



# TELECOMMUNICATIONS

Visual Connections is a minority-owned, SBA Certified HubZone, CVE-verified Service-Disabled, Veteran-Owned Small Business, a Small Disadvantaged Business and a Certified Maryland Minority and Disadvantaged Business Enterprise. We also have our Top-Secret Facility Clearance and are CMMI Level 3, ISO 9001:2008, ISO/IEC 20000-1 2011, ISO/IEC 27001:2013, ISO/IEC 15288:2008 and ISO/IEC 26514:2008 certified. Visual Connections' Telecommunications division specializes in Structured Telecommunications, Security, Access, CCTV, WIFI, DirecTV, and Cabling Systems. Our work includes commercial campuses, data centers, and Secure Compartmentalized Information Facilities (SCIF), as well as a wide variety of industries such as healthcare, law firms, government contractors, non-profits, universities, and federal, state, and local governments.

Our extensive experience in new construction and renovations equips us to execute quickly and efficiently, resulting in complete satisfaction for the end user. Our "Customer-Focused, Quality-Driven" services include:

## INTRUSION DETECTION

- Rapid response and emergency dispatch
- Interior and exterior protection
- Competitive monitoring cost

## VIDEO SURVEILLANCE

- Deter crime and misconduct
- Monitor operations and increase work productivity
- Digital recording and storage
- IP-based system for off-site control

## ACCESS CONTROL

- Lot/facility/area/room protection
- Convenient keyless entry
- Employee database and tracking
- Add/delete user instantly
- Photo badges

## FIRE PROTECTION

- Occupant, asset & property protection
- Early warning devices
- Reliable monitoring and emergency dispatch
- Design expertise and code compliance

## PUBLIC ADDRESS

- Occupant, asset & property protection
- Early warning devices
- Reliable monitoring and emergency dispatch
- Design expertise and code compliance

## COMPUTER NETWORKS

- Higher efficiency and productivity
- User friendly maintenance
- Network hardware and software for savings

## TELEPHONE SYSTEMS

- Rapid call routing
- Music and sales related playback
- Internal private communication channels
- Computer network integration

## AUDIO/VIDEO

- Inform or entertain customers
- Cutting edge technology and equipment
- High definition picture and sound
- WIFI
- Space saving mounting techniques
- Centralized controls

## INTERCOM/PHONE ENTRY

- Screen strangers and deliveries
- Internal communication
- Integrate numerous apartments/offices
- View and speak to individuals

## CABLE INFRASTRUCTURES

- Copper to fiber optic channels
- Concealed and organized installation
- Accurate termination
- Room-to-room, floor-to-floor, building-to-building



State Of Maryland  
Small Business  
Reserve Program



## TELECOMMUNICATIONS (Continued)

Visual Connections specializes in installing and testing video, voice and data, WIFI, security/safety cabling and Cat5E, Cat-6, Cat-6A, and fiber-optic wiring systems. Work ranges from premise wiring for single-site to multi-site locations and outside cabling work.

Visual Connections' telecommunications support includes planning, design, equipment procurement, staging, installation, operations, maintenance, troubleshooting, systems engineering, and quality assessment. We develop cabling configurations in accordance with industry standards (testing, interfaces, multiple access units, wire-types, cable-types, fiber-types, connectors, and switches). We also install and cable new devices, including multiplexes, switches, concentrators, hubs, and audio and video teleconferencing systems. Our work includes installation of conduit, cable, wiring, and circuits to support secure systems; troubleshooting circuits; and purchasing and installing new secure systems.

As an experienced provider of commercial telecommunications infrastructure design, engineering, installation, and operations and maintenance services, Visual Connections adheres to industry and national manufacturer guidelines, including a full range of ANSI/TIA/EIA standards. Some of these include:

- ANSI/TIA/EIA-568-C.0, Commercial Building Telecommunications Cabling Standard
- ANSI/TIA/EIA-568-C.1, Commercial Building cabling
- ANSI/TIA/EIA-568-C.2, Balanced Twisted Pair cabling and components
- ANSI/TIA/EIA-568-C.3, Optical fiber cabling components
- ANSI/EIA/TIA-569-B, Commercial Building Standard for Telecommunications Pathways and Spaces
- National Fire Protection Association 70 (National Electrical Code)

Visual Connections' technicians are BICSI certified and are also certified Fiber/Copper Levels I and II. In addition, they hold many wiring manufacturer's certifications. And Visual Connections' telecommunication technicians have current security clearances to comply with contractual requirements.

As part of our process, Visual Connections provides monthly reports that detail all reconfigurations and installations. All installations are inspected by a Project Manager to ensure compliance with specific order details, and contractual requirements. Our Configuration and Quality Manager reviews inspection records for compliance and quality and makes any necessary corrections.

Visual Connections additionally provides cable drops as required in the customer's specifications, and in accordance with applicable standards. In keeping with best practices, we ensure all cable drops are clearly labeled; our technical staff uses a Label Maker to label all installed cable drops with the floor and K-box numbers. We update the site database daily to ensure configurations are documented in real-time. The Configuration and Quality Manager performs periodic reviews of inspection records for compliance.

### NAICS CODES

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| <ul style="list-style-type: none"> <li>• <b>237130</b> Power and Communication Line and Related Structures Construction</li> <li>• <b>238210</b> Electrical Contractors and Other Wiring Installation Contractors</li> <li>• <b>332999</b> All Other Miscellaneous Fabricated Metal Product Manufacturing</li> <li>• <b>334112</b> Computer Storage Device Manufacturing</li> <li>• <b>334210</b> Telephone Apparatus Manufacturing</li> <li>• <b>334220</b> Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing</li> </ul> | <ul style="list-style-type: none"> <li>• <b>334290</b> Other Communications Equipment Manufacturing</li> <li>• <b>334310</b> Audio and Video Equipment Manufacturing</li> <li>• <b>517110</b> Wired Telecommunications Carriers</li> <li>• <b>517210</b> Wireless Telecommunications Carriers (Except Satellite)</li> <li>• <b>811213</b> Communication Equipment Repair and Maintenance</li> </ul> |
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