



State of New Hampshire 115- 7/29/26

DEPARTMENT OF ADMINISTRATIVE SERVICES

25 Capitol Street

Concord, New Hampshire 03301

(603) 271-3201 | office@das.nh.gov

Charles M. Arlinghaus
Commissioner

Catherine A. Keane
Deputy Commissioner

Sheri L. Rockburn
Assistant Commissioner

June 24, 2026

Her Excellency, Governor Kelly A. Ayotte
and the Honorable Council
State House
Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the Department of Administrative Services (DAS) to enter into an amendment to an existing contract (Contract #8003251) with Connectivity Point Design and Installation, LLC (VC# 203640), Auburn, ME, for telephone and data communication systems repair, maintenance, and cabling services by extending the completion date from July 31, 2026, to July 31, 2027, with no change to the price limitation of \$3,187,551.20, effective upon Governor and Executive Council approval. The original contract was approved by Governor and Executive Council on July 19, 2023, item #79.

Funding shall be provided through individual agency expenditures, none of which shall be permitted unless there are sufficient appropriated funds to cover the expenditure.

EXPLANATION

The Department of Information Technology (DoIT) in collaboration with DAS is requesting approval to exercise available extension options through contract amendments with Arcomm Communications Corporation (8003253) and Connectivity Point Design and Installation, LLC. (8003251) for a 1-year term. These Contract amendments will allow agencies to continue to acquire communication systems repair, maintenance and cabling services to support business operations through reliable service providers while a comprehensive RFP is complete.

Both contracts are set to expire on July 31, 2026. DoIT and end using agencies were contacted in early 2026 to review and edit scope of work and make changes to the RFP for these services. Following review by the DoIT technical stakeholders the option to extend was requested to allow for a technical overhaul to align with current market standards.

The DoIT Commissioner has offered support in his letter attached to this request, in summary the justification to extend is supported by the following:

1. Arcomm and Connectivity Point as incumbent contractors are vetted and approved to work in some of the more secure and sensitive facilities in the State,

they are well-versed in some of the regulations required to work in these facilities. This is critical to being able to respond to emergency service calls in a timely manner by leveraging an experienced vendor to supplement limited internal staffing.

2. Functionally, these vendors have the staffing levels, experience and equipment to address structured cabling needs, fiber optics cabling, testing and terminations, and wireless survey for the State of New Hampshire.
3. The current vendors allow us to receive predictive wireless surveys utilizing Ekahau, an industry standard. Many of the technicians possess certifications from the Building Industry Consulting Service International (BICSI), a globally recognized credential for professionals in the Information and Communications Technology (ICT) industry recognizing expertise in designing, installing, and maintaining the telecommunications and data cabling infrastructure. This drastically reduces the need for rework or corrections which can increase costs and timeline.

It is important to note that both vendors are currently working several large cabling projects which are expected to extend past the contract expiration. Current engagements for both vendors are as follows:

Connectivity Point Design and Installation current engagements:

- Fish and Game - 17 Hazen Drive
- Walker Building
- Thayer Building
- Dolloff Building
- Brown Building Re-cabling

Arcomm Communications current engagements:

- Fish and Game – 5 District Sites
- New Hampshire Hospital Campus
- Office of the Chief Medical Examiner
- Legislative Office Building

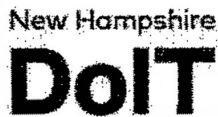
Upon approval this contract extension will allow the State to continue with two contracts for these services maintaining competitive pricing by issuing a request for quote (RFQ) and utilize the lowest cost contractor that fits the business needs. Simultaneously a new RFP will be released in August 2026 following the same competitive structure with intent to multi-award contracts. The DAS and DoIT are confident that having two contractors keeps pricing low, allows more flexibility in meeting timelines, and ability to handle spikes in volume, often with short notice.

Based on the foregoing, I am respectfully recommending approval of the contract amendment with Connectivity Point Design and Installation, LLC.

Respectfully submitted,



Charles M. Arlinghaus
Commissioner



**STATE OF NEW HAMPSHIRE
DEPARTMENT OF INFORMATION TECHNOLOGY**

27 Hazen Drive | Concord, NH | 03301
Fax: (603) 271-1516 | TDD: (800) 753-2964
doit.nh.gov



Denis Goulet, *Commissioner*

April 17, 2026

Charles M. Arlinghaus, Commissioner
State of New Hampshire
Department of Administrative Services
25 Capitol Street
Concord, NH 03301

Dear Commissioner Arlinghaus:

This letter represents formal notification that the Department of Information Technology (DoIT) has approved your agency's request to enter into a contract amendment with Connectivity Point Design and Installation, LLC, as described below and referenced as DoIT No. 2024-023A.

The purpose of this request is for communication systems repair, maintenance, and cabling.

The Total Price Limitation shall remain \$3,187,551.20, effective upon Governor and Executive Council approval through July 31, 2027.

A copy of this letter should accompany the Department of Administrative Services' submission to the Governor and Executive Council for approval.

Sincerely,

Denis Goulet

DG/jd
DoIT #2024-023A

cc: Cindy Dotlich, IT Manager, DoIT



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Denis Goulet, *Commissioner*

June 11, 2026

Charles M. Arlinghaus, Commissioner
Department of Administrative Services
State of New Hampshire
25 Capitol Street – Room 100
Concord, NH 03301

Justification for Communication Systems Repair Amendments

Dear Commissioner Arlinghaus:

The Department of Information Technology (DoIT) is requesting The Department of Administrative Services (DAS) to enter into contract amendments with Arcomm Communications Corporation (8003253) and Connectivity Point Design and Installation, LLC. (8003251) for a 1-year term. These Contract amendments will allow agencies to continue to acquire communication systems repair, maintenance and cabling services to support business operations.

Both contracts are set to expire on July 31, 2026. Having worked in some of the more secure and sensitive facilities in the State, they are well-versed in some of the regulations required to work in these facilities. This is critical to being able to respond to emergency service calls in a timely manner by leveraging an experienced vendor to supplement limited internal staffing.

Functionally, these vendors have the staffing levels, experience and equipment to address structured cabling needs, fiber optics cabling, testing and terminations, and wireless survey for the State of New Hampshire. The current vendors allow us to receive predictive wireless surveys utilizing Ekahau, an industry standard. Many of the technicians possess certifications from BICSI, a globally recognized credential for professionals in the Information and Communications Technology (ICT) industry recognizing expertise in designing, installing, and maintaining the telecommunications and data cabling infrastructure. This drastically reduces the need for rework or corrections which can increase costs and timeline.

Both vendors are currently working several large cabling projects which are expected to extend past the 7/31/26 contract expiration. Additionally, with the amount of infrastructure work currently in the queue, their expertise and familiarity with the facilities throughout the State is critical to ensure successful completion. In addition, using the existing contract extension will allow the state to use pre-negotiated prices in a market where labor wages, inflation, supply-chain pressures, increasing material costs, regional energy prices and higher demand have all increased.

Current engagements for both vendors are as follows:

Connectivity Point Design and Installation current engagements

- Fish and Game - 17 Hazen Drive
- Walker Building
- Thayer Building
- Dolloff Building
- Brown Building Recable

Arcomm Communications current engagements

- Fish and Game – 5 District Sites
- New Hampshire Hospital Campus
- Office of the Chief Medical Examiner
- Legislative Office Building

It is the intent of the State to continue with two contracts for these services allowing us to issue a request for quote (RFQ) and utilize the lowest cost contractor that fits the business needs. Having two contractors also allows us more flexibility in meeting timelines and ability to handle spikes in volume, often with short notice.

These Contract amendment extensions do not require an increase in contract price limitation and will allow for continues support through July 31, 2027. If these contracts are not approved and they need to go out to bid the anticipated impact on the identified sites includes delays to implementation activities and the potential need for additional state staff time if a different vendor is ultimately selected. A change in vendor may require supplemental support that would not be necessary with the current vendors. Any implementation delays could also affect staff productivity at these locations and may necessitate rescheduling, depending on the new vendor's availability, particularly given current market demands for wiring and cabling.

The State operates on tight deadlines, often with inadequate lead times. The communications systems are the foundation of network communications, internet accessibility, telephone communications, burglar and fire alarm systems, building management systems, security access and camera systems and many more. Additionally, there is an increased risk of setup or configuration issues if vendor personnel who are unfamiliar with the facilities perform the work. Collectively, these factors could result in added administrative, scheduling, and productivity-

related costs as well as the risk of getting new contracts in place to not only address the currently defined sites but additional sites that are currently being planned.

Respectfully submitted,



Denis Goulet
Commissioner DOIT

DG/RA
DoIT #2024-023A



**FIRST AMENDMENT TO THE CONTRACT BETWEEN
CONNECTIVITY POINT DESIGN AND INSTALLATION, LLC
AND
THE STATE OF NEW HAMPSHIRE,
DEPARTMENT OF ADMINISTRATIVE SERVICES,
FOR COMMUNICATIONS SYSTEMS REPAIR, MAINTENANCE, AND CABLING SERVICES
CONTRACT # 8003251**

This First Amendment (hereinafter referred to as the "Amendment") is by and between the State of New Hampshire, Department of Administrative Services (hereinafter referred to as "the State") and Connectivity Point Design and Installation, LLC (hereinafter referred to as "the Contractor") for communications systems repair, maintenance, and cabling services.

WHEREAS, pursuant to an agreement effective August 1, 2023, and set to expire July 31, 2026, (hereinafter referred to as "the Agreement"), the Contractor agreed to perform certain communications systems repair, maintenance, and cabling services for the State in consideration of payment by the State of certain sums as specified therein; and

WHEREAS, pursuant to Section 18 of the Agreement, the Agreement may be amended by an instrument in writing executed by both parties;

NOW, THEREFORE, for and in consideration of the mutual promises set forth in this Amendment and the underlying Agreement, the parties do mutually agree as follows:

1. Delete in its entirety Form Number P-37, item 1.7 Completion Date and substitute the following:
July 31, 2027
2. All other provisions of the Agreement, approved by the Governor and Executive Council on July 19, 2023, Item #79, on shall remain in full force and effect.

Connectivity Point Design and Installation, LLC

Signed: Mell Hamlyn
Mell Hamlyn
(Print Name)

Title: Director of Finance

Date: 6/23/26

STATE OF NEW HAMPSHIRE

Signed: Charles M. Arlinghaus
Charles M. Arlinghaus
(Print Name)

Title: Commissioner
Department of Administrative Services

Date: 6.29.26

OFFICE OF THE ATTORNEY GENERAL

By: Christen Lavers
Christen Lavers
(Print Name)

Title: Sr. Assistant Attorney General

Date: 7/6/26

The foregoing contract was approved by the
Governor and Council of New Hampshire on

Signed: _____

(Print Name)
Title: _____

State of New Hampshire

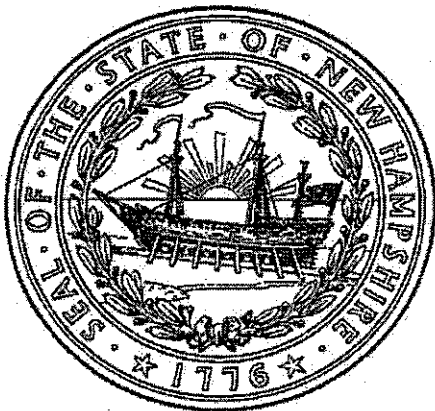
Department of State

CERTIFICATE

I, David M. Scanlan, Secretary of State of the State of New Hampshire, do hereby certify that CONNECTIVITY POINT DESIGN AND INSTALLATION, LLC is a Maine Limited Liability Company registered to transact business in New Hampshire on March 04, 2020. I further certify that all fees and documents required by the Secretary of State's office have been received and is in good standing as far as this office is concerned.

Business ID: 837992

Certificate Number: 0007945577



IN TESTIMONY WHEREOF,

I hereto set my hand and cause to be affixed
the Seal of the State of New Hampshire,
this 10th day of June A.D. 2026.

A handwritten signature in black ink, appearing to read "David M. Scanlan".

David M. Scanlan
Secretary of State

CONNECTIVITY POINT DESIGN & INSTALLATION, LLC

**UNANIMOUS WRITTEN CONSENT OF
THE SOLE MEMBER**

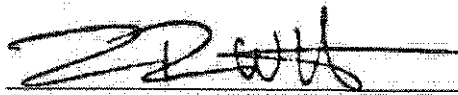
Pursuant to Title 31 of the Maine Revised Statutes Annotated, Section 1566(4), the undersigned, being the Sole Member of Connectivity Point Design & Installation, LLC (the "Company"), hereby consents to the taking of the following action and hereby takes the following action, said action being stated in the form of and to be as effective as if taken by unanimous resolution or resolutions of the Sole Member at a meeting of the Company duly called and held at which meeting all the undersigned Sole Member was present throughout:

RESOLVED: that the Company be and hereby is authorized to enter into that certain service agreement for Communication Systems Repair, Maintenance and Cabling Services, RFB 2765-23 with the State of New Hampshire, acting through its Department of Administrative Services, Bureau of Purchase and Property (the "Contract") in accordance with the terms of a bid submitted by the Company; and it was further

RESOLVED: that Mary Ellen (Mell) Hamlyn, in her capacity as Director of Finance of the Company, be and hereby is authorized on behalf of the Company to execute and deliver the Contract and that either the said Mary Ellen (Mell) Hamlyn, in her capacity as Director of Finance of the Company or L. Douglas Watt, in his capacity as President of the Company, be and hereby are authorized to execute and deliver all other documents and instruments necessary or appropriate to effectuate the transaction, as either of them may determine, in their sole discretion; and it was further

RESOLVED: That either Mary Ellen (Mell) Hamlyn, in her capacity as Director of Finance, or L. Douglas Watt, in his capacity as President of the Company, be and hereby is authorized to certify to any person or entity that these Resolutions have been duly adopted by the Company in accordance with its Articles of Organization and Operating Agreement.

Dated: June 23 __, 2026



L. Douglas Watt, Its Sole Member

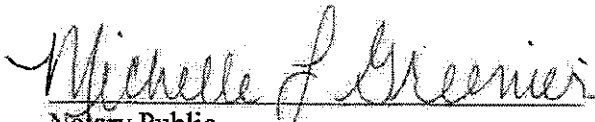
STATE OF Maine
Androscoggin, ss.

June 23 __, 2026

Personally appeared before me the above-named L. Douglas Watt, Sole Member of Connectivity Point Design & Installation, LLC, thereunto duly authorized, and acknowledged the foregoing to be true and correct to his personal knowledge and the foregoing instrument to be his free act and deed in said capacity.



Before me,



Notary Public
Name: Michelle Greenier
My Commission Expires: 9/16/2026



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

06/17/2026

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Cross Insurance-Portland 2331 Congress Street Portland ME 04102	CONTACT NAME: Anne Bennett PHONE (A/C, No, Ext): (207) 780-1677 FAX (A/C, No): (207) 780-6377 E-MAIL ADDRESS: anne.bennett@crossagency.com
INSURED Connectivity Point Design & Installation LLC PO Box 1268 Auburn ME 04211-1268	INSURER(S) AFFORDING COVERAGE INSURER A: Chubb Indemnity Ins Co INSURER B: Maine Employers Mutual Ins Co INSURER C: INSURER D: INSURER E: INSURER F:

COVERAGES**CERTIFICATE NUMBER:** 26/27 MASTER**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	☒ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☒ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☒ PRO-JECT ☐ LOC OTHER:			D02880714	03/15/2026	03/15/2027	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 500,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Employee Benefits Liab \$ 2,000,000
A	☒ AUTOMOBILE LIABILITY ☒ ANY AUTO ☐ OWNED AUTOS ONLY ☐ HIRED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ NON-OWNED AUTOS ONLY			73649251	03/15/2026	03/15/2027	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Uninsured motorist \$ 1,000,000
A	☒ UMBRELLA LIAB ☒ OCCUR ☐ EXCESS LIAB ☐ CLAIMS-MADE DED RETENTION \$			56726986	03/15/2026	03/15/2027	COMBINED SINGLE LIMIT (Ea accident) \$ 10,000,000 EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ PER STATUTE OTH-ER
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y/N N	N/A		5101800403	03/11/2026	03/11/2027	E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
A	Prof/Errors & Omissions Liability, Cyber			D02880714	03/15/2026	03/15/2027	Each Claim \$2,000,000 Each Claim \$2,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

State of New Hampshire is named as Additional Insured with respect to General Liability when required by written contract.

CERTIFICATE HOLDER**CANCELLATION**

State of New Hampshire, Administrative Services, Bureau
of Purchase and Property
25 Capitol St, Room 102
Concord NH 03301

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Anne Bennett