

Anywhere County, Wyoming

Request for Proposals

For

High Speed Internet/Broadband Services

Date Issued ****/**/20****

Proposal Submission Deadline:

****/**/20****, 5 p.m.

**Mail or Hand Deliver Proposal
to Primary Contact:**

Name

Title

Anywhere County

Address

Address

Table of Contents

1. SUMMARY 2

2. CONTRACT AWARD SCHEDULE 2

3. GENERAL CONDITIONS 2

4. BACKGROUND 3

5. DESCRIPTION OF SERVICES REQUIRED 4

6. PROPOSAL CONTENT AND FORMAT REQUIREMENTS 5

7. SELECTION PROCEDURES 6

8. INQUIRIES 6

ATTACHMENT A: COVER SHEET 7

ATTACHMENT B: SPECIFICATIONS AND PRICING 8

1. SUMMARY

Anywhere County, hereinafter referred to as “County,” is requesting proposals from all interested providers of High-Speed Internet/Broadband (hereafter “Internet”) services for affordable, reliable high-speed Internet access for residential, business, and government constituents.

The term “offeror” shall refer to providers submitting proposals in response to this Request for Proposals (RFP). The term “Contractor” or “Provider” is also used to describe the successful offeror(s) in the context of providing services under a contract resulting from this RFP.

An electronic copy may be downloaded from www.countywebsite.gov.

Each proposal received in response to this RFP will be evaluated on the criteria described herein. All proposals must be sealed, clearly marked “PROPOSAL – High-Speed Internet Service” and must include all elements described in the **PROPOSAL CONTENT AND FORMAT REQUIREMENTS** section of this RFP.

One original and five (5) copies of the proposal must be delivered to the address below before the date and time listed in the **CONTRACT AWARD SCHEDULE** section of this RFP. The County will not be responsible for proposals delivered to a person or location other than that specified herein, and reliance on the postal service will not excuse late proposals.

Access to County data for the identification of demand and assets is available by request.

Any amendment or addendum to this RFP is valid only if issued in writing by the County.

2. CONTRACT AWARD SCHEDULE

Publish RFP	Date
Proposal Submission Deadline	Date
Contract Approval (tentative)	Date
Services to Begin (tentative)	Date

3. GENERAL CONDITIONS

3.1. Prime Responsibility: The selected provider will be required to assume full responsibility for all services and activities offered in its proposal(s), whether or not provided directly. Further, the County will consider the selected Contractor(s) to be the sole point of contact regarding contractual matters, including payment of any and all charges resulting from the contract.

3.2. Assurance: Any contract awarded under this RFP must be carried out in full compliance with all laws of the State of Wyoming. The County prohibits discrimination in employment or in the provision of services because of race, color, religion, religious creed, sex, age, marital status,

ancestry, national origin, political affiliation, physical disability or medical condition. This clause does not require the hiring of unqualified persons.

- 3.3. Independent Contractor: In performance of the work, duties and obligations assumed by the offeror, it is mutually understood that the offeror, and all of the offeror's officers, agents and employees, will at all times be acting and performing in an independent capacity and not as an officer, agent, servant, employee, joint venture, partner or associate of the County.
- 3.4. The County reserves the right to reject any and all proposals; to negotiate specific terms, conditions, compensation, and provisions on any contracts that may arise from this solicitation; to waive any informalities or irregularities in the proposals; and to accept the proposal(s) that appear(s) to be in the best interest of the County. In determining and evaluating the proposals, costs will not necessarily be the sole factor; the experience of those who will be providing services under the contract, quality, equality, efficiency, utility, suitability of the services offered, and the reputation of applicants will be considered, along with other relevant factors.
- 3.5. The County reserves the right to:
 - Request clarification of any submitted information;
 - Not enter into any agreement;
 - Not select any applicant;
 - Amend or cancel this process at any time;
 - Interview applicants prior to award and request additional information during the interview;
 - Negotiate a multi-year contract or a contract with an option to extend the duration;
 - Issue similar RFPs in the future.
- 3.6. Prior to commencement of services, the Contractor must provide evidence of the following insurance coverages in amounts satisfactory to the County: Worker's Compensation, Commercial General Liability (naming the County as additional insured), Comprehensive Business or Commercial Automobile Liability for Owned Automobiles and Non-owned /Hired Automobiles. The Contractor will be required to maintain the required coverages, at its sole cost and expense, throughout the entire term and any subsequent renewal terms of the contract.

4. BACKGROUND

- 4.1. The County is looking for an internet solution that will serve residents, business and governments throughout the County. Because areas of the County are currently underserved or have no internet service, the County wishes to obtain access to high-quality internet access as that term is defined by the FCC (see <https://www.fcc.gov/document/fcc-finds-us-broadband-deployment-not-keeping-pace>) for its citizens and to encourage economic development.
- 4.2. The County is looking for a company to install internet to connect and serve the underserved rural areas of the County. Preference will be given to proposed solutions that have three separate options for: limited service in a small geographical area; basic service which will cover three regions in the County; and, a majority option that will cover about 90% of County residents and businesses.
- 4.3. Proposed solutions must be highly reliable and provide low-link-latency capable of carrying multicast, real-time streaming and video conferencing.
- 4.4. The County is willing to provide access to its vertical assets for deployment of wireless services that will augment internet deployments throughout the County. The final determination is to be made by the County. A map showing vertical assets will be available upon request.
- 4.5. The selected entity must be willing to have local representation on a full-time basis.

5. DESCRIPTION OF SERVICES REQUIRED

5.1. Scope of Services

- Provide turn-key Internet access
- Provide local sales and technology support;
- Provide pricing for residential internet access along with time-to-market for implementation to residential areas. This includes providing for the first year, plus promotional discounts.
- Provide a leased space proposal for installation of vendor equipment on top of County vertical assets if needed.

5.2. Deployment Project / Service Agreement Period

- Outline for deployment requirements and commitments
- Define Service agreement period (min. 5yr)
- Outline "in-kind" portions of project
- Shovel Readiness Statements, including ROW requirements

5.3. Detailed Description(s) of Services Required

- Infrastructure
 - High-speed internet access for remote customers;
 - Best Effort offering of at least 25 x 3 Mbps, with additional delivery speeds available;
 - Wireless backhaul to proposed towers;
 - High reliability; provide anticipated reliability
 - Low-link-latency (preferably 5ms or less);
 - Network speed of not less than 25Mbps preferably closer to 100Mbps;
 - Longest connection distance is no more than ten miles "Line of Sight;"
 - Initial residential offers must be made available within three (3) months of towers becoming active.
 - Equipment located on any roof must be efficiently placed to minimize roof footprint;
 - Installation is preferred to be on the roof and set back from the roof edge so that any dish or antenna is not visible from the streets, or as approved by County.
- Lease space on County-owned Structures
 - Lease not to exceed 5-year term at an agreed upon below-market lease rate.
 - Roof space footprint to be clearly defined in the terms of the proposed lease and cannot conflict with the services proposed in either the residential or commercial network discussed above.
 - Any additional lease requirements to be clearly defined in the terms of proposed leaser

6. PROPOSAL CONTENT AND FORMAT REQUIREMENTS

Interested offerors shall submit one original plus five (5) copies of their proposal to one of the locations listed on Page 1 of this RFP.

Proposals shall be delivered no later than the date and time listed in the CONTRACT AWARD SCHEDULE and shall contain at a minimum the following items:

6.1. Cover Sheet (Attachment B)

- Provide the full legal name of the Contractor who will execute the contract. Provide specific information concerning the agency, including: the agency's legal name, type of entity, and Federal Tax ID #.
- The cover sheet must be signed by an owner, corporate officer, or agent authorized by the Contractor.

6.2. Network Detail – 40 points

- 6.2.1. Provide a detailed description of the Primary Solution that you are providing.
 - a. Provide equipment specifications in adequate detail to document the performance claims reported on Attachment C.
 - b. Provide the electrical requirements for the proposed system.
 - c. Provide installation sketches or drawings showing what the installations will look like and what connections you are proposing.
 - d. Describe any benefits that your proposed system may provide that exceed specifications or enhance performance in ways that are not otherwise documented in your proposal.
 - e. Include any proposed dark fiber/bandwidth lease allocation outside RFP
 - f. Shovel Readiness Statement
- 6.2.2. Provide details on Proposed Service Area (PSA)
 - a. Provide maps detailing when each underserved or unserved area will have access to Internet.
 - b. Provide maps detailing unserved household and businesses in PSA
 - c. Provide data detailing underserved house
- 6.2.3. Provide a detailed description of your lease proposal for use of County-owned towers.
 - 1. Provide Installation sketches or drawings showing what the roof installations will look like and what connections that you are proposing to make to the building.
 - 2. Describe any electrical requirements you may wish to include in the lease agreement.
 - 3. Describe any other requirements you have for your proposed lease agreement.
 - 4. Provide a copy of your standard lease agreement if you have one for the County to consider.

6.3. Organization Information – 20 points

- 6.3.1. Background and Experience
 - a. Principals, Key Employees
 - b. Provide at least three references that substantiate your organization's experience in providing broadband solutions.
 - c. Matching Funds Outline

- d. Funding Availability Statement
- 6.3.2. Provide a description of all available equipment and installation warranties provided in your proposed system(s).
 - a. Provide names and qualifications of key employees assigned to this work.

6.4. Proposed Costs – 40 points

In addition to the customer pricing provided in Attachment B, provide any additional costs required by the County to construct the infrastructure and a timeline for implementation.

7. SELECTION PROCEDURES

Proposals will be evaluated on the criteria outlined in the PROPOSAL CONTENT AND FORMAT REQUIREMENTS section, with a maximum possible score of 100 points.

After an initial review and evaluation of each of the proposals, the offerors submitting the most highly rated proposals may be invited for interviews prior to final selection, to further elaborate on their proposals. The County reserves the right to award a contract without holding interviews, in the event the written proposals provide a clear preference on the basis of the criteria described.

The Contractor(s) selected for this project will be required to accept the County's contract and to comply with insurance standards as deemed acceptable to the County's Risk Manager. No agreement with the County of Nash is in effect until both parties have signed a contract.

8. INQUIRIES

Direct all inquiries regarding the proposal process or proposal submissions to:

Name
Title
Anywhere County
Address
Address
email@anywherecountync.gov
(*) * - *

ATTACHMENT A: COVER SHEET

Name of Person, Business or Organization:	
Type of Entity: (e.g. Sole-Proprietorship, Partnership, Corp., Non-Profit, Pubic Agency)	
Federal Tax ID Number:	
Contact Person – Name	
Contact Person – Address	
Contact Person – Phone Number (s)	
Contact Person – e-mail address	

By signing this **Cover Sheet** I hereby attest: that I have read and understood all the terms listed in the RFP; have read and understood all terms listed in this proposal; that I am authorized to bind the listed entity into this agreement; and that should this proposal be accepted, I am authorized and able to secure the resources required to deliver against all terms listed within the RFP as published by **Any County** Wyoming, including any amendments or addenda thereto except as explicitly noted or revised in my submitted proposal.

Signature of Authorized Representative

Printed Name of Authorized Representative

Date

Printed Title of Authorized Representative

ATTACHMENT B: SPECIFICATIONS AND PRICING

Primary Network	Specification or (N/A)
Rated Reliability	99.997%
Link-induced latency	5 ms
Advertised network speed	100 Mbps
Connection Distance Limit	4 – 8 miles
Roof Space Required (per site)	4 – 6 Ft ²
Wall/Rack Space Required (per site)	2 – 4 Ft ²
Residential – Standard Price(s)	\$
Residential – Promotional Price(s) (Include length of promotional period.)	\$
Government – Standard Price(s)	\$
Government– Promotional Price(s) (Include length of promotional period.)	\$
Business – Standard Price(s)	\$
Business – Promotional Price(s) (Include length of promotional period.)	\$

SERVICE MAP	
Provide a map identifying location of proposed towers, with designation of areas that will be likely to be connected from each tower, with designations identified as:	High Likelihood Likely Less Likely

PRICING LISTS	
Provide a complete list of products to be offered and associated pricing for each:	Residential Business Government