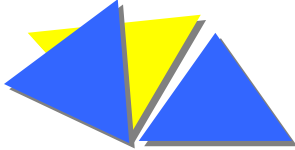


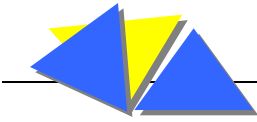
G. M. SELBY, INC.  
Engineering the Future

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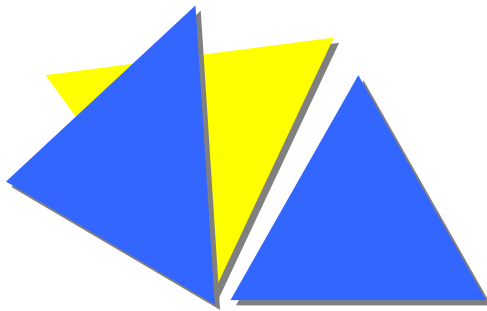
## **Statement of Qualifications**

Engineering and Professional Consulting Services



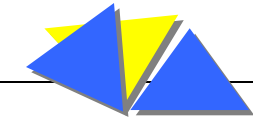
## Introduction

As a global leader in engineering, telecommunications and professional consulting services, **G. M. Selby, Inc.** specializes in supporting and providing oversight for the design, deployment and management of large-scale engineering and construction projects throughout the world. Since the inception of the company in 1988, and incorporation in the State of Florida in 1990, our primary goal has always been to provide the absolute highest standard of engineering and professional services to our clients. Our logo, a turning pyramid, is indicative of our corporate approach: One of the most stable objects known to exist, but in a state of constant advancement.



G. M. Selby, Inc. is a multi-disciplinary science and engineering consulting firm, specializing in integrating various disciplines to provide custom services for our clients. From our international headquarters in Miami, Florida, we operate a network of offices strategically located throughout the United States and abroad. These offices provide multi-disciplinary consulting, site project management, real estate management and construction oversight services for our diverse and varied client base. G. M. Selby has built a reputation of providing high quality services to meet any and all types of project timelines and budgets. It is our policy that, whenever feasible, innovative solutions are to be utilized to better meet the needs of our clients, and in order to provide cutting edge project performance at the most cost-effective levels. To this end, G. M. Selby's various offices operate under only one cost center, our Miami headquarters, which allows for the widespread sharing of company resources and enhanced teamwork.

For well over a decade, G. M. Selby's engineers and scientists, have participated in numerous challenging projects worldwide requiring feasibility planning and design of projects of varying sizes and scopes. Such projects include water resources management, infrastructure improvements and communications applications. During this time G. M. Selby has been responsible for developing innovative technologies in the areas of infrastructure development, environmental remediation and shore protection/development, and has continued to research and develop new and creative technologies in the Coastal, Structural and Environmental Engineering fields. Our professional staff of Registered Engineers and Scientists is well versed in the requirements and complexities of large-scale, multi-tasked projects, and take pride in providing quick, efficient and low cost solutions to difficult engineering and environmental problems. Our turnkey style approach allows us to cover all facets of these types of projects, which often experience multiple jurisdictional overlaps, and occasionally cause controversy. Selby's staff routinely deals with design issues,

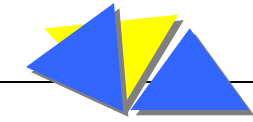


permitting, public outreach and troubleshooting during the course of “normal” project work.

Our staff is trained in the use of the most up-to-date methods of data collection and processing, including Database programming, Differential Global Positioning System (DGPS), the latest releases of Computer Aided Design Software (AutoCAD, CADMap), GIS Applications software (ArcInfo, ArcIMS), project tracking software (MS Project) and internet-based data compilation and web page management. G. M. Selby has completed many projects where the combination of field data collection, together with the various design software applications we currently use, has led to increased ease and efficiency for our clients, without increased costs. Currently, we hold Professional Engineering licenses in over thirty states and U.S. territories, as well as nationally recognized environmental registrations, such as the Registered Environmental Manager and Registered Environmental Property Assessor certifications, and we are certified as Expert Witnesses by the American Society of Civil Engineers (ASCE). Additionally we have provided scientific and engineering services in several different countries throughout Africa, Central America, South America and the Middle East, including Nigeria, South Africa, Tunisia, Costa Rica, the Dominican Republic, Brazil, Jordan, Israel and the United Arab Emirates.

G. M. Selby has long been recognized as an expert firm in the design of steel and concrete structures, and in environmental land management issues. Our projects for the telecommunications industry have led to wide acclaim as one of the first firms to recognize the need for a comprehensive turnkey program for developing networks. G. M. Selby’s engineers have developed tower structural programs, site mapping programs and web-based information systems for service providers, stakeholders and regulatory agencies. Furthermore, G. M. Selby was at the forefront of due diligence (Phase I and Phase II Assessments) and NEPA compliance auditing for property acquisition and is an industry leader in streamlining environmental review procedures of development sites. When the Federal Communications Commission began enforcing the requirement of in-depth NEPA reviews (including environmental, ecological, cultural, sociological and environmental justice issues) for every proposed installation, G. M. Selby was called upon to provide services for a number of high profile clients, including BellSouth, Sprint, Nextel, CellularOne and Nortel. G. M. Selby conducted ecological and archaeological field surveys and studies, document reviews, regulatory agency consultation and coordination, and FCC filings, as well as procedural training for various client’s real estate procurement and construction managers. To date, G. M. Selby has performed these services on over 1,500 sites.



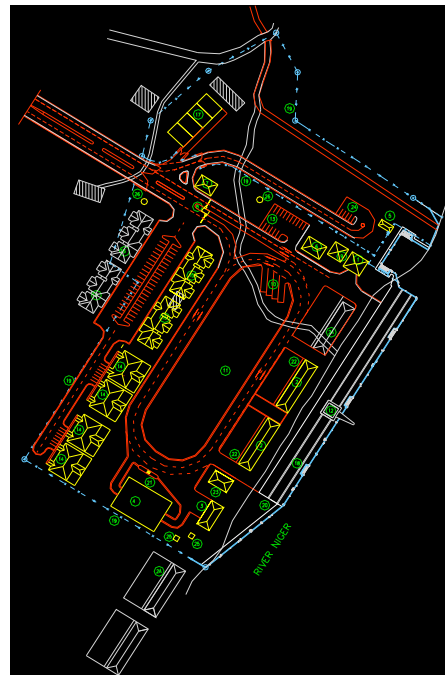


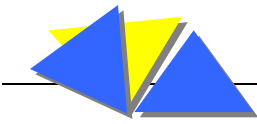
Furthermore, G. M. Selby has been known as a leader in the field of coastal engineering, conducting ecological and mechanical processes studies in the nearshore environment, erosion control wave tank and wind tunnel studies, and publishing papers on the subject of innovative methods for erosion control. As would be expected, most, if not all, of the coastal projects we have performed required detailed environmental studies, coordination with a number of regulatory agencies, community outreach programs to incorporate the concerns of a variety of stakeholders in the project, environmental permitting and cost-benefit analysis studies.

Founded as a traditional engineering firm, Selby became involved in the early deployment efforts of the wireless telecommunications industry as a result of requests for environmental and structural engineering services for tower and rooftop installations. Given the quality of our work, our clients encouraged us to expand into additional wireless focused services from RF Engineering to Construction Management. As a result, our success within the wireless industry now accounts for over 80% of Selby's revenues.

We have continued our expansion in a planned, deliberate and diversified manner, which attests to our success and longevity in such a competitive market. This has included oversight and design of networks not only throughout the U.S. but also internationally. In South America, Europe, the Middle East and Africa, Selby has provided oversight for projects in challenging environs. From the deployment of an LMDS system in Peru to radio frequency design in Nigeria, Selby had the diversity and expertise to accept most any challenge in any region.

Our professionals provide specialized high value technical services to meet the critical design, deployment and network management activities supporting our clients, which include sovereign governments, wireless carriers, equipment manufacturers and tower asset companies. These support services includes market analysis and strategic planning, design engineering, program management, radio frequency engineering, traditional (i.e. structural, mechanical, electrical) engineering, environmental science and engineering, logistics planning, project management, construction management, equipment installation and commissioning and ongoing operational support of wireless





networks, infrastructure projects, and design/build programs. We provide these services for both client-specific specialized assignments and fully leveraged complete deployment programs (Selby's total deployment solution).

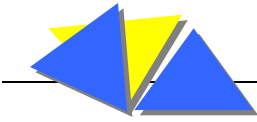
We employ highly qualified international engineering professionals and specialists, senior program managers, technicians and construction management personnel. The Company's senior management team consists of respected and seasoned professionals with significant backgrounds in engineering, science, technology and the communications industries.

**G. M. Selby**  
**Our Mission Statement**

Our mission is to create an environment, which challenges and encourages the continued growth of a highly motivated and professional organization, recognizing that individuals are key to our team's success.

We will provide only the highest quality of expertise to our Clients, while serving their best interests with integrity, ethics and the utmost professionalism.



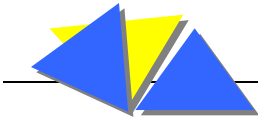


**Professional Services**

Selby offers a wide array of services. Following are the typical services requested by our clients. We have been commissioned to provide additional task specific specialized solutions addressing critical time or solution driven assignments.

- ▶ Strategic Program and Deployment Planning
- ▶ Radio Frequency (RF) Engineering and Optimization
- ▶ Project Management
- ▶ Site Acquisition Services
- ▶ Land Use, Regulatory and Zoning Advisory Services
- ▶ Civil Engineering
- ▶ Structural Engineering
- ▶ Soils and Geotechnical Engineering
- ▶ Environmental Engineering
- ▶ Ecology
- ▶ Marine Engineering
- ▶ GIS mapping
- ▶ Electrical Engineering
- ▶ Mechanical Engineering
- ▶ Architectural and Engineering (A&E) Design
- ▶ CAD Planning
- ▶ Logistics and Material Management
- ▶ Construction and Development Oversight
- ▶ Technical Field Services
- ▶ Network Integration and Performance Engineering
- ▶ Fixed Network Design Deployment
- ▶ Facilities and Asset Management
- ▶ Switch and Data Center Design

With over a decade of experience in designing, managing and implementing engineering and science projects both domestically and abroad we have designed, engineered and managed projects covering a wide array of disciplines and serving clients on four continents.



## **Engineering Registration**

**G. M. Selby** is registered (P.E.) in 36 states, Puerto Rico and the U.S. Virgin Islands under the name of G. M. Selby.

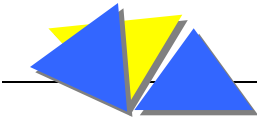
Selby maintains registry as Registered Environmental Manager and as Registered Environmental Property Assessor (as administered by the National Registry of Environmental Professionals) and is a member in good standing of such organizations as the American Society of Civil Engineers (ASCE), National Registry of Environmental Professionals (NREP) and National Association Of Environmental Professionals (NAEP). We are ASCE certified Expert Witnesses and have the standing of Diplomat from the American Board of Forensic Engineering Technology.

### **Associations and Memberships**

Personal Communications Industry Association	PCIA
The Site Owners and Managers Alliance	SOMA
Cellular Telecommunications and Internet Association	CTIA
American Society of Civil Engineers	ASCE
American Society of Mechanical Engineers	ASME
National Registry of Environmental Professionals	NREP
National Society of Professional Engineers	NSPE
National Association of Environmental Professionals	NAEP
Institute of Electronics and Electrical Engineers	IEEE

***“Selby has always met its contractual deadlines and contractual responses have been undertaken within the allocated timescale structure.”***

***Wireless Director***



## **Our Experience**

Our clients include significant national and international wireless carriers, governmental agencies, equipment vendors and private development firms. Selby's reputation for excellence stems from our focus on serving the Client's requirements with qualified engineering personnel, extensive experience in addressing complex engineering situations and providing the Client with creative practical solutions. Given our portfolio of experience, Selby provides the Client with services ranging from highly specialized engineering consulting to complete turnkey services.



To support these efforts, we have developed and utilize a number of proprietary software programs. These packages provide for ease of analysis and evaluation for examining structural integrity and analysis, while also providing an internet based platform for providing the best, most efficient services for our clients.

### **An Independent Professional Resource**

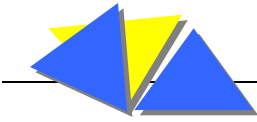
As an independent consultant Selby does not manufacture, represent or distribute any equipment. We have no equity or debt interest in private or public developments. Our philosophy provides the client with a purely independent and professional advisory and consulting resource in which conflicts of interest are not at issue. We take great care to focus on representing our Clients in a professional manner while ensuring that the best interests of our Clients are protected. This is evident in our reputation and longevity within the industry. Selby's repeat business attests to our reputation, with over 80% of our annual revenues being generated through repeat business with existing Clients.

### **In the Forefront**

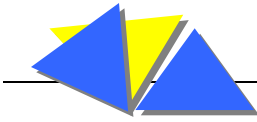
Selby has been in the forefront of various engineering technologies, including our involvement in the first U.S. CDMA network (deployed by PCS Primeco), the first U.S. GSM network (deployed by Airadigm) and alternative methodologies of erosion control for nearshore zones. We were among the first firms to recognize the importance of environmental due diligence and NEPA studies to a variety of developmental industries, including the telecommunications market. Our professional practices not only include traditional engineering services including civil, structural, electrical and mechanical, but we also count tremendous experience in environmental, coastal and telecommunications engineering and construction management.







The vast array of technologies which we have been involved with include GSM, CDMA, TDMA, GPRS, ESMR and next generation systems. Also we have provided services to Broadband, Tetra, two-way, LMDS, MMDS, WLL, point to multi point, satellite, microwave and paging projects. We have provided oversight on switch, command control and data center design and implementation programs. We are a leading development consulting firm in sub-Saharan Africa and the Middle East, boasting large infrastructure projects in Nigeria, South Africa and Israel, and we are constantly upgrading our capabilities to include new, innovative technologies and expansion into new markets of interest.



## Our Clients

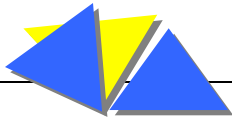
We are proud to have been associated with some of the worlds leading wireless and communications industry leaders.

A representative partial list of our telecommunications clients includes:

<u>Manufacturers</u>	<u>Wireless Carriers</u>	<u>Tower Companies</u>
● Alcatel	● Airadigm	● American Tower
● Ericcson	● Alltel	● Crown Castle
● Hughes Network Systems	● ATT Wireless	● Pinnacle Tower
● Lucent Technologies	● BellSouth	● SBA
● Motorola	● Cingular	● Spectrasite
● Nokia	● Midwest Wireless	● TowerCom
● Nortel Networks	● Nextel	● WesTower
	● PCS Primeco	
	● PowerTel	<u>International</u>
	● Sprint	● Cell C Africa
	● Voicestream	● Industar
	● Western Wireless	● France Telecom
	● Wisconsin Wireless	● MTN Africa
		● Orange
		● TerraMark Peru
		● Vodacomm/ Vodafone

Additionally, numerous projects have been undertaken for a wide variety of private and public clients in the engineering and science fields, and include Environmental Impact Statements, coastal dredging and nourishment projects, general structural engineering, drainage studies and modifications design, geotechnical engineering and construction management. A partial listing of recent general engineering clientele follows:

- Carnival Cruise Lines
- Federal Republic of Nigeria
- Nigerian Petroleum Trust Fund
- Unruh, Smith and Associates, Inc.
- City of Key West
- Lipsig, Shapey, Manus and Moverman, P.C.
- Suffolk County (NY) Dept. of Public Works
- Miami-Dade County (FL) Parks and Recreation Dept.
- Miami-Dade County (FL) DERM
- City of Miami Beach, FL
- Plettenberg Bay, South Africa
- U. S. Army Corps of Engineers
- Hyatt Hotels International

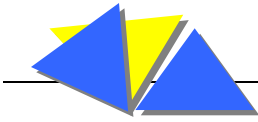


Our assignments have taken the Selby teams to very challenging environments including emerging economies, politically charged governments, geographic or climatic extremes and cultural or language challenges. Our professional's ability to work within many cultures comes from our varied international backgrounds including the Middle East, Africa, Europe, Pacifica and the United States. We are most proud of our diversity and vast experience in providing assignment specific and ongoing telecommunication and engineering services within numerous regions.

Selby delivers on our commitments while providing a high level of expertise and value to our clients.

*"... your staff has shown a very professional attitude in assisting Sprint PCS in several situations and performed in an exemplary fashion."*

*Director of Development*



## Quality and Performance Standards

As an engineering and project management firm, Selby understands the importance of performing to plan. We utilize industry accepted project management tools and procedures such as MS Project. Together with the Client we establish the sequenced projects goals and milestones, track to plan and establish reporting procedures and process to best address and communicate the challenges and progress of the project. Additionally, our project work follows ASTM guidelines, Federal QA/QC requirements and state specific requirements, such as FDEP QA protocols.

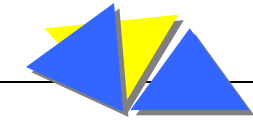
### Rollout Planning and Performance

Selby works with the client early in the project to define the project milestones and key objectives. These milestones are tracked by assigned tasks and lead-times for each item. Through the use of preferred project management tools, our program managers pay close attention to the progress of the program and subset activities required to complete the deliverables in a timely manner. All site related information and activities are typically reviewed on a weekly basis. Periodic reports, issued based on a predetermined frequency, are generated based on a hierarchy including key milestones, progress to completion, regions, zones, and specified activities. Monitoring incorporates Gantt charts to report on planned, actual and forecast milestones illustrating rollout progress. Customized or client standardized reports may also be used.



Through close program planning and tracking, Selby can closely monitor not only the progress of the program but also the performance of the team. The key to any successful project is a well thought out project plan and the ability to anticipate rather than react to milestone events.

As an indicator of the quality of our services we have included excerpts from letters of reference from some of our Clients. Over 80% of our current domestic work consists of repeat business and we have never been dismissed from a project.



Given the time sensitive nature of many of our projects, we are typically measured through our reliability and delivery based on specified milestones. Our record of reliability is reflected within our repeat business. Through our years of experience both as a company and individually, we have developed an understanding of the issues, which may affect a deployment project and the means to either address these issues early or recognize them in advance. Our project managers take ownership of our performance standards and are incented to effectively deliver on defined tasks within schedule and budget.

Our senior staff conducts periodic customer satisfaction surveys both formally and informally through the use of survey forms, interviews and project audits.

Selby has established and published company wide quality performance standards, which are distributed and reviewed on a regular basis. These standards evolved through our experience as a Professionally Certified Engineering Firm and are updated frequently.

**G. M. Selby**  
**Quality Statement**

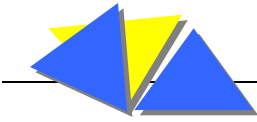
G. M. Selby is driven by technical excellence.

Both individually and as a company we are focused on continually improving our expertise, work product, integrity and reputation, for these qualities assure our longevity in the marketplace.

Every Selby employee is responsible to strive for excellence and ensuring the best interest of the customer are met. All services will be delivered with the highest level of expertise with an unwavering focus on quality.

We are committed to continuously refine and improve upon the quality of our services with the goal of delivering the finest advisory and technical services in the communications industry.





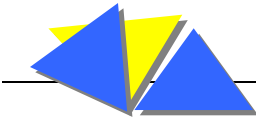
## Standards and Authorities

Selby conforms to and utilizes National Standards and Guidelines, Clients Standards, Federal and Local Authorities to address all possible issues that may arise in performing on a particular project. Therefore, some of the following listed guidelines shall govern scopes of work whenever necessary:

ANSI	American National Standards Institute
ASCE	American Society of Civil Engineers
ASTM	American Society for Testing and Materials
CAA	Clean Air Act
CERCLA	Comprehensive Environmental Response, Compensation and Liability Act
EIA	Electronic Industries Association
EPCRA	Emergency Planning and Community Right-To-Know Act
FAA	Federal Aviation Administration
FCC	Federal Communications Commission
NCRP	National Council for Radio Protection and Measurement
NEC	National Electrical Code
NEPA	National Environmental Policy Act
NFPA	National Fire Protection Association
NIOSH	National Institute for Occupational Safety and Health
OSHA	Occupational Safety and Health Association
RCRA	Resource Conservation and Recovery Act
SBC	Standard Building Code
TIA	Telecommunications Industry Association
UCBC	Uniform Commercial Building Code
UL	Underwriters Laboratories

*"The company's (Selby) attention to detail, commitment to quality and timeline awareness made our relationship rewarding and long-term"*

*Director of Customer Service referring to a CDMA deployment project*



## Service Offerings and Capabilities

Selby positions itself within the science and engineering industries as a resource capable of providing expertise and solutions for the deployment and care of their client's projects. The following provides a brief outline of our services and capabilities. These services can either be provided for specific needs or full network turnkey assignments. Selby works with the Client to best define the project approach and scope of work for each element involved in the deployment objectives.

### Strategic Planning and Program Management



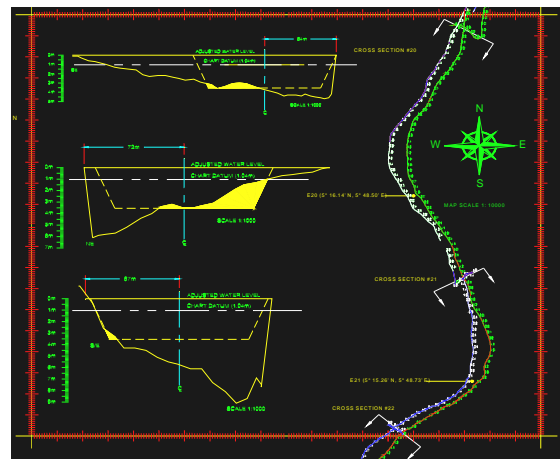
Working with the Clients program team, Selby can assist with the overall program planning and budgetary cycle. Drawing on our first hand design and deployment experience we can provide advise on the project approach, budget, schedule and definition of the performance parameters.

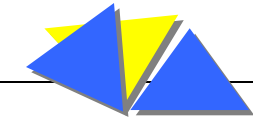
Selby develops and oversees the program from strategic planning through implementation, commissioning and closeout. Through the utilization of our time tested reporting systems Selby provides the Client with key information and progress reporting ensuring that the project is well managed and all issues are anticipated and addressed.

A Senior Level Selby Engineer or Program Director is assigned responsibility for project oversight and quality. The Program Director provides a single point of contact and represents the Client for all project related meetings, contractor evaluation, analysis and selection. The Director generates progress reports and recommendations to the Client.

Our Construction Managers monitor all details of on-site Construction to include the delivery of materials, sub-contractor performance, offloading, erection, civil construction, and electrical and grounding system installation.

The professionals in this department are highly trained engineers specializing in the multiple fields necessary to build major infrastructure projects. We provide conceptual through final designs, including specifications and construction or zoning drawings using the most up to date version of Computer-Aided-Design.





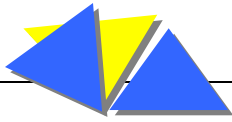
## **Engineering Design Services**

G. M. Selby is a full service, multi-disciplinary engineering consulting firm with a multitude of experience in the following engineering disciplines: Civil Engineering, Structural Engineering, Mechanical Engineering, Electrical Engineering, and Geotechnical Engineering. We have designed over 1,500 telecommunications tower sites, conducted drainage studies and modifications for storm sewer systems, designed and inspected water and wastewater treatment facility components, designed grounding and electrical systems for large development projects, designed HVAC and plumbing systems, conducted structural inspections of buildings and construction activities and designed foundations for a variety of structures. Our staff includes registered Professional Engineers in the Civil, Structural, Electrical and Mechanical engineering fields, and boasts a wide array of experiences on multi-faceted projects. Our team of specialists has developed a number of proprietary software programs for structural analysis applications and web-based platforms for facilitating client efficiency.

**Civil/Structural/Geotechnical Engineering** – Our staff of engineers includes professionals with a combined experience of over fifty years. Our project scopes include such large-scale infrastructure projects as water and wastewater treatment plants, drainage modifications, airline terminal modification designs, design and construction monitoring of antenna tower sites, construction feasibility studies, building structural inspections and roadway designs. Additionally, our team of structural specialists have developed a number of proprietary software applications, including web-based interactive platforms.

**Mechanical Engineering** - Our experienced Mechanical Engineers are highly qualified to plan, design, and provide bid specifications for a variety of systems. Our team of experts have experience in all manner of HVAC System Layouts, Air Handling and Exchange Analyses, Dry and Wet Fire Suppression Systems, Plumbing Designs, Surface Water and Groundwater Pumping Systems, Energy Efficiency Auditing, Fuel Cell Integration and Access Systems (including Escalators, Elevators, etc.). We have performed mechanical engineering for residential and commercial buildings, high technology sector end-users, water resources infrastructure and power supply generators.

**Electrical Engineering** - G. M. Selby, Inc. offers specialized services in the areas of Design, Supervision, and Technical Assistance for the specification and installation of power systems. Our Electrical Engineers are state registered professionals and have national and international experience with large-scale electrical engineering projects. All our designs are tailored to meet the site-specific needs of our clients, as well as to meet all Federal, State, and Local electrical codes. Some of the most important features of our services include: Grounding Systems, Service Entrances, Electrical Distribution



Systems Lightning Protection Systems Re-Certification Of Buildings and Ground Resistivity Testing.

## **Environmental/Coastal Sciences**

G. M. Selby's team of scientists includes specialists in NEPA studies, Due Diligence for commercial property acquisition, coastal engineering, ecology and environmental permitting. Our experiences include contamination assessment and remediation projects, wetlands delineations and mitigation designs, endangered/threatened species



surveys, habitat evaluation surveys, coastal erosion control projects, artificial reef design and monitoring, nearshore structures, flushing and fluid dynamics studies, waste reduction and recycling program design and implementation, environmental justice studies and cultural resources surveys. Our team conducts projects in conformity with Federal, State, local and industry standards for performing such services, and have been asked to testify, as ASCE certified expert witnesses, on a variety of issues. We have been at the forefront of designing and presenting innovative technologies for beach erosion control and nearshore habitat enhancement, including detailed wave tank and wind tunnel analyses and real-world applications.

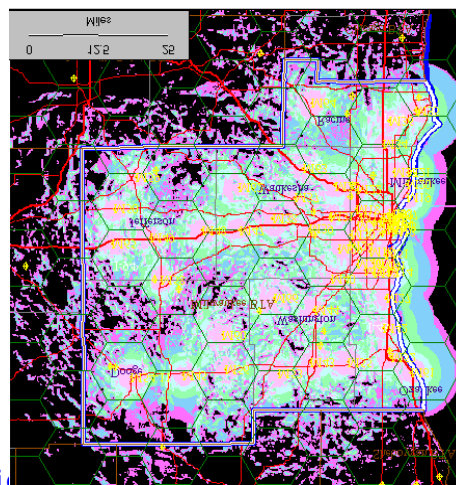
*"With your expert guidance, we have successfully implemented an ongoing environmental compliance plan which will serve us in the years to come"*

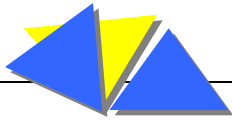
*General Manager of a Major Wireless Carrier*

## **Telecommunications Engineering**

From initial network feasibility studies to final network construction, G. M. Selby's team consists of experts in the telecommunications engineering field. Our approach to the field begins with providing turnkey services for complete networks. Our services include:

- Site Acquisition/Real Estate Management
- Construction Management and Oversight
- Equipment Selection
- Radio Frequency Engineering Services
- Lease and Purchase Negotiations
- Zoning
- A/E Design
- Structural Design and Analysis
- Geotechnical Design
- Environmental Studies
- Construction Drawings





Construction Management and Oversight  
As-Built Drawings

Selby has been involved in the development of thousands of wireless sites including the first GSM and CDMA system deployed in the U.S. For over a decade we have been involved with some of the largest network deployments in the U.S. and internationally with an ability to rapidly deploy and initiate for any challenging assignment. Our experienced real estate, land planning, environmental and legal staff has developed a systematic approach and process to ensure that the client's best interests are always professionally represented.



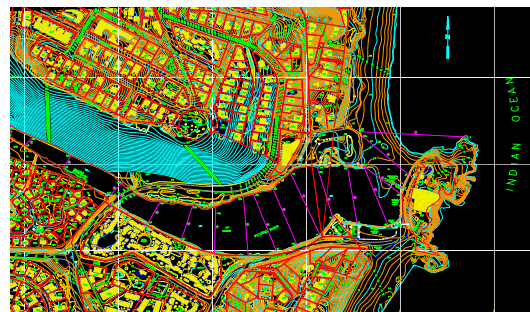
As telecommunications network technologies evolve, wireless systems become more available worldwide. In the last decade, satellite communications have become more accessible, physically and economically, to the general private sector. G. M. Selby has extensive expertise in the wireless sector, and satellite communications are part of the services we provide. G. M. Selby works with the client or end-user to determine the best solution within budget, schedule and technical constraints. Our team of highly qualified engineers will design, implement and configure satellite systems that match operational needs.

**Site Acquisition Services**

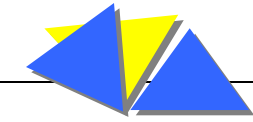
The key to any successful site acquisition effort is a thorough understanding of the projects regulatory environment and the ability to anticipate the challenges involved. Selby takes great care in the early stages of any site acquisition assignment to methodically research and evaluate the land use requirements and constraints. With this information we form a comprehensive analysis and strategic approach to the market addressing this key system asset. Our 97% success rate is an indicator of the value of our research efforts and careful planning. The Selby regulatory professionals understand not only the importance of evaluating and understanding ordinances and regulations but also developing the relationships and trust with the local municipalities. We are sensitive to the importance of representing the client as a concerned and caring member of the community. Whether for a specialized assignment or a major market deployment, Selby's Site Acquisition professional possess the experience and ability to advise and deliver cost effective site solutions.

**Geographic Information Systems**

Utilizing our GIS (geographic information system), Selby produces mapping overlays illustrating the project areas, regulatory requirements, sensitive receptors and other items of interest. This is accomplished through identification of specific items within a







mapped area and color-coding each. With additional overlays we illustrate and identify site-specific issues and engineering or scientific solutions. This effort allows for a fuller understanding of a project scope and the potential impacts of a proposed development on its surrounding environment. Therefore, engineering and/or scientific remedies are easier to identify and design, or telecommunications antennas are easier to locate (or co-locate)

To address market specifics, we also examine key demographic and terrain elements. These may include items such as traffic counts, population densities, topography, planned development, governmental or protected land considerations, airspace restrictions or client specific elements. The GIS system provides a means of translating, in a graphical manner, all of the project specific considerations and elements. Additionally, it can be a useful tool in rendering scientific or engineering issues to non-technical personnel.

Utilizing either the Selby developed standard SCIF (site candidate information form) or the client's documentation, we take great care to capture the details of the site profile. Given our thorough understanding of the site candidate identification process we pay added attention to the details of the site to capture all of the elements when considering a candidate. Our SCIF's are prepared and go through a quality review process prior to delivery to the client.

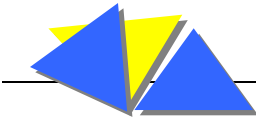
### **Construction Management and Monitoring**

Construction Management includes onsite management of sub-contractors performing various construction related tasks such as material planning, logistics, offloading of shelters, towers or equipment cabinets, installing transmission lines and antennas, preparation of the site, inspection of the grounding and electrical system installation, interfacing with building inspectors as well as the telephone company for physical T-1 installation.

Includes performing onsite inspections and measurements of reinforcing bar diameters and fabricated reinforcing bar structures for foundation strengthening. Excavations and proctor density tests will be performed to determine soil density and confirm that site preparation and conditions meet code. The performance of slump, air entrainment and temperature tests and take concrete samples for laboratory analysis. Three samples per concrete batch or load will be taken and broken in the laboratory at three, seven and twenty eight day increments to confirm the adequacy of concrete strength.

*"As an organization, you have handled yourself with poise and humility under intense pressure. Your character is something we appreciate and something you should be proud of."*

*Client's Network Deployment Team*



## **Selected References**

G. M. Selby is pleased to present selected client references on our behalf. We take immense pride in the fact that so many of our clients are “repeat” customers, returning to us to provide them with the high-quality, professional services they require. While each of these clients requested a variety of work scopes, for each we were especially instrumental in providing the necessary services to complete their project successfully on-time and within budget. These services were easily managed and completed by G. M. Selby scientists and engineers.

**“...My experience with G.M Selby is positive in that they met the objectives set forth in the contract and delivered a finished project that normally required few if any field corrections. The company’s attention to detail, commitment to quality and timeline awareness made our relationship rewarding and long-term.”**

Marvin M. Glaser, Director of Customer Service  
CDMA Wireless- Florida  
Nortel Networks

**“I would like to take this opportunity to thank G. M. Selby for the excellent job that was done on behalf of Crown Castle in the Florida Region. The professionalism and commitment to quality has made our relationship rewarding and long term.”**

Jim Alderman, Program Manager  
Crown Castle Florida Region

**“...You and your staff show a very professional attitude; as an organization, you have handled yourself with poise and humility under intense pressure. Thank you so much for your effort, dedication, and commitment to the work you have performed for us in an exemplary fashion. I would definitely use your services and would recommend your services to anyone without any hesitation.”**

Fred Mercado, Regional Vice President- Operations  
Metro PCS

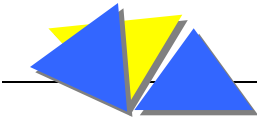
**“I would like to take this opportunity to thank you for the excellent A&E work you are performing for me in Puerto Rico for the Sprint PCS Network Buildout. I would definitely use your services in the future and would recommend your services to anyone without hesitation.”**

**You and your staff have shown a very professional attitude in assisting Sprint PCS in several situations and performed in an exemplary fashion.”**

Wency C. Mendoza, Director-Site Development  
Sprint PCS – Puerto Rico

**“...Your knowledge and professionalism was invaluable to our meeting deadlines and commitments. I look forward to working with you on our 2002/ 2003 projects in the future... I would have no hesitation in recommending you and your staff to others.”**

Kelly Williamson, Real Estate Manager  
VoiceStream Wireless



## **Statement of Confidentiality**

All information contained within this Statement of Qualifications is confidential and proprietary to G. M. Selby, Inc.

This information is provided for the express purpose of presenting Selby's services and company information and is intended for use by the addressee shown on the cover page. It may be distributed for evaluation purposes only to personnel associated with and employed by the addressee for evaluation only and shall not be distributed to any other parties or persons or organizations without the written permission of the designated G. M. Selby representative. For further information or inquiries please contact us at [info@gmselby.com](mailto:info@gmselby.com) and visit our website at [www.gmselby.com](http://www.gmselby.com).

The G. M. Selby designee(s) for the purpose of this Statement of Qualifications is:

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