

# LCE Newport Beach, Inc.

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## A Sole Source System Service-Disabled, Veteran-Owned, Small Business (SDVOB) Procurement Program



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## **White Paper for the United States Government**

### ***Meeting your Goals***

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**July 1, 2017**

### **The LCE Black Box Series**

#### **ABSTRACT**

**LCE Newport Beach Inc.** has developed **The LCE Black Box Series**, including the LCE-Black Box 1000, which offers feature-rich solutions for visual collaboration. Completely user-friendly, **The LCE Black Box Series** brings instant conferencing and

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streaming PowerPoint presentations at the touch of a button. With full-motion capture of up to 1Mbps speeds, the picture quality is superb for real time interactions and the most natural meetings which make you feel that you are there. **Examples of The LCE Black Box applications include (1) An Autonomous Electric Automobile Platform, (2) Super-Computer Military Defense System, (3) Real Time Conferencing with Field Offices, (4) Tele- Health, and (5) Tele- Medicine.**



### **NEWPORT BEACH, INC. Mr. Dennis Matthews CEO**

Dennis Matthews was born in Cleveland, Ohio, and lived in an orphanage. He was raised in Huntsville, Alabama, by his Grandmother. Dennis overcame hardships and has

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become a consistent overachiever. Video technology has enabled Dennis to achieve goals. One of these goals is to bring people together all over the world using his technology. Dennis graduated with Honors in Electronic Engineering, and served five years in the Marines. Finally, his career took off when he created a way to set up computer networking and video conferencing. The different companies and agencies for which he created this technology are: The Pentagon, U.S. Army, EPA, Federal Aviation Administration, Langley U.S. Air Force Base and the Elmendorf Anchorage Alaska AFB. He has subcontracted for IBM, Citicorp, Unisys, and many other top Fortune 500 companies and government agencies. Dennis is also a board member of the NGO African Diaspora Foundation, United Nations Association, US-Africa Chamber of Commerce and the United States International Mission. Mr. Matthews founded his first company LCE as a DBA in 1987 while working at the Dow Jones / Wall Street Company as an Earth Station technician for satellite communications. LCE Newport Beach IT Inc was started in February 2011. The company specializes in technology and construction. It is a Small Disabled Veteran Owned Business (PL 108-193(SDVOBS)).

### **CONTRACT FUNDING SOUGHT**

**\$6.5 Million for a requirement with the NAICS Codes for Manufacturing or  
\$4.0 Million for a requirement within any other NAICS Codes**

### **The LCE Black Box Series**



**Government Version LCE Black Box**

### **Features and Benefits**

#### **Simple to Operate**

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- Web-Streaming Video
- Dial-in Calling
- Easy Call set-up through the Web dialer
- Integrated Address Book
- Movable picture-in-picture (PIP), self-viewing display
- Dual monitor support

### **Security and Remote System Management**

- Built-in Web service allows for remote management functionality
- High degree of maintenance control
- Highly secured password protection allows users to manage and control calls and callers

### **High Level of Connectivity**

- USB ports support wireless LAN
- Expanded end-point coverage allows audio add-in over VoIP plus POTS

### **Superb Performance**

- High quality, enhanced video delivers images from 64K bps to full motion Mbps up to 30 frames per second

### **Camera Options**

- 10 pre-set camera pan/zoom positions for a local camera
- 10 pre-set camera pan/zoom positions for a remote camera

The LCE Black Box Series – continued

The LCE Black Box Series – continued

### **Audio Performance**

#### Audio Standards

- H.323: G711a-law/ $\mu$ law; G728, G722 (48K/56Kbps)
- H.323: G711a-law/ $\mu$ law; G723.1; 8, G722 (64Kbps)

#### Input/Output

- 2 microphone inputs
- 1 RCA line input (VCR)
- 2 RCA line outputs (VCR, TV)

#### SVGF Out to TV Bulletin Control

- Variable volume control
- Audio mute/privacy

#### Audio Enhancements

- Full duplex and 2 channel echo cancellation

- Automatic gain control
- Automatic noise suppression

## Video Performance

### Video Standards

- H,261 and H,263+

### Video Format

- NTSC/PAL auto detection

### Still Image Resolution

- 4CIF; 704x576 (pixels) H261 Annex D (H.320 only)

### Video Source (Inputs)

- Main camera (built-in)
- 2<sup>nd</sup> document camera
- VCR: RCA line

### Video Outputs

- Main monitor, RCA line and S-Video
- 2<sup>nd</sup> monitor SVGA, NTSC, PAL
- VCR (recording/out); RCA line
- SVGA ((800x600)

## The LCE Black Box Series – continued

## General

### Optional Accessories

- 2<sup>nd</sup> cameras

### Dimension and Weight

- 36" length x 23" width x 12 cm height
- 6kg N,W/4,6kg Gross Weight

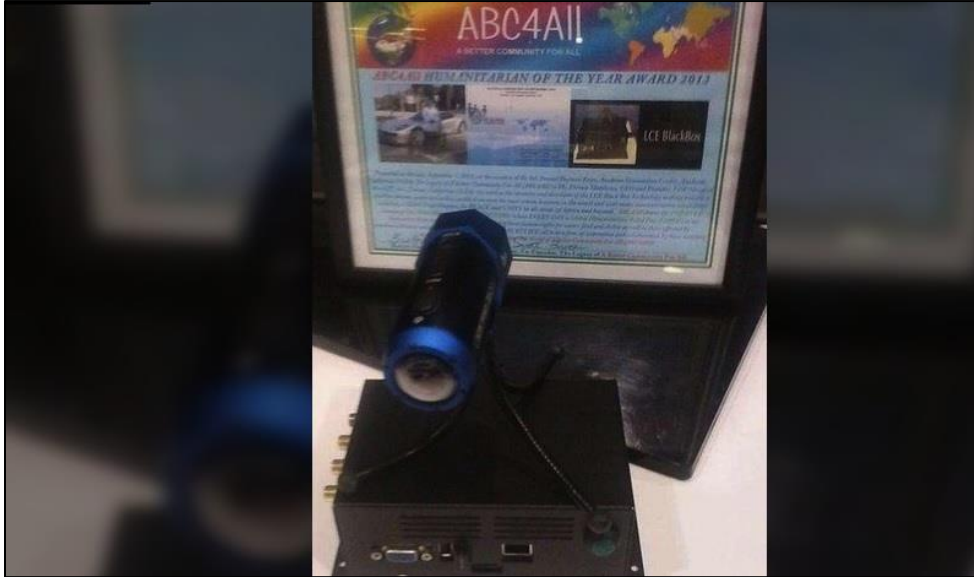
### Power

- Auto-sensing power supply
- Standby power mode
- Operating voltage: 100-240 VAC
- Operating frequency: 50/60 Hz
- Maximum power consumption: 40W
- Output voltage of power adapter 12V DC

- The infrared remote control uses 2AAA batteries which are included
- Environmental Conditions
- Operating temperature: 0~40
  - Operating humidity: 20%~85%
  - Supported FTU standards
  - H,323; T,120\*( )

Standard Warranty

- One year parts and labor



**Key Areas of Technology Integration**

- Our VTC LCE technology will integrate with the Mullen Motor Technology's all electric, next generation car with major TeleHealth applications.
- LCE Newport Beach IT Inc. and Mullen Motor Technology have collaborated to bring Mullen's cars and our technology to market.
- The LCE Black Box will link the Mullen car to a supercomputer in Las Vegas, Nevada.
- All audio and video inside the car will be transmitted to this supercomputer which will provide key applications to the driver and passengers.
- This technology while providing access anywhere in the world will have robust military applications as a Unified Communication Device.

- The LCE technology may be used in Military and Civilian Aircraft, Humvees, Cyber Security, and a Defense System against Intercontinental Ballistic Missiles.



## Major NAICS Codes Positively Impacted by LCE Technology

The North American Industry Classification System (**NAICS**) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

Relevant NAICS Categories		
NAICS Code	Primary	Description
236210		Industrial Building Construction
236220		Commercial and Institutional Building Construction
334220		Radio and Television Broadcasting and Wireless Communication Equipment Manufacturing
334310	Yes	Audio and Video Equipment Manufacturing
334510		Electromedical and Electrotherapeutic Apparatus Manufacturing
423450		Medical, Dental and Hospital Equipment and Supplies Merchant Wholesalers
517410		Satellite Telecommunications



## NAICS Product and Service Codes Selected

NAICS Code	Description
AR64	R&D - Space: Station (Engineering Development)
AN12	R&D - Medical: Biomedical (Applied Research / Exploratory Development)
AR37	R&D - Space: Flight (Commercialized)
AN14	R&D - Medical: Biomedical (Engineering Development)
AN13	R&D - Medical: Biomedical (Advanced Development)
AR14	R&D - Space: Aeronautics / Space Technology (Engineering Development)
AR22	R&D - Space: Science/ Applications (Applied Research / Exploratory Development)



### Mullen Motor Technology

Mullen Technologies, Inc. is a California-based, diverse group of people, partners, and organizations committed to the development, sustainability, and affordability of clean energy. Primarily, Mullen is an electric vehicle manufacturer of USDOT certified vehicles utilizing state-of-the-art battery and energy technologies. Over \$750 million has been invested into the REAL Tesla killer: a four door, five passenger, family sedan with a spacious trunk and 220-mile range per charge, with an MSRP of under \$30,000. Future versions of this marquee vehicle will include a 650-mile, all-electric range with Level 3 charging of 80% of capacity in under 30 minutes. Mullen also commits tremendous energy and financial resources to the development of alternative battery technology and research into emerging scientific discoveries to create the best and most productive batteries available to consumers whether they be private, commercial, or government.

The Company is also a distributor of electric vehicles that are highway-certified and low-speed vehicles (LSV). Through a developing national and international automobile

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dealer and franchise network, Mullen will ultimately market two low-speed vehicles, an SUV, compact, and two sedans from one of the largest foreign automakers, BAIC. Mullen's own 700e vehicle and its other all-electric vehicles will complement the Company's full line which will become the industry standard in the all-electric automobile industry. Most importantly, Mullen strives to further develop state-of-the-art energy storage systems, to enhance battery technology, and to produce the most energy efficient, long-range, and most desired all-electric car on the market.

BAIC Group (Beijing Automotive Industry Holding Co., Ltd.) is a Chinese state-owned enterprise and holding company of several automobile and machine manufacturers located in Beijing, China. BAIC's parent company has principal subsidiaries including the passenger car maker BAIC Motor; a military vehicle and SUV maker, BAW; and a truck, bus, and agricultural equipment maker, Foton Motor. BAIC also makes Hyundai and Mercedes-branded cars for sale on the Chinese market through the Beijing Hyundai and Beijing Benz joint ventures. It is often ranked as the fifth or fourth-largest Chinese automaker by volume and boasts several successful passenger-car joint ventures with foreign firms. However, a significant proportion of its output is agricultural, commercial, and military vehicles. In 2014, its manufacture of 2.25 million whole vehicles made BAIC the fourth largest among domestic rivals, although it placed second in terms of commercial vehicle output.



**Mullen Motor Technology – continued**

Here are the key specifications of the Mullen 700e Car:

<b>Mullen's 700e All Electric Car 5-Passenger / 4-Door Sedan</b>	
<b>Key Specs</b>	<b>Description</b>
<b>Max Speed</b>	<b>85 Miles Per Hour</b>
<b>Range</b>	<b>180 Miles (Projected)</b>
<b>Brakes</b>	<b>Anti-Lock Brakes (ABS)</b>
<b>Battery</b>	<b>333V, 31kWh, Lithium Ion Phosphate(LiFePO4) Battery System</b>
<b>Charge Time</b>	<b>6 Hours from 220V(30A)</b>

**INTRODUCING THE...**  
**MULLEN 700e**

The All New Electric,  
Fully USDOT Certified  
Mullen 700e.  
Unveiled at the LA  
Auto Show  
November 2014.



ACCESS OK  
CLEAN AIR VEHICLE

**About the Mullen 700e**

The Mullen 700e is a four-door, five passenger all electric sedan. The Mullen 700e operates with a 31 kWh lithium { ion iron phosphate (LiFePO4) battery system which produces zero harmful emissions and a range of up to 180 miles on a single charge with a top speed of 85 MPH. The Mullen 700e is fully certified by the USDOT. Original design by Pinafarina with enhancements by Porsche Design Studios. Price: See Dealer for Details.





LCE Black Box Tele-Health Care Electric Car Satellite Uplink and



Downlink Panel



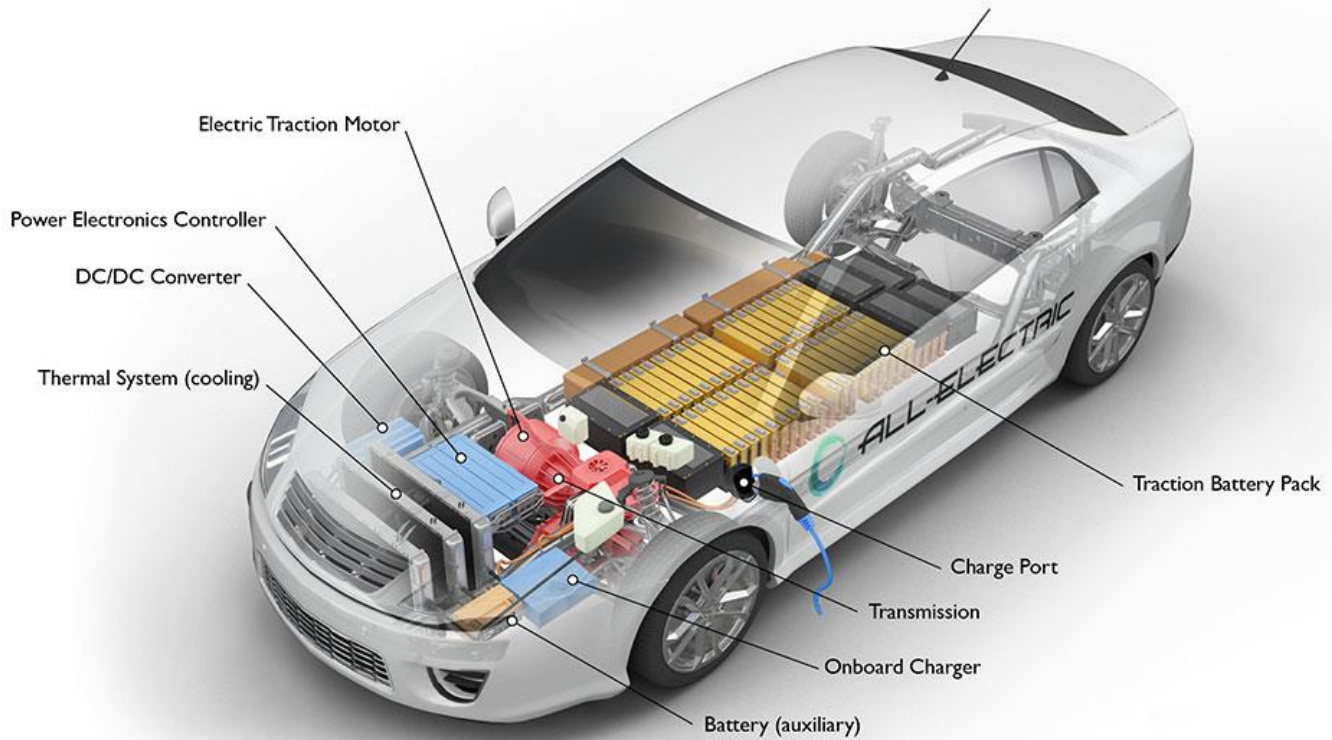
Disk and Satellite Equipment

Earth Station Uplink/Downlink





All-Electric Vehicle



afdc.energy.gov

Mullen Motor Technology – continued

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Mullen Motor Technology Vehicle Models			
Category	Mullen LCE Black Box	Mullen Black Box 1000	Mullen LCE Black Box 2000
System	Included TV and FM Radio Built-in	TV and FM Radio with Camera	Built-in TV, Video Streaming, Camera LCD
	No Camera	---	Display
	H323	Yes	Yes
	Speed - WAN	---	384K
	Speed - LAN	10/100M	10/100M
Network	Interface Satellite	4 x Ethernet 10/100 B-T	3BRI (S/T Interface) 1 thernet 10/100 B-T
	Wireless LAN Option	Yes	Yes
Video	Number of Inputs	3	3
	Number of Outputs	4 + SVGA	4+SVGA
	Resolution QCIF	Yes	Yes
	Resolution CIF	Yes	Yes
	CODEC G 723.1	Yes	Yes
	CODEC G729	Yes	Yes
	Dual Monitor Support	Yes	Yes
Data	Maximum Bit Rate	1 M	1 M
Audio	Net Meeting	---	Via RS232
	Number of Inputs	2 x MIC;Line	2 x MIC;Line
	Number of Outputs	2 x Line	2 x Line
	CODEC 723.1	Yes	Yes
	CODEC G729	Yes	Yes
Features	Speaker Tracking	Activated	Activated
	Gateway Interface	Yes	Yes
	USB Support	2	2
	Web Server	Yes	Yes
Highlights	Video Over Document	Yes	Yes
	Image Capture	Yes	Yes
	PowerPoint Slide Show	Yes	Yes
	SNAP	Yes	Yes



## LCE Black Box Technologies Webcasting and Videoconferencing Pricing

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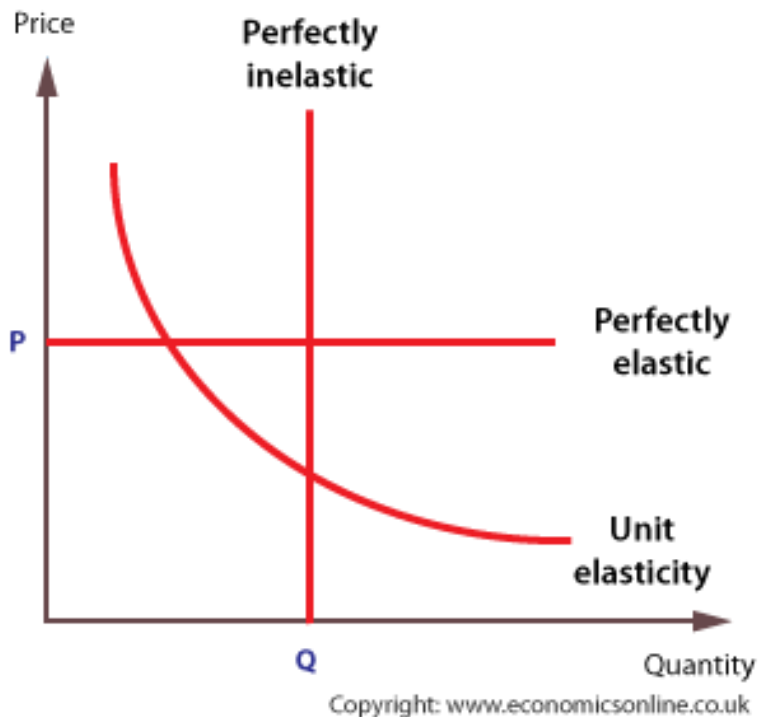
## LCE Black Box Quantity Price Points

1-250 Units – \$8,000 Per Unit  
Vehicle price for Mullen Electric 700E Car \$45,000  
Total Price: \$53,000

250-500 Units – \$7,000 Per Unit  
Vehicle price for Mullen Electric 700E Car \$40,000  
Total Price: \$47,000

500-750 Units – \$6,000 Per Unit  
Vehicle price for Mullen Electric 700E Car \$39,000  
Total Price: \$45,000

750-1,000 Units – \$5,000 Per Unit  
Vehicle price for Mullen Electric 700E Car \$38,000  
Total Price: \$43,000



## Service-Disabled Veteran-Owned Small Business Procurement Program Subpart 19.14

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**19.1401 General. Dennis Matthews CEO LCE Newport Beach Inc(SDVOBSB) at Redstone Arsenal Space and Missile Command, Huntsville Alabama**

(a) The Veterans Benefit Act of 2003 ([15 U.S.C. 657f](#)) created the procurement program for small business concerns owned and controlled by service-disabled veterans (commonly referred to as the “Service-Disabled Veteran-owned Small Business (SDVOSB) Procurement Program”).

(b) The purpose of the Service-Disabled Veteran-Owned Small Business Program is to provide Federal contracting assistance to service-disabled veteran-owned small business concerns.

**19.1402 Applicability.**

The procedures in this subpart apply to all Federal agencies that employ one or more contracting officers.

**19.1403 Status as a service-disabled veteran-owned small business concern.**

(a) Status as a service-disabled veteran-owned small business concern is determined in accordance with 13 CFR Parts 125.8 through 125.13; also see [19.307](#).

(b) At the time that a service-disabled veteran-owned small business concern submits its offer, it must represent to the contracting officer that it is a—

- (1) Service-disabled veteran-owned small business concern; and
- (2) Small business concern under the North American Industry Classification System (NAICS) code assigned to the procurement.

(c) A joint venture may be considered a service-disabled veteran owned small business concern if—

- (1) At least one member of the joint venture is a service-disabled veteran-owned small business concern, and makes the representations in paragraph (b) of this section;
- (2) Each other concern is small under the size standard corresponding to the NAICS code assigned to the procurement;
- (3) The joint venture meets the requirements of paragraph 7 of the explanation of Affiliates in [19.101](#); and
- (4) The joint venture meets the requirements of 13 CFR 125.15(b).

**Service-Disabled Veteran-Owned Small Business Procurement Program**

Subpart 19.14  
continued

(d) Any service-disabled veteran-owned small business concern (nonmanufacturer) must meet the requirements in [19.102\(f\)](#) to receive a benefit under this program.

**19.1404 Exclusions.**

This subpart does not apply to—

(a) Requirements that can be satisfied through award to—

(1) Federal Prison Industries, Inc. (see [Subpart 8.6](#));

(2) AbilityOne participating non-profit agencies for the blind or severely disabled (see [Subpart 8.7](#));

(b) Orders under indefinite-delivery contracts (see subpart [16.5](#)). (But see [16.505\(b\)\(2\)\(i\)\(F\)](#) for discretionary set-asides of orders);

(c) Orders against Federal Supply Schedules (see subpart [8.4](#)). (But see [8.405-5](#) for discretionary set-asides of orders); or

(d) Requirements currently being performed by an 8(a) participant or requirements SBA has accepted for performance under the authority of the 8(a) program, unless SBA has consented to release the requirements from the 8(a) program.

**19.1405 Service-disabled veteran-owned small business set-aside procedures.**

(a) The contracting officer—

(1) Shall comply with [19.203](#) before deciding to set aside an acquisition under the SDVOSB Program;

(2) May set-aside acquisitions exceeding the micro-purchase threshold for competition restricted to SDVOSB concerns when the requirements of paragraph (b) of this section can be satisfied; and

(3) Shall consider SDVOSB set-asides before considering SDVOSB sole source awards (see [19.1406](#)) or small business set-asides (see subpart [19.5](#)).

(b) To set aside an acquisition for competition restricted to service-disabled veteran-owned small business concerns, the contracting officer must have a reasonable expectation that—

(1) Offers will be received from two or more Service-Disabled Veteran-Owned Small Business concerns; and

(2) Award will be made at a fair market price.

(c) If the contracting officer receives only one acceptable offer from a service-disabled veteran-owned small business concern in response to a set-aside, the contracting officer should make an award to that concern. If the contracting officer receives no acceptable offers from service-disabled veteran-owned small business concerns, the service-disabled veteran-owned set-aside shall be withdrawn and the requirement, if still valid, set aside for small business concerns, as appropriate (see [19.203](#)).

**Service-Disabled Veteran-Owned Small Business Procurement Program**

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## Subpart 19.14 continued

(d) The procedures at [19.202-1](#) and, except for acquisitions not exceeding the simplified acquisition threshold, at [19.402](#) apply to this section. When the SBA intends to appeal a contracting officer's decision to reject a recommendation of the SBA procurement center representative (or, if a procurement center representative is not assigned, see [19.402\(a\)](#)) to set aside an acquisition for competition restricted to service-disabled veteran-owned small business concerns, the SBA procurement center representative shall notify the contracting officer, in writing, of its intent within 5 working days of receiving the contracting officer's notice of rejection. Upon receipt of notice of SBA's intent to appeal, the contracting officer shall suspend action on the acquisition unless the head of the contracting activity makes a written determination that urgent and compelling circumstances, which significantly affect the interests of the Government, exist. Within 15 working days of SBA's notification to the contracting officer, SBA shall file its formal appeal with the head of the contracting activity, or that agency may consider the appeal withdrawn. The head of the contracting activity shall reply to SBA within 15 working days of receiving the appeal. The decision of the head of the contracting activity shall be final.

### **19.1406 Sole source awards to service-disabled veteran-owned small business concerns.**

(a) A contracting officer shall consider a contract award to a SDVOSB concern on a sole source basis (see [6.302-5\(b\)\(6\)](#)), before considering small business set-asides (see [19.203](#) and subpart [19.5](#)) provided none of the exclusions of [19.1404](#) apply and—

- (1) The contracting officer does not have a reasonable expectation that offers would be received from two or more service-disabled veteran-owned small business concerns;
- (2) The anticipated award price of the contract, including options, will not exceed—
  - (i) \$6.5 million for a requirement within the NAICS codes for manufacturing; or
  - (ii) \$4 million for a requirement within any other NAICS code;
- (3) The requirement is not currently being performed by an 8(a) participant under the provisions of [Subpart 19.8](#) or has been accepted as a requirement by SBA under [Subpart 19.8](#);
- (4) The service-disabled veteran-owned small business concern has been determined to be a responsible contractor with respect to performance; and
- (5) Award can be made at a fair and reasonable price.

(b) The SBA has the right to appeal the contracting officer's decision not to make a service-disabled veteran-owned small business sole source award.

### **19.1407 Contract clauses.**

The contracting officer shall insert the clause [52.219-27](#), Notice of Service-Disabled Veteran-Owned Small Business Set-Aside, in solicitations and contracts for

## Service-Disabled Veteran-Owned Small Business Procurement Program

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Subpart 19.14  
continued

acquisitions that are set aside or reserved for, or awarded on a sole source basis to, service-disabled veteran-owned small business concerns under [19.1405](#) and [19.1406](#). This includes multiple-award contracts when orders may be set aside for service-disabled veteran-owned small business concerns as described in [8.405-5](#) and [16.505\(b\)\(2\)\(i\)\(F\)](#).



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