

**ATTACHMENT K - REFERENCE QUESTIONNAIRE
ST. LUCIE PUBLIC SCHOOLS
ITB 25-10
CABLING LABOR AND MATERIALS**

FOR: Unitec Inc.
(Name of Vendor Requesting Reference)

This form is being submitted to your Company for completion as a business reference for the company listed above.

This form is to be returned to the School Board of St. Lucie County, Purchasing Department, via email at kimberly.albritton@stlucieschools.org no later than 3:00 p.m., **February 11, 2025**, and **must not** be returned to the company requesting the reference.

For questions or concerns regarding this form, please contact the School Board of St. Lucie County, Purchasing Department, by telephone: (772) 429-3980, or by email at kimberly.albritton@stlucieschools.org. When contacting us, please be sure to include the solicitation number and title listed at the top of this page.

Company Providing Reference Opticaltel
Contact Name and Title/Position Mario Araya/Tech Ops Manager
Contact Telephone Number (352) 501-9170
Contact Email Address maraya@opticaltel.com

Questions:

1. In what capacity have you worked with this company in the past? If the Company was under a similar contract, please acknowledge and explain briefly whether or not the contract was successful.

Comments: Unitec has done contracted ISP and OSP work with us over the years always exceeding our expectations, allowing the completion of projects to be efficient and successful.

2. How would you rate this Company's knowledge and expertise?
3 (3= Excellent; 2= Satisfactory; 1= Unsatisfactory; 0= Unacceptable)

Comments: Has a strong track record in OSP & ISP along with a skilled team that delivers high-quality network installations, maintenance, and infrastructure expansions.

3. How would you rate the Company's flexibility relative to changes in the scope and timelines?
3 (3= Excellent; 2= Satisfactory; 1= Unsatisfactory; 0= Unacceptable)

Comments: Unitec's ability to efficiently adjust resources, strategies, and workflows ensures projects remain on track without compromising quality.

4. What is your level of satisfaction with hard-copy materials, e.g. quotation, written scopes of work, reports, logs, etc. produced by the Company?
3 (3= Excellent; 2= Satisfactory; 1= Unsatisfactory; 0= Unacceptable)

Comments: Unitec delivers clear, precise, and well-documented materials that align with project requirements and industry standards. They demonstrate transparency and thoroughness in every document.

5. How would you rate the dynamics/interaction between the Company and your staff?
 3 (3= Excellent; 2= Satisfactory; 1= Unsatisfactory; 0= Unacceptable)

Comments: Unitec fosters a collaborative work environment where employees are valued, well-trained, and equipped. Their clear communication, strong leadership, and continuous contribution to produce smooth project execution has made the process easy.

6. Who were the Company's principle representatives involved in providing your service and how would you rate them individually? Would you comment on the skills, knowledge, behaviors or other factors on which you based the rating? (3= Excellent; 2= Satisfactory; 1= Unsatisfactory; 0= Unacceptable)

Name: Kathy Hurles/General Manager Rating: 3

Name: Lesile Gonzalez/Business Manager Rating: 3

Name: Javier Parera/Tech Ops Manager Rating: 3

Name: Jose Gutierrez/Network Manager Rating: 3

Comments: Kathy is an amazing GM always on top of everything to make sure all information is shared on time. Lesile is a reliable communicator on any project updates, contractual matters. and staying within budget. Javier keeps everything running seamlessly and is always addressing challenges proactively with his expertise. Jose ensures we are staying up to industry standards making sure our customers are happy.

7. With which aspect(s) of this Company's services are you most satisfied?

Comments: Unitec has consistent excellence in both outside plant and inside plant work, always delivering the best results on projects. Their commitment to efficiency, industry standards, and staying on budget has made them a trusted partner.

8. With which aspect(s) of this Company's services are you least satisfied?

Comments: None

9. Would you recommend this Company's services to your organization again?

Comments: Absolutely I would.