

# County of Perry PA



## **REQUEST FOR PROPOSALS (RFP) For Broadband Internet, Dark Fiber & Lit Services**

**RFP Issue Date:** Tuesday, May 11, 2021

**RFP RESPONSE DUE DATE:** FRIDAY, June 25, 2021, BY 3:00 P.M. EASTERN

**SUBMIT TO:** County of Perry  
25 West Main Street  
PO Box 37  
New Bloomfield, PA 17068

Attention:  
Brenda Watson – Perry County Commissioner  
c/o Shannon Hines – Perry County Chief Clerk

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# 1. GENERAL INSTRUCTIONS TO VENDORS

## 1.1. Purpose of Request for Proposals (RFP)

- 1.1.1. The COVID-19 pandemic has accentuated the need for broadband internet to be available to all businesses, residences, organizations, and entities of Perry County, Pennsylvania, (County) regardless of their urban or rural location within the county.
- 1.1.2. Perry County is requesting proposals from broadband providers (vendors) utilizing fiber, cable/coax, wireless hot spot, and/or wireless internet service provider (WISP) technologies to provide next generation internet access services to businesses, homes, government, and community institutions in underserved areas of Perry County.
- 1.1.3. Proposers may respond to the broadband services, dark fiber, or lit fiber, or any combination thereof.
- 1.1.4. The Contractor or Contractors will be required to minimally operate broadband (network) to provide retail services within the underserved areas that will be outlined within this RFP. Vendor(s) are encouraged also to provide retail/wholesale networking services that would support the development of advanced network services within the county.
- 1.1.5. The network vendor(s) must not limit the ability of network users to provide their own network devices beyond a pre-determined demarcation point of interface.
- 1.1.6. Contractor(s) will be required to provide design and engineering/construction services, and ongoing maintenance of the network. The County is open to providing assistance to Contractor(s)) in the following forms of support that may be beneficial to network development.
  - A. Colocation of networking equipment within County-owned facilities, such as, but not limited to:
    1. County-owned buildings such as the 911 Center or County Correctional Facility
    2. Wireless tower sites that currently support the County-owned public safety land mobile radio (LMR) system
    3. Openness to providing access to other locations or resources that would be identified by selected Vendor(s)
  - B. Marketing Assistance
    1. Town meetings
    2. Introduction to business and community leaders
    3. Introduction to municipal elected officials
    4. Introduction to school district administrations

## C. Funding and Contracts

1. The County is prepared to support one-time funding assistance for construction of the network or broadband devices.
2. The County acknowledges that one vendor may not be capable of supporting all the requirements of this RFP and is anticipating that multiple contracts with several “best value” broadband network vendors will be necessary to achieve the goals of this RFP.
  - (a) The County does have some funding available.
  - (b) The County will support grant requests for additional funds should that be necessary.
3. The County is interested in advanced network services to support multiple government locations within the county and would enter a long-term contract with the selected vendor(s).

### 1.2. Overview

- 1.2.1. The purpose of this document is to provide interested parties with information that enables them to prepare and submit proposals for the provisioning of broadband solutions that will support a variety of networking applications.
- 1.2.2. This document is an RFP; it differs from an invitation for bid. The County seeks solutions, not a quotation meeting firm specifications for the lowest price. As such, the lowest-price proposal shall not guarantee an award. Language referring to the “County” will be used throughout this RFP document to represent requirements.
- 1.2.3. Evaluations will be based upon criteria formulated around the most important features of a network service, of which quality, testing, references, experience in the field, availability, and/or capability may be overriding factors. The proposal evaluation criteria shall be viewed as a standard that measures how well a vendor’s proposal meets the desired requirements and needs.
- 1.2.4. The RFP process allows the County to negotiate with vendor(s) prior to awarding contract(s). A contract shall be awarded to qualified responsible vendor(s) submitting the best value proposals.
- 1.2.5. The issuance of this RFP does not obligate the County to enter a contract for any network services. The undisclosed funding that is available for this procurement may be awarded to a single vendor or divided among multiple vendors, at the County’s discretion. Payments will be based on milestone achievements of a respective vendor as determined by the County.
- 1.2.6. It is envisioned that the County will be offered a scalable network that can be upgraded as more services and/or bandwidth are required in the service areas. The scalability

also would be utilized to award contract(s) that have the greater benefits to meeting the County's short-term and long-term goals.

- 1.2.7. If a vendor requires County facilities that can offer heating, ventilation, and air conditioning (HVAC) and uninterruptible power supply (UPS) with generator backup support, please note that in your proposal. If utilizing County resources can assist in decreasing the cost of the network, these resources should be outlined in your proposal.

### **1.3. Terminology**

- 1.3.1. "Agreement" means the negotiated contract between the County and the Contractor(s) to provide the contracted services and/or items.
- 1.3.2. "Proposer" or "Vendor" means the person, firm, or corporation that submits a proposal to the County in response to the RFP seeking to be selected as a Contractor.
- 1.3.3. "County" refers to Perry County, which is acting as the fiduciary for this procurement.
- 1.3.4. "Contractor" means the entity or entities selected by the County to perform the contract services and/or contract items.
- 1.3.5. "Contract Services" means the services provided under the scope of the contract as set forth in the RFP and, as finalized, through negotiations, and incorporated into the Agreement.
- 1.3.6. "Contract Items" means the goods provided under the scope of Contract as set forth in Section 2 of the RFP and, as finalized, through negotiations, and incorporated into the Agreement.

### **1.4. General Information**

- 1.4.1. This RFP is issued by Perry County.
- 1.4.2. Please refer all inquiries in writing via email to the County's agent:

Jason Malloy, Mission Critical Partners, LLC (MCP)  
Email: [jasonmalloy@missioncriticalpartners.com](mailto:jasonmalloy@missioncriticalpartners.com)

- 1.4.3. Contract(s) entered into, as a result of this RFP, shall be fixed-price, unless otherwise stated, based on a list of routes, products, or services; the Contract shall incorporate by reference this RFP and the general clarification of requirements.
- 1.4.4. Vendors that received this RFP from any source and intend to offer a proposal are required to notify Jason Malloy, MCP, via email

([jasonmalloy@missioncriticalpartners.com](mailto:jasonmalloy@missioncriticalpartners.com)) no later than Friday, June 4, 2021, at 3:00 p.m. Eastern.

- 1.4.5. All emails will be acknowledged by the close of the next business day. If an acknowledgement is not received for any reason, vendors are encouraged to follow up with Jason Malloy via additional email or phone call to 540-866-0608.
- 1.4.6. Separate and sealed proposals in response to this RFP shall be due by Friday, June 25, 2021, by 3:00 p.m. Eastern. Responses will be opened at the regular public meeting on Monday, June 28, 2021, at 10:15 a.m.
- 1.4.7. Proposals received after 3:00 p.m. on Friday, June 25, 2021, will be returned unopened. No exceptions will be made.
- 1.4.8. The County reserves the right to extend or postpone the date and time for accepting proposals through an addendum.
- 1.4.9. All proposals, responses, inquiries, or correspondence relating to, or in reference to this RFP, and all electronic media, reports, charts, and other documentation submitted by a Proposer shall become the property of the County when received. Nothing submitted will be considered confidential or proprietary.

## **1.5. Proposal Submissions**

- 1.5.1. Proposers are requested to submit one (1) original proposal to Perry County and four copies for a total of 5 proposals. Proposers must include their company name and address on the outside of each envelope or container. The envelopes or containers must be sealed. The words "Response to RFP for Broadband Services" must appear on the outside of the envelope or container. Proposals may be delivered in person, by U.S. Postal Service, or by private courier service. No proposals shall be accepted via oral or email communication, telephone, or fax transmission.
- 1.5.2. Each original and copy of the Proposer's submission must include a copy of the proposal submission in digital format, either on CD or USB thumb drive.
- 1.5.3. Proposals must be submitted in the format described in this RFP. The contents of this RFP and the selected proposal(s) will become part of any executed contract(s).
- 1.5.4. The County reserves the right to request additional information that, in the County's opinion, is necessary to assure that the Proposer's competence, business organization, and financial resources are adequate to perform in accordance with this RFP and any resultant contract.
- 1.5.5. The County may make such investigation as it sees fit to determine the ability of the Proposer to perform the work, and the Proposer must furnish the County all such information and data for this purpose as requested by the County. The County reserves

the right to reject any proposal if the evidence submitted by, or investigation of, such Proposer fails to satisfy the County that such Proposer is properly qualified to carry out the obligations of a Contract and to satisfactorily perform the work specified.

- 1.5.6. When asked, Proposers also must include their answers to the questions listed in this RFP, using the same answering sequence as put forth in the RFP.
- 1.5.7. Proposals should be prepared simply and economically, providing a straightforward, concise description of the Proposer's ability to meet the requirements of the RFP directly associated with each requirement.
- 1.5.8. The RFP can be provided in Microsoft (MS) Word, so that responses can be entered directly after the requirement. To assist in this requirement email Jason Malloy, MCP, ([jasonmalloy@missioncriticalpartners.com](mailto:jasonmalloy@missioncriticalpartners.com)) to request a copy in Word.
- 1.5.9. All costs shall be submitted in MS Excel, following the guidelines in the later section of this document, and all pricing shall be valid for a period of no less than one year from the date of the proposal.
- 1.5.10. Any other information thought to be relevant, but not applicable to the enumerated questions, should be provided as appendices to the proposal.

## **1.6. Clarification of Requirements**

- 1.6.1. It is the intent and purpose of the County that this RFP permit competitive proposals. It shall be a Proposer's responsibility to advise the County's point of contact if any language, requirements, or any combination thereof inadvertently restricts or limits the requirements stated in this RFP to a single source. Such notifications must be submitted in writing and must be received by the County's point of contact no later than seven days prior to the proposal due date. A review of such notification will be made.
- 1.6.2. All requests for additional information or clarification concerning this RFP must be submitted in writing no later than 14 days prior to the proposal due date, and be addressed to:

County of Perry  
Broadband Services RFP  
Attention: Jason Malloy, MCP, Project Manager  
Email: [jasonmalloy@missioncriticalpartners.com](mailto:jasonmalloy@missioncriticalpartners.com)



## **1.7. Pre-Proposal Meeting**

- 1.7.1. As an elective, a pre-proposal meeting will be held at the Perry County Commissioners Office located at 25 W. Main Street, New Bloomfield, PA. The meeting will be conducted in the Conference Room on Monday, May 24, 2021, beginning promptly at 11:00 a.m. Eastern.
- 1.7.2. The agenda will include a review of all questions received to date by Perry County regarding this RFP.

## **1.8. Site Visits**

- 1.8.1. Site visits may be required if a vendor envisions that use of a County facility will assist in supporting the networking requirements. Perry County does not wish to restrict the desires of a vendor to visit a County facility; however, the COVID-19 pandemic safe practice guidelines discourage in-person site visits currently.
- 1.8.2. Perry County will support virtual visits to requested sites and provide answers to technical specification of the facility. If this approach is not fully successful to accomplish the goals of a vendor, site visits will be considered.
- 1.8.3. Please submit any request for facility support if your proposal would benefit from more facility information within your response.

## **1.9. Addenda and Modifications**

- 1.9.1. Any changes, additions, deletions, or clarifications to the RFP are made by addenda.
- 1.9.2. Any vendor in doubt as to the true meaning of any part of the RFP documents may request any interpretation thereof from the Issuing Office. At the request of the vendor, or in the event the Issuing Office deems the interpretation to be substantive, the interpretation shall be made by written addendum from the Issuing Office. Such addendum from the Issuing Office shall become part of the proposal package, having the same binding effect as provisions of the original RFP. No verbal explanations or interpretations shall be binding. To have a request for interpretation considered, the request must be submitted in writing and must be received by the County's point of contact no later than 14 days prior to the proposal closing date.
- 1.9.3. All addenda, amendments, and interpretations of this solicitation shall be in writing. Any amendment or interpretation that is not in writing shall not legally bind the County. Only information supplied by the County or its agent in writing or in this RFP should be used in preparing proposal responses. All contact that a vendor may have before, or shall have after, receipt of this RFP with any individuals, employees, or representatives of the County, and any information that may have been read in any news media or seen

or heard in any communications facility regarding this RFP, should be disregarded in preparing responses.

- 1.9.4. The County does not assume responsibility for the receipt of any addendum sent to vendors. A copy of all addenda issued must be signed and returned by the Proposer with its proposal.

## **1.10. Examination of Documents and Requirements**

- 1.10.1. Proposers shall carefully examine all RFP documents and thoroughly familiarize themselves with all requirements prior to submitting a proposal to ensure that the intent of this RFP is met.
- 1.10.2. Before submitting a proposal, each Proposer shall be responsible for making all investigations and examinations that are necessary to ascertain conditions and needs affecting the requirements of this RFP. Failure to make such investigations and examinations shall not relieve the Proposer from an obligation to comply, in every detail, with all provisions and requirements of this RFP.

## **1.11. Proposer Qualification Requirements**

- 1.11.1. Vendors must have been actively engaged in the installation of broadband and advanced telecommunication services, similar to the item(s) required in this solicitation, for a period of at least three years.
- 1.11.2. A Proposer shall demonstrate its engagement in three projects requiring services to support broadband services. If the vendor responds to Section 5 of this RFP to provide LMR wireless fiber backhaul, the vendor shall include references from other 911 public safety applications that are similar in size and scope to those requested in this solicitation, and that have been in continuous operation for at least two years within Pennsylvania. A Proposer shall submit this information for each of the three projects as part of its proposal, including contact name, address, phone number, project description, and cost.

## **2. SCOPE OF CONTRACT**

### **2.1. General Requirements**

- 2.1.1. The County seeks a vendor or vendors to provide solutions for internet and advance network services, described herein, which include broadband services to the underserved areas of Perry County.
- 2.1.2. The last-mile technologies to the underserved areas of Perry County can be Fiber to the Home (FTTH), Fiber to the Premises (FTTP), coax, or wireless.

2.1.3. Dark or lit managed services are required to be offered with advanced voice, video, internet, and data services to several Perry County government facilities (refer to Section 3.4.1).

### 3. AREAS FOR NETWORK SERVICES AND RESOURCE LOCATIONS

#### 3.1. Townships

3.1.1. Lightly colored areas of the map are not known to be served by broadband service providers supporting the businesses, homes, government, and community institutions. It is the lightly colored areas of the county that are the priority areas for broadband internet service. Proposals are highly encouraged to support all areas of the county.

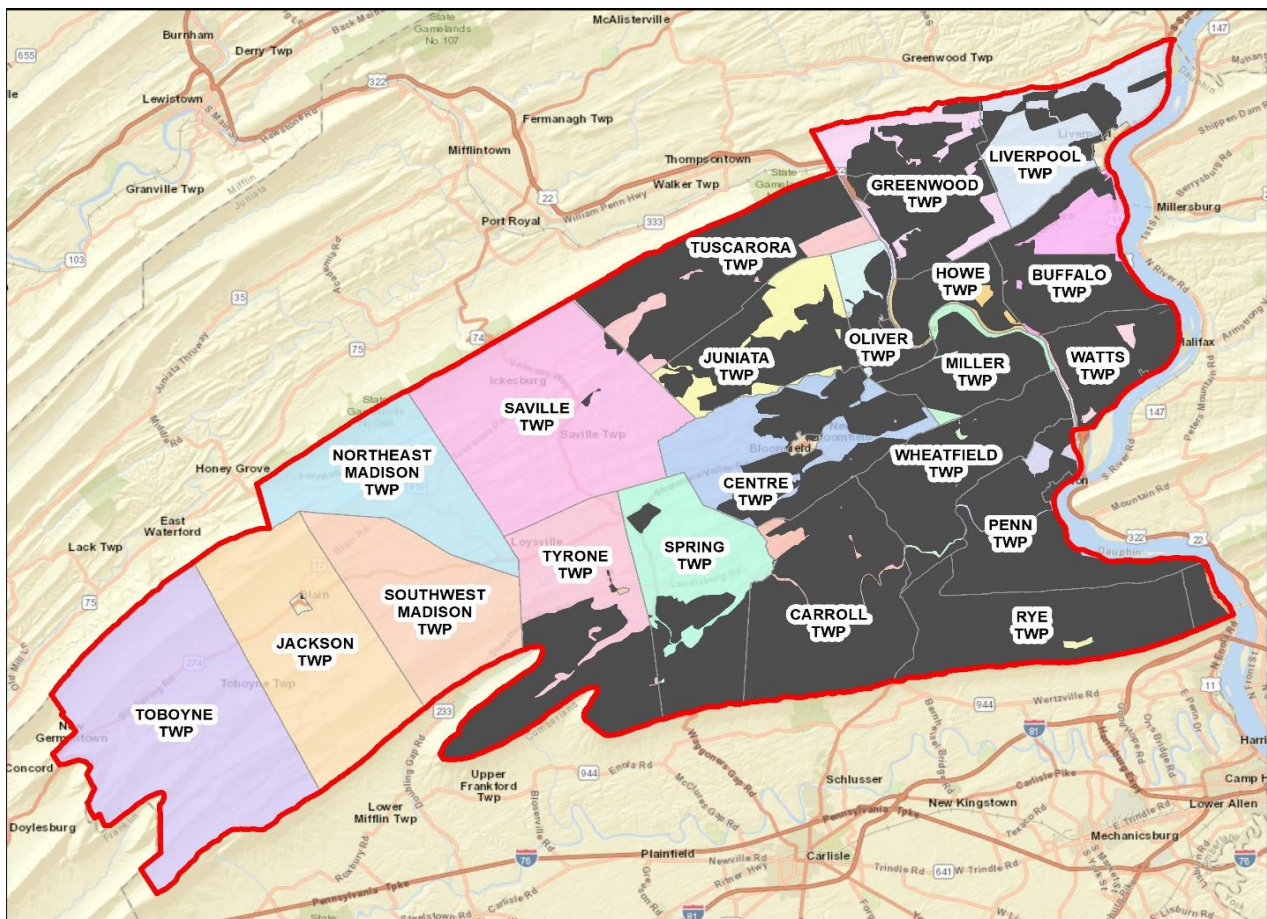


Figure 1: Perry County Townships

### 3.1.2. Townships with Populations

Table 1: Populations by Township

Township / Population		Township / Population		Township / Population	
Buffalo	1,219	Miller	1,098	Spring	2,208
Carroll	5,269	Northeast Madison	786	Toboyne	443
Centre	2,491	Oliver	1,931	Tuscarora	1,189
Greenwood	998	Penn	3,225	Tyrone	2,124
Howe	393	Rye	2,364	Watts	1,265
Jackson	547	Saville	2,502	Wheatfield	3,334
Liverpool	955	Southwest Madison	999		

## 3.2. Boroughs

- 3.2.1. Lightly colored areas of the map are not known to be served by broadband service providers supporting the businesses, homes, government, and community institutions. It is the lightly colored areas of the county that are the priority areas for broadband internet service. Proposals are highly encouraged to support all areas of the county.

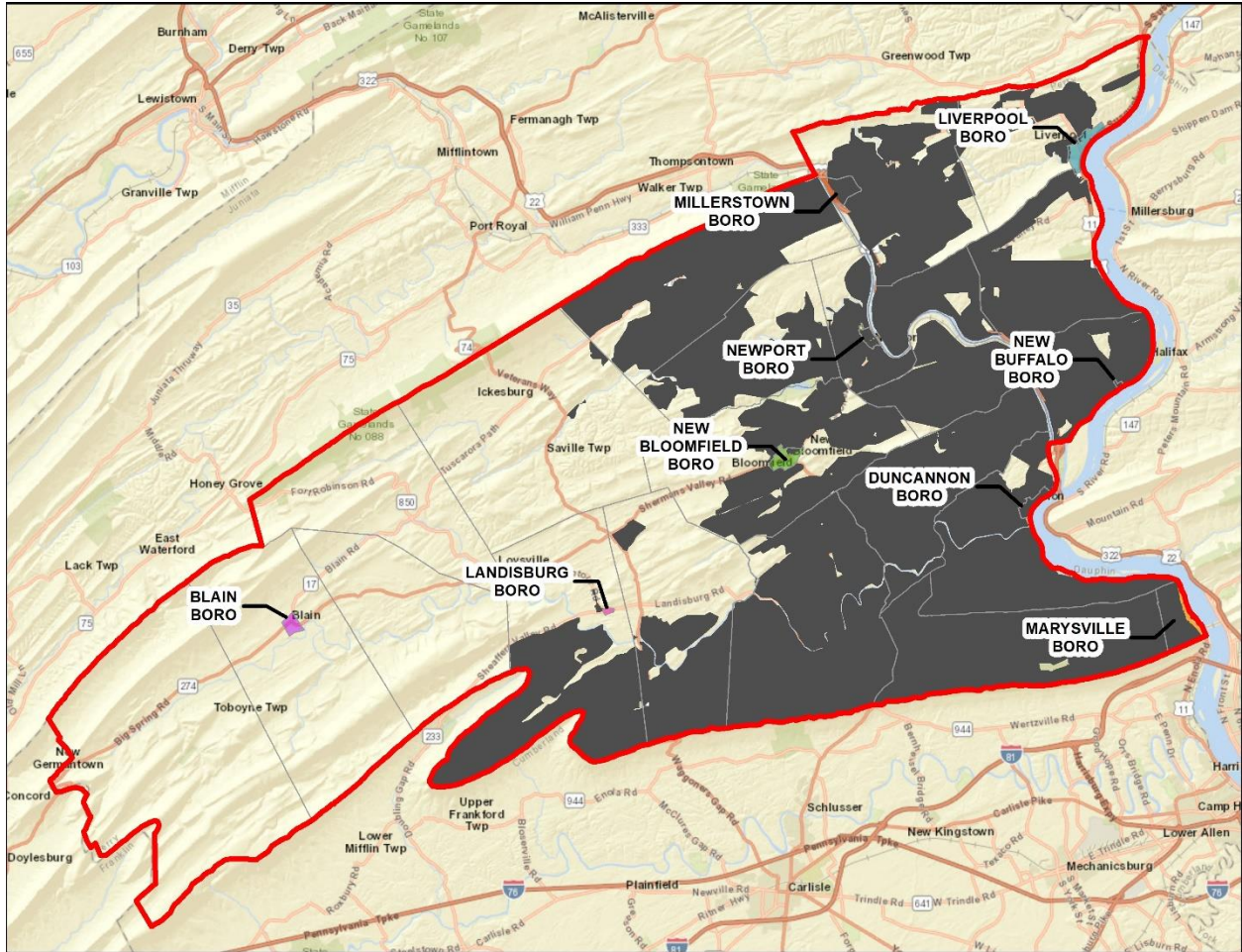


Figure 2: Perry County Boroughs (Cable/Broadband)



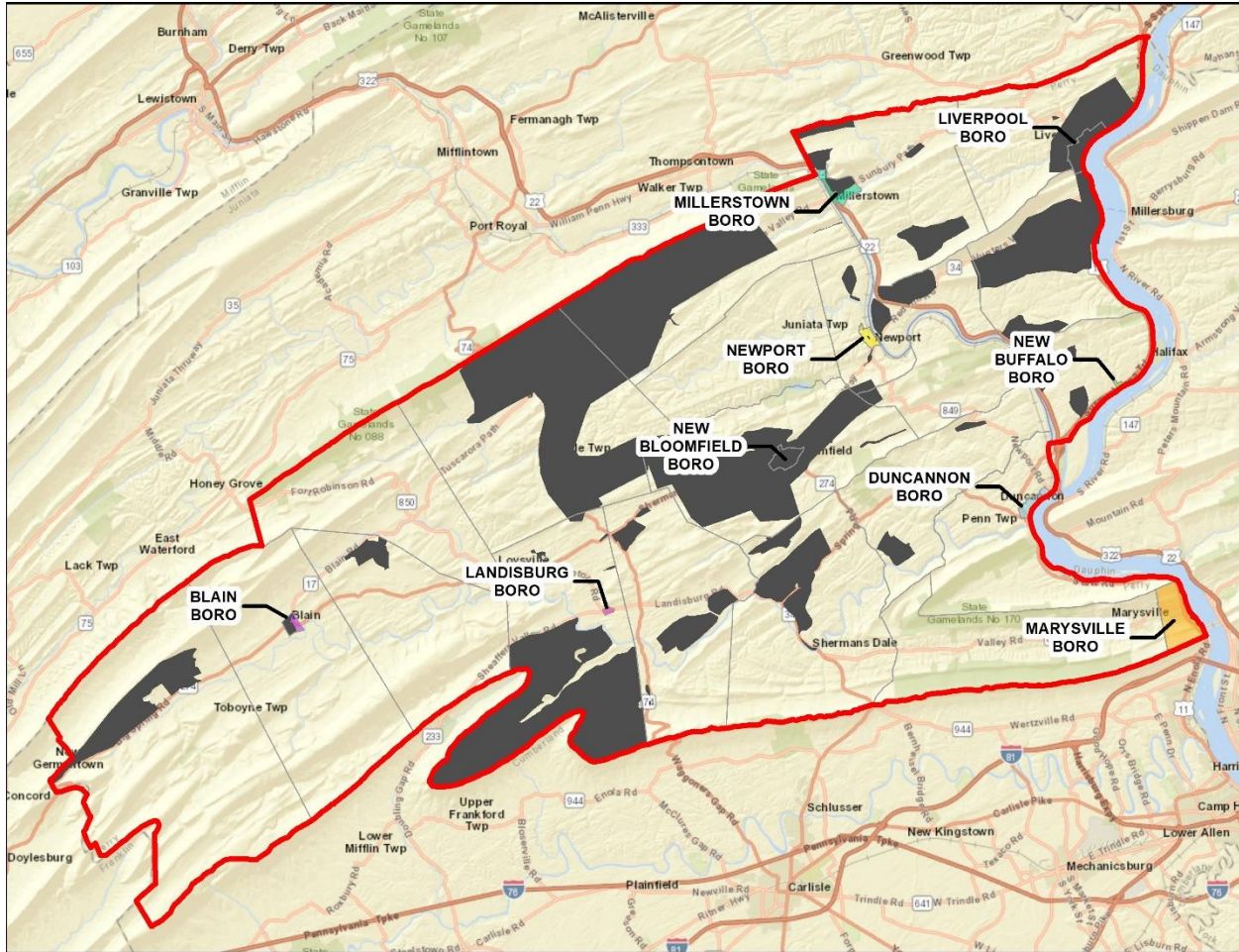


Figure 3: Perry County Boroughs (Fiber)

3.2.2. Boroughs with Populations

Table 2: Populations by Borough

Borough / Population		Borough / Population	
Blain	260	Marysville	2,534
Buffalo	130	Millerstown	670
Duncannon	1,522	New Bloomfield	1,247
Landisburg	220	Newport	1,574
Liverpool	960		

### 3.3. Wireless Tower Facilities

#### 3.3.1. Tower Information

The information below is for existing towers within a 5-mile buffer of Perry County and is provided as a guide; a map following the table depicts the locations. Vendors are encouraged to conduct further research for any sites deemed to have potential use; the County was unable to accurately determine the tower sites that may have fiber access. Efforts will be made to accommodate requests from vendors, but there is no guarantee that the County will be able to furnish additional site details for use in a Proposer's response.

Table 3: Tower Information

Map #	Tower Name/Location	Owner	Latitude	Longitude	County
1	Parson Rd	Valley Cable TV	40.20831	-77.708003	Franklin
2	TX Eastern 2	Texas Eastern Communications Inc	40.35364	-77.657186	Juniata
3	TX Eastern 1	Texas Eastern Communications Inc	40.35428	-77.653329	Juniata
4	East Waterford Fire	Juniata, County of	40.37136	-77.603593	Juniata
5	Blain 1	Crown Castle	40.35798	-77.548183	Perry
6	Blain 2	Unknown	40.35844	-77.547636	Perry
7	Blain 3	Crown Castle	40.35848	-77.546644	Perry
8	Mt Top Dr	Cumberland, County of	40.22135	-77.532382	Perry
9	Mt Top Dr	Commonwealth of Pennsylvania	40.22145	-77.532321	Perry
10	KNCN547	Kuhn, Dale: Kuhn, Trenton DBA Kuhns Network Services	40.22171	-77.530010	Cumberland
11	WPTE240/WPTN378	MultiComm, Inc	40.22214	-77.529558	Cumberland
12	Pipeline Rd	American Tower	40.25340	-77.450728	Cumberland
13	Blain Rd/T-Mobile	Unknown	40.38926	-77.441651	Perry
14	WPKB617	MultiComm, Inc	40.27691	-77.431403	Cumberland
15	WQLM947	Pennsylvania, Commonwealth of	40.28066	-77.418202	Cumberland
16	WGK497	Commonwealth of PA Dept. Conservation & Natural Resources	40.27781	-77.411903	Cumberland

Map #	Tower Name/Location	Owner	Latitude	Longitude	County
17	Route 74	Juniata, County of	40.47451	-77.391703	Juniata
18	Tuscarora	Pennsylvania, Commonwealth of	40.47738	-77.386418	Juniata
19	Tower Ln	Crown Castle	40.47726	-77.385942	Juniata
20	WPF224	Nextel Communications of the Mid-Atlantic Inc	40.47768	-77.385312	Juniata
21	Buckeye	American Tower	40.39517	-77.384095	Perry
22	KNKA260	Cellco Partnership	40.39531	-77.383903	Perry
23	WPQC444	Centre Communications Inc	40.47431	-77.377597	Perry
24	Royal View Dr	Crown Castle	40.52761	-77.373158	Juniata
25	Site ID PA0188	SBA	40.34744	-77.338200	Perry
26	Faculty Ave	American Tower	40.34383	-77.306386	Perry
27	Ponderosa Rd	SBA	40.24368	-77.301689	Cumberland
28	KTP606	Golden Corners Broadcasting, Inc.	40.26251	-77.296402	Cumberland
29	Limestone Ridge Rd	Unknown	40.39891	-77.295972	Perry
30	WPRY798	Nextel WIP License Corporation	40.27665	-77.278048	Cumberland
31	Waggoners Gap	American Tower	40.27653	-77.278028	Cumberland
32	WQGP995	Pennsylvania, Commonwealth of	40.27665	-77.277981	Cumberland
33	WNHI309	Schuylkill Mobile Fone Inc	40.27691	-77.276902	Cumberland
34	WQFR251	Dum, Dennis K	40.27691	-77.276702	Cumberland
35	WPKT753	USA Mobility Wireless Inc	40.27691	-77.276702	Cumberland
36	Waggoners Gap Rd	American Tower	40.27700	-77.276472	Perry
37	Waggoners Gap Rd	Cumberland, County of	40.27691	-77.276402	Cumberland
38	Zeigler Rd	American Tower	40.56925	-77.241936	Juniata
39	Landisburg Rd	American Tower	40.35994	-77.195778	Perry
40	McKean Rd	American Tower	40.42672	-77.194333	Perry



Map #	Tower Name/Location	Owner	Latitude	Longitude	County
41	New Bloomfield	Perry, County of	40.42711	-77.193302	Perry
42	Carroll	American Tower	40.35946	-77.192220	Perry
43	Persimmon Dr	Crown Castle	40.58011	-77.190261	Juniata
44	Shermans Dale	American Tower	40.32449	-77.175683	Perry
45	Soule Rd	SBA	40.42154	-77.166378	Perry
46	Shiffer Rd	American Tower	40.56818	-77.166312	Perry
47	PPL2	PP&L	40.42204	-77.165839	Perry
48	Texas Eastern Rd	Texas Eastern Communications Inc	40.34476	-77.161959	Perry
49	SD-OTR	American Tower	40.30426	-77.161458	Perry
50	WQBN555/556	Fibertower Spectrum Holdings LLC	40.55061	-77.152602	Perry
51	W Juniata Pkwy	Unknown	40.54498	-77.148383	Perry
52	Hoover	Crown Castle	40.50520	-77.146467	Perry
53	Legion Rd	Unknown	40.47107	-77.138557	Perry
54	Route 34	Potential Broadcasting, LLC, as Trustee	40.28967	-77.135918	Cumberland
55	WPTE240	MultiComm, Inc	40.50536	-77.118214	Perry
56	KFE664	PPL Electric Utilities Corp DBA PPL Corp	40.50449	-77.117673	Perry
57	Mountain Rd	Perry, County of	40.50500	-77.117523	Perry
58	Mountain Rd	American Tower	40.50560	-77.117225	Perry
59	KNKA260	Cellco Partnership	40.50504	-77.117079	Perry
60	WQBL880	Commonwealth of Pennsylvania	40.50585	-77.116553	Perry
61	Mountain Rd	American Tower	40.50449	-77.116489	Perry
62	RYE-1	American Tower	40.33093	-77.064378	Perry
63	WIA262	Texas Eastern Communications Inc	40.30390	-77.051796	Perry
64	Board Run Rd	Crown Castle	40.48116	-77.033928	Perry
65	Butcher Shop Rd	American Tower	40.40884	-77.032236	Perry

Map #	Tower Name/Location	Owner	Latitude	Longitude	County
66	Susquenita	Crown Castle	40.35074	-77.023656	Perry
67	Susquenita	Crown Castle	40.35074	-77.023656	Perry
68	Huggins Rd	American Tower	40.45508	-77.021033	Perry
69	KGA862	PPL Electric Utilities Corp DBA PPL Utilities	40.30540	-77.008294	Cumberland
70	WPUY664	Pennsylvania Microwave Networks Inc	40.30545	-77.007694	Cumberland
71	Lamb's Gap	Commonwealth of Pennsylvania	40.30551	-77.007360	Cumberland
72	Lamb's Gap	Cumberland, County of	40.30555	-77.006971	Cumberland
73	Lamb's Gap	Schuylkill Mobile Fone Inc	40.30566	-77.005748	Cumberland
74	Buffalo Mtn LMR	Perry, County of	40.51995	-76.991524	Perry
75	Buffalo Mtn	Crown Castle	40.52007	-76.991164	Perry
76	Riverview Rd	American Tower	40.59483	-76.988167	Perry
77	Burley Rd	American Tower	40.35440	-76.984314	Perry
78	William Penn Hwy	American Tower	40.36883	-76.978806	Dauphin
79	WQEU667	Volunteer Fire Co No 1 of New Buffalo	40.45042	-76.978485	Perry
80	WQFZ862	Dauphin County EMA	40.56787	-76.975620	Dauphin
81	WQBN305/P457	Fibertower Spectrum Holdings LLC	40.35411	-76.973502	Perry
82	TR-1	Susquehanna Cellular	40.32365	-76.969890	Perry
83	WZC833	Communication Systems Specialists Inc	40.31559	-76.952338	Cumberland
84	WQKN351	Noroc Broadband LLC	40.31554	-76.952274	Cumberland
85	SR 25	American Tower	40.54889	-76.951528	Dauphin
86	WDT964	Cumulus Licensing LLC	40.31639	-76.950845	Cumberland
87	WLO286	Clear Channel Broadcasting Licenses, Inc.	40.31605	-76.950294	Cumberland

Map #	Tower Name/Location	Owner	Latitude	Longitude	County
88	KGL26	Harrisburg Television, Inc.	40.31611	-76.950002	Cumberland
89	Blue Mountain Trl	Crown Castle	40.31713	-76.947319	Cumberland
90	Blue Mountain Trl	Crown Castle	40.31729	-76.947006	Cumberland
91	KMD975	Capital Area Intermediate Unit	40.31751	-76.946702	Cumberland
92	WPNR453	Kuhn, Dale: Kuhn, Trenton DBA Kuhns Network Services	40.31751	-76.946402	Cumberland
93	WPDH462	USA Mobility Wireless Inc	40.31721	-76.946402	Perry
94	WPKC550	Schuylkill Mobile Fone Inc	40.31721	-76.946402	Cumberland
95	PA-5222	American Tower	40.34958	-76.930722	Perry
96	WQBN251/305	Fibertower Spectrum Holdings LLC	40.46191	-76.929702	Dauphin
97	SR 147	American Tower	40.63119	-76.925833	Northumberland
98	Armstrong Valley Rd	American Tower	40.47936	-76.910689	Dauphin
99	SR 147 and Orchard Rd	American Tower	40.64024	-76.906694	Northumberland
100	N Front St and RR	American Tower	40.34398	-76.905500	Dauphin
101	Hoover Ln	American Tower	40.45736	-76.903444	Dauphin
102	Industrial Rd	American Tower	40.32198	-76.892764	Dauphin

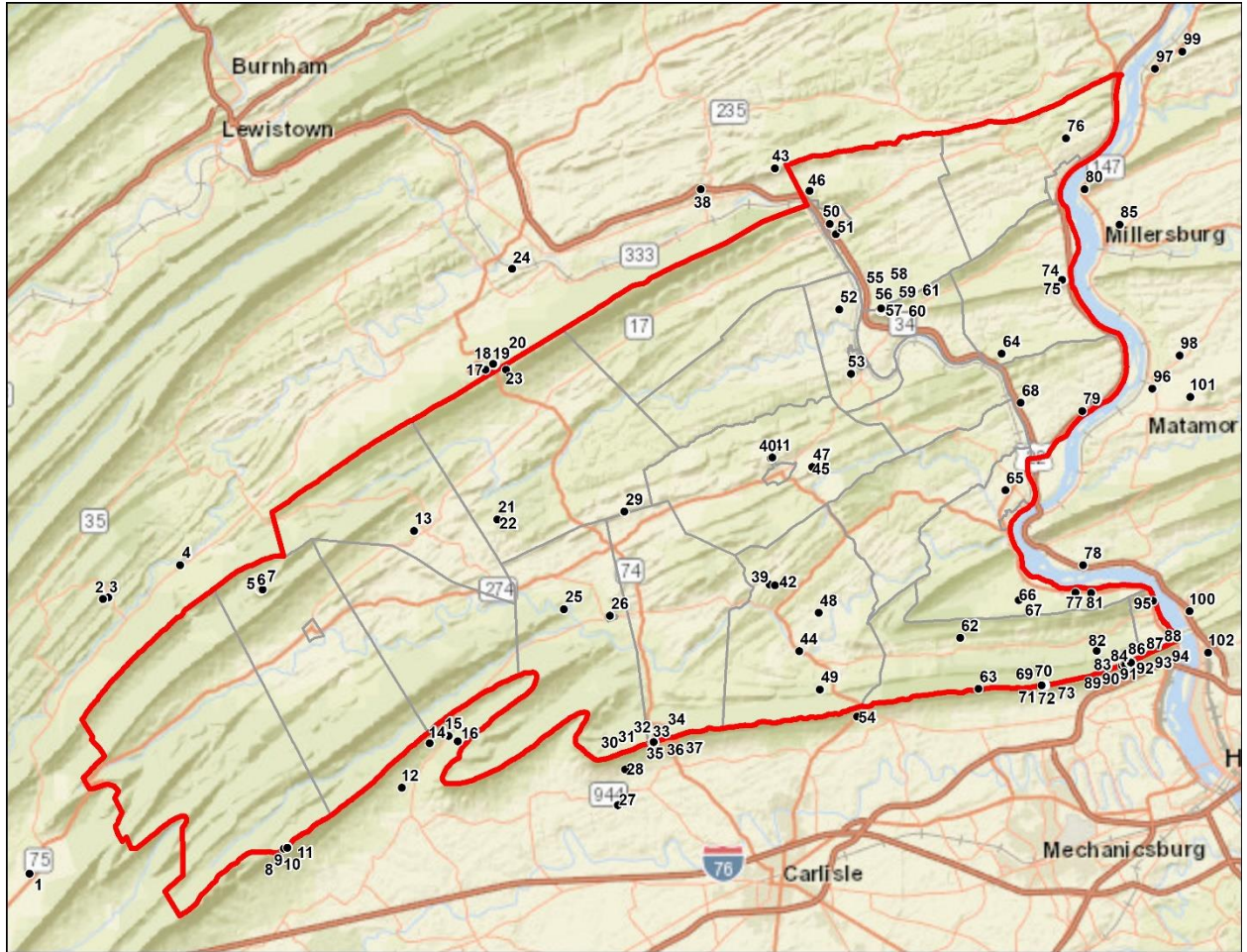


Figure 4: Wireless Tower Facilities

### 3.4. Perry County Facilities

3.4.1. Government facilities that would benefit from broadband dark or lit fiber services are shown in the table below.

Table 4: Government Facilities within Perry County

Name	Address
Blain Borough Building	155 E Main St, Blain, PA 17006
Buffalo Township Municipal Office	22 Cherry Rd, Liverpool, PA 17045
Carroll Township Building	50 Rambo Hill Rd, Shermans Dale, PA 17090
District Court 41-3-05	3553 Shermans Valley Rd, Loysville, PA 17047
Duncannon Borough Office	428 High St, Duncannon, PA 17020
Greenwood Township Municipal Building	17 Pines Dr, Millerstown, PA 17062
Howe Township Municipal Office	22 Cherry Rd, Liverpool, PA 17045
Jackson Township Building	890 Fowler Hollow Rd, Blain, PA 17006
Juniata Township Building	16 Milford Rd, Newport, PA 17074
Landisburg Borough Office	77 W High St, Landisburg, PA 17040
Liverpool Borough Office	401 Locust St, Liverpool, PA 17045
Liverpool Township Municipal Building	1121 Ridge Rd, Liverpool, PA 17045
Magisterial District Court 41-3-03	351 Susquehanna Trl, Duncannon, PA 17020
Magisterial District Court 41-3-04	133 S 5th St, Newport, PA 17074
Marysville Borough Office	200 Overcrest Rd, Marysville, PA 17053
Miller Township Building	554 Old Limekiln Ln, Newport, PA 17074
Millerstown Borough Office	44 N High St, Millerstown, PA 17062
New Bloomfield Borough Office	25 E McClure St, New Bloomfield, PA 17068
New Buffalo Borough Office	35 Mill St, New Buffalo, PA 17069
Newport Borough Office	231 Market St, Newport, PA 17074
Northeast Madison Township Building	979 Quarry Rd, Loysville, PA 17074
Oliver Township Building	615 S 3rd St, Newport, PA 17074
Penn Township Building	100 Municipal Bldg Rd, Duncannon, PA 17020
PennDOT Maintenance Perry County	413 W Main St, New Bloomfield, PA 17068

Name	Address
Pennsylvania State Police Newport	155 Red Hill Rd, Newport, PA 17074
Perry County - Veterans Memorial Building	25 W Main St, New Bloomfield, PA 17068
Perry County 911/EMA	2 E Main St, New Bloomfield, PA 17068
Perry County Area Agency on Aging	315 Keystone Way, New Bloomfield, PA 17068
Perry County Assistance Office	100 Centre Dr, New Bloomfield, PA 17068
Perry County Courthouse	2 E Main St, New Bloomfield, PA 17068
Perry County Economic Development Authority	9 W Main St, New Bloomfield, PA 17068
Perry County Planning Commission	25 W Main St, New Bloomfield, PA 17068
Perry County Prison	300 S Carlisle St, New Bloomfield, PA 17068
Perry County Resource Center	807 Spring Rd #1, New Bloomfield, PA 17068
Perry County Rhinesmith Building	2 W Main St, New Bloomfield, PA 17068
Rye Township Building	1775 New Valley Rd, Marysville, PA 17053
Saville Township Building	3954 Veterans Way, Elliottsburg, PA 17024
Southwest Madison Township Building	94 Bistline Bridge Rd, Loysville, PA 17047
Spring Township Building	539 Paige Hill Rd, Landisburg, PA 17040
Toboyne Township Building	50 Lower Buck Ridge Rd, Blain, PA 17006
Tuscarora Township Building	72 Cemetery Rd, Millerstown, PA 17062
Tyrone Township Building	3129 Shermans Valley Rd, Landisburg, PA 17047
Watts Township Municipal Building	112 Notch Rd, Duncannon, PA 17020
Wheatfield Township Building	1280 New Bloomfield Rd, New Bloomfield, PA 17068

### 3.5. Schools within Perry County

3.5.1. School locations are included for informational purposes only.

Table 5: Educational Facilities within Perry County

Name	Address
Early Education of Perry County	6670 Spring Rd, Shermans Dale, PA 17090
Blain Elementary School	132 Blain Rd, Blain, PA 17006
Carroll Elementary School	22 Cherry Rd, Liverpool, PA 17045
Greenwood Elementary School	405 E Sunbury St, Millerstown, PA 17062
New Bloomfield Elementary School	300 W High St, New Bloomfield, PA 17068
Newport Elementary School	559 N 5th St, Newport, PA 17074
Susquenita Elementary School	101 Susquenita Dr, Duncannon, PA 17020
Greenwood Middle/High School	405 E Sunbury St, Millerstown, PA 17062
Newport Middle/High School	500 Caroline St, Newport, PA 17074
Susquenita Middle School	200 Susquenita Dr, Duncannon, PA 17020
West Perry Middle School	2620 Shermans Valley Rd, Elliottsburg, PA 17024
Susquenita High School	309 Schoolhouse Rd, Duncannon, PA 17020
West Perry High School	2608 Shermans Valley Rd, Elliottsburg, PA 17024



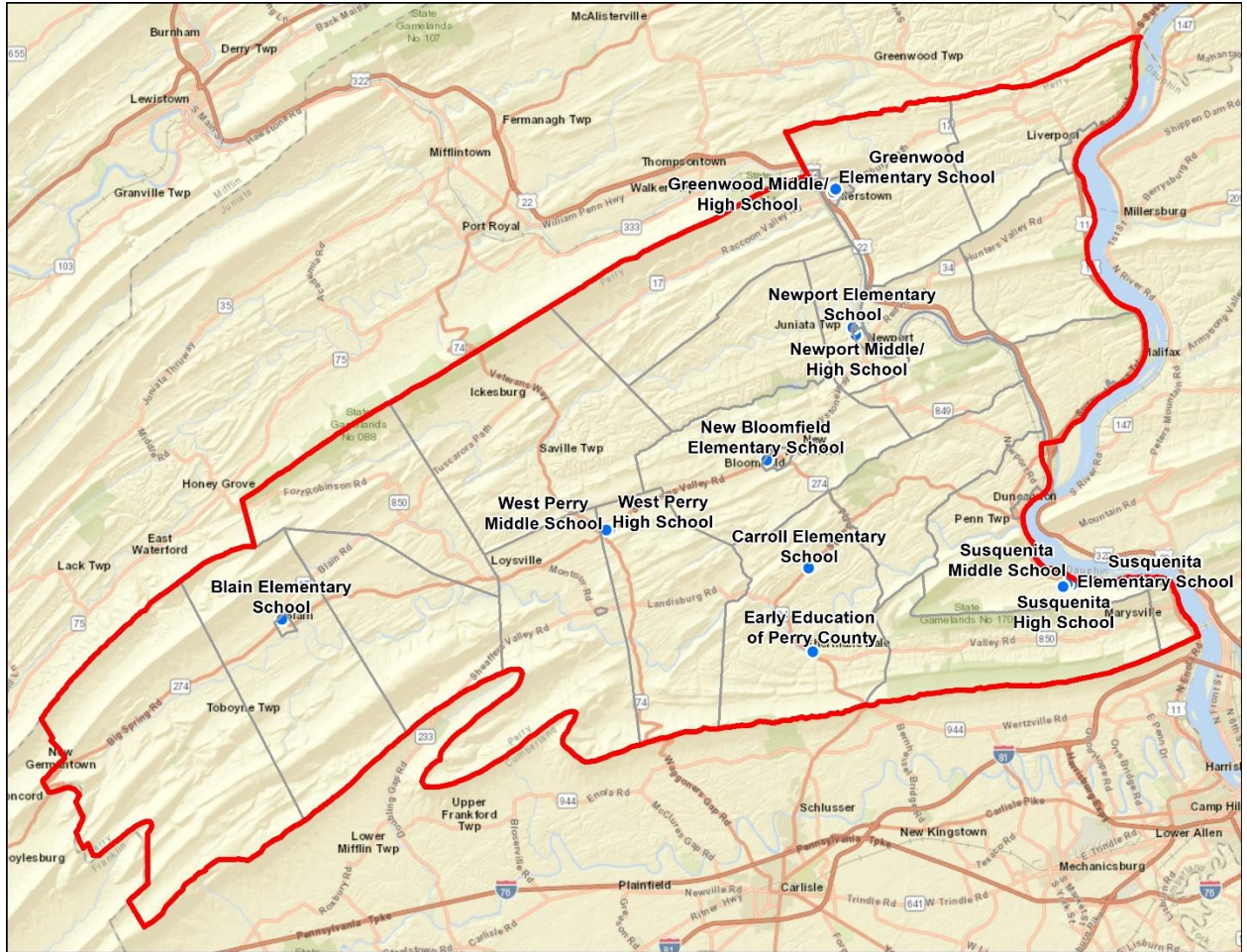


Figure 5: School Locations



## **4. BROADBAND SERVICES TO RESIDENCES, BUSINESSES, AND COMMUNITY INSTITUTIONS**

### **4.1. Broadband Internet Service**

- 4.1.1. It is required that the Proposer include scalable internet access in the following suggested increments to the homes, businesses, and community institutions in the underserved municipalities as identified in earlier sections of this RFP:
- 50 megabits per second (Mbps) download / 5 Mbps upload
  - 100 Mbps download / 10 Mbps upload
  - 500 Mbps download / 20 Mbps upload
  - 1000 Mbps (1 gigabit per second [Gbps]) download / 30 Mbps upload
- 4.1.2. The Proposer should include projected coverage for each underserved municipality. If wireless technologies are to be utilized to support the last mile, wireless coverage maps per municipality shall be included in the response. If wireline-based coverage is being offered, the proposal should include streets and roads that would be covered. If the proposal cannot support all areas, exceptions should be noted in the proposal.
- 4.1.3. It is desirable that the Proposer is capable of supporting future subscribers with static Internet Protocol (IP) addresses. Proposers shall describe their internet services that include static IP addresses. Proposers shall identify the cost for adding additional static IP addresses. Proposers shall also provide information on the total number of static IP addresses available for future capacity.
- 4.1.4. Consequently, it is desirable, if the Proposer offers a fiber-based solution, the fiber Proposer not only offer advanced services to each consumer but provides product descriptions and costs for the following voice services in the proposal:

### **4.2. Voice Service**

- 4.2.1. It is desirable that the infrastructure and/or last mile Proposer is capable of offering advanced network services when subscribers require higher bandwidth, such as:
- Session Initiation Protocol (SIP) trunks
    - Group of 5, 10, and 23 SIP trunks – Define all non-recurring and recurring costs
    - Calling Plans – Define minutes of local and long-distance included in the base costs
    - Calling Areas – Define what is local versus long-distance by identifying the local geographical area or local exchange telephone prefixes
  - SIP to Integrated Services Digital Network (ISDN) Private Rate Interface (PRI) converters
    - 23 SIP trunks, plus an ISDN PRI converter

- Hosted Private Branch Exchange (PBX) service
  - Configured for 25 stations
    - 10 simultaneous external calls
    - 25 simultaneous internal station-to-station calls
  - Configured for 50 stations
    - 25 simultaneous external calls
    - 25 simultaneous internal station-to-station calls

### **4.3. PSAP/EOC Video Services**

4.3.1. It is required that, if a Proposer offers a solution for the County infrastructure, it include scalable commercial video services that may be required by the public safety answering point (PSAP) and/or emergency operations center (EOC) to maintain local, regional, state, and national situation awareness via news channels and related services. Proposers shall include in the costing response the video packages that are available and respective subscription costs.

## **5. GOVERNMENT LIT AND DARK FIBER INFRASTRUCTURE – TECHNICAL REQUIREMENTS**

### **5.1. Benchmark Documentation**

- 5.1.1. The fiber Contractor(s) shall provide one set of preliminary Google Earth KMZ drawings at the beginning of the project, and one set of preliminary drawings that include the locations of all fiber distribution panels, pull boxes, splice cases, hand holes and splices, as well as the appropriate manufacturer's name and part numbers when the fully executed purchase order is delivered to the Contractor.
- 5.1.2. Last mile coax, wireless hot spot, and/or WISP Proposers shall provide coverage maps with projected areas of coverage and tower and infrastructure networking requirements, if applicable. Coverage maps shall indicate download and upload speeds provided in areas of predicted coverage.

### **5.2. Service Delivery Plan**

- 5.2.1. Within three working days of receiving a fully executed purchase order, the Contractor(s) shall provide a detailed installation and service delivery plan that includes a full description of the methods and procedures that will be employed to meet the installation requirements. The installation schedule must meet the phased deliverable timelines, which include completions of the coax, WISP, and/or dark fiber deliverables. The delivery schedule shall be developed during contract negotiations.

### 5.3. Fiber Connectivity Requirements

5.3.1. Dark and/or lit services to the two LMR sites are envisioned to be a either dark fiber or 10 megabit (mb) virtual routed network.

- Perry County PSAP to Tuscarora LMR tower site
- Tuscarora LMR tower to Blain LMR tower

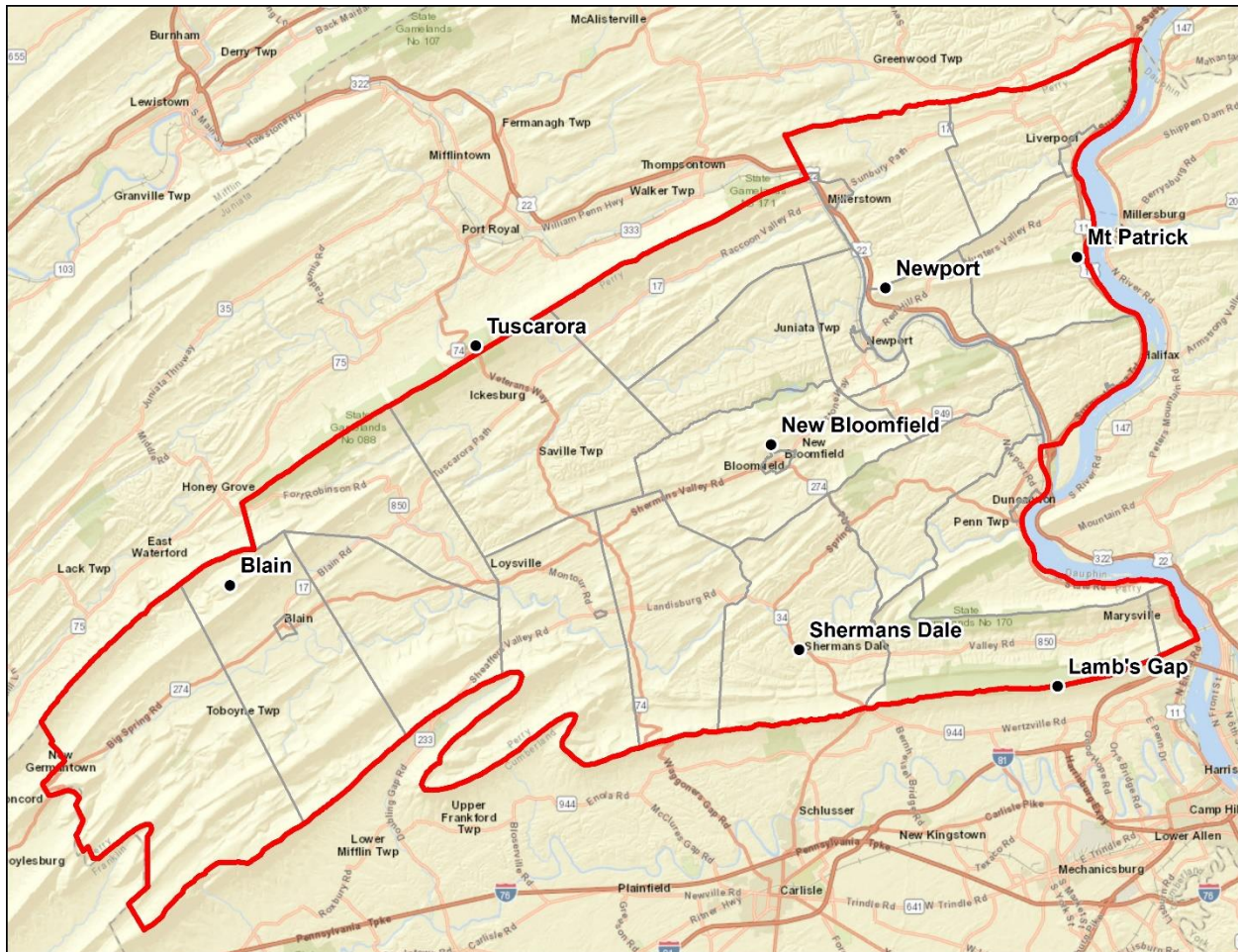


Figure 6: Public Safety LMR Tower Sites

Table 6: Public Safety Radio Sites and PSAP

LMR Site Name	Latitude	Longitude
New Bloomfield	40.427081	-77.193293
Lamb's Gap	40.305219	-77.006688
Newport	40.505156	-77.117463
Shermans Dale	40.324477	-77.175680

LMR Site Name	Latitude	Longitude
Tuscarora	40.477381	-77.386418
Blain	40.357953	-77.547991
Mt Patrick	40.519946	-76.991524
Perry County 911/Emergency Management	2 E Main St, New Bloomfield, PA 17068	

- 5.3.2. The Contractor(s) shall provide end-to-end connectivity between the designated County locations to support dark fiber and/or lit managed services, if the County elects to enter a long-term 20-year Indefeasible Right to Use (IRU) dark fiber contract or subscribes to a 5-year managed services contract. Until final acceptance and testing have been completed, dark or lit fiber services will not be accepted.
- 5.3.3. If a Proposer requires a non-recurring charge for accessing County facilities, a not-to-exceed charge should be included in the proposal that may require the existing access to be improved. When costing fiber services, please include not-to-exceed costs for the facilities to support a single lateral and geo-diverse entrance.
- 5.3.4. When fiber construction is required, access to any vacant fiber strands shall be offered to other network service providers at competitive commercial rates. The intent of this requirement is to support additional network providers' access to County facilities, if future requirements are deemed necessary by the County or Commonwealth.
- 5.3.5. Fiber access into the facilities shall be included in the one-time construction cost.

#### **5.4. Fiber Cabling Requirements – County Facilities Only**

- 5.4.1. All bonding and grounding shall be in accordance with the latest National Electrical Code (NEC) and National Fire Protection Association (NFPA) requirements. All PSAP/EOC or regeneration site terminating equipment, including fiber-optic terminating enclosures—both wall-mounted and rack-mounted—shall be grounded as per the latest Motorola R56 standard in addition to NEC and NFPA requirements.
- 5.4.2. All fiber-optic cables shall comply with the requirements outlined in NEC article 760, or later, and appropriate local codes. All cabling shall be plenum- and riser-rated and appropriate for the environment in which they are installed.
- 5.4.3. All fiber-optic cables shall meet or exceed Gigabit Ethernet standards as set forth in Institute of Electrical and Electronics Engineers (IEEE) 82.3z.

## 5.5. Fiber Material Requirements – Industry Standards

5.5.1. All fiber shall be single mode and installed and tested according to industry-standard practices, including but not limited to the ANSI Standard C2, *National Electrical Safety Code (NESC)*; NEC; Telecommunications Industry Association (TIA)-590 Revision A, *Standard for Physical Location and Protection of Below Ground Fiber Optic Cable Plant*, and TIA-758, Revision B, *Customer-Owned Outside Plant Telecommunications Infrastructure Standard*, as amended or the most recent standard. Installation shall meet all building and electrical codes.

### 5.5.2. Fiber Specifications

- A. Grounding Protection. There shall be no metal in or on the cable or conduit. No metal conductor shall enter any building facility.
- B. Splicing Requirement. Fiber-optic splices shall be fusion splices with a maximum one-tenth of one decibel (0.10 dB) loss per splice. Splices shall be installed in splice trays specifically designed for the type of splice being used. Mechanical splices will not be permitted. Splicing of the fiber-optic cable will not be permitted except where approved, and at the end of each spool.
- C. Maximum Fiber Attenuation. The maximum attenuation, including connector loss, between any endpoint locations shall be less than the loss specified in the table below.

Table 7: Maximum Allowable Attenuation for the Fiber Network

Optic (SFP)	Range	Link Budget	Wavelength	Fiber
1 Gbps LX	10 km	8 dB	1310 nm	Single Mode
1 Gbps EX	40 km	18 dB	1310 nm	Single Mode
1 Gbps ZX	70 km	24 dB	1550 nm	Single Mode
1 Gbps EZX	120 km	30 dB	1550 nm	Single Mode
10 Gbps LR	10 km	6.2 dB	1310 nm	Single Mode
10 Gbps ER	40 km	11.1 dB	1550 nm	Single Mode
10 Gbps ZR	80 km	23 dB	1550 nm	Single Mode

- D. Fiber Connectors. Connectors shall be LC type, suitable for use with the fiber-optic cable specified, when dark fiber is terminated within a facility.
- E. Fiber Termination Panel. The fiber-optic cable shall be terminated in a Proposer-provided fiber-optic distribution panel. If the distance between the building entrance and the equipment room exceeds NEC, or any other building code distance

requirements, the fiber shall be terminated in an appropriate splice enclosure or pull box, and be spliced to fire-rated, inside-plant fiber to be extended to the equipment room.

- F. Plenum-rated Fiber-Optic Cabling. The Contractor(s) shall be responsible for acquiring appropriate fiber-optic terminations and splice enclosures, or pull boxes, of sufficient size to contain extra cable in such a manner as to not damage fibers. If necessary, the fiber shall be placed in an appropriate splice enclosure or pull box and be spliced to fire-rated, inside-plant fiber to be extended to the equipment room.

## **6. DEDICATED LIT AND/OR DARK FIBER AND BROADBAND SERVICES, PERFORMANCE, AND MAINTENANCE REQUIREMENTS**

After connectivity has been established, the Contractor(s) shall maintain the service levels and service management performance standards below.

### **6.1. Availability**

- 6.1.1. Connectivity to each location shall be collectively available to each facility 99.9999% of the time.

### **6.2. Dark Fiber Acceptance Testing Requirements**

- 6.2.1. All fiber spans that have been contracted to Perry County facilities shall be tested and certified as ready by the Contractor(s) prior to submitting to the County for acceptance testing.
- 6.2.2. The Contractor(s) shall provide all attenuation readings at both 1310 nanometers (nm) and 1550 nm.
- 6.2.3. Optical Time Domain Reflectometer (OTDR). All fiber-optic media shall be tested in accordance with TIA/Electronic Industries Alliance (EIA)-568-B.1, *Commercial Building Telecommunications Cabling Standard*; TIA/EIA-568-B.3, *Optical Fiber Cabling Components Standard*; and TIA-526-7, *Measurement of Optical Power Loss of Installed Single-Mode Fiber Cable Plant*, most recent versions. The OTDR shall be calibrated to show anomalies of 0.02 dB minimum. Traces shall be collected and placed into an as-built document to be provided to the County.
- 6.2.4. Documentation Methodology. The Contractor shall bi-directionally test fibers for breaks, abnormalities, and overall attenuation characteristics. Written certification of the dB loss at each splice point and test location shall be provided. The Contractor(s) shall obtain a waveform for each fiber and shall make a permanent chart record of the waveform

using an OTDR with a chart recorder. The OTDR shall verify length, attenuation changes from fiber values, step discontinuities, and possible fiber breaks.

- 6.2.5. Free of Defects. The Contractor(s) shall verify that all fiber-optic cable is free from defects and shall provide a baseline for future degradation or outage comparisons. The Contractor(s) shall provide final test results from each end of the cable after all splices have been made.
- 6.2.6. Any cable section or splice that exceeds the allowable attenuation shall be removed as required, replaced, and retested.
- 6.2.7. Continuity Testing. Final Acceptance/Services Acceptance tests to document the continuity of the fiber path from end to end, and the meeting of the criteria as defined within this RFP shall be performed in compliance with all solicitation and contract requirements.

### **6.3. Fiber Availability Due to Maintenance**

- 6.3.1. Due to the critical nature of the County infrastructure, maintenance outages for each fiber path, or broadband managed service, or advance communications product shall not exceed one scheduled circumstance per County facility/infrastructure per quarter. Maintenance outages must be scheduled in writing a minimum of 30 days prior to the event to allow the County to execute alternative operational plans if necessary.

### **6.4. System Splicing or Fiber Maintenance**

- 6.4.1. Under no circumstances shall any fiber element be taken out of service without prior written approval of the County. The fiber layout, route, or path shall never require that both routes, when applicable, into any location are taken out of service to perform planned system maintenance, splicing, or upgrades.
- 6.4.2. It is acceptable that individual redundant paths or components experience downtime for routine or anticipated maintenance. However, written approval for the planned maintenance must be obtained from the County to assure that connectivity is operational via a redundant path before commencing splicing activities.

### **6.5. Help Desk Availability**

- 6.5.1. The Contractor(s) shall provide a 24-hours a day, 7-days a week (24 x 7) help desk or maintenance contact available to County residents to report service degradations or outages via an agreed-upon telephone number or other process.

## 6.6. Average Speed of Answer

- 6.6.1. The help desk shall answer the incoming call within 36 seconds (six ringing cycles), with the maximum wait time being 72 seconds. Under no circumstances shall the call be forwarded to a voice mail or recording device.

## 6.7. Incident Trouble Report

- 6.7.1. The help desk shall provide participating residential, commercial, or government subscribers, when applicable, with an incident trouble report number.

## 6.8. Help Desk Response Time – County Facilities Only

- 6.8.1. A qualified resource (e.g., an on-call technician or maintenance supervisor), prepared to coordinate resolution activities for dark or lit managed service to County facilities, shall acknowledge requests for assistance to County agencies via phone, and commence investigation of trouble within the timeframes identified in the table below.

Table 8: Acceptable Help Desk Response Times

Category	Regular Business Hours	Outside Regular Business Hours
Critical	15 minutes	25 minutes
Major	15 minutes	25 minutes
Other	Next Business Day	Next Business Day

## 6.9. Service Restoration

- 6.9.1. Technicians shall be available and/or onsite with equipment and tools available to effect repairs on coax, WISP, and/or dark fiber, lit services, and advanced telecommunications services as required 24 x 7.
- 6.9.2. A Proposer shall commit to providing 4-hour emergency onsite response to calls for service 24 x 7 for dark fiber.

## 6.10. Trouble Classifications

- 6.10.1. Conditions that cause out-of-service situations and degradation to the dark fiber and advanced service network shall be tracked and reported as Critical, Major, and Other.
- A. Critical Trouble. A condition in which a loss of connectivity results in loss of service.
- B. Major Trouble. A “warning” condition where fiber multiplexing equipment is indicating a situation that could lead to an outage.



C. Other. All problems not classified as Critical or Major.

### 6.11. Repair Duration

6.11.1. All situations shall be resolved in a timely manner as required in the following table.

Table 9: Acceptable Repair Timeframes

Trouble Category	Repair Time
Critical (Total Outage)	4 hours
Major Impairment	8 hours
Other	48 hours

### 6.12. Status Reports

6.12.1. During any maintenance or repair, the coax, WISP, or dark/lit network service Contractor(s) shall provide updates and status reports to the County every four hours via the contracted communications means.

### 6.13. Escalations

6.13.1. Documentation of problem escalation shall occur as part of communicating the progress of the repair process. When trouble duration exceeds the timeframes listed in the table below, a request for assistance to the next higher level of management shall be executed.

Table 10: Problem Escalation Triggers

Trouble Category	Duration
Critical	4 hours
Major	8 hours
Other	48 hours

6.13.2. Once an escalation has occurred, the Contractor(s) shall provide the County with a status update every two hours until resolution.

### 6.14. Service Level Agreement Reporting

6.14.1. All proposals shall provide Perry County with a measurement-and-reporting mechanism for the requisite service. The mechanism shall deliver service level agreement (SLA)

results on a schedule as agreed to by Perry County. The report shall include all performance items as applicable to the community or government voice and broadband services.

## **6.15. SLA Violations (Lit and Dark Fiber or Other Advanced Services)**

6.15.1. An SLA violation shall have occurred whenever:

- The Contractor fails to meet any single performance level
- The average of any single performance item over the preceding two-month period fails to meet the service level

## **6.16. SLA Credits**

6.16.1. Service level credits shall apply whenever there is an SLA violation. Such credits shall be calculated as 10% of the monthly cost of service for each instance of failure.

6.16.2. Upon confirmation of an SLA violation, the Contractor shall credit the County on the monthly invoice within 60 days following the month in which the violation occurred.

## **7. PROPOSAL SUBMISSION REQUIREMENTS – DIAGRAMS AND NARRATIVE**

As part of the submission, Proposers shall provide the documentation requested below.

### **7.1. Infrastructure High-level Conceptual Network Diagrams and Google Earth KMZ File**

7.1.1. Detailed engineering diagrams of connectivity are required. Diagrams shall provide information that clearly identifies how the design meets the goal and intent of this RFP.

7.1.2. When dark fiber is offered for the tower sites, the mileage should be noted. Currently the PSAP has fiber-optic equipment that can support a distance up to 120 kilometers (km) without regeneration.

7.1.3. A detailed narrative supporting the diagrams and describing the solution, as options are permitted, must be provided to each location. Proposers shall describe the fiber-optic cable count per route, as well as expandability in the proposal for evaluation purposes.

7.1.4. A Proposer should include a time schedule based on best- and worst-case scenarios for design, permitting, and construction of the fiber.

7.1.5. In addition to the detailed diagrams, a Google Earth KMZ file that displays the proposed routes shall be included with the proposal on a CD or USB thumb drive.

## **7.2. Cost Matrix**

- 7.2.1. Diverse costing elements and ongoing subscription rates will vary greatly between coax, WISP, and dark and lit service Proposer's last-mile providers. The cost matrix provided should include one-time and subscriber costing per service offering.
- 7.2.2. The broadband internet service pricing should include unlimited internet broadband at a per month rate that would not throttle down the user should the subscriber choose an unlimited subscription plan.
- 7.2.3. The dark and lit fiber Proposer shall include non-reoccurring 20-year IRU costs for the dark fiber routes and shall not exceed the projected monthly recurring costs (MRCs) as shown below. This is not a requirement of all other last-mile proposals.
- Perry County PSAP to Tuscarora LMR tower site MRC not to exceed \$500.00.
  - Tuscarora LMR tower to Blain LMR tower MRC not to exceed \$500.00.
- 7.2.4. All one-time construction costs per service offering shall be itemized. When fiber construction is required to access the facility, access costs should be included.

## **7.3. Price Adjustment**

- 7.3.1. The Contractor(s) and County agree that the County shall be given the immediate benefit of any price decrease, and the Contractor shall promptly notify the County of the amount and effective date of all decreases.

## **7.4. Payment Milestone**

- 7.4.1. Payments will be based on milestone achievements of a respective vendor as determined by the County.

## **7.5. Cost Validity**

- 7.5.1. All coax, WISP, and advanced network service, including point-to-point lit or dark fiber services, and advanced services costs shall be valid for two years.

## **8. EVALUATION CRITERIA**

### **8.1. Evaluation Process**

- 8.1.1. All proposals are subject to evaluation by the point of contact, as well as an evaluation committee made up of County representatives and/or an independent consultant.

- 8.1.2. The County uses the concept of “best value” in evaluating proposals. Best value means the overall combination of routes and various elements of required services that in total are optimal and most advantageous relative to the County’s needs.
- 8.1.3. The County requires that all installation and/or construction are completed within nine months after contract signing.

## **8.2. Additional Information from Proposers**

- 8.2.1. Proposers may be required to submit additional information that the County may deem necessary to further evaluate a Proposer’s qualifications.

## **8.3. Award Criteria I**

- 8.3.1. Proposers are not to inflate prices in the initial proposal, as cost is one of the factors in determining which vendor(s) may receive an award or be invited to formal negotiations. Additionally, proposals shall be based on the following:

- Response format as required by this RFP
- Adequacy and completeness of proposal
- Proposer’s understanding of the service
- Compliance with the terms and conditions of the RFP
- Experience in providing like services
- Qualified staff
- Methodology to accomplish tasks
- Proposer’s specialized experience with the application involved
- References that support successful prior experience
- Proposer’s staff assigned to the service and their experience in successful implementation of the applications involved
- Number of staff qualified to fulfill contract tasks
- Understanding of the nature of the work to be performed
- Proposer’s demonstration of its understanding of the County’s objectives, and the innovation of their approach to solving requirements of the point-to-point tower access requirements
- Proposer’s track record regarding successful implementation of similar coax, WISP, and advanced voice and internet services

- 8.3.2. Proposers should provide documentation in their proposal to support these factors as necessary.

## **8.4. Award Criteria II (Responsibility)**

- 8.4.1. In determining the responsibility of a Proposer, the following criteria shall be considered:

- The ability, capacity, and skill of the Proposer to perform the contract or provide the services required.
- The character, integrity, reliability, reputation, judgment, experience, and efficiency of the Proposer; Proposer must declare any legal disputes that it has been involved in over the previous 36 months
- The quality of performance on previous contracts or services
- The previous and existing compliance by the Proposer with laws and ordinances relating to the contract or service
- The sufficiency of the financial resources and ability of the Proposer to execute the contract or provide the service
- The quality, availability, and adaptability of the goods or services to the particular use required
- The ability of the Proposer to provide future maintenance and service for the use of the subject of the contract
- The number and scope of the conditions attached to the proposal
- Whether the Proposer is in arrears to the County on a debt or contract or is in default on a surety to the County, or whether the Proposer's County taxes or assessments are delinquent
- Such other information that the County may secure that has a bearing on the decision to award the contract

8.4.2. Proposers should provide documentation in their proposal to support these factors as necessary.

## **8.5. Final Award Process**

- 8.5.1. A shortlist of Proposers may be determined. These shortlisted Proposers may be scheduled for a structured oral presentation or interview. Any such presentations shall be at no cost to the County. The County also reserves the right to visit a Proposer's facilities, offices, and warehouses. The oral interview may be audio or recorded video. At the end of the oral presentation/interview process, the evaluation of the Proposers shall be completed. At this time, the Proposer(s) deemed most advantageous to the County shall be chosen.
- 8.5.2. It is the County's expectation that, upon successful conclusion of contract negotiations, the Contractor(s) shall begin the design effort for final approval by the County.
- 8.5.3. The County reserves the right to award in part, to reject any and all proposals in whole or in part, and to reject technical defects, irregularities and omissions if, in its judgment, the best interests of the County shall not be served.

## **9. TERMS AND CONDITIONS OF THE CONTRACT**

### **9.1. Period of Contract**

- 9.1.1. Advanced voice and internet services will have individual contracts at 1-, 3-, and 5-year intervals.
- 9.1.2. The County retains the right to terminate any resulting contract upon 30-days written notice.
- 9.1.3. Coax, WISP, and hot spot providers should include their contracts and service offerings.

### **9.2. Terms and Conditions Requirement**

- 9.2.1. Proposers shall submit their contract templates.
- 9.2.2. All terms and conditions will require approval by the County.