



MACON-BIBB COUNTY, GEORGIA

Request for Proposals (RFP)

FOR

AGREEMENTS OR PUBLIC-PRIVATE PARTNERSHIPS FOR THE USE OF MACON-BIBB COUNTY OWNED BROADBAND ASSETS

22-058-FL

28029

83829

83833

83890

MACON-BIBB COUNTY

ISSUE DATE: 5/3/22

DUE DATE: 6/2/22

MBE/WBE/DBE Participation: Minority, Women Owned, and other Disadvantaged Business Enterprises are encouraged to participate in the solicitation process. Additionally, respondents are encouraged to use M/W/DBE sub-consultants where possible. Small and other disadvantaged businesses requiring assistance with the competitive process can contact Cherise Stephens, Small Business Affairs at (478) 803-2819 or cstephens@maconbibb.us

1. GENERAL

A. Invitation

Notice is hereby given that Macon-Bibb County will receive responses to the Request for Proposal (original **plus, copies and a flash drive**) in the Procurement Department, 700 Poplar Street, Suite 308, Macon, Georgia 31201, until **12:00 o'clock NOON** at the time legally prevailing in Macon, Georgia on June 2, 2022, for **AGREEMENTS OR PUBLIC-PRIVATE PARTNERSHIPS FOR THE USE OF MACON-BIBB COUNTY OWNED BROADBAND ASSETS**

NO LATE RESPONSES WILL BE CONSIDERED

B. Definitions

Wherever the term "Owner", "County", or "Macon-Bibb County" occur in this document, it shall mean Macon-Bibb County, a political subdivision of the State of Georgia acting through the Macon-Bibb County Board of Commissioners.

C. Solicitation Documents

Announcement of this Request for Proposal may also be posted on the Macon-Bibb County website at www.maconbibb.us/purchasing and on the Georgia Procurement Registry website https://ssl.doas.state.ga.us/PRSapp/PR_index.jsp

D. Insurance Requirements

Insurance coverage shall be carried with an insurance company licensed to do business in the State of Georgia. All coverage should be written with insurance company with a Best Rating of A or better. Insurance shall be obtained prior to commencement of work and shall remain in force throughout the period of the contract. Macon-Bibb County shall be named as additional insured on the policy.

Workers' Compensation: Statutory
Errors and Omission: \$1,000,000
General Liability: \$1,000,000

E. Submittals

Responses must be sealed and identified on the outside of the package as and delivered to

22-058-FL

Agreement or Public -Private Partnerships for the use of Macon-Bibb County Owned Broadband Assets
Macon-Bibb County Procurement Department
700 Poplar Street
Suite 308
Macon, Georgia 31201
Telephone: (478) 803-0550

Submissions may not be withdrawn for a period of sixty (60) days after the deadline on date of closing. Macon-Bibb reserves the right to reject any and all submissions and to waive technicalities and formalities. Respondents shall carefully read the information contained herein and submit a complete response to all requirements and questions as directed. Submittals and any other information submitted by in response to the RFP shall become the property of Macon-Bibb County.

F. Responsiveness

In order to be considered "*responsive*" the submission must include completed copies of the following documents:

- Revenue/Price Proposal Form
- Proposer Qualification Form
- List of Sub-Consultants
- Minority Participation Goal
- Financial & Legal Stability Statement
- Georgia Security and Immigration Compliance Act (E-Verify) Affidavit

G. Responsibility

In order to be considered “*responsible*” the submitting firm must meet the following minimum qualifications:

- Three (3) years of experience providing the services included herein
- Licensed to do business in the State of Georgia
- Financially and legally responsible to perform the services included herein

H. Reservations

Macon-Bibb County will not provide compensation to Respondents for any expenses incurred by the Respondent(s) for submittal preparation or for any demonstrations that may be made, unless otherwise expressly stated or required by law.

Each submission should be prepared simply and economically, providing a straightforward, concise description of your firm’s ability to meet the requirements of this RFP. Emphasis should be on completeness, clarity of content, responsiveness to the requirements, and an understanding of the Owner’s needs.

Macon-Bibb County makes no guarantee that an award will be made as a result of this RFP and reserves the right to accept or reject any or all submittals, with or without cause, waive any formalities or minor technical inconsistencies, or delete any item/requirement from this RFP or contract when deemed to be in the Owner’s best interest.

Macon-Bibb County will consider only representations made within the submission in response to this RFP. Owner will not be bound to act by any previous knowledge, communication, or submission by the firms other than this RFP.

Failure to comply with the requirements contained herein may result in the submission being deemed “non-responsive” or “non-responsible”. Nonresponsive submissions will not be reviewed for potential award.

II. INTRODUCTION

Macon-Bibb County (“the County”) releases this RFP with the goal of entering into non-exclusive agreements with parties to:

1. Directly grant use of County-owned conduit, fiber-optic cables OR
2. Enter into a partnership with the County for using County-owned fiber and related assets to provide broadband services to Macon-Bibb County’s businesses, institutions, and residents.

In conjunction with our downtown Wi-Fi project, each of these approaches are part of Macon-Bibb County’s goals to further expand and develop highspeed internet and other advanced IP-based services to the businesses and residents of the County. Respondents may choose to respond to one or both approaches, including hybrid approaches that incorporate a combination of the goals.

The County views high-speed broadband and its related infrastructure as a necessity, understanding that broadband services will drive economic development, enable government innovation, enhance public safety operations and improve overall quality of life. Over the course of the last half decade, Macon-Bibb County, in conjunction with GDOT, has deployed a Countywide underground conduit and fiber infrastructure. Macon-Bibb and the selected respondent(s) have a significant opportunity to activate and leverage the County’s infrastructure that will serve to facilitate the

delivery of broadband and Smart City services to businesses and residents.

The County seeks to directly grant rights to use conduit and/or fiber assets and is soliciting interested parties to develop public-private partnerships or similar agreements. The selected parties and their proposed business models should demonstrate how they can utilize the County's inventory of fiber. The County owns approximately 27 route miles of fiber-optic cable that is available for use through this agreement as well as other fiber assets.

The County anticipates entering into agreements for directly granting access to assets, for commercializing County fiber with multiple third parties. Selection will be determined based on the criteria provided herein, with the awardees being the entities that best demonstrate the ability to deploy enhanced connectivity to the most locations with competitive terms and conditions.

The County desires to work with third parties with demonstrated ability and track record to promote programs that benefit the entire community. An important component of that desire is that respondents will demonstrate a commitment to enhancing the community of Macon-Bibb County as a whole, including bridging the digital divide by allowing the County's residents meaningful opportunities to access and use digital communications technologies. Barriers to digital inclusion go beyond the service costs and include access to Internet-enabled devices in the places people use them—at work, school, home and on the go.

The importance of providing robust, reliable, and affordable broadband access to all residents and businesses is especially acute during the current public health emergency. Accordingly, special consideration will be given to respondents that highlight their ability and efforts to bridge the digital divide and provide digital opportunity regardless of socioeconomic status.

III. STATEMENT OF WORK

Macon-Bibb County seeks the following information from interested parties that wish to respond to the RFP to directly use assets from the County and/or enter in to a public-private partnership with the County to use the infrastructure to deliver broadband and/or Smart City services to businesses and residents in Macon-Bibb County.

1. Respondents must provide a statement of work, description of the Respondent Team's approach and methodology, schematics of the proposed routes, identified infrastructure, and logical network diagram, preferably in shapefile format.
 - a. Respondents should detail their technical abilities, other initiatives where similar services are provided, and proposed plans for connectivity to the County's infrastructure assets. Concepts should also describe respondent's implementation services and how the Project meets the County's Goals and Objectives for the project.
 - b. Based upon the business model proposed, direct use of assets or public-private partnership for retail or Smart City services, please answer the following questions appropriate for the model you are proposing.
 - I. The transport and access technology, core/access equipment allocations in the County's facilities, if applicable.
 - II. What network services and other applications will be provided?
 - III. How laterals will be provided to businesses, residents, and County Facilities and devices.
 - IV. Customer premise equipment (CPE) and inside plant (ISP) requirements.
 - V. Required physical space needed from the County regarding public right-of-way for facilities.
 - VI. Methods for provisioning service
 - VII. Proposed detailed project schedule for completing backbone and connecting all proposed sites, if applicable.
 - VIII. Summary of project management methodology.
 - IX. A sample implementation plan based on your proposed business model that demonstrates how you would achieve the desired results for the provisioning and activation of services. Include a detailed project schedule, with phasing if applicable, including all steps from Notice to Proceed to completion of construction.

- X. Network and customer service plans including SLA's, response to outages, deployment of end user equipment and services, emergency response, after hours work, scheduling, periodic maintenance and other services necessary to deploy, operate and maintain the network (attach sample Customer Service Agreement to response)

2. Narrative Description of Proposed Agreement: Provide a complete narrative of the proposed agreement for the direct use of County assets or public-private partnership agreement.
- a. Details on the favored terms and conditions that would impact the decision to enter into an agreement or develop a partnership for use of County fiber, conduit Include the following:
 - Rate offer for the use of fiber and/or conduit, by foot.
 - Mapped routes of preferred fiber, conduit, and/or pole assets.
 - Requirement for capacity (strand count, conduit or innerduct size) along all or only a portion of route segments.
 - Preference for dedicated versus shared conduit, innerduct and/or access/pull boxes.
 - Favored agreement terms and structure.
 - Proposed in-kind assets and rates.
 - Required timeframes for installation, maintenance, and repairs.
 - Additional construction or expansion of the infrastructure in the County rights-of-way.
 - Considerations for connectivity to internet points of presence including dual or singular route, providing ISP services to the County, and/or supporting connectivity for Smart City devices.
 - Considerations for permitting fees or expediting permitting processes.
 - Considerations for investment by the County to develop intelligent network systems like Ene-Hub and/or Fiber Sense.
 - Need for County to provide real estate and/or facilities for placement of network aggregation and network monitoring electronics
 - Interest in connection to Macon Mall or any other properties or points of interest within the County.
 - Additional details, preferred arrangements, or creative business models.
 - b. Provide a detailed business model including financial modeling showing compensation projections (if applicable) based on revenue share and other contributions made by the County. Provide a financial schedule of compensation over a ten-year period or the proposed term of the agreement. The financial schedule should include detailed assumptions including take rates, tiered services offered, compensation ramp period, monthly recurring charges (MRC), and compensation to the County.
 - c. Define any requirements or commitments, including financial, that the respondent would need from the County to ensure a successful agreement or partnership.
 - d. Define how the respondent's proposal will comply with local, state, and federal regulatory requirements.
 - e. Provide a minimum of 3 references that demonstrate the respondent's ability to successfully plan, implement, and deploy broadband networks, products, and services using innovative public and/or private environments.
 - f. Provide potential conflicts of interest disclosure that is a direct or indirect financial investor, partner, employee, or member of any corporation, partnership, or other legal entity making or participating in this proposal.

The successful architect will enter a retainer contract to design and manage the above projects.

Key Dates:

- RFP Release Date: 5/3/2022
- Questions Due: 5/13/2022
- Proposal Due Date: 6/2/2022

IV. SUBMITTAL FORMAT AND REQUIREMENTS

Along with the included required submittal documents, bidders shall provide the following:

1. Letter of Transmittal: Provide a Letter of Transmittal on company letterhead stating why the respondent is interested in utilization of County assets to include fiber, conduit, or other assets available.
2. Background of the Respondent: Provide an overview of the respondent's organization, services, and capabilities:
 - a. Provide details on your company's (or its shareholders') knowledge, experience, and operations within the broadband telecommunications industry and, if applicable, infrastructure development in the region. Please include key expertise that qualifies you to be considered for this RFP and demonstrates current FTTP and advanced IP service experience.
 - b. Include a statement of your firm's financial health and financial statements from the last three (3) years of operation.
 - c. If you are a current broadband provider, provide an overview of your products and services, operations, total subscriber count, type of services (business/residential), local presence in California, and other markets served.
 - d. Demonstrate any similar arrangements you have entered with municipalities, electric utilities, or other public-private partnerships. Explain how these initiatives have developed and lessons learned.
 - e. If proposing public-private partnership, provide your company's organizational chart.
 - f. If proposing public-private partnership, provide a project organizational chart that describes the proposed relationship and key roles between the broadband provider and the County. Identify proposed local personnel.

Proposals shall be submitted by mail or hand delivery by 12:00 noon on June 2, 2022. The address for submittals is:

Macon-Bibb County Procurement Department
700 Poplar Street
Suite 308
Macon, Georgia 31201

Questions:

Any questions regarding this RFP shall be submitted to Barbara Marlin, GIS Manager via email at anmarlin@maconbibb.us. All questions will be aggregated, and answers shared with all interested proposers.

V. SCORING (total possible number of points = 100)

Background/Experience and Capacity – Maximum 70 points
Revenue/Price – Maximum 30 Points

VI. AWARD BASIS

Award will be recommended to the respondent with the highest number of points.