



**Hampshire County Development Authority**  
**In conjunction with**  
**Hampshire County Broadband Initiative Council**

91 S High St  
Romney, WV 26757  
Phone: (304) 822-4320

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**Request for Proposal**  
**RFP #HCDA201706-01**  
**Fiber to the Premise – FTTP – Capon Bridge Tech Park**

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**Hampshire County Development Authority  
Fiber to the Premise – FTTP – Capon Bridge Tech Park**

**DATE OF THIS REQUEST:** June 14<sup>th</sup> 2017

**DESCRIPTION:** *Fiber to the Premise – FTTP – Capon Bridge Tech Park*

**PROPOSAL DEADLINE:** July 18<sup>th</sup> 2017

**SUBMISSION REQUIREMENTS:**

Six (6) copies of the proposal, including one original (clearly marked “ORIGINAL”), and one copy in WORD software or PDF on CD/Flash Drive, shall be submitted in a sealed container. The face of the container shall be clearly marked in the lower left corner as follows:

**RFP#:** HCDA201706-01

**RFP FOR:** Fiber to the Premise – FTTP – Capon Bridge Tech Park

**Proposals must be submitted** July 18<sup>th</sup> 2017 by/NLT 4PM to:

**Hampshire County Development Authority**

C/O Eileen Johnson

91 S High St

Romney, WV 26757

**PROPOSALS OPENED:**

July 19th 2017 at 9AM at

Taggart Hall 91 S High St Romney, WV 26757

**Proposals must be received by the date and time stated above or they will remain unopened and returned. No allowance will be made for postmark or error in delivery to incorrect address. It is the sole responsibility of the bidder to ensure timely and correct delivery of bid to the person and address stated above. Overnight delivery services may not guarantee timely next day delivery. Please check with the service you use.**

**Please direct all requests for information relating to this RFP in writing (Email Acceptable) to:**

Aaron Cox – Chairman Hampshire County Broadband Initiative Council

HampshireGIS@gmail.com

**NO PHONE QUESTIONS WILL BE ACCEPTED**

RFP Documentation and any Questions Submitted to the Council can also be viewed at

<http://hampshirewv.com/broadband/>

**\* Proposals shall be prepared at the bidder’s expense and becomes a Hampshire County Development Authority record and therefore a public record.**

## **INTRODUCTION**

The Hampshire County Development Authority (HCDA) In conjunction with Hampshire County Broadband Initiative Council (HCBIC) is requesting proposals from qualified and experienced telecommunications consulting firms to develop and build a Fiber-to-the-Premise network.

The HCDA and HCBIC has initiated this RFP to identify a Partner to enable or directly provide high-capacity broadband services over a fiber network to end users in our Capon Bridge Development Authority Tech Park. HCDA and HCBIC is requesting quotes to manage, construct, and maintain a fiber run consisting of a minimum 24 strands of single-mode fiber to be completed by November 1<sup>st</sup> 2017. Although the Hampshire County Development Authority will be the owner of the end build fiber, a follow-on lease agreement with the partner will be negotiated during this process to provide reliable high-speed internet to current and future Tech Park tenants.

The HCDA and HCBIC seeks a dynamic partner willing to invest in Hampshire County, and flexible enough to work through the complex process of network planning, deployment, and operation and possible service delivery with the Capon Bridge Development Authority Tech Park. In return, we pledge to support and facilitate any necessary processes; access to community assets; access to the public right-of-way (ROW); assistance with permitting; and any other advantage we may be able to bring to the partnership.

Responses to this RFP should state how the Partner's approach will successfully deploy a design that furthers the HCDA and HCBIC end goals. The HCDA and HCBIC seeks input from potential partners regarding the terms and conditions under which they would participate in such a project; the estimated cost for completion; and the Partner's short- and long-term plan for both network planning, engineering, and deployment and marketing and delivering services. We seek a Partner that will share technological and operational responsibilities and financial risk between the public and private partners in innovative ways.

The preferred consultant must demonstrate prior experience working with government agencies developing next-generation communication networks for broadband, with particular expertise in preparing FTTP Network designs and deployment cost models, business models, evaluation of complementary wireless technologies and evaluation of the infrastructure required to support both wireline and wireless communication networks.

While the HCDA and HCBIC has not yet selected its preferred partnership model, respondents to this RFP should clearly articulate their ability and willingness to partner with the HCDA and HCBIC. Respondents should indicate how their approach to each of these models may be impacted if the HCDA and HCBIC can provide upfront funding to deploy our proposed service area. The HCDA and HCBIC will decide which partnership model to pursue, and which Partner best meets its needs, based in part on the result of this procurement process. Respondents should be advised that the HCDA and HCBIC seeks a flexible Partner, and will prioritize those responses that articulate a plan for multiple options. Because the HCDA and HCBIC may opt to pursue some combination of options, it may be in our best practical interest to pursue a partnership with a Partner that successfully describes its ability to enter a partnership under any of the models. Responses that fail to articulate a clear plan of partnership options may be excluded from further review.

Respondents should clearly articulate their capabilities, and any additional information that illustrates their technical, operational, and other relevant abilities to successfully enter this partnership.

Respondents must be willing to provide projected costs for the partnership and FTTP deployment including a breakdown that clearly shows the HCDA and HCBIC financial responsibility.

## **Destination**

414 Smokey Hollow RD Capon Bridge, WV 26711

Route options for this fiber build are as follows (distances are approximate):

Via Northwestern Pike (RT50):

- From intersection of Sirbaugh RD (Frog Eye Sirbaugh RD) traveling NW along Northwestern Pike (RT50) to Smokey Hollow RD. Distance 1.23miles or 6500ft
- From intersection of Northwestern Pike (RT50) traveling NE along Smokey Hollow RD. to 414 Smokey Hollow RD Hampshire County Industrial Park. Distance .7 miles or 4100 ft

Alternate routes may be negotiated but approval must be cleared through the HCDA and HCBIC before construction begins.

## **RFP Response Requirements**

The HCDA and HCBIC requests the following information—in as much detail as is practicable—from Respondents. All responses should adhere to the following response requirements.

Responses that do not follow this format may be excluded from further consideration.

Please provide your electronic response in Microsoft Word or Adobe PDF format, based on the following response structure and numbering:

**Cover Letter:** Please include company name, address of corporate headquarters, address of nearest local office, contact name for response, and that person's contact information (address, phone, cell, email). Keep response to one (1) page.

**Experience:** Provide a statement of experience discussing past performance, capabilities, and qualifications. Identify other networks your firm has designed, built, maintained, or operated; include the levels of broadband speed, availability, and adoption among different categories of end users and unique capabilities or attributes. Discuss partnerships with other service providers, government, or nonprofit entities you have undertaken. Describe the nature of the projects and your firm's role. For entities currently providing communication services in or near Hampshire County, describe your current service footprint in the region, including a description of the type of infrastructure and services you currently offer and the technology platform(s) used. Explain how your firm is a suitable partner for this project. Keep response to two (2) pages.

**Technical Capabilities:** Describe your technical capabilities, and how they will make your firm an attractive Partner for this project. Keep response to three (3) pages.

**Operational Capabilities:** Describe your operational capabilities, and how they will make your firm an attractive Partner for this project. Respondents shall clearly show their confirmed ability to connect to the fiber vendor connection point located at the intersection of Sirbaugh RD and Northwestern Pike. Keep response to three (3) pages.

**Design Layout:** Provide a proposed network diagram. Respondents shall clearly show their confirmed ability to connect to the fiber vendor connection point located at the intersection of Sirbaugh Rd and Northwestern Pike.

**Schedule:** Describe your proposed schedule for implementing service. Offer a timeline with key milestones. Would you be able to begin service before the entire network is constructed? **Keep in mind that all work must be completed NLT NOVEMBER 1<sup>st</sup> 2017.** Keep response to two (2) pages (one for response, one for schedule).

**Maintenance:** Depending on the HCDA and HCBIC selected partnership model, the Partner may be required to perform fiber network maintenance. Please describe your ability to perform maintenance on an ongoing and as-needed basis. Provide estimates of the operating cost of maintaining the fiber optic outside plant for the network and include your main assumptions. The Hampshire County Development Authority will own the fiber at the end of the project. Keep response to two (2) page.

The vendor should also provide an annual recurring quote for ongoing maintenance and operations of the fiber for the first 5 years of operation broken down by year after installation and acceptance of the fiber by Hampshire County Development Authority.

The response should include an overview of fiber maintenance practices including:

- Routine maintenance and inspection
- Scheduled maintenance windows and scheduling practices for planned outages
- Marker and hand hole inspection and repair
- Handling of unscheduled outages and customer problem reports
- What service level agreement is included, and what alternative service levels may be available at additional cost
- What agreements are in place with applicable utilities and utility contractors for emergency restoration
- Repair of fiber breaks
- Post repair testing
- Mean time to repair
- Replacement of damaged fiber
- Replacement of fiber which no longer meets specifications
- Policies for customer notification regarding maintenance
- Process for changing procedures, including customer notification practices
- Process for moves adds and changes
- Process for responding to locate requests

**Privacy:** Describe your ability to provide secure network service or infrastructure that complies with public safety and other security and privacy regulations and requirements. Keep response to one (1) page.

**Financing and Funding:** Please provide a one-page flow chart that shows the flow of funds between all parties in your response. Include all sources and uses of funds. Please keep response to one (1) page.

**End User Services:** Describe the service options you plan to offer over this network (for example, data only; voice and data; a triple play of voice, data, and cable television; etc.).

- What download/upload or symmetrical speeds would you offer and guarantee to end users?
- What types of service level agreements (for lit services: availability and packet delivery; for dark fiber: repair time) would you be prepared to offer? Keep response to two (2) pages.

**Pricing:** The HCDA and HCBIC is requesting that quotes include all costs for engineering and construction of the routes as well as management of the overall project.

Provide your approach to pricing the proposed services. For managed services, please describe factors impacting non-recurring costs (estimated fiber path distances, equipment redundancy, etc.); recurring costs for varying capacity levels; and any key technical assumptions upon which prices are based. Keep response to four (4) pages.

These costs should include (but not be limited to):

- Any necessary surveys
- Design and engineering including provision of as-built drawings to HCDA
- Permitting-procurement of all necessary build, access and other permits
- Easements/Right-Of-Ways-arranging for construction within public right of way
- Pole Attachment Agreements
- Construction and Installation to include traffic control and notifications to property owners
- Procurement of all necessary outside plant materials (fiber, indoor termination, etc)
- Include various costs of fiber strand counts with 24 being the minimum
- Splicing
- Inspections
- Testing of the fiber
- Return of all disturbed land to preconstruction conditions or better
- Proper clean-up of all construction sites to preconstruction conditions or better
- It is up to the individual vendor to determine if aerial or underground fiber should be used per route.
- If the vendor determines that underground fiber is the preferred method for any route, the cost for that route should also include conduit, digging, hand holes, and any other necessary items.
- Each quote should include an estimated timeline for project completion to include acquisition of all materials, make-ready, design, and installation.

**Local Participation and Economic Development:** Provide a statement of how your proposed participation would help the Hampshire County Development Authority economic development goals. Describe your interests and plans to hire local contractors and providers in Hampshire County, and how your participation would help local job creation. Keep response to one (1) page.

**References:** Provide a minimum of three (3) references, including contact information, from previous contracts or partnerships. Keep response to three (3) pages.

**Fiber Specification:**

Provide Minimum 24 Strand Fiber Optic Cable

AllWave Single-Mode - single jacket all dielectric. Part Number OFS AT3BE-12YT-144 or approved equivalent.

Ribbon optical cable for backbone applications, containing 24-strand ribbons, conforming to international standards ITU-T G.652.D and Telcordia G-20.

Loose buffer tube optical cable for service drop applications, containing 12-strand buffer tubes, in 12, 24, and 48-count sheaths, conforming to international standards ITU-T G.652.D and Telcordia G-20

Other Recommended Specifications may be accepted but only with detailed explanation of replacements

Fiber Test Results should be within the following ranges:

<i>Event Loss Table Event</i>	<i>Wavelength</i>	<i>Threshold (dB)</i>
Coupler Loss	1310nm	0.4dB
	1550nm	0.4dB
Splice Loss	1310nm	0.2dB
	1550nm	0.2dB
Cable Attenuation	1310nm	0.35dB/Km
	1550nm	0.25dB/Km

End users at the park shall be provided all necessary equipment inside Tech Park facilities to necessitate the desired service by the end user.

Internal Final terminations should include supplying and installing a single termination panel equipped to support the termination of minimum 12 fiber strands. The termination panel housing shall be designed for wall-mounting, and shall provide a lockable door to protect splice trays and fiber pigtails. The panel shall include 12 fiber pigtails terminated with LC/UPC connectors, 12 LC/UPC bulkhead connectors, bulkhead panel/module, splice tray, and related cable management accessories.

This item consists of the supply and installation of pre-connectorized service drop cables in conduit between installed Fiber Optic Taps and a demarcation point within the customer premises. The Contractor shall pull the drop cable to a demarcation point along an exterior wall of a business building, and shall secure a service loop of approximately 50 feet in length to the building exterior. This item does not include underground conduit placement.

Service drop cables shall be connectorized on one end with Corning OptiTap-style connectors for interfacing with installed fiber taps. Drop cables shall be Corning 004301EB4FDxxxF, or equivalent.

Although a termination point will be designated for a current customer, we are planning for future expansion and fiber will be located at additional split points on the Capon Bridge Development Authority Tech Park property. The additional expansions may consist of the supply and installation of a non-encapsulated, gasket-sealed splice enclosure, but does not include the actual strand splicing. The item includes the equipment setup, preparation of cable ends for splicing, and installing the splice enclosure in an underground handhole or on aerial strand for one or more cables containing up to 48 fiber strands. Splice enclosures shall be suitable for splicing both ribbon and loose-tube fiber cable types. Each enclosure shall be provided with all necessary accessories and hardware, including splice trays, splice protection sleeves, cable retention hardware, port plugs/grommets, grounding accessories, and closure sealing accessories. The contractor shall supply fiber optic splice enclosures, including splice trays and related hardware, equipped for at least four feeder cables and a minimum of 24 mass fusion (ribbon) splices. Suitable enclosures include the Preformed Line Products COY 1-002 with LGSTR144 Trays, or equivalent.

**Follow on Service Specification:**

- Provide device-neutral service to all users to ensure that the network is usable via all standard commercial devices
- Provide cost-effective services for price-sensitive customers and flexible pricing plans to help narrow the digital divide and ensure access to all possible participants

- If the Partner will not act as an anchor Internet service provider (ISP), we ask that the response describe any partnerships with service providers, and potential pricing for a range of services that can meet the needs of a variety of users

Respondent shall provide the following services to consumers in the Park utilizing the FTTP Network:

- (1) *Fiber Internet*- Internet speeds up to and including, but not limited to 1 Gbps. Respondent shall provide the option of symmetrical service. Respondent also agrees not to impose caps on the amount of data transmitted or received by a given customer during a particular period of time, nor selectively impose variable data rates or other similar traffic management techniques upon a given customer reaching certain data transfer thresholds.
- (2) *Pricing*- Gigabit service shall be available at a comparable rate to other US gigabit-fiber communities.
- (3) *Wireless Networking*- Respondent shall provide the ability to connect computers and other customer-owned devices wirelessly to Respondent's Internet service using state-of-the-art Wi-Fi technology (currently 802.11ac) without limitation on the number of customer devices.
- (4) *New Services*- As new broadband services, such as smart home, distance learning, tele-medicine and 4K video become market ready, Respondent's dedicated product development team shall work to make those services available and Respondent commits to keeping pace with the cutting edge of the competitive FTTP industry.

### ***Letter of Intent***

All interested respondents are asked to submit a non-binding letter of intent via email by June 28<sup>th</sup> 2017 to Aaron Cox at [HampshireGIS@gmail.com](mailto:HampshireGIS@gmail.com)

### ***Questions***

Questions related to this RFP should be emailed to Aaron Cox at [HampshireGIS@gmail.com](mailto:HampshireGIS@gmail.com) no later than 4:00 PM EST on July 12<sup>th</sup> 2017.

### ***Response Deadline***

Final RFP submissions must be either delivered in person or received by mail no later than 4:00 PM EST on July 18<sup>th</sup> 2017

Please deliver or mail the final RFP in a sealed envelope to the following address:

### **Hampshire County Development Authority**

C/O Eileen Johnson

91 S High St Romney, WV 26757

Late responses will not be considered.

Please identify any proprietary and/or confidential information as such.



### ***Summary of RFP Process Deadlines***

The following is the schedule for responding to this RFP. The schedule is subject to change:

June 14 <sup>th</sup> 2017	RFP issued
June 28 <sup>th</sup> 2017	Deadline for submitting letter of intent to respond to RFP
July 12 <sup>th</sup> 2017	Deadline for submitting questions about this RFP to the Council will be July 12 <sup>th</sup> 2017 during a Pre-Bid Meeting which will be held at the Hampshire County Health Department at 11AM with site visits available immediately following. Email questions will be accepted if emailed to Aaron Cox at <a href="mailto:HampshireGIS@gmail.com">HampshireGIS@gmail.com</a> no later than 4:00 PM EST on July 12 <sup>th</sup> 2017
July 12 <sup>th</sup> 2017 11AM	Pre-Bid Meeting with Follow Up Site visits if needed <b>Hampshire County Health Department</b> 16189 Northwestern Pike Augusta, WV 26704
July 14 <sup>th</sup> 2017	Responses to questions due
July 18 <sup>th</sup> 2017	RFP responses due by/NLT 4PM to the <b>Hampshire County Development Authority</b> C/O Eileen Johnson 91 S High St Romney, WV 26757
July 19 <sup>th</sup> 2017	RFP will be opened and review will begin at 9:00AM at Taggart Hall 91 S High St Romney, WV 26757 Presentation to the Hampshire County Board of Directors at 10:00AM

The Hampshire County Development Authority and the Hampshire County Broadband Initiative Council reserves the right to reject any and all bids and to select the bid deemed most advantageous.

The Hampshire County Development Authority In conjunction with Hampshire County Broadband Initiative Council thanks you in advance for your thoughtful response.

The Hampshire County Development Authority is an Equal Opportunity Employer and All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status