



*Providing Technology Design,
Installation and Support Solutions*

Mid-Atlantic Control Systems, LLC

11706 Parklawn Drive • Rockville, MD 20852

p. (301) 587-6551 • f. (301) 587-2648

www.Mid-AtlanticControl.com

MD Lic.#107-845 | VA Lic.#11-3087



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Statement of Capabilities – As of Q4 2015

Founded: 1993 (22 Years in Business)

FTE & PTE Staff: 20-50 depending on season

Contact Information:

President:	Chris Mannix	chris.mannix@mid-atlanticcontrol.com
Director of Advanced Audio-Visual Group:	Craig Carmen	craig.carmen@mid-atlanticcontrol.com
Director of Construction Solutions:	Chad Morris	chad.morris@mid-atlanticcontrol.com
Director of Teaming Solutions	Frank Zblewski	frank.zblewski@mid-atlanticcontrol.com
Accounting:	Lisa Lagos	lisa.lagos@mid-atlanticcontrol.com
Accounting:	Carol Mannix	carol.mannix@mid-atlanticcontrol.com
Lead AV Engineer/Programmer:	Robert Fayer	robert.fayer@mid-atlanticcontrol.com
Lead IT Engineer:	Steve Graunke	steve.graunke@mid-atlanticcontrol.com
Lead Security Engineer:	Chris Mannix	chris.mannix@mid-atlanticcontrol.com
Master Electrician - Limited	Chris Mannix	chris.mannix@mid-atlanticcontrol.com
Purchasing:	Rodrigo Vargas	rodrigo.vargas@mid-atlanticcontrol.com

Company Dynamics:

- Small Business
- Maryland LLC owned by an S-Corp
- VA SWaM Certification Number 680667

Operations Headquarters:

Rockville, MD

Servicing

Maryland, Virginia, West Virginia, Delaware, Pennsylvania, Wash DC, New York (Will travel CONUS & OCONUS)

Offering:

Design Services, Installation Services, Project Management, Project Logistic, System Maintenance, Training

Verticals:

Estate Homes / Residential
Commercial Base Build & Tenant Fit-out
Data Centers - NOCs
Distance Learning
Education Institutions Pre K – University
Federal, State & Local Government
Finance and Banking
Hospitality – Hotel & Restaurant
Law Firms
Mixed use Residential/Retail/Commercial
Multi-tenant Residential
Museums and Exhibits
Residential Production / Track Building

Bondable: Per project \$3,250,000

Insurance Limits:

WC	\$1,000,000
GL	\$2,000,000
E&O	\$2,000,000
Auto	\$1,000,000
Umbrella	\$5,000,000

References: Vendor and customer references available upon request

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Areas of Expertise

Design Services, Installation Services, Project Management, Project Logistic, System Maintenance, Training for:

- Electrical Installation & Maintenance
 - Branch Circuit Installation
 - Conduit
 - Emergency Power Distribution Panels, Back-up Generators, Transfer Switches and UPS
 - Equipment Installation
 - Fixture Installation
 - Photovoltaic Panels, Inverters
- Low Voltage Cabling Installation & Termination (any type)
 - Category Cable Cat5/Cat6/Cat6A for data or voice
 - Control Cable
 - Specialty Cable
 - Fiber Optic Cable
 - Coax for TV, cable TV or satellite TV
 - Coax or LMR for various antennas or distribution systems
- Communication Systems
 - Phone Systems – SIP, TDMA, POTS, Digital, Analogue
 - Digital Signage – Enterprise or Campus Networked, Standalone
 - Paging – Enterprise or Campus Networked, Building Overhead, Outdoor
 - Intercom – Entry, loading docks, Client service points
 - Network switching/routing – Stacked Enterprise or Campus Networked
 - Distributed Antenna Systems (DAS)
- Audio & Visual
 - A/V Control System Programming AMX, Crestron, Extron
 - Background audio – Lounge, Waiting Areas, Lobby, Indoor or Outdoor
 - Presentation or Entertainment projection or display systems – Conference rooms, Lecture Halls, Theaters
 - Smart board systems
 - Stereo or surround sound system for audio from DVD/VCR/PC/TV/IPODS
 - PA Systems - Conference rooms, Lecture Halls, Ballrooms, Auditorium
 - Digital Signage solutions – Emergency and informational, Enterprise or Campus Networked, Standalone
 - Resource Management – Room Availability, Equipment Health or Status
 - Video Teleconferencing - Conference rooms, Distance Education
- Access Control
 - Installation and maintenance of all types of doors systems
 - Parking Control – Gate control, time tracking
 - Visitor Entry Intercom
- Video Surveillance
 - Installation and maintenance of all types, indoor, outdoor, megapixel, PTZ camera systems
 - Rule based video alerts and monitoring. Software monitors the video instead of a guard which is more accurate and does not require 24/7 staffing.
 - Video Analytics –functions such as counting activate within a space, heat mapping floor space, person detection
- Intrusion Detection
 - Installation and maintenance of all types of detection equipment
 - Motion detection
 - Door contacts
 - Window contacts
 - Panic buttons
 - Policy based alerts and monitoring
 - Web control of the system and e-mail notification
 - Central station monitoring
- Cyber Security
 - Firewalls – installation and configuration
 - Intrusion Detection
 - Managed cyber security solution
 - IT system monitoring

MANUFACTURER & INDUSTRY CERTIFICATIONS:

AMX- NetLinx Designer
AMX-ACE Certified Audio
AMX-ACE Certified Installer
AMX-ACE Certified Programmer
AMX-ACE Certified Room Management Systems (RMS) programmer
A-Plus
Ashly- Protea' Line Certification
AutoCAD R2004- 2-D Drawings
Biamp - Certified Tesira DSP Systems
Biamp – Certified on AudiaFlex and Nexia DSP Systems
Biamp – Certified Vocia paging and intelligent PA Systems
ClearOne – Certified Technology Specialist on Converge
ClearOne – Certified Technology Specialist on XAP DSP Systems
COMP-TIA
Crestron – Certified Digital Media Certified Designer (DMC-D)
Crestron – Digital Media Certified Engineer (DMC-E)
Crestron- Commercial System Design
Crestron-Intermediate Programming (Commercial)
Crestron-Intermediate Programming (Residential)
DCJS / MSP Compliance Agent
DCJS / MSP Electronic Security Sales
DCJS / MSP Technician
Extron - Certified Extron AV Associate (EAVA)
Extron - Certified IP Link Installer and Programmer
Extron - Certified Media Link Installer and Programmer
Extron - School of AV Technology
Extron - Certified Global Configurator

ICC Elite Installer
InfoComm AV/IT Integration for Industry Professionals
InfoComm Certified in A/V System Networking
InfoComm Certified Technology Specialist (CTS)

InfoComm Certified Technology Specialist Installation (CTS-I)
InfoComm Essentials of the AV Industry
InfoComm Professional Sales Skills for AV Rental and Staging
InfoComm Professional Sales Skills for Systems Integrators
KBZ Certification
Martin Lighting-Certified Lighting Technician
NEC - Digital/VoIP
Net-Plus
NSCA – Power Distribution for Audio & Video Systems
Ortronics Clear Installer
Polycom Certified Videoconference Engineer (CVE)
Polycom Network Systems
Polycom Soundstructure Certification
Polycom Vortex Certification
Radvision MCU
Sonicwall Firewall
Tandberg / Cisco – Certified Technician
Tandberg / Cisco– Certified TMS and Certified MCU Administrator
Zully - VoIP ZCSE

Major Projects - As the Prime Low Volt Contractor

Project Name	Location
14th & U Residences - Louie	Washington, DC
Avery Park - Production Homes	VA, MD, WV
Belmont Bay Condominiums I, II, III, VII & VIII	Woodbridge, VA
Brooksides - Production Homes	VA, MD, WV
Chelsea West Apartments	Camp Springs, MD
Commons on Williams Square	Woodbridge, VA
Cramer Ridge - Production Homes	VA, MD, WV
Crandall Run - Production Homes	VA, MD, WV
Darbybrook - Production Homes	VA, MD, WV
Deerfield Village - Production Homes	VA, MD, WV
Dunn Loring Crossing - Production Homes	VA, MD, WV
Eclipse at Center Park	Arlington, VA
Five Guys New Corporate Office	Fairfax, VA
Gateway Grand Condominiums	Ocean City, MD
GMU - Northwest Housing VIII-A	Fairfax, VA
GMU Northwest Housing VIII-B	Fairfax, VA
GMU Shenandoah Dining Renovation	Fairfax, VA
GMU The Mason Inn Conference Center & Hotel	Fairfax, VA
Goose Creek Bend - Production Homes	VA, MD, WV
Hilton Inn Shirlington	Arlington, VA
Indian Creek School	Crownsville, MD
Kelley Farm - Production Homes	VA, MD, WV
Lansdowne - Production Homes	VA, MD, WV
Mason Run - Production Homes	VA, MD, WV
Melody Landing - Production Homes	VA, MD, WV
Morris Farms - Production Homes	VA, MD, WV
Mount Saint Joseph's High School	Baltimore, MD
Penderbrook Square Condominiums	Fairfax, VA
Rokeby Farm - Production Homes	VA, MD, WV
Saranac - Production Homes	VA, MD, WV
Shirlington Village Condominiums	Arlington, VA
Snowden - Production Homes	VA, MD, WV
Turkish American Community Center	Lanham, MD
Unity Healthcare - DCPCA	Washington, DC
Villas at Countryside	Sterling, VA
Waxpool - Production Homes	VA, MD, WV
Woodstream - Production Homes	VA, MD, WV

Major Projects – Where we were not the Prime Low Volt Contractor but instead portions of our team worked to complete a project on behalf of another integrator.

Government Agencies (Local, State and Federal)	Corporations, Associations, Non-Profits, Houses of Worship
Defense Threat Reduction Agency (DTRA)	American Chemical Society
Democratic National Committee (DNC)	American Foreign Service Association
Department of Defense	Bipartisan Party Council
Department of Justice	Blue Cross Blue Shield
Department of Labor	Boeing
Drug Enforcement Agency (DEA)	Bozzuto Development
Fannie Mae	Carnegie Hall
Federal Aviation Administration	Comcast Government Services
Federal Emergency Management Agency (FEMA)	Covenant Baptist Church
Federal Reserve	Direct TV Headquarters - Rockefeller Center
Food and Drug Administration (FDA)	Gannett Publishing
Health & Human Services (HHS)	General Dynamics
Joint Chiefs of Staff Conference Room (Pentagon)	General Electric
Library of Congress	ICF International
Metro Washington Airport Authority Emergency Operation Center (Reagan Airport)	Kaiser Permanente
National Institute of Health (NIH)	Lockheed Martin
National Oceanic and Atmospheric Administration	Lockheed Martin (Skunk Works)
National Security Agency (NSA)	Major League Soccer
Patuxent Naval Air Station	McCormick Spices
Republican National Committee (RNC)	Microsoft (Multi Site)
Transportation Security Agency (TSA)	National Association of Manufacturing
United Nations	NFL Headquarters
United States Customs and Immigration	Northrop Grumman
US Army, Fort Lee	QinetiQ
US Capitol, House of Representatives	Raytheon
US Coast Guard	Scitor
US Fish and Wildlife Service	The Case Foundation
US Secret Service	The Gates Foundation
	The United Nations Foundation
	Virginia Farm Bureau
	Whiting-Turner
Finance and Banking	Law firms
Any Bill	Blank Rome LLP
Chesapeake Partners	Dickstein Shapiro LLP
Clarion Partners	Finnegan LLP
CohnReznick	Gibson Dunn LLP
Farmer Mac	Goulston & Storrs
Federal Reserve Board	Greenberg Traurig
Hartford Mutual	Kilpatrick Stockton LLP
IMF	Kulicke and Soffa Industries, Inc.
Investment Company Institute (ICI)	Pepper Hamilton LLP
Legg Mason	Sedgwick LLP
Old Line Bank	Sidley Austin LLP
PHH Corporation	Steptoe & Johnson LLP
PNC Bank	
Promontory Financial Group	
Webster Bank	
Wells Fargo	
	Museums and Exhibits
	Discovering the Civil War exhibit at the National Archives
	Franklin Court Museum
	National Air and Space Museum - Smithsonian Institution
	Smithsonian Institute - Udvar-Hazy Air and Space Museum

Schools and Universities

American University
 Archbishop Spalding High School
 Community College of Baltimore County
 Episcopal High School
 Gallaudet University
 Georgetown University
 Georgia Tech
 GMU Northwest Housing VIII-A
 GMU Northwest Housing VIII-B
 GMU Shenandoah Dining Renovation
 GMU The Mason Inn Conference Center & Hotel
 Harvard University
 Indian Creek School
 Johns Hopkins University
 Mount St. Mary's University
 Mt. Aloysious College
 Old Dominion University
 Piedmont Virginia Community College, Science Building
 University of Maryland Medical
 University of Maryland, Baltimore County
 University of Maryland, Smith School of Business
 University of Pennsylvania
 University of Virginia
 Villanova
 Virginia Commonwealth University, School of Pharmacy
 William & Mary
 Winthrop University Medical

Hospitality – Hotel & Restaurant

Andover Inn - Andover, MA
 Courtyard by Marriott - Silver Spring, MD
 Desmond TuTu Center, NYC
 FDIC Hotel and Conference Center
 FHI 360 Conference Center
 Georgetown University Hotel and Conference Center
 Hilton Garden Inn - Shirlington, VA
 Marriott Marque, DC
 Mt. Washington Conference Center
 Southbridge Hotel & Conference Center
 Steinberg Conference Center, UPENN
 The Mason Inn Conference Center & Hotel - GMU
 The National Conference Center
 The UMass Lowell Inn & Conference Center's
 Villanova University Hotel & Conference Center

Healthcare

Chicago School of Professional Psychology
 Children's National Medical Center
 Holy Cross Hospital
 Lifenet Health
 National Institute of Health
 Novant Health
 St. Jude Medical Center
 Substance Abuse & Mental Health Services Administration
 University of Pennsylvania Medicine (HUP)
 Winthrop University Hospital

Pharmaceutical

Astra Zeneca
 Bayer
 Jazz Pharmaceutical
 Otsuka Pharmaceutical
 Shire Pharmaceutical
 US Pharmacopia

Non Profit Organizations

Annie E. Casey Foundation
 CASE Foundation
 Defenders of Wildlife
 Enterprise Foundation
 FINCA International
 Radio Technical Commission for Aeronautics

Court Rooms

Camp Springs Courts
 City of Alexandria, Va Courts
 US Bankruptcy Court
 US District Court - Baltimore
 US District Court - Greenbelt, MD
 Washington DC Courts

Religious/Places of Worship

Baptist Joint Committee
 Bethel World Church
 McLean Bible Church
 Temple Micah
 Turkish American Community Center

Licenses and Permits

License Title	Entity
Alarm Business License, Montgomery Co. MD	Montgomery County, MD Dept. of Police
Anne Arundel County Restrict Elec. Low Volt	Anne Arundel County, MD
Baltimore County Alarm Reduction Section	Baltimore County
Business, Professional and Occupational Lic.	County of Fairfax, Department of Tax Administration
Business, Professional and Occupational Lic.	Arlington County, Business License Tax Program
Business, Professional and Occupational Lic.	Loudoun County Commissioner of the Revenue
City of Gaithersburg Electrician License: Limited	Gaithersburg, MD
Co. of Prince William, VA Business License	Co. of Prince William, VA Finance Dept. (Tax Admin Division)
Compliance Agent Inservice	Commonwealth of VA DCJS
Designated Master Electrician Specialist (Low Voltage)	Washington, DC
Fire Marshal Operations Permit	Office of Fire Marshal, Fire Code Compliance
Howard County Master Restricted Electrician	Howard County
Loudoun County FARU	Loudoun County Sheriff's Office
Maryland Sales & Use Tax License	Comptroller of the Treasury Sales and Use Tax Division
MCS Electrical Contractor Specialist (Low Voltage)	Washington, DC
Montgomery County Electrical Business Lic.	Montgomery County, MD
Montgomery County Master Electrician License	Montgomery County, MD
Prince George's County Alarm Business License	Prince George's County, MD
Prince George's County Electrical Contractors License	Prince George's County, MD
Private Security Services Business	Commonwealth of VA DCJS
Security Systems Agency License	State of Maryland
State of Maryland Construction Firm License	State of MD
State of WV Business Registration Certificate	West Virginia State Tax Department
State of WV Contractor License	State of WV Contractor Licensing Board
Town of Berryville Business License	Town of Berryville
VA Class A Contractors License	Dept. of Professional and Occupational Regulation, VA
Virginia Use Tax	Commonwealth of VA Dept. of Taxation
Worcester County Electrical License	Worcester County, MD