



## Introductory Package





# HP Communications, Inc.

"United We Stand"

## ***TABLE OF CONTENTS***

Letter From The President.....	3
Customers .....	4
Operation Centers .....	6
Reference Sheet .....	7
Evidence of Insurance .....	8
Reference Letter from American Dark Fiber .....	10
Reference Letter from CableRunner USA .....	11
Reference Letter from Cityside Networks .....	12
Reference Letter from Extenet .....	13
Reference Letter from Hawaiian Telecom .....	14
Reference Letter from Race .....	15
Reference Letter from Verizon.....	16
Award from Telecom Tech Outlook .....	17
Certificate from Gold Shovel Standard .....	18
Operational Accomplishments .....	19



## HP Communications, Inc.

"United We Stand"

### ***A LETTER FROM THE PRESIDENT***

To Whom It May Concern:

We would like to thank you for providing HP Communications, Inc. (HP) the opportunity to introduce our company. Our business specializes in Outside & Inside Plant Construction, Technical Consultation as well as Project Management.

HP Communications is on the front line of a seemingly non-stop communications revolution. We strive to stay current and incorporate new technologies, as they develop, in order to respond quickly to our customers' demands. To keep up with the advancement in technology, HP Communications has established strong relationships with service providers as well as product manufacturers in an effort to offer our customers and employees the latest innovations available. Essential training and certifications are provided to our workforce as new products and industry standard procedures are developed.

During the last several years, HP Communications has had the privilege of being involved in several major telecommunications projects. As a small business, we are proud of the fact that our company has consistently competed at the same level as the larger and more recognizable construction firms. Through our highly skilled work force and strong relationships with subcontractors, HP Communications has excelled in managing and providing the types of services required for the successful completion of these projects. Our customers have recognized and relied on us as a company that provides quality service delivered with integrity. Details of some of these projects as well as reference information are enclosed in this package. HP Communications offers a complete range of distinctive construction and maintenance services with a commitment to excellence.

- OSP / ISP Full Turn Key
- Engineering and Permitting
- Fabrication
- Project Management
- FOC, Coax & Copper
- New Underground Construction
- Splicing and Testing
- Node Construction
- Existing Lease Structure
- Network Repair & Maintenance
- Hub Build Outs
- Aerial Construction
- Structured Cabling
- Electrical

We develop business partnerships with our customers. We're not satisfied with just completing the job; we will help design and build the best system to suit our customers' needs. When problems are encountered, we will assist in developing the best solution to remedy them. Quality service and timely completion is what we strive for. ***Simply put, the pursuit of excellence is at the core of everything we do at HP Communications.***

The HP Team has a diverse array of very talented individuals that include journeymen linemen, splicers and maintenance technicians. The HP Team also includes experts in the field of project management, administration, finance and law, all dedicated to giving our customers complete satisfaction.

We are excited with presenting you this package and look forward to establishing a successful relationship. I know that with our experience, innovation and commitment to quality work, we can be an asset to you and your company.

Sincerely,  
Nicholas Goldmann  
*President*



HP Communications, Inc.

"United We Stand"

## CUSTOMERS

*Below is a sample list of just a few of our many customers  
(in alphabetical order by business type)*

### ILEC



LUMEN®

### CATV/FTTH



ting Crazy Fast Fiber Internet®



### GOVERNMENT



LUMEN®

### POWER COMPANIES



### MUNICIPALITIES



Culver CITY

Encinitas





HP Communications, Inc.

"United We Stand"

ENGINEERING



CONNECT  
SOLUTIONS  
ENGINEERING

PIVOTAL COMMUNICATIONS



**DANELLA**



WIRELESS



CLEC



OTHER





## HP COMMUNICATIONS, INC. OPERATIONS CENTERS

- Yellow Circles  
Indicate States in which HP Communications  
has performed work.
- Yellow Dots Indicate Current Office and/  
or Yard Locations



**Nick Goldmann**  
President

**Chris Price**  
Vice President of Operations

**Ahmad Olomi**  
Executive Vice President

### SOCAL MARKET

**Sr. Regional Director  
of Operations**  
Dameion Saputo

**LOS ANGELES**  
Gardena, CA  
Montebello, CA

**Area Manager**  
Daniel Gonzalez

**ORANGE COUNTY**  
Santa Ana, CA

**Area Manager**  
Brad Ritchie

**SAN DIEGO**  
San Marcos, CA  
El Cajon, CA

**Area Manager**  
Tobias Anderson

**INLAND-EMPIRE**  
Fontana, CA

**Area Manager**  
Ralph Ochoa

**CENTRAL VALLEY**  
Bakersfield, CA  
Phelan, CA

**Area Manager**  
Bennie Tafoya

### NORCAL MARKET

**Regional Director of Operations**  
John Lucas

**BAY AREA**  
Union City, CA

**Area Manager**  
Dustin Stier

**SACRAMENTO**  
Sacramento, CA

**Area Manager**  
Angel Ruiz

### TEXAS MARKET

**Regional Director of Operations**  
Hugo Minero

**DALLAS**  
Mansfield, TX

**Area Manager**  
Dustin Walters  
Houston, TX

**Area Manager**  
JJ Olomi

### EAST COAST MARKET

#### TENNESSEE

**Regional Director of Operations**  
Nate Jones

**Area Manager**  
Boe Mosier

#### FLORIDA

**Area Manager**  
Robby Allen

### HAWAII MARKET

#### HAWAII

Kahului, HI (Maui) Kapaa, HI (Kauai)  
Holualoa, HI (Big Island) Kailua, HI (Oahu)

**Project Managers**  
Tony Curley  
Nicholas Carreras

### OCEANIA MARKET

#### GUAM

**Project Manager**  
Brian Baligad  
**Construction Manager**  
Chris Johnson

### CORPORATE

Corona, CA

**Regional Director of  
Special Projects**  
Wais Olomi

**Safety Manager**  
Kevin Cox

### ALL MARKETS

**PROGRAM MANAGEMENT**  
Corona, CA

**Program Managers**  
Emily Ortizescobar

### ENGINEERING

Corona, CA

**Engineering Area Manager**  
Joseph Gonzales

### SUPPORT SERVICES

Corona, CA

**Director of Support Services**  
Don Bailey

**Fleet Manager**  
Justin Wolosuk

**Fabrication Manager**  
Dave Ladner

**Tools Manager**  
Humberto Zamora



# HP Communications, Inc.

"United We Stand"

## **HP COMMUNICATIONS REFERENCE SHEET**

**California Incorporation Date:** June 1998

**President**

Nick Goldmann

**Executive Vice President**

Ahmad K. Olomi

**Vice President of Operations**

Chris Price

**Federal Tax ID #**

33-0810391

**NAICS Code & SIC Code**

237130 & 1623

**Dunn & Bradstreet #**

09-060-9483

**California DIR / PWC #**

1000015920

**CA Contractors License**

No.: 752762

Class: A, C7, C10, C31

**AZ Contractors License**

No.: R0C264100; Class: A  
No.: R0C208699; Class: L-67

**DC Contractors License**

No.: EMS904631  
Class: Low Voltage

**FL Contractors License**

No.: ES12001013  
Class: Specialty

**HI Contractors License**

No.: 32877  
Class C15 & C17

**NC Contractors License**

No.: 76909  
Class: PU

**NM Contractors License**

No.: 369825  
Class: GF9 & ES7

**NV Contractors License**

No.: 0074556; Class: A  
No.: 0068308; Class: C-2D

**OR Contractors License**

No.: 193746  
Class: CGC2 & RGC

**TN Contractors License**

No.: 69427  
Class: AGLM unlt'd, BC-28,  
MU-A, S-Comm Towers

**UT Contractors License**

No.: 7969830-5551  
Class: E100

**VA Contractors License**

No.: 2705158291  
Class: ESC

**WA Contractors License**

No.: 6027996  
Class UBI

**Insurance Information**

Marsh & McLennan Ins Agency LLC, CA Lic #0H18131  
PO Box 85638  
San Diego, CA 92186

Contact: Peter Epstine  
Phone: 858-587-7182  
Please see attached evidence of insurance

**Accounting Firm**

GYL, LLP  
4120 Concours Street, Suite 100  
Ontario, CA 91764

Contact: Laurie Arredondo  
Phone: 909-948-9990  
Fax: 909-948-9633

**Banking Information**

Pacific Premier Bank  
3403 10<sup>TH</sup> Street  
Riverside CA 92501

Contact: Alfonso Lara  
Phone: 951-300-2288  
Fax: 949-864-8470  
Email: alara@ppbi.com

**Vendor References**

Performance Utility Supply  
Contact: Debbie Jelev  
Phone: 951-245-3500

Precision Aerial Services  
Contact: Rachel Huston  
Phone: 909-618-3745

ALTEC Industries (A-Aerial)  
Contact: Michelle Barba  
Phone: 951-780-7853

**Business References**

Cityside Networks  
100 Spectrum Center Dr, Suite 500  
Irvine, CA 92618  
Contact: Rod Hanson  
Title: CEO  
Phone: 1-949-779-2762

Race Communications  
1325 Howard Ave. #604  
Burlingame, CA 94010  
Contact: Raul Alcaraz  
Title: Race Team Member  
Phone: 1-415-994-9400

American Dark Fiber  
11110 Ohio Ave., Suite 111  
Los Angeles, CA 90025  
Contact: Dave Daigle  
Title: CEO  
Phone: 1-310-312-1818



# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

7/13/2023

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).

<b>PRODUCER</b> Marsh & McLennan Agency LLC Marsh & McLennan Ins. Agency LLC PO Box 85638 San Diego CA 92186	<b>CONTACT</b> <b>NAME:</b> Gloria Bell <b>PHONE</b> (A/C, No, Ext): 858-242-5779 <b>FAX</b> (A/C, No): 858-452-7530 <b>E-MAIL</b> <b>ADDRESS:</b> Gloria.Bell@MarshMMA.com
<b>INSURED</b> HP Communications Inc. 13341 Temescal Canyon Road Corona CA 92883	<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A:</b> Greenwich Insurance Company <b>INSURER B:</b> The Continental Insurance Company <b>INSURER C:</b> XL Specialty Insurance Company <b>INSURER D:</b> Atlantic Specialty Insurance Company <b>INSURER E:</b> <b>INSURER F:</b>

License#: 0H18131  
HPCOMMU1**COVERAGES****CERTIFICATE NUMBER:** 860060444**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	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> BI/PD Ded:10000 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:	N	N	CGS745990903	7/15/2023	7/15/2024	EACH OCCURRENCE \$ 2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 2,000,000 GENERAL AGGREGATE \$ 4,000,000 PRODUCTS - COMP/OP AGG \$ 4,000,000 \$
A	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input checked="" type="checkbox"/> \$10k Ded.	N	N	CAS7429158	7/15/2023	7/15/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ See attached for PROPERTY DAMAGE (Per accident) \$ Hired Auto \$ Physical damage
B	<input type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$	N	N	6072189359	7/15/2023	7/15/2024	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	N/A	CWG745990803	7/15/2023	7/15/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
D	Contractors Equipment Floater - ACV			7100336610010	7/15/2023	7/15/2024	Scheduled: \$7,134,389 Rented: \$200,000 Item Deductible: \$2,500

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

**CERTIFICATE HOLDER****CANCELLATION**HP Communications Inc.  
13341 Temescal Canyon Road  
Corona CA 92883

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

*Gloria Bell*

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AGENCY CUSTOMER ID: \_\_\_\_\_

LOC #: \_\_\_\_\_

**ADDITIONAL REMARKS SCHEDULE**Page 2 of 2

AGENCY Marsh & McLennan Agency LLC		NAMED INSURED  HP Communications Inc.
POLICY NUMBER		
CARRIER	NAIC CODE	EFFECTIVE DATE:

**ADDITIONAL REMARKS****THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,****FORM NUMBER:** 25 **FORM TITLE:** Certificate of Liability

## ADDITIONAL COVERAGE

Professional Liability – Berkley Assurance Company

# PCADB50226280723

Term: 7/15/23 – 7/15/24

\$5,000,000 Each Claim Limit / Aggregate

\$25,000 Deductible Each Claim

Pollution Coverage - Berkley Assurance Company

# PCADB50226280723

Term: 7/15/23 – 7/15/24

\$5,000,000 Each Claim Limit

\$10,000,000 Aggregate

\$50,000 Deductible Each Claim

Crime Coverage - Travelers Cas &amp; Surety Co of America

#105983294

Term: 7/15/23 – 7/15/24

Employee Theft of Client Property \$1,000,000; \$10,000 Retention

Fiduciary Limit \$1,000,000; \$0 Retention

Installation Floater / Property Coverage - Atlantic Specialty Insurance Company

#7100336610010

Term: 7/15/23 – 7/15/24

Actual Cash Value

\$2,000,000 Limit / \$2,500 Deductible

Business Personal Property Coverage

\$556,600 Limit w/ \$1,000 Deductible

Business Interruption / Extra Expense Coverage

\$500,000 Limit

Cyber Liability

Carrier: Trisura Specialty Insurance

Policy Number: ATB667297702

Term: 7/15/23 – 7/15/24

Aggregate Limit: \$1,000,000

Retention: \$25,000

Hired Auto Physical Damage (Comp &amp; Collision): \$100,000 Limit

Comp \$2,500 Deductible &amp; Collision \$2,500 Deductible

Hired/Borrowed Auto Liability: \$1,000,000 Limit

Non-Owed Auto Liability: \$1,000,000 Limit



May 1, 2024

**RE: HP Communications, Inc.**  
13341 Temescal Canyon Rd  
Corona, CA 92883

To Whom It May Concern,

I have worked with and utilized HP Communications for over 17-years for both metro and regional fiber optic deployments. The staff at HP Communications has continually been a positive aspect of our development efforts here in Southern California. The HP team goes "above and beyond" the call of duty to support our deployments. They have and continue to be an important vendor to us.

HP Communications maintains a sense of service while working hard to meet the demands and overcome the challenges typical in the complex telecommunications construction industry. HP has exceeded my firm's expectations and has come through for us repeatedly. They stand by what they say and work for our customers as if they were their own. Their willingness to accept nothing short of complete customer satisfaction is unique in today's business environment.

We utilize HP Communications for "design-build-maintain" services and would recommend them to any telecom user as a full turnkey contractor. Aside from top shelf construction work, the staff and management at HP have a depth of institutional knowledge that has translated into meaningful insight towards creating effective solutions related to our operational needs.

The HP staff provides an unparalleled level of field knowledge which includes navigating jurisdictional permitting requirements and work rules that help us develop networks faster and in budget. We would recommend them to any entity in need of OSP contracting assistance.

If you have any questions, please feel free to call me directly at 310-312-1818.

Sincerely,

David J. Daigle  
CEO & Founder  
American Dark Fiber, LLC



March 10, 2023

RE: HP Communications, Inc.

To Whom It May Concern,

It has been a pleasure to work with HP Communications, Inc. Over the years HP has built a strong reputation in the communications construction industry. As a full turnkey contractor, they have performed engineering & permitting, project management, and fabrication, on fiber network and small cell construction projects I have worked with them on.

HP's engineering department has helped set the standard for construction drawings and as-built documentation. They have even implemented a proprietary database that allows customers to access all kinds of project specific documentation, including permits, prints, and pictures. HP's Project Management team uses this database as well as traditional spreadsheets to help keep projects on time and on budget. They rarely fail to deliver, which keeps our customers fully satisfied with work completed in the time allowed.

When it comes to construction, there is no other contractor that I have worked with that can demonstrate their level of cooperation and dedication in the field. The importance of deadlines and budgets flows all the way from management down to the boots on the ground. Each crew aims to build us the best network possible in a timely manner.

It is my pleasure to endorse and recommend HP Communications as your next general contractor. You will not be disappointed.

Sincerely,

Chad Rasmussen  
President & CEO  
CableRunner USA



March 13, 2023

HP Communications  
13341 Temescal Canyon Rd  
Corona, CA 92883

RE: Letter of Recommendation

To Whom It May Concern:

I am writing to highly recommend HP Communications as a full turnkey telecommunications engineering and construction company. Cityside Networks is a fiber-based internet service provider and digital infrastructure company in Southern California. HP Communications is our prime vendor for both engineering and construction for our projects in South Orange County.

In addition to being competitively priced, they add value with high quality work, experienced and dedicated teams, and the ability to scale when needed. They are customer focused and care deeply about their success. HP is extremely responsive and proactive. If an issue arises, they are quick to response and resolve it. They work as a partner and are there to help with planning and problem solving throughout the project.

The principals at HP have created a unique culture where employees are respected and valued which shows in their work and interactions with customers, subcontractors, and city staff. They are dedicated to safety and it shows in their outstanding safety record.

They are a true partner you can trust.

Sincerely,

A handwritten signature in blue ink, appearing to read "Rod Hanson", followed by a long horizontal flourish.

Rod Hanson  
CEO  
Cityside Networks, LLC  
[rod@citysidenetworks.com](mailto:rod@citysidenetworks.com)  
949-779-2762

100 Spectrum Center Drive; Suite 500, Irvine, CA 92618  
[www.citysidefiber.com](http://www.citysidefiber.com)  
949-779-CITY (2489)



June 12, 2024

RE: HP Communications, Inc.  
13341 Temescal Canyon Rd  
Corona, CA 92883

To Whom It May Concern,

I am writing this letter to recommend the services HP Communications provides. During the past 5 years our company has been working with HP Communications on numerous turnkey programs here in SOCAL to programs across the US. We consider HP as a partnership that started with the same goals, how to build more efficient and quality driven projects. HP has a tremendous amount of talent starting from their leadership team to their construction teams.

HP has provided us with Engineering, Construction and Maintenance services throughout our network and has shown a professional attribute regarding customer delivery. ExteNet has an enormous amount of gratitude for HP contributions nationwide and help assist my counterparts excel in their deployments. HP works confidently with our Project management team and jurisdiction to help understand guidelines and processes.

The reputation of the services HP Communications provided has grown to be quite high. This gives our organization the confidence to deploy HP Communications to any programs across the US. Their communications regarding proposals, pricing, and forecasting have been exceptionally sound. To close, I would recommend HP Communications services to any company needing to deliver full TURNKEY Programs!

Sincerely,



**Marcos A. Castro**

Market Director OSP Southwest  
M: 760.625.5476  
[mcastro@extenetsystems.com](mailto:mcastro@extenetsystems.com)

5844 John Hickman Pkwy, Suite  
600  
Frisco, TX 75034

May 11, 2023  
HP Communications, Inc.  
13341 Temescal Canyon Rd  
Corona, CA 92883

Dear Sir / Madam,

As a true partner over the last 10 years, HP Communications has and continues to transform the broadband landscape in Hawaii through its positive relationship with Hawaiian Telcom.

We first engaged HP Communications back in 2013 to expand our FTTP footprint on the island of Oahu and eventually increased their scope over the next 4 years to include make ready and pole transfer work. After a small hiatus to our build program, we re-engaged HP Communications a second time starting in 2021 for a significantly larger scope.

HP Communications now has a presence on all four of Hawaii's major islands and is our primary OSP construction company.

They overlaid an entire island and most of another with fiber in under year while taking care of all the logistics of an island state where barges come in only once a week and lodging is extremely scarce.

Relative to all our contractors, HP is priced the lowest, has the highest quality, and meets their deadlines all while holding themselves to a high safety standard.

Our view of HP as partner is more than just at a business level. They hire local workers and train them in telecommunications. These workers turn their job into a career to provide for their families. I see HP's executives in the field on occasion not just observing, but also working to show be side by side with their teams. They knows all their workers on a first-name basis and their background – something extremely rare but much appreciated.

I fully trust HP Communications as a partner based upon their work along with their commitment to employees and community.

With much aloha,



Jason Thune  
Vice President – Fiber Strategy & Deployment  
Hawaiian Telcom, Inc.

# *Reference Letter*

## *From Lumen Technologies*



**From:** Jerry Poplin

**Date:** March 13, 2023

**To:** Dameion Saputo

**Cc:** Tobias Anderson

**Subject:** Lumen Technologies **Reference Letter for HP Communications**

To whom it may concern:

HP Communications has been a trusted partner for CenturyLink on several projects in the past few years. In the past 7 years they have completed an extensive fiber over-pull consisting of 4000 miles; Portland to Sacramento, San Luis Obispo to Los Angeles, Sacramento to San Bernardino, San Jose to San Luis Obispo, Sacramento to Reno, San Bernardino to Las Vegas, San Jose to San Francisco, Kansas City to Minneapolis and few others across the Midwest and southeast US. They are a self-performing contractor and take 100% ownership of the project. They handle all aspects of projects from Engineering, Permitting, Construction and Splicing/Testing. I can trust HP to get the job done whatever it takes. Their bids are always competitive in the market areas.

Their Team is honest and gets the job done right the first time and have a proven track record to get the project completed on time and on budget. I would not hesitate to use them on my most crucial projects.

Sincerely,

Jerry Poplin

Construction Manager

Cell **918-521-6661**

eMail : Jerry.poplin@lumen.com



1325 Howard Ave. #604  
www.race.com | 877.722.3833  
Burlingame, CA 94010

March 9, 2023  
HP Communications  
13341 Temescal Canyon Rd  
Corona, CA 92883

To Whom It May Concern:

We have had a strong working relationship with HP Communications for several years, and they have become our go-to FTTH builder. They are reliable and the quality of their construction work is exceptional. It is rare that an issue arises, but when it does, they are quick to respond and rectify the situation. They help us to keep moving forward when it comes to our time-sensitive projects and have assisted us in communities across California including the Southern Los Angeles, San Francisco, Sacramento, and San Diego regions.

They have worked with us on privately and publicly funded projects, always ensuring the most favorable results possible. HP Communications works diligently on a variety of projects for Race Communications in Tier 1, tier 2, and tier 3 markets by providing a host of services including base map walkouts, engineering and design, fiber design, and building and construction.

HP Communications is a company that cares about doing a good job and we appreciate that we can rely on them to execute a project in a timely manner with minimal oversight. Everyone is wonderful to work with and Race would recommend HP time and time again. Their price and performance remains a cut above the rest.

Trust us when we say that this is one company we stand behind.

Sincerely,  
Raul Alcaraz  
raul@race.com  
415-994-9400  
Race Technologies, Inc



RE: Letter of Recommendation

To Whom It May Concern,

I have worked with and utilized HP Communications for many types of projects whether it is a small or very large build for both my Metro and Long Distance networks in the engineering, permitting and construction for new fiber optic routes along with the maintenance of existing facilities. The whole staff at HP Comm. has been great to work with on our expansion efforts here in Southern California. The HP staff provides a high level of field knowledge which includes navigating jurisdictional permitting requirements that help us deploy our networks faster and in budget. We would recommend them to any entity in need of OSP contracting assistance.

HP Communications maintains a sense of pride to the services they provide while working hard to meet the demands and overcome the challenges typical in the complex telecommunications industry. HP has repeatedly come through for us on projects to meet and beat our schedules. They stand behind what they say and treat our customers as if they were their own.

We utilize HP Communications for design-project management-build and maintain services and would recommend them to any telecom user as a full turnkey contractor. The staff and management at HP have a depth of industry knowledge that has provided meaningful insight towards creating effective solutions related to our operational and build needs.

In addition to being competitively priced, they add value with high quality work, experienced and dedicated teams, and the ability to scale when needed. They are customer focused and care deeply about their success. HP is extremely responsive and proactive. If an issue arises, they are quick to response and resolve it. They work as a partner and are there to help with planning and problem solving throughout the project.

The principals at HP have created a unique culture where employees are respected and valued which shows in their work and interactions with customers, subcontractors, and city staff. They are dedicated to safety and it shows in their outstanding safety record.

If you have any questions, please feel free to call me directly at 949-622-3575.

Sincerely,

Craig Robinson

Sr. Manager, So. CA, HI  
Pacific Region Access Engineering  
17642 Armstrong Ave. Irvine, CA 92614  
M: 714.863.2709



**TOP 10  
FIBER OPTIC  
SERVICES  
PROVIDERS  
2023**

Awarded by  
**TELECOM  
TECH  
OUTLOOK**

*The annual listing of 10 companies that are at the forefront of providing  
Fiber Optic services and transforming businesses*


## Gold Shovel Standard

THIS IS TO ACKNOWLEDGE THAT

HP Communications, Inc.

HAS COMMITTED TO UPHOLDING SAFE EXCAVATION PRACTICES AROUND UNDERGROUND FACILITIES

NOVEMBER  
2022-2023



11/01/2022

Mel Christopher  
Gold Shovel Association

Date



**CERTIFIED**

# 2021 OPERATIONAL ACCOMPLISHMENTS

## AERIAL CONSTRUCTION

DESCRIPTION	QTY	MILES
STRAND / MAKE READY	3,644,948'	690
AERIAL CABLE PLACEMENT	5,070,000'	960
FREEWAY CROSSINGS	14	N/A
ANCHORS	8,188	N/A
POLE PLACEMENTS	2,261	N/A
POLE TRANSFERS	1,759	N/A
AERIAL WRECKOUT	200,369'	38

## EXISTING UNDERGROUND CONSTRUCTION

DESCRIPTION	QTY	MILES
MANHOLE INVESTIGATIONS	269,233	51
VERIFICATION OF EXISTING STRUCTURE	1,652,771'	313
NEW INNERDUCT PLACEMENT	681,061'	128
UG CABLE PLACEMENT	7,263,826'	1,375
UG WRECKOUT	60,222'	11

## NETWORK SPLICING / TESTING

DESCRIPTION	QTY	MILES
NETWORK PLANT SPLICED & TESTED	4,741,498'	N/A

## NEW UNDERGROUND CONSTRUCTION

DESCRIPTION	QTY	MILES
NEW UG STRUCTURE INSTALLATIONS	4,230,733'	801
VAULTS / MANHOLE INSTALLATIONS	11,779	N/A

## ENGINEERING

DESCRIPTION	QTY	MILES
NETWORK ENGINEERING	3,509,826'	664
NODE ENGINEERING	60	N/A

## NODE CONSTRUCTION

DESCRIPTION	QTY	MILES
NEW NODE CONSTRUCTION	923	N/A
EXISTING SITE MODIFICATIONS	368	N/A

## EQUIPMENT FABRICATION

DESCRIPTION	QTY	MILES
ANTENNA KITS/BRACKETS	296	N/A
SHROUDS / SHROUD KITS	229	N/A



**HP COMMUNICATIONS, INC.**  
**THE HIGH PERFORMANCE TEAM**

13341 Temescal Canyon Rd., Corona, CA 92883 Tel: (951) 572-1200 Fax: (951) 572-1201

# 2022 OPERATIONAL ACCOMPLISHMENTS

## AERIAL CONSTRUCTION

DESCRIPTION	QTY	MILES
STRAND / MAKE READY	5,164,126'	928
AERIAL CABLE PLACEMENT	6,131,458'	1,162
FREEWAY CROSSINGS	36	N/A
ANCHORS	10,129	N/A
POLE PLACEMENTS	6,321	N/A
POLE TRANSFERS	1,276	N/A
AERIAL WRECKOUT	96,000'	18

## EXISTING UNDERGROUND CONSTRUCTION

DESCRIPTION	QTY	MILES
MANHOLE INVESTIGATIONS	120,174	22
VERIFICATION OF EXISTING STRUCTURE	1,312,712'	248
NEW INNERDUCT PLACEMENT	440,126'	83
UG CABLE PLACEMENT	6,434,129'	1,218
UG WRECKOUT	160,127'	30

## NETWORK SPLICING / TESTING

DESCRIPTION	QTY	MILES
NETWORK PLANT SPLICED & TESTED	5,237,845'	N/A

## NEW UNDERGROUND CONSTRUCTION

DESCRIPTION	QTY	MILES
NEW UG STRUCTURE INSTALLATIONS	5,247,846'	993
VAULTS / MANHOLE INSTALLATIONS	15,134	N/A

## ENGINEERING

DESCRIPTION	QTY	MILES
NETWORK ENGINEERING	4,268,374'	808
NODE ENGINEERING	126	N/A

## NODE CONSTRUCTION

DESCRIPTION	QTY	MILES
NEW NODE CONSTRUCTION	1,029	N/A
EXISTING SITE MODIFICATIONS	284	N/A

## EQUIPMENT FABRICATION

DESCRIPTION	QTY	MILES
ANTENNA KITS/BRACKETS	180	N/A
SHROUDS / SHROUD KITS	167	N/A



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# 2023 OPERATIONAL ACCOMPLISHMENTS

## AERIAL CONSTRUCTION

DESCRIPTION	QTY	MILES
STRAND / MAKE READY	4,645,786'	880
AERIAL CABLE PLACEMENT	5,957,901'	1,128
LINE POWER INSTALLATION	24,384'	5
FREEWAY CROSSINGS	8	N/A
ANCHORS	3,614	N/A
POLE PLACEMENTS	1,745	N/A
POLE TRANSFERS	1,370	N/A
AERIAL WRECKOUT	134,310'	25

## EXISTING UNDERGROUND CONSTRUCTION

DESCRIPTION	QTY	MILES
MANHOLE INVESTIGATIONS	602,791	N/A
VERIFICATION OF EXISTING STRUCTURE	824,799'	156
NEW INNERDUCT PLACEMENT	589,476'	111
UG CABLE PLACEMENT	10,327,828'	1,956
UG WRECKOUT	307,089'	58

## NEW UNDERGROUND CONSTRUCTION

DESCRIPTION	QTY	MILES
NEW UG STRUCTURE INSTALLATIONS	3,182,020'	603
VAULTS / MANHOLE INSTALLATIONS	14,466	N/A

## NETWORK SPLICING / TESTING

DESCRIPTION	QTY	MILES
NETWORK PLANT SPLICED & TESTED	3,830,511'	725

## NODE CONSTRUCTION

DESCRIPTION	QTY	MILES
NEW NODE CONSTRUCTION	598	N/A
EXISTING SITE MODIFICATIONS	1,125	N/A

## ENGINEERING

DESCRIPTION	QTY	MILES
NETWORK ENGINEERING	2,397,140'	454
NODE ENGINEERING	303	N/A
LINE POWER ENGINEERING	150'	< 1

## ISP / STRUCTURED CABLING

DESCRIPTION	QTY	MILES
MDU DESIGNS	1	N/A
MDU INSTALLS	102	N/A
WORK STATION DESIGN	0	N/A
WORK STATION INSTALLS	1,028	N/A

## EQUIPMENT FABRICATION

DESCRIPTION	QTY	MILES
ANTENNA KITS/BRACKETS	1,008	N/A
SHROUDS / SHROUD KITS	359	N/A
CUSTOM WTRs	450	N/A

## TRAFFIC CONTROL

DESCRIPTION	QTY	MILES
PROVIDED TRAFFIC CONTROL FOR ATT(JOBS)	197	N/A

## EF (ELECTRICAL)

DESCRIPTION	QTY	MILES
\$\$ AMOUNT OF ELECTRICAL JOBS COMPLETED	\$282,879,29	N/A



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