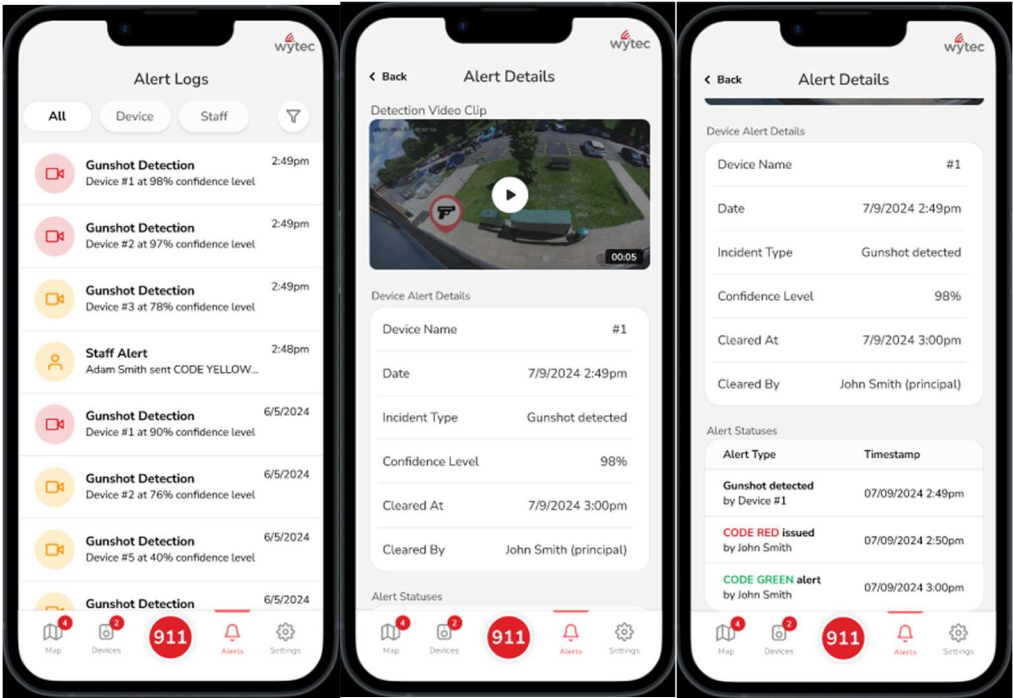
Figure 6 – Wytec Mobile App Sensor Status & Settings Screens



Screen 3 – Alert Logs

Screen 3 is a listing of the alerts (all, device or staff) sortable by time. When selecting an alert, details are presented to the user including detection video clip, threat location, device name, date, time, incident type, confidence level, cleared at, cleared by and alert type and timestamp.

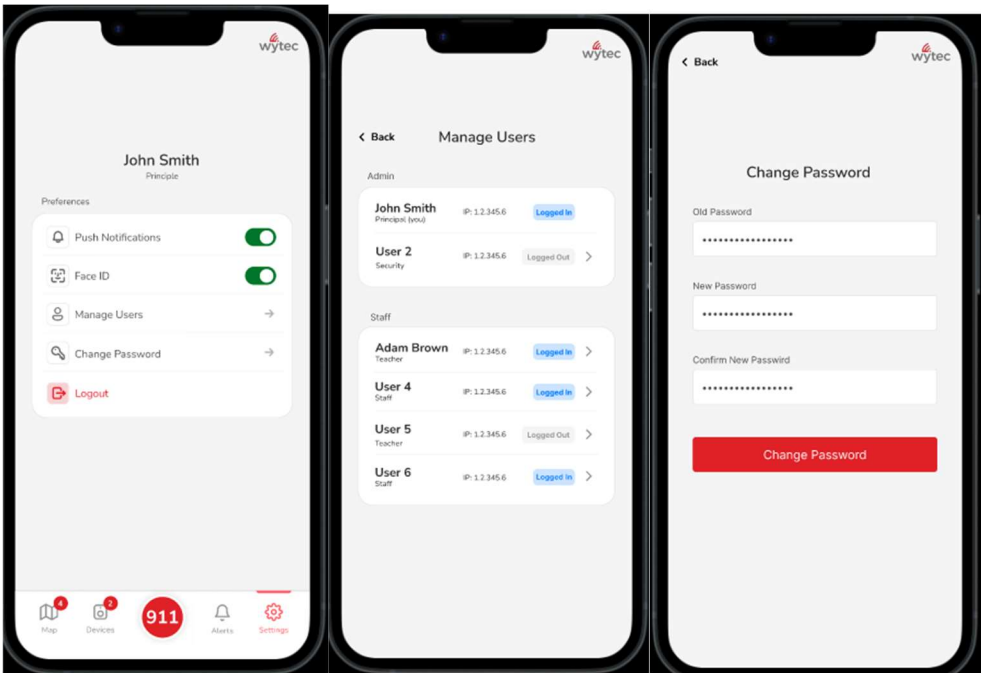
Figure 7 – Wytec Mobile App Alert Logs Screens



Screen 4 – User Settings

Screen 4 is the user settings including name, title and settings for push notifications, face ID, manage users, change password and logout.

Figure 8 – Wytec Mobile App User Settings Screen



On-Premise Cloud Management & Control System

Wytec's partnership with Lemko Corporation also allows our GDS Smart Sensor System to utilize customized data visualization services to design a cloud-based Network/Element Management System.

The Data Visualization Dashboard includes:

- A topographical view of the entire campus with all LTE sites and sensors highlighted
- Color coding to rapidly identify areas for focus
- Drill down in any LTE sector, building, asset or sensor

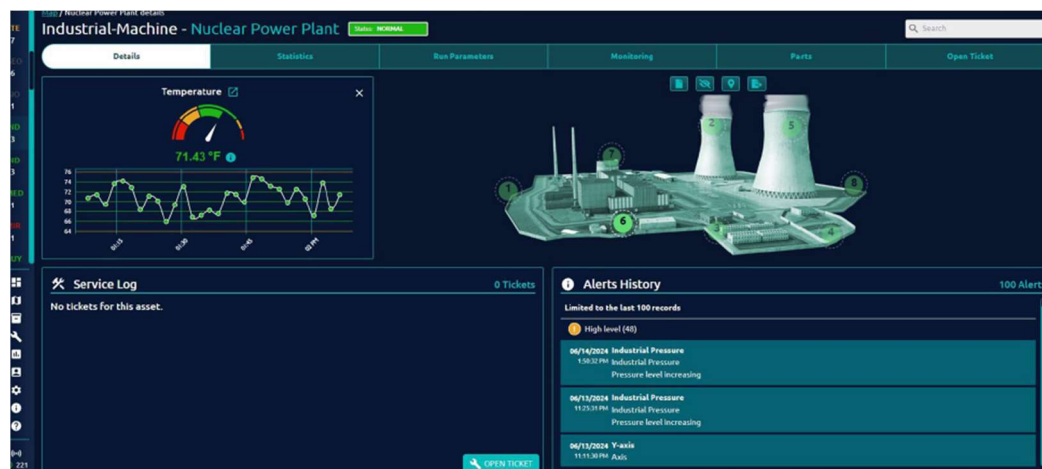
Figure 9 – Cloud Data Visualization Dashboard



The Data Driven Decisions Dashboard includes:

- Real-time tracking of sensor status (online, offline, malfunctioning, etc.) allowing for quick identification of failures or anomalies in the system, ensuring immediate corrective action can be taken.

Figure 10 – Cloud Data Driven Decisions Dashboard



TAB G - Wytec Exhibit 4 – Attachment 5.2.2-1

Supplemental Smart Sensor Capabilities

As noted in 5.1.1, Wytec’s GDS smart sensors can be reconfigured in-place and remotely programmed for detection of a variety of multiple threats planned for future development and availability.

For schools, the use of vapes (i.e. – e-cigarettes) supplemented with THC increases the failure rate of students in class resulting in lost revenues and increased counseling. Monitoring this activity requires use of teachers posted at every bathroom which reduces the teachers’ time to prepare for classes, grade papers and be available for office hours. Parents and administrators need help in detecting this behavior while at the same time protecting the privacy of individuals. In 2025, Wytec will finalize our patent pending particulate detection technology to support school efforts to detect and curb the use of illicit drugs such as THC.

Wytec is pleased to offer the following additional threat detection capabilities in conjunction to the core gunshot detection sensors.

Table – GDS Smart Sensor Supplemental Detection

Supplemental Sensor Category	Planned Capabilities
Chemical	THC, nicotine, sarin, CO, CO2, ammonia, chlorine, flammables, etc.
Biological	Anthrax, botulism, plague, smallpox, hemorrhagic fever, etc.
Thermal	Fire, smoke, radiation, steam, humidity
Radiation	Alpha, beta, gamma, x-rays
Others	Pressure, motion, light, flood, HazMat, etc.

In addition to smart sensor supplemental detectors, Wytec’s smart sensors are designed to manage and control actuators for the opening, closing, locking and unlocking of gates, windows and doors.

In conjunction with Wytec’s proposed GDS systems, we look forward to working with customers to define requirements for the management and control of third-party controllable actuators. Wytec’s GDS Mobile App (and on-premises Server system) with actuator option will be used by on-site authorities for local management and control.

School Traffic Management

Wytec's smart sensors are also designed to manage and control a variety of ancillary products signage, lights, speakers, etc.

Schools particularly are challenged at least three times a day in the morning at the start of school, lunchtime and at the end of school with a significant increase in traffic within school property as well as adjacent streets around the school.

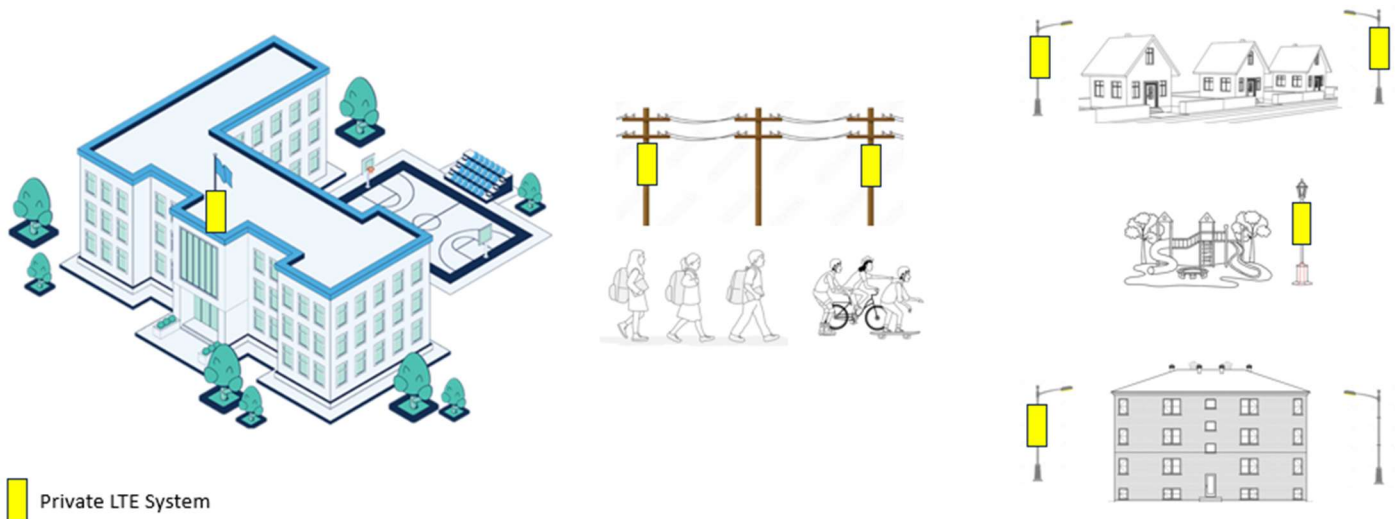
Since each of our smart sensors have a CPU/NPU pair and expandable memory supporting several interfaces (i.e. – mobile wireless, Wi-Fi, Ethernet, Bluetooth) with a battery backup, authorities have on-site control via the Wytec GDS Mobile App. With embedded real-time, local processing combined with programmable AI/ML algorithms and databases, our smart sensors can support traffic management (i.e. – cars, bicycles, e-bikes, skateboards, scooters, pedestrians) by detecting potential accidents and triggering lights, signage or speakers to manage traffic and prevent accidents or near misses.

Critical to traffic management is the integration of video cameras for data collection as well as video recording of any triggered events (with 5 second past through 5 seconds after the event). As our AI/AL algorithms and databases expand, Wytec plans to incorporate verification and validation of critical data such as license plate reading, vehicle identification and facial recognition.

Remote Learning

Wytec's partnership with the Lemko Corporation allows us to offer full mobile wireless products and services through a customer Private 4G LTE system providing outdoor (and some indoor) coverage of over 3 sq mi per sector. Wytec's Private 4G LTE system can cover school grounds, streets and sidewalks used to transit between schools and the local community and provide high speed wireless internet access to homes.

Figure – Outdoor Coverage for Private 4G LTE Network Remote Learning



Targeted primarily for schools with underserved communities, our Private 4G LTE system can deliver much needed broadband wireless data access to homes having limited WiFi resources. Wytec's Remote Learning system includes a dedicated mobile wireless network, wireless modem to convert 4G LTE to Wi-Fi, Wi-Fi in the home (free for students with remote learning tablets and low-cost for household members desiring Internet access) and optional tracking tags for asset management and as a safety feature for students walking from home to school and back again.

Figure – Remote Learning to the Home via Private 4G LTE Network




 Private LTE System



EXHIBIT 1
CATEGORIES SELECTED, DISCOUNTS FOR PRICING & CURRENT PUBLISHED PRICE LIST

- **Please place a checkmark next to each Category that you are offering in your proposal:**

X Service Category #1: Gunshot Detection Systems
X Service Category #2: Other Ancillary Services

- **Proposed Contractual Discounts on Pricing for Categories Offered**

For each of the categories you selected above, provide your proposed **discount** off your list price on the attached *Bid Price Worksheet*. You may offer tiers of discounts based on the different bid items or the sale quantity.

- **Current Published Price List for Items Offered**

For each of the bid items you wish to offer, please provide the current published list price. Please attach this information to your proposal on a separate sheet or via a weblink. Please match the Category item number from the Bid Price Worksheet to the matching item on your current published price list.

NOTE: The current price list will NOT be a part of your contractual obligation and may be modified at your discretion during the term of any contract that is awarded to you. You are however requested to provide us with an updated version of the current price list whenever it is updated. Only the percentage discount is contractually obligated.

BID PRICE WORKSHEET FOR RFP #2025-003

Service Category #1: Gunshot Detection Systems

Item	Description	% Discount Off Your Regular List Price
------	-------------	---

1 Technology Products

See Price sheet

2 Implementation

See Price Sheet

Service Category #2: Other Ancillary Services

Item	Description	% Discount Off Your Regular List Price
------	-------------	---

2 Describe Below:

A	See Price Sheet	
B	See Price Sheet	
C	See Price Sheet	

EXHIBIT 2
SAMPLE MARKET BASKET FORM

For the items on the MARKET BASKET WORKSHEET, please enter your current unit price for the items you are offering in your proposal. You may attach, or link to, a copy of your current list pricing. This form is for evaluation purposes only and will not be part of any awarded contract.

-SEE ATTACHED SPREADSHEET FOR PRICING-

Exhibit 2 - Market Basket Worksheet for RFP #2024-138

Service Category #1: Gunshot Detection Systems

Item	Description	Qty	Unit of Measure	Current List Price	% Discount	Net Price After Discount
1	Provide your current list price for product and services. (You may attach a copy of, or link to, the price list.)					

-See attachment Pricing Gunshot Detection-



Wytec International, Inc.

Gunshot Detection Pricing – INDOOR Systems

INDOOR*	SYSTEM EQUIPMENT with INSTALLATION & COMMISSIONING														
Sq Footage (Up To)	4G LTE	GD Sensors	Servers	Mobile Apps	System Subtotal	System Discount	System Total	4G LTE I&C	GD Sensor I&C	Server I&C	I&C Subtotal	I&C** Discount	I&C Total	TXShare NCTCOG	Updated Total
50,000	\$ 27,191	\$ 22,500	\$ 5,000	\$ 495	\$ 55,186	1.65%	\$ 54,275	\$ 4,117	\$ 2,500	\$ 550	\$ 7,167	37.0%	\$ 4,516	\$ 1,229	\$ 60,020
100,000	\$ 54,381	\$ 45,000	\$ 5,000	\$ 990	\$105,371	3.30%	\$101,894	\$ 8,235	\$ 5,000	\$ 550	\$ 13,785	37.0%	\$ 8,686	\$ 2,314	\$110,580
150,000	\$ 81,572	\$ 67,500	\$ 5,000	\$ 1,485	\$155,557	4.95%	\$147,857	\$ 12,352	\$ 7,500	\$ 550	\$ 20,402	37.0%	\$12,855	\$ 3,365	\$160,712
200,000	\$ 108,763	\$ 90,000	\$ 10,000	\$ 1,980	\$210,743	6.60%	\$196,834	\$ 16,469	\$ 10,000	\$ 1,100	\$ 27,569	37.0%	\$17,372	\$ 4,488	\$214,205
250,000	\$ 135,953	\$ 112,500	\$ 10,000	\$ 2,475	\$260,928	8.25%	\$239,402	\$ 20,587	\$ 12,500	\$ 1,100	\$ 34,187	37.0%	\$21,541	\$ 5,472	\$260,943
300,000	\$ 163,144	\$ 135,000	\$ 10,000	\$ 2,970	\$311,114	9.90%	\$280,314	\$ 24,704	\$ 15,000	\$ 1,100	\$ 40,804	37.0%	\$25,711	\$ 6,422	\$306,025
350,000	\$ 190,335	\$ 157,500	\$ 15,000	\$ 3,465	\$366,300	11.55%	\$323,992	\$ 28,821	\$ 17,500	\$ 1,650	\$ 47,971	37.0%	\$30,227	\$ 7,439	\$354,219
500,000	\$ 271,907	\$ 225,000	\$ 20,000	\$ 4,950	\$521,857	16.50%	\$435,750	\$ 41,173	\$ 25,000	\$ 2,200	\$ 68,373	37.0%	\$43,083	\$10,082	\$478,833
600,000	\$ 326,288	\$ 270,000	\$ 20,000	\$ 5,940	\$622,228	19.80%	\$499,027	\$ 49,408	\$ 30,000	\$ 2,200	\$ 81,608	37.0%	\$51,422	\$11,613	\$550,449
700,000	\$ 380,669	\$ 315,000	\$ 25,000	\$ 6,930	\$727,599	23.10%	\$559,524	\$ 57,643	\$ 35,000	\$ 2,750	\$ 95,393	37.0%	\$60,108	\$13,098	\$619,632
800,000	\$ 435,051	\$ 360,000	\$ 30,000	\$ 7,920	\$832,971	26.40%	\$613,066	\$ 65,877	\$ 40,000	\$ 3,300	\$109,177	37.0%	\$68,793	\$14,445	\$681,860

* Does not include Site Development Costs (Power, Grounding, Ethernet, WiFi, etc.)

** Texas Installation & Commissioning Discounts (for other states, see I&C Discounts)

INDOOR*	ANNUAL WIRELESS FEES				ANNUAL SOFTWARE LICENSE					
Sq Footage (Up To)	4G LTE	Sensor SIMs	TXShare NCTCOG	Fees Total	4G LTE	GD Sensors	Servers	Mobile Apps	TXShare NCTCOG	License Total
50,000	\$ 1,200	\$ 1,800	\$ 60	\$ 3,060	\$ 6,118	\$ 3,375	\$ 750	\$ 300	\$ 211	\$ 10,754
100,000	\$ 2,400	\$ 3,600	\$ 120	\$ 6,120	\$ 12,236	\$ 6,750	\$ 750	\$ 600	\$ 407	\$ 20,743
150,000	\$ 3,600	\$ 5,400	\$ 180	\$ 9,180	\$ 18,354	\$ 10,125	\$ 750	\$ 900	\$ 603	\$ 30,731
200,000	\$ 4,800	\$ 7,200	\$ 240	\$12,240	\$ 24,472	\$ 13,500	\$ 1,500	\$ 1,200	\$ 813	\$ 41,485
250,000	\$ 6,000	\$ 9,000	\$ 300	\$15,300	\$ 30,590	\$ 16,875	\$ 1,500	\$ 1,500	\$ 1,009	\$ 51,474
300,000	\$ 7,200	\$ 10,800	\$ 360	\$18,360	\$ 36,707	\$ 20,250	\$ 1,500	\$ 1,800	\$ 1,205	\$ 61,463
350,000	\$ 8,400	\$ 12,600	\$ 420	\$21,420	\$ 42,825	\$ 23,625	\$ 2,250	\$ 2,100	\$ 1,416	\$ 72,216
500,000	\$ 12,000	\$ 18,000	\$ 600	\$30,600	\$ 61,179	\$ 33,750	\$ 3,000	\$ 3,000	\$ 2,019	\$102,948
600,000	\$ 14,400	\$ 21,600	\$ 720	\$36,720	\$ 73,415	\$ 40,500	\$ 3,000	\$ 3,600	\$ 2,410	\$122,925
700,000	\$ 16,800	\$ 25,200	\$ 840	\$42,840	\$ 85,651	\$ 47,250	\$ 3,750	\$ 4,200	\$ 2,817	\$143,668
800,000	\$ 19,200	\$ 28,800	\$ 960	\$48,960	\$ 97,886	\$ 54,000	\$ 4,500	\$ 4,800	\$ 3,224	\$164,410



Wytec International, Inc.

Gunshot Detection Pricing – OUTDOOR Systems

OUTDOOR*	SYSTEM EQUIPMENT with INSTALLATION & COMMISSIONING														
Sq Mi	4G LTE	GD Sensors	Servers	Mobile Apps	System Subtotal	System Discount	System Total	4G LTE I&C	GD Sensor I&C	Server I&C	I&C Subtotal	I&C** Discount	I&C Total	TXShare NCTCOG	Updated Total
1	\$ 27,191	\$ 29,250	\$ 5,000	\$ 990	\$ 62,431	1.35%	\$ 61,588	\$ 4,117	\$ 3,600	\$ 550	\$ 8,267	37.0%	\$ 5,209	\$ 1,397	\$ 68,194
2	\$ 27,191	\$ 58,500	\$ 5,000	\$ 1,980	\$ 92,671	2.70%	\$ 90,169	\$ 4,117	\$ 7,200	\$ 550	\$ 11,867	37.0%	\$ 7,478	\$ 2,041	\$ 99,687
3	\$ 27,191	\$ 87,750	\$ 5,000	\$ 2,970	\$ 122,911	4.05%	\$ 117,933	\$ 4,117	\$ 10,800	\$ 550	\$ 15,467	37.0%	\$ 9,746	\$ 2,668	\$ 130,347
4	\$ 54,381	\$ 117,000	\$ 10,000	\$ 3,960	\$ 185,341	5.40%	\$ 175,333	\$ 8,235	\$ 14,400	\$ 1,100	\$ 23,735	37.0%	\$ 14,955	\$ 3,981	\$ 194,270
5	\$ 54,381	\$ 146,250	\$ 10,000	\$ 4,950	\$ 215,581	6.75%	\$ 201,030	\$ 8,235	\$ 18,000	\$ 1,100	\$ 27,335	37.0%	\$ 17,224	\$ 4,567	\$ 222,821
6	\$ 54,381	\$ 175,500	\$ 10,000	\$ 5,940	\$ 245,821	8.10%	\$ 225,910	\$ 8,235	\$ 21,600	\$ 1,100	\$ 30,935	37.0%	\$ 19,492	\$ 5,137	\$ 250,539
7	\$ 81,572	\$ 204,750	\$ 15,000	\$ 6,930	\$ 308,252	9.45%	\$ 279,122	\$ 12,352	\$ 25,200	\$ 1,650	\$ 39,202	37.0%	\$ 24,701	\$ 6,366	\$ 310,190
8	\$ 81,572	\$ 234,000	\$ 15,000	\$ 7,920	\$ 338,492	10.80%	\$ 301,935	\$ 12,352	\$ 28,800	\$ 1,650	\$ 42,802	37.0%	\$ 26,970	\$ 6,895	\$ 335,799
9	\$ 81,572	\$ 263,250	\$ 15,000	\$ 8,910	\$ 368,732	12.15%	\$ 323,931	\$ 12,352	\$ 32,400	\$ 1,650	\$ 46,402	37.0%	\$ 29,238	\$ 7,407	\$ 360,576
10	\$ 108,763	\$ 292,500	\$ 20,000	\$ 9,900	\$ 431,163	13.50%	\$ 372,956	\$ 16,469	\$ 36,000	\$ 2,200	\$ 54,669	37.0%	\$ 34,448	\$ 8,553	\$ 415,956

* Does not include Site Development Costs (Power, Grounding, Ethernet, WiFi, etc.)

** Texas Installation & Commissioning Discounts (for other states, see I&C Discounts)

OUTDOOR*	ANNUAL WIRELESS FEES				ANNUAL SOFTWARE LICENSE					
Sq Mi	4G LTE	Sensor LTE SIMs	TXShare NCTCOG	TOTAL	4G LTE	GD Sensors	Servers	Mobile Apps	TXShare NCTCOG	TOTAL
1	\$ 1,080	\$ 1,620	\$ 54	\$ 2,754	\$ 6,118	\$ 3,038	\$ 750	\$ 600	\$ 210	\$ 10,716
2	\$ 2,160	\$ 3,240	\$ 108	\$ 5,508	\$ 6,118	\$ 6,075	\$ 750	\$ 1,200	\$ 283	\$ 14,426
3	\$ 3,240	\$ 4,860	\$ 162	\$ 8,262	\$ 6,118	\$ 9,113	\$ 750	\$ 1,800	\$ 356	\$ 18,136
4	\$ 4,320	\$ 6,480	\$ 216	\$ 11,016	\$ 12,236	\$ 12,150	\$ 1,500	\$ 2,400	\$ 566	\$ 28,852
5	\$ 5,400	\$ 8,100	\$ 270	\$ 13,770	\$ 12,236	\$ 15,188	\$ 1,500	\$ 3,000	\$ 638	\$ 32,562
6	\$ 6,480	\$ 9,720	\$ 324	\$ 16,524	\$ 12,236	\$ 18,225	\$ 1,500	\$ 3,600	\$ 711	\$ 36,272
7	\$ 7,560	\$ 11,340	\$ 378	\$ 19,278	\$ 18,354	\$ 21,263	\$ 2,250	\$ 4,200	\$ 921	\$ 46,988
8	\$ 8,640	\$ 12,960	\$ 432	\$ 22,032	\$ 18,354	\$ 24,300	\$ 2,250	\$ 4,800	\$ 994	\$ 50,698
9	\$ 9,720	\$ 14,580	\$ 486	\$ 24,786	\$ 18,354	\$ 27,338	\$ 2,250	\$ 5,400	\$ 1,067	\$ 54,408
10	\$ 10,800	\$ 16,200	\$ 540	\$ 27,540	\$ 24,472	\$ 30,375	\$ 3,000	\$ 6,000	\$ 1,277	\$ 65,124



Wytec International, Inc.

Gunshot Detection Pricing – Installation & Commissioning Discounts By State

State	I&C Discount
Alabama	38.80%
Alaska	23.48%
Arizona	30.88%
Arkansas	38.15%
California	19.14%
Colorado	31.61%
Connecticut	28.34%
Delaware	32.86%
District of Columbia	13.03%
Florida	32.99%
Georgia	37.85%
Hawaii	0.00%
Idaho	31.35%
Illinois	37.94%
Indiana	37.63%
Iowa	38.41%
Kansas	39.27%
Kentucky	36.65%
Louisiana	37.42%
Maine	29.03%
Maryland	25.59%
Massachusetts	13.16%
Michigan	37.12%
Minnesota	36.52%
Mississippi	40.30%
Missouri	38.97%
Montana	32.39%
Nebraska	38.24%
Nevada	33.42%
New Hampshire	27.53%
New Jersey	27.91%
New Mexico	36.47%
New York	23.18%
North Carolina	35.66%
North Dakota	36.30%
Ohio	36.56%
Oklahoma	40.00%
Oregon	27.48%
Pennsylvania	34.41%
Rhode Island	29.46%
South Carolina	35.48%
South Dakota	36.65%
Tennessee	38.11%
Texas	36.99%
Utah	33.33%
Vermont	27.57%
Virginia	32.65%
Washington	27.48%
West Virginia	38.15%
Wisconsin	36.13%
Wyoming	37.08%

**ATTACHMENT I: INSTRUCTIONS
FOR PROPOSALS COMPLIANCE AND SUBMITTAL**

Compliance with the Solicitation

Submissions must be in strict compliance with this solicitation. Failure to comply with all provisions of the solicitation may result in disqualification.

Compliance with the NCTCOG Standard Terms and Conditions

By signing its submission, Offeror acknowledges that it has read, understands and agrees to comply with the NCTCOG standard terms and conditions.

Acknowledgment of Insurance Requirements

By signing its submission, Offeror acknowledges that it has read and understands the insurance requirements for the submission. Offeror also understands that the evidence of required insurance must be submitted within ten (10) working days following notification of its offer being accepted; otherwise, NCTCOG may rescind its acceptance of the Offeror's proposals. The insurance requirements are outlined in Section 2.2 - General Terms and Conditions.

Wytec International, Inc
Vendor Name

Erica Perez
Authorized Signature

Erica Perez
Typed Name

10/14/2024
Date

ATTACHMENT II: CERTIFICATIONS OF OFFEROR

I hereby certify that the information contained in this proposal and any attachments is true and correct and may be viewed as an accurate representation of proposed services to be provided by this organization. I certify that no employee, board member, or agent of the North Central Texas Council of Governments has assisted in the preparation of this proposal. I acknowledge that I have read and understand the requirements and provisions of the solicitation and that the organization will comply with the regulations and other applicable local, state, and federal regulations and directives in the implementation of this contract.

I also certify that I have read and understood all sections of this solicitation and will comply with all the terms and conditions as stated; and furthermore that I, Erica Perez (typed or printed name) certify that I am the Director of Operations (title) of the corporation, partnership, or sole proprietorship, or other eligible entity named as offeror and respondent herein and that I am legally authorized to sign this offer and to submit it to the North Central Texas Council of Governments, on behalf of said offeror by authority of its governing body.

Wytec International
Vendor Name

Erica Perez
Authorized Signature

Erica Perez
Typed Name

10/14/2024
Date

**ATTACHMENT III: CERTIFICATION
REGARDING DEBARMENT, SUSPENSION AND OTHER RESPONSIBILITY MATTERS**

This certification is required by the Federal Regulations Implementing Executive Order 12549, Debarment and Suspension, 45 CFR Part 93, Government-wide Debarment and Suspension, for the Department of Agriculture (7 CFR Part 3017), Department of Labor (29 CFR Part 98), Department of Education (34 CFR Parts 85, 668, 682), Department of Health and Human Services (45 CFR Part 76).

The undersigned certifies, to the best of his or her knowledge and belief, that both it and its principals:

1. Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any federal department or agency;
2. Have not within a three-year period preceding this contract been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or Local) transaction or contract under a public transaction, violation of federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification, or destruction of records, making false Proposals, or receiving stolen property;
3. Are not presently indicated for or otherwise criminally or civilly charged by a government entity with commission of any of the offense enumerated in Paragraph (2) of this certification; and,
4. Have not within a three-year period preceding this contract had one or more public transactions terminated for cause or default.

Where the prospective recipient of federal assistance funds is unable to certify to any of the qualifications in this certification, such prospective recipient shall attach an explanation to this certification form.

Wytec International
Vendor Name

Erica Perez
Authorized Signature

Erica Perez
Typed Name

10/14/2024
Date

ATTACHMENT IV: RESTRICTIONS ON LOBBYING

Section 319 of Public Law 101-121 prohibits recipients of federal contracts, grants, and loans exceeding \$100,000 at any tier under a federal contract from using appropriated funds for lobbying the Executive or Legislative Branches of the federal government in connection with a specific contract, grant, or loan. Section 319 also requires each person who requests or receives a federal contract or grant in excess of \$100,000 to disclose lobbying.

No appropriated funds may be expended by the recipient of a federal contract, loan, or cooperative agreement to pay any person for influencing or attempting to influence an officer or employee of any federal executive department or agency as well as any independent regulatory commission or government corporation, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with any of the following covered federal actions: the awarding of any federal contract, the making of any federal grant, the making of any federal loan the entering into of any cooperative agreement and the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.

As a recipient of a federal grant exceeding \$100,000, NCTCOG requires its subcontractors of that grant to file a certification, set forth in Appendix B.1, that neither the agency nor its employees have made, or will make, any payment prohibited by the preceding paragraph.

Subcontractors are also required to file with NCTCOG a disclosure form, set forth in Appendix B.2, if the subcontractor or its employees have made or have agreed to make any payment using nonappropriated funds (to include profits from any federal action), which would be prohibited if paid for with appropriated funds.

(Continued on next page)

**LOBBYING CERTIFICATION
FOR CONTRACTS, GRANTS, LOANS, AND COOPERATIVE AGREEMENTS**

The undersigned certifies, to the best of his or her knowledge or belief, that:

1. No federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an officer or employee of a Member of Congress in connection with the awarding of any federal contract, the making of any federal loan, the entering into of any cooperative Contract, and the extension, continuation, renewal, amendment, or modification or any federal contract, grant, loan, or cooperative contract; and
2. If any funds other than federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this federal contract, grant, loan, and or cooperative contract, the undersigned shall complete and submit Standard Form – LLL, “Disclosure Form to Report Lobbying”, in accordance with the instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers and that all sub-recipients shall certify accordingly.

Wytec International
Vendor Name

Erica Perez
Authorized Signature

Erica Perez
Typed Name

10/14/2024
Date

ATTACHMENT V: DRUG-FREE WORKPLACE CERTIFICATION

The Wytec International (company name) will provide a Drug Free Work Place in compliance with the Drug Free Work Place Act of 1988. The unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited on the premises of the Wytec International (company name) or any of its facilities. Any employee who violates this prohibition will be subject to disciplinary action up to and including termination. All employees, as a condition of employment, will comply with this policy.

CERTIFICATION REGARDING DRUG-FREE WORKPLACE

This certification is required by the Federal Regulations Implementing Sections 5151-5160 of the Drug-Free Workplace Act, 41 U.S.C. 701, for the Department of Agriculture (7 CFR Part 3017), Department of Labor (29 CFR Part 98), Department of Education (34 CFR Parts 85, 668 and 682), Department of Health and Human Services (45 CFR Part 76).

The undersigned subcontractor certifies it will provide a drug-free workplace by:

Publishing a policy Proposal notifying employees that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace and specifying the consequences of any such action by an employee;

Establishing an ongoing drug-free awareness program to inform employees of the dangers of drug abuse in the workplace, the subcontractor's policy of maintaining a drug-free workplace, the availability of counseling, rehabilitation and employee assistance programs, and the penalties that may be imposed on employees for drug violations in the workplace;

Providing each employee with a copy of the subcontractor's policy Proposal;

Notifying the employees in the subcontractor's policy Proposal that as a condition of employment under this subcontract, employees shall abide by the terms of the policy Proposal and notifying the subcontractor in writing within five days after any conviction for a violation by the employee of a criminal drug abuse statute in the workplace;

Notifying the Board within ten (10) days of the subcontractor's receipt of a notice of a conviction of any employee; and,

Taking appropriate personnel action against an employee convicted of violating a criminal drug statute or requires such employee to participate in a drug abuse assistance or rehabilitation program.

Wytec International

Vendor Name

Erica Perez

Authorized Signature

Erica Perez

Typed Name

10/14/2024

Date

ATTACHMENT VI: DISCLOSURE OF CONFLICT OF INTEREST
CERTIFICATION REGARDING DISCLOSURE OF CONFLICT OF INTEREST

The undersigned certifies that, to the best of his or her knowledge or belief, that:

“No employee of the contractor, no member of the contractor’s governing board or body, and no person who exercises any functions or responsibilities in the review or approval of the undertaking or carrying out of this contract shall participate in any decision relating to this contract which affects his/her personal pecuniary interest.

Executives and employees of contractor shall be particularly aware of the varying degrees of influence that can be exerted by personal friends and associates and, in administering the contract, shall exercise due diligence to avoid situations which give rise to an assertion that favorable treatment is being granted to friends and associates. When it is in the public interest for the contractor to conduct business with a friend or associate of an executive or employee of the contractor, an elected official in the area or a member of the North Central Texas Council of Governments, a permanent record of the transaction shall be retained.

Any executive or employee of the contractor, an elected official in the area or a member of the NCTCOG, shall not solicit or accept money or any other consideration from a third person, for the performance of an act reimbursed in whole or part by contractor or Department. Supplies, tools, materials, equipment or services purchased with contract funds shall be used solely for purposes allowed under this contract. No member of the NCTCOG shall cast a vote on the provision of services by that member (or any organization which that member represents) or vote on any matter which would provide a direct or indirect financial benefit to the member or any business or organization which the member directly represents”.

No officer, employee or paid consultant of the contractor is a member of the NCTCOG.

No officer, manager or paid consultant of the contractor is married to a member of the NCTCOG.

No member of NCTCOG directly owns, controls or has interest in the contractor.

The contractor has disclosed any interest, fact, or circumstance that does or may present a potential conflict of interest.

No member of the NCTCOG receives compensation from the contractor for lobbying activities as defined in Chapter 305 of the Texas Government Code.

Should the contractor fail to abide by the foregoing covenants and affirmations regarding conflict of interest, the contractor shall not be entitled to the recovery of any costs or expenses incurred in relation to the contract and shall immediately refund to the North Central Texas Council of Governments any fees or expenses that may have been paid under this contract and shall further be liable for any other costs incurred or damages sustained by the NCTCOG as it relates to this contract.

Wyttec International
Vendor Name

Erica Perez
Authorized Signature

Erica Perez
Typed Name

10/14/2024
Date

ATTACHMENT VII: CERTIFICATION OF FAIR BUSINESS PRACTICES

That the submitter has not been found guilty of unfair business practices in a judicial or state agency administrative proceeding during the preceding year. The submitter further affirms that no officer of the submitter has served as an officer of any company found guilty of unfair business practices in a judicial or state agency administrative during the preceding year.

Wytec International
Vendor Name

Erica Perez
Authorized Signature

Erica Perez
Typed Name

10/14/2024
Date

10/14/2024
Date

**ATTACHMENT IX: HISTORICALLY UNDERUTILIZED BUSINESSES,
MINORITY OR WOMEN-OWNED OR DISADVANTAGED BUSINESS ENTERPRISES**

Historically Underutilized Businesses (HUBs), minority or women-owned or disadvantaged businesses enterprises (M/W/DBE) are encouraged to participate in the solicitation process.

NCTCOG recognizes the certifications of most agencies. HUB vendors must submit a copy of their certification for consideration during the evaluation of their proposal. Please attach the copy to this form. This applies only to the Offeror and not a subcontractor.

Texas vendors who are not currently certified are encouraged to contact either the Texas United Certification Program, State of Texas HUB Program, or the North Central Texas Regional Certification Agency, among others. Contact:

State of Texas HUB Program
Texas Comptroller of Public Accounts
Lyndon B. Johnson State Office Building
111 East 17th Street
Austin, Texas 78774
(512) 463-6958
<http://www.window.state.tx.us/procurement/prog/hub/>

North Central Texas Regional Certification Agency
624 Six Flags Drive, Suite 100
Arlington, TX 76011
(817) 640-0606
<http://www.nctrca.org/certification.html>

Texas United Certification Program
USDOT website at
<https://www.transportation.gov/DBE>

You must include a copy of your certification document as part of this solicitation to receive points in the evaluation.

Vendor to Sign Below to Attest to Validity of Certification:

N/A

Vendor Name

Authorized Signature

Typed Name

Date

**ATTACHMENT X: NCTCOG FEDERAL AND STATE OF TEXAS
REQUIRED PROCUREMENT PROVISIONS**

The following provisions are mandated by Federal and/or State of Texas law. Failure to certify to the following will result in disqualification of consideration for contract. Entities or agencies that are not able to comply with the following will be ineligible for consideration of contract award.

**PROHIBITED TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT
CERTIFICATION**

This Contract is subject to the Public Law 115-232, Section 889, and 2 Code of Federal Regulations (CFR) Part 200, including §200.216 and §200.471, for prohibition on certain telecommunications and video surveillance or equipment.

Public Law 115-232, Section 889, identifies that restricted telecommunications and video surveillance equipment or services (e.g., phones, internet, video surveillance, cloud servers) include the following:

- A) Telecommunications equipment that is produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliates of such entities).
- B) Video surveillance and telecommunications equipment produced by Hytera Communications Corporations, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company (or any subsidiary or affiliates of such entities).
- C) Telecommunications or video surveillance services used by such entities or using such equipment.
- D) Telecommunications or video surveillance equipment or services produced or provided by an entity that the Secretary of Defense, Director of the National Intelligence, or the Director of the Federal Bureau of Investigation reasonably believes to be an entity owned or controlled by the government of a covered foreign country. The entity identified below, through its authorized representative, hereby certifies that no funds under this Contract will be obligated or expended to procure or obtain telecommunication or video surveillance services or equipment or systems that use covered telecommunications equipment or services as a substantial or essential component of any system, or as a critical technology as part of any system prohibited by 2 CFR §200.216 and §200.471, or applicable provisions in Public Law 115-232 Section 889.

☒ **The Contractor or Subrecipient hereby certifies that it does comply with the requirements of 2 CFR §200.216 and §200.471, or applicable regulations in Public Law 115-232 Section 889.**

Wyttec International

Vendor Name

Erica Perez

Authorized Signature

Erica Perez

Typed Name

10/14/2024

Date

-OR-

☐ **The Contractor or Subrecipient hereby certifies that it cannot comply with the requirements of 2 CFR §200.216 and §200.471, or applicable regulations in Public Law 115-232 Section 889.**

Vendor Name

Authorized Signature

Typed Name

Date

(Continued on next page)

DISCRIMINATION AGAINST FIREARMS ENTITIES OR FIREARMS TRADE ASSOCIATIONS

This contract is subject to the Texas Local Government Code chapter 2274, Subtitle F, Title 10, prohibiting contracts with companies who discriminate against firearm and ammunition industries.

TLGC chapter 2274, Subtitle F, Title 10, identifies that “discrimination against a firearm entity or firearm trade association” includes the following:

- A) means, with respect to the entity or association, to:
- I. refuse to engage in the trade of any goods or services with the entity or association based solely on its status as a firearm entity or firearm trade association; and
 - II. refrain from continuing an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association; or
 - III. terminate an existing business relationship with the entity or association based solely on its status as a firearm entity or firearm trade association.
- B) An exception to this provision excludes the following:
- I. contracts with a sole-source provider; or
 - II. the government entity does not receive bids from companies who can provide written verification.

The entity identified below, through its authorized representative, hereby certifies that they have no practice, policy, guidance, or directive that discriminates against a firearm entity or firearm trade association; and that they will not discriminate during the term of the contract against a firearm entity or firearm trade association as prohibited by Chapter 2274, Subtitle F, Title 10 of the Texas Local Government Code.

☒ **The Contractor or Subrecipient hereby certifies that it does comply with the requirements of Chapter 2274, Subtitle F, Title 10.**

Wyttec International

Vendor Name

Erica Perez

Authorized Signature

Erica Perez

Typed Name

10/14/2024

Date

-OR-

☐ **The Contractor or Subrecipient hereby certifies that it cannot comply with the requirements of Chapter 2274, Subtitle F, Title 10.**

Vendor Name

Authorized Signature

Typed Name

Date

BOYCOTTING OF CERTAIN ENERGY COMPANIES

This contract is subject to the Texas Local Government Code chapter 809, Subtitle A, Title 8, prohibiting contracts with companies who boycott certain energy companies.

TLGC chapter Code chapter 809, Subtitle A, Title 8, identifies that “boycott energy company” means, without an ordinary business purpose, refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations with a company because the company:

- I. engages in the exploration, production, utilization, transportation, sale, or manufacturing of fossil fuel-based energy and does not commit or pledge to meet environmental standards beyond applicable federal and state law; and
- II. does business with a company described by paragraph (I).

The entity identified below, through its authorized representative, hereby certifies that they do not boycott energy companies, and that they will not boycott energy companies during the term of the contract as prohibited by Chapter 809, Subtitle A, Title 8 of the Texas Local Government Code.

☐ The Contractor or Subrecipient hereby certifies that it does comply with the requirements of Chapter 809, Subtitle A, Title 8.

Wytec International
Vendor Name

Erica Perez
Authorized Signature

Erica Perez
Typed Name

10/14/2024
Date

-OR-

☐ The Contractor or Subrecipient hereby certifies that it cannot comply with the requirements of Chapter 809, Subtitle A, Title 8.

Vendor Name

Authorized Signature

Typed Name

Date

CONFLICT OF INTEREST QUESTIONNAIRE For vendor doing business with local governmental entity		FORM CIQ
<p>This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.</p> <p>This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).</p> <p>By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.</p> <p>A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.</p>	OFFICE USE ONLY <div style="border: 1px solid black; height: 150px; margin-top: 5px;"></div>	
<p>1 Name of vendor who has a business relationship with local governmental entity.</p> <p style="text-align: center; margin-top: 10px;">Wytec International</p>		
<p>2 <input type="checkbox"/> Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)</p>		
<p>3 Name of local government officer about whom the information is being disclosed.</p> <p style="text-align: center; margin-top: 10px;">None</p> <p style="text-align: center; margin-top: 5px;">_____ Name of Officer</p>		
<p>4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.</p> <p style="margin-top: 20px;">A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?</p> <p style="text-align: center; margin-top: 10px;"> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No </p> <p style="margin-top: 10px;">B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?</p> <p style="text-align: center; margin-top: 10px;"> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No </p>		
<p>5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.</p> <p style="text-align: center; margin-top: 20px;">N/A</p>		
<p>6 <input type="checkbox"/> Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).</p>		
<p>7</p> <div style="display: flex; justify-content: space-between; margin-top: 20px;"> <div style="width: 60%;"> <p style="text-align: center; font-family: cursive; font-size: 1.2em;">Erica Perez</p> <p style="text-align: center; font-size: 0.8em;">Signature of vendor doing business with the governmental entity</p> </div> <div style="width: 35%; text-align: right;"> <p style="text-align: center; margin-top: 10px;">10/14/2024</p> <p style="text-align: center; font-size: 0.8em;">Date</p> </div> </div>		

EXHIBIT 3
SERVICE DESIGNATION AREAS

Texas Service Area Designation or Identification			
Proposing Firm Name:	WYTEC INTERNATIONAL INC.		
Notes:	Indicate in the appropriate box whether you are proposing to service the entire state of Texas		
	Will service the entire state of Texas	Will not service the entire state of Texas	
	Will Service Entire State Of Texas		
	If you are not proposing to service the entire state of Texas, designate on the form below the regions that you are proposing to provide goods and/or services to. By designating a region or regions, you are certifying that you are willing and able to provide the proposed goods and services.		
Item	Region	Metropolitan Statistical Areas	Designated Service Area
1.	North Central Texas	16 counties in the Dallas-Fort Worth Metropolitan area	YES
2.	High Plains	Amarillo Lubbock	YES
3.	Northwest	Abilene Wichita Falls	YES
4.	Upper East	Longview Texarkana, TX-AR Metro Area Tyler	YES
5.	Southeast	Beaumont-Port Arthur	YES
6.	Gulf Coast	Houston-The Woodlands-Sugar Land	YES
7.	Central Texas	College Station-Bryan Killeen-Temple Waco	YES
8.	Capital Texas	Austin-Round Rock	YES
9.	Alamo	San Antonio-New Braunfels Victoria	YES
10.	South Texas	Brownsville-Harlingen Corpus Christi Laredo McAllen-Edinburg-Mission	YES
11.	West Texas	Midland Odessa San Angelo	YES
12.	Upper Rio Grande	El Paso	YES

(Exhibit 3 continued on next page)

(Exhibit 3 continued)

Nationwide Service Area Designation or Identification Form							
Proposing Firm Name:	WYTEC INTERNATIONAL INC.						
Notes:	<p>Indicate in the appropriate box whether you are proposing to provide service to all Fifty (50) States.</p> <table border="1"> <tr> <td>Will service all fifty (50) states</td> <td>Will not service fifty (50) states</td> </tr> <tr> <td></td> <td>Will Not Service U.S. until Pilots are completed</td> </tr> </table> <p>If you are not proposing to service to all fifty (50) states, then designate on the form below the states that you will provide service to. By designating a state or states, you are certifying that you are willing and able to provide the proposed goods and services in those states.</p> <p>If you are only proposing to service a specific region, metropolitan statistical area (MSA), or City in a State, then indicate as such in the appropriate column box.</p>			Will service all fifty (50) states	Will not service fifty (50) states		Will Not Service U.S. until Pilots are completed
Will service all fifty (50) states	Will not service fifty (50) states						
	Will Not Service U.S. until Pilots are completed						
Item	State	Region/MSA/City (write "ALL" if proposing to service entire state)	Designated as a Service Area				
1.	Alabama	FUTURE					
2.	Alaska	FUTURE					
3.	Arizona	FUTURE					
4.	Arkansas	FUTURE					
5.	California	ALL	ALL				
6.	Colorado	FUTURE					
7.	Connecticut	FUTURE					
8.	Delaware	FUTURE					
9.	Florida	FUTURE					
10.	Georgia	FUTURE					
11.	Hawaii	FUTURE					
12.	Idaho	FUTURE					
13.	Illinois	FUTURE					
14.	Indiana	FUTURE					
15.	Iowa	FUTURE					
16.	Kansas	FUTURE					
17.	Kentucky	FUTURE					
18.	Louisiana	FUTURE					
19.	Maine	FUTURE					
20.	Maryland	FUTURE					

21.	Massachusetts	FUTURE	
22.	Michigan	FUTURE	
23.	Minnesota	FUTURE	
24.	Mississippi	FUTURE	
25.	Missouri	FUTURE	
26.	Montana	FUTURE	
27.	Nebraska	FUTURE	
28.	Nevada	FUTURE	
29.	New Hampshire	FUTURE	
30.	New Jersey	FUTURE	
31.	New Mexico	FUTURE	
32.	New York	FUTURE	
33.	North Carolina	FUTURE	
34.	North Dakota	FUTURE	
35.	Ohio	FUTURE	
36.	Oregon	FUTURE	
37.	Oklahoma	FUTURE	
38.	Pennsylvania	FUTURE	
39.	Rhode Island	FUTURE	
40.	South Carolina	FUTURE	
41.	South Dakota	FUTURE	
42.	Tennessee	FUTURE	
43.	Texas	ALL	ALL
44.	Utah	FUTURE	
45.	Vermont	FUTURE	
46.	Virginia	FUTURE	
47.	Washington	FUTURE	
48.	West Virginia	FUTURE	
49.	Wisconsin	FUTURE	
50.	Wyoming	FUTURE	

End of Exhibit 3