

# EXCELL

COMMUNICATIONS, INC.



[www.excellcommunications.com](http://www.excellcommunications.com)

project **EXCELL**ence



## Project Firm *Excellence*

- **Self-Performing Employee Based**
- **Turnkey and A La Carte Services**
- **Client and Project Specific**
- **Scope of Work Creation**
- **Project Management**
- **Real Estate and Site Acquisition**
- **Zoning and Permitting**
- **A & E Structural Analysis**
- **Environmental/Regulatory**
- **Tower Audits**
- **Construction Project Management**
- **Construction Services**
- **Maintenance**
- **Disaster Recovery**
- **Fiber Provisioning**

Excell Communications understands the unique challenges of managing the scale, scope and schedule of multiple projects. In today's environment, partnering with the right vendor is the key to meeting the demands placed on your management and internal resources. Our success begins with our employees who produce the majority of our work product versus a collection of contractors. This provides greater accountability along with a commitment to meet your deployment needs. This project firm structure also ensures continuity and efficiency because our client's standards and protocols are understood within every level of our organization.

We are unique in our approach to site development and implementation. Our proven project management methodology produces results. We can organize and direct complex, multiple projects quickly and efficiently, and provide accurate project intelligence and forecasting. This success reflects the scale of our organization, and Excell is consistently being recognized as the leading consulting firm in the wireless industry.

Our in-house team of experts has worked together for years delivering integration, continuity and quality of service. Excell's commitment to project excellence will guarantee both satisfaction and success from design to deliverables.





## **Excellence in Project Management**

- **Quality and Results through Self-performance**
- **Subject Matter Expertise together with Procedural Excellence**
- **Single Point of Contact for Accountability**
- **Experienced Project Managers**
- **Secure Web-based Workspace for Information Distribution**
- **Stable, Long-term Approach to Client Relations**

Excell Communications recognizes that effective project management is critical to successful projects. We believe this is accomplished by having an experienced project manager leading the team, defining a detailed scope of work, and implementing excellent processes for communication and information management. Excell has developed an integrated project management system that combines subject matter expertise with procedural excellence building on the foundation of our self-performance capabilities.

Because of our extensive understanding of real estate, engineering, regulatory, and construction, Excell provides a comprehensive and highly successful approach to managing projects. Our project managers provide a collaborative resource to their teams and direct them to a common goal - the client's project objective. These project managers offer solid consulting advice, provide accurate forecasting, and help clients manage by reducing project issues into business decisions.

Excell provides the distinct discipline of project management to ensure a successful project.



## ***Excellence* in Fiber Provisioning**

- **Lease / Entitlement Review (to confirm utility easements)**
- **Design Walks with Fiber Provider**
- **Securing Design Approval**
- **Expediting NTP by Lessors**
- **Obtaining Third-Party Easements**
- **Construction Drawings**
- **Zoning and Permitting**
- **Construction Project Management**
- **Construction Services**
- **Civil and Electrical Installations**

Having provided the wireless industry with real estate, engineering, and utility coordination services for more than a decade, Excell Communications has a unique combination of skill sets and experience which expedites fiber connectivity to cell sites. Whether as part of a combined antenna upgrade project or as a stand-alone service, our in-house project teams have been successful in finding solutions to real estate and engineering issues common to fiber provisioning. In fact, our unified real estate and engineering approach helps to prevent most issues that arise from engineering firms not having a thorough understanding of real estate requirements and of tower company concerns. Combined with our project management methodology, the result is an organized, systematic approach that maintains the project schedule.

Additionally, our construction division can manage and/or perform the civil and electrical aspects of the installation. We can provide a complete solution or any individual component.

The seamless integration of our real estate, engineering, regulatory and construction services helps ensure your fiber project's success.





## ***Excellence* in Real Estate and Site Acquisition**

- **Feasibility Studies and Pre-design**
- **Site Acquisition**
- **Licensed Real Estate Agents**
- **Negotiation and Leasing**
- **Title**
- **Zoning**
- **Collocation Application Management**

Excell Communications understands the importance of submitting the best candidates for effective site development. Our licensed site acquisition agents have local experience throughout our market areas as well as a highly successful track record of securing property leases and obtaining zoning approvals.

Our real estate team has the advantage of working together with our in-house engineering and environmental/regulatory departments early in the acquisition process. This offers our clients pre-screened site information minimizing potential delays, as well as fostering creative solutions in difficult areas.

Excell is also experienced in site modification projects utilizing our staff of collocation and leasing specialists. We have in-house teams who have cultivated excellent relationships with the tower companies which affords us the opportunity to streamline the collocation processes to meet our client's needs.

Site development begins in the field and we have the knowledge and expertise to make your project a success.





## **Excellence in Environmental Assessment and Regulatory Compliance**

- **Phase I and Phase II Environmental Site Assessments**
- **NEPA Environmental Checklist (Section 106 Review)**
- **TCNS Filings and Process Management**
- **FAA/FCC Filings and Regulatory Data Management**
- **Tier II Hazardous Material Reporting**
- **SPCC Plans**
- **Asbestos Inspections**
- **Generator Permits**

Excell Communications understands the long term importance of thoroughly documenting existing environmental conditions and evaluating the potential risks to your business. Our in-house staff offers complete environmental assessment and regulatory compliance services. In addition, our knowledge of our client's specific requirements for meeting regulatory compliance standards allows us to streamline approval time.

Our Environmental and Regulatory Department is among the most advanced group of professionals who stay up-to-date on changes in compliance regulations affecting the telecommunications industry. This team has received approvals on highly sensitive installations on historic structures, in historic districts, wetlands, floodplains and national parks. Attention to detail in the site selection process, along with excellent working relationships with SHPO and THPO throughout our market areas, contributes to our success.



## ***Excellence* in Engineering Services**

- **Survey**
- **A&E Drawings**
- **Comprehensive Third -party Engineering Management**
- **Structural Analysis**
- **Utility Coordination**
- **Permitting**
- **Geotechnical Reports**
- **Field and Shelter Audits**

Excell Communications knows that a clear and concise construction process begins with an accurate and detailed engineering product. Our commitment is to serve as a proactive consultant, resolving engineering obstacles with practical solutions early in the design process.

We have developed two internal teams within our Engineering Department to meet your project objectives – production and coordination. The production side includes P.E.'s, drafters and structural analysis teams that have the advantage of using real-time project intelligence, allowing them to be more responsive. Direct access to our in-house real estate and construction management teams creates a collaborative work environment offering superior engineering solutions resulting in a quick turnaround of production documents. The coordination team uses tools and processes that make information distribution more efficient.

Engineering's project role includes more than just production; it also manages the coordination of the other project components. The seamless integration of engineering with our other self -performed services ensures your project's success.





## ***Excellence* in Construction Project Management**

- **Material Procurement**
- **Engineering Reviews**
- **Bid Management**
- **Construction Management**
- **In-Field Issue Resolutions**
- **Status Reporting**
- **Punch Inspections**
- **Closeout Documentation**

Excell Communications recognizes the complexities of projects and the importance of Construction Project Management starting early in the process. Our design-build philosophy incorporates engineering and construction into a unified activity throughout the entire project. Our emphasis on construction and installation continuity ensures a more efficient, better quality install by our client's general contractors. This design consistency results in fewer surprises downstream.

Our success is the result of an employee-based team sharing information between internal departments that begins day one of the project. These professionals not only possess construction experience to provide issue resolution in the field, but they also recognize how important schedule attainments are to the success of projects.

We also understand that the construction process is not complete when a site goes into service. Our responsibility is to ensure quality installations reflected by complete and professional closeouts to your satisfaction and provide you with thorough records for the next time the site is touched.

Excell's CPM service offering is the result culmination of our company delivering you a successful project.





## **Excellence in Maintenance and Disaster Recovery**

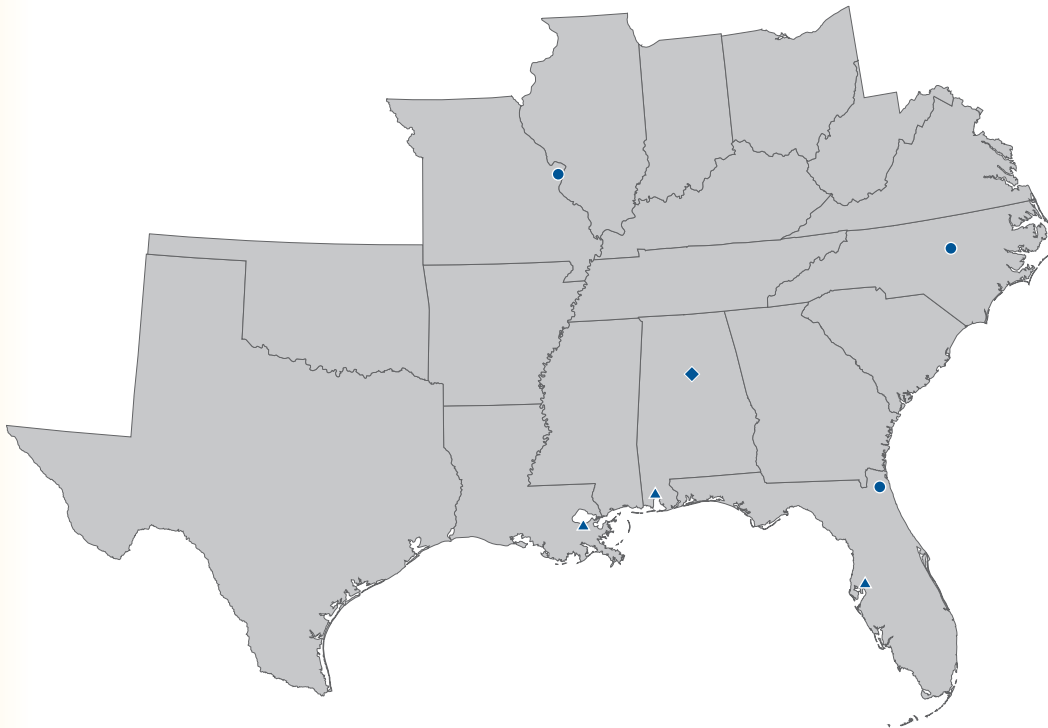
- **Safety is the Priority**
- **In-house Maintenance Crews**
- **24/7 On-call Response**
- **Line and Antenna Troubleshooting/ Replacement**
- **Microwave Repair and Alignment**
- **Third-party Inspections with Customized Reporting**
- **Tower Mapping**
- **System and DTF Sweep Testing**
- **FAA Lighting Repair and Maintenance**
- **Hurricane and Disaster Relief Services**

Excell Communications understands the importance of maintaining your network for your customers. We self-perform all maintenance work to ensure the highest standard of safety and quality. Excell is dedicated to providing our crews with the best safety equipment, training and adequate time needed to complete your job. We realize the importance of our relationship with your operations team and understand your expectations. There are many options available when selecting a maintenance crew. Excell makes every effort to be recognized as “above standard”. We ensure our crews are professional in the way they act, dress and care for your property.

Maintenance is not an 8:00 to 5:00 task, but rather a 24/7 job. Excell is there when you call to ensure your network is meeting your customer’s demands at all times.

**Excell Communications** is one of the largest project firms serving the telecommunications industry in the Southeast and Midwest regions. We have been performing site development and construction services for over a decade and understand the challenges of managing the scale, scope and schedule of multiple projects. We are unique in that we self-perform our services including site acquisition, engineering, environmental and regulatory compliance, project management, general contracting, maintenance and construction project management. These services are offered individually or together as a solution for our clients that include wireless service providers, other service vendors and infrastructure providers.

The Excell mission is simple, yet sincere - *“to support our clients with the highest standard of professionalism and customer service. We simplify the lives of our customers through an understanding of scope, a focus on process and by delivering successful projects.”*



## Excell Communications • Office Locations

◆ *Corporate Office*  
Birmingham, Alabama

▲ *Field/Satellite Offices*  
Mobile, Alabama  
Tampa, Florida  
New Orleans, Louisiana

● *Regional Offices*  
Jacksonville, Florida  
St. Louis, Missouri  
Raleigh, North Carolina



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