

City of Pikeville

Response to Questions Related

to

Request for Proposal

for

**Partnership for Fiber-to-the-Premises (FTTP) Network
Deployment**

Issued: December 22, 2016

- 1) Referencing the third paragraph on Page 1 is the City of Pikeville authorized and willing to share explicit GIS data including existing infrastructure, KentuckyWired network or other, that may be incorporated into the Phase One design?
 - a. The City will share all explicit GIS data it has available. KentuckyWired maps belong to the Commonwealth and the Partner can coordinate directly with the Commonwealth for that information.

- 2) Can you share information about existing fiber networks and other infrastructure (poles, conduit, utilities, street lights, etc.) in a GIS format for Respondents to incorporate into a proposed network plan?
 - a. The City does not currently have a GIS database of local infrastructure.

- 3) Does the City of Pikeville have a suitable GIS database, or should respondents include this as part of an RFP response?
 - a. The City does not currently have a GIS database of its existing infrastructure. Respondents are not required to include development of a full GIS database for all the City's infrastructure in responses to this RFP, but respondents should include GIS development and pricing for at least all work and infrastructure related to Phase One.

- 4) Referencing the fourth paragraph on Page 1, can you expound on Pikeville's pledge to support and facilitate processes, access, and assistance? For instance, providing local police escort in lieu of traffic control engineering and documentation (see Page 31, section 1.10), directly communicating ROW permitting through GIS format verses redlining a hardcopy output, utilizing a pre-determined space or offset in ROW, etc. (we have discussed similar options with other markets in attempt to streamline the design and communication process).
 - a. The City and its Partner will work together to determine practical ways to support and facilitate processes, access, and assistance. The nature of which steps are most meaningful for the partnership will be determined through the process of negotiations with the City's selected Partner.

- 5) Referencing item 9 on Page 3, is the intent of this RFP to foster a full wireline fiber network, or may respondents include wireless solutions as part of a proposed plan, especially in an effort to serve “price-sensitive customers” or public access areas?
 - a. While the City may consider alternative technologies for future network expansion, we seek fully fiber based solutions for the Phase One deployment. We do not seek wireless solutions as part of Phase One.

- 6) Referencing last paragraph on Page 3, and the first paragraph on Page 4, can Pikeville disclose the value of any anticipated grant funding in addition to the potential \$15 million the City may provide? Can you provide any restrictions or commitments on how this support will be allocated or budgeted?
 - a. The City cannot at this stage guarantee any grant funding, including a potential \$15 million grant. The City will share with its Partner any information about grant funding, including relevant restrictions or commitments, as information becomes available. The City does not anticipate that any additional information related to grant funds will be available before responses to this RFP are due.

- 7) Can you share any initial planning or considerations for stages subsequent to Phase One, that could be incorporated into a master design plan? Through lessons learned in previous phased design projects, we recommend a full scope design of the entire proposed market, with a staged build-out plan. This mitigates costly redesign and plant reinforcement.
 - a. The City and its selected Partner will collaboratively evaluate and develop subsequent network phases. We will determine with our Partner to what degree an early design for the entire market is necessary, and will work together to establish the parameters of subsequent phases.

- 8) Has a feasibility study already been performed, either in-house or via 3rd Party consultant? If so, can you share this information?
 - a. The City has not yet conducted feasibility analysis (e.g., market research to determine potential take rates) related to deploying a phased network. The City may take these steps as part of the partnership, and this procurement process will assist in determining what due diligence is necessary for the partnership to be successful.

- 9) Does the City have any predetermined general project milestone expectations that can be shared with Respondents?
- a. The City's primary guiding milestone is to ensure that the partnership's efforts coincide with the timing of the KentuckyWired initiative's Pikeville deployment. We expect that additional mutually agreeable milestone goals and expectations will emerge as the City and its selected Partner begin negotiations.
- 10) Could the City of Pikeville share additional information regarding other known infrastructure projects (roadway improvements, security and/or closed circuit camera projects, traffic management initiatives, sidewalk improvement, utility infrastructure projects, greenfield developments, etc.) coinciding with the fiber build out that may be helpful in creating a schedule and looking at planned routes for possible joint build opportunities?
- a. The City will collaborate with the Partner to provide as much information as practicable throughout the course of the partnership. As the City and the Partner begin negotiations, the City will provide information about projects relevant to the partnership's efforts. Because projects are likely to change between the time of this procurement and the time that network planning and engineering begins for Phase One, and since we do not yet know when the Phase One network will be deployed, we do not believe it is prudent to provide information about other projects now.
- 11) Can the City provide Respondents a complete list of predetermined locations (in addition to those referenced on Pages 9, 10, and 11) that may have critical or priority needs in this expansion and enhancement project?
- a. As the RFP notes, the City expects respondents to focus on all its key industries. This includes, but is not limited to the Kentucky Enterprise Industrial Park (formerly the Marion Branch Industrial Park), Pikeville Medical Center, University of Pikeville, Big Sandy Community and Technical College, and a range of governmental agencies, quasi-public entities, and private businesses of all sizes.
- 12) Is partnership with KentuckyWired required? Does the City know what the terms of utilizing KentuckyWired will be?
- a. We anticipate using extensive middle-mile infrastructure that has been or will be developed through the KentuckyWired initiative to supplement the partnership's network deployment efforts. As such, we strongly

prefer respondents that will collaborate with the KentuckyWired initiative. The details of the City's existing agreement(s) with KentuckyWired and the terms that will apply to a Partner will be disclosed throughout the course of the partnership negotiation, after the City has chosen a Partner.

13) Will the City set minimum broadband speed requirements beyond those articulated by the Federal Communications Commission (FCC)?

- a. Because the City of Pikeville seeks to differentiate itself from other markets, we believe that the FCC's 25 Megabits per second (Mbps) download speed and 3 Mbps upload speed is a bare minimum benchmark. We will not disqualify respondents that are not willing to prioritize speeds above the FCC's minimum requirements, but will look favorably on those responses that articulate a solution for deploying Gigabit-class service, as described in the RFP.

14) Will the City impose pricing caps on service?

- a. The City does not plan to impose pricing caps on service, and we hope that the Partner will take our community's unique needs into consideration when it determines pricing for services to end users.

15) Will the City require free services? If so, to how many city locations and at what grade of service?

- a. The City aims to enable all residents and businesses to connect, and will work with its Partner to determine the best avenue to achieve this goal.

16) Will the City commit to exclusivity for the purchase of broadband services to its partner (serving as an anchor tenant)? What should we assume the City Bandwidth/Revenue commitment will be to the partnership? (Hospital, schools, gas, sewer, water, trash, public safety, city hall, etc.?)

- a. The City will work with its selected Partner to determine the best role for the City, including revenue and other commitments.

17) How long a contract can the City legally commit itself to?

- a. While there is no legal constraint on the length of a contract that the City can commit itself to, we look to respondents to indicate their preference for contract length. The duration of the contract will be determined during negotiations with our selected Partner.

- 18) Will the City require a buildout commitment? What penalties for failure to meet any such requirement does the City contemplate?
- a. The City will negotiate with its Partner mutually agreeable parameters around building out the network and penalties for not achieving buildout goals.
- 19) What protections will the City offer against cherry picking between three models?
- a. The City will select a Partner based on the response that will create the most mutually beneficial partnership and appears to best meet our needs. Following response evaluation, the City may begin negotiations with preferred RFP respondent(s), seek clarification from one or more short-listed respondents, cancel or delay plans to deploy an FTTP network, or choose another direction that is deemed in the community's best interest.
- 20) What are the current franchise fees? On what basis would franchise fees apply to the winner of the RFP?
- a. All telecommunication providers in the right of way will be required to have a franchise with the City of Pikeville. Currently, Kentucky law does not allow the city to collect franchise fees on telecommunication providers.
- 21) Given the complexity and timing of the request to respond, will the City consider extending the response date by 60 days or more?
- a. The City has extended the response date to January 19, 2017.
- 22) Does the City have a desired time frame to start and complete the Phase One project, assuring the respondent is in sync with the City to meet the intended economic impact of the project goals?
- a. The partnership must balance timeframes such as the KentuckyWired deployment in Pikeville and any potential influx of grant funds. The City and its selected Partner will jointly determine the appropriate deployment schedule.
- 23) Does the City have a breakout for the Phase One project area (amount of Businesses? Amount of Residential Units: Single Dwelling vs. Multi Dwelling? (Or

an estimated ratio we should use for the split)? Review of the .KMZ sheds light on the businesses, is this all the businesses to be considered in the Phase One project? Are there others? The .KMZ file does not show any information regarding residential, how can we obtain this information?

- a. The City does not have breakout information for Phase One. The City and its selected Partner will work together to develop a strategy for deploying the Phase One service area.

24) What percent of the homes passed are eligible for FCC Lifeline funding?

- a. The City and its Partner will determine this as the partnership develops the precise project plan for deploying Phase One.

25) Has there been any formal/informal survey done to assess the resident's willingness to pay for broadband? If so, can the City provide the results?

- a. No market research has been conducted to date. The City and its Partner may determine if, when, and how to perform this. The City may rely on the Partner to guide subsequent marketing and customer acquisition and retention efforts.

26) Does the City commit to using the network for City governmental and school district facilities, at a minimum, and will the existing monetary expenditures be diverted to fund the new network?

- a. The City is not affiliated with Pike County Schools or Pikeville Independent Schools. The degree to which the City will use the network to meet its connectivity needs and divert money to fund the new network will be determined in negotiations with the selected Partner.

27) The RFP states the winning respondent will have access to City information not disclosed yet, although, are there other back haul internet options and does the City have assets we can use, like conduit and cable, and or data center space with backup power, HVAC etc.

- a. The City is willing to consider providing assets to the partnership that will enable the Partner to successfully deploy FTTP, and the exact nature of these assets will be determined throughout negotiations.

28) Will the integrator be required to build any of the actual hub locations from scratch or will the city be providing the structures or existing buildings for the equipment to go into? If the city is providing us an existing building is it correct

to expect the City to already have HVAC, Alarm system and Fire suppression system that is currently under an existing maintenance agreement, thus not requiring the integrator to solicit quotes for support?

- a. The City and its Partner will determine in negotiations what City facilities, if any, are appropriate for the partnership and to what degree each entity in the partnership will be responsible for various deployment and operations costs. The Partner may be required to build hub locations from scratch, and respondents should factor this into RFP responses.

29) Is the City planning to provide any wireless equipment requirements for this network?

- a. The City seeks a fully fiber solution for Phase One. The City does not seek wireless solutions for Phase One.

30) Has the City considered a community wide wireless access point aspect to the project and should it be considered in the overall bid?

- a. The City seeks a fully fiber solution for Phase One. The City does not seek wireless solutions for Phase One. The City may look favorably on forward-thinking responses that outline potential solutions for deploying to additional locations throughout Pikeville.

31) Is there Dark Fiber available from existing carriers that could be used for this project?

- a. The City is unable to speak on behalf of local providers. The Partner will be responsible for working with local providers to determine whether dark fiber is available and to what degree, if any, local providers may be willing to allow the partnership to use these assets.

32) What does the City estimate the percentage of Outside Plant (OSP) aerial vs buried of your existing providers is?

- a. The City is unable to speak on behalf of local providers. We will do what is in our power to facilitate conversations between local providers and our selected Partner throughout the course of negotiations and the duration of the partnership.

33) Are there any federal / state restrictions to the potential initial \$15M grant/fund in which respondents should consider in their response, and how can respondents assist the City in obtaining these funds?

- a. The City cannot at this stage guarantee any grant funding, including a potential \$15 million grant. The City will share with its Partner any information about grant funding, including relevant restrictions or commitments, as information becomes available. The City does not anticipate that any additional information related to grant funds will be available before responses to this RFP are due. There are no immediate actions for respondents to take at this stage.

34) Can the City provide additional clarity to the network performance standard that requires monthly fees returned to customers for the below levels:

- 98.0% to 98.9% uptime: 15% of monthly fees paid returned to customers
 - 97.0% to 97.9% uptime: 30% of monthly fees paid returned to customers
 - 96.0% to 96.9% uptime: 40% of monthly fees paid returned to customers
 - Below 96%: 50% of monthly fees paid returned to customers
- a. The RFP is amended so that Section 4.3 now reads, "Contractor shall provide the expected uptime and any credits or penalties that can be applied, in the event the uptime is not met."

35) Will the City provide a list of companies that responded to the RFP?

- a. The City will not provide a list of a companies that responded to the RFP.

36) Will the City provide all questions from all respondents with answers?

- a. Yes. This response to questions includes all pertinent questions about the RFP that were posed to the City.

37) Page 62: Is there specific Data Center Tier compliance that need to be considered?

- a. Respondents do not have to consider a specific Tier. As noted in the RFP, the core shall include uninterruptible power source (UPS) batteries, and diesel power generation for survival through sustained commercial outages. The facility shall have strong physical security, limited/controlled access, and environmental controls for humidity and temperature, and

fire suppression systems. Equipment shall be mounted securely in racks and cabinets, in compliance with national, state, and local codes. All equipment shall be connected with uninterrupted cutover to battery and generation.

38) Section 4.1 subsection (4): the referenced new services are over the top services.

4K streaming requires certain bandwidth and speeds which can be considered, however it is unclear what the meaning of product development in this section is referencing. What exact role is anticipated for such services because over the top services are not traditionally owned by a service provider? Please clarify.

- a. The Respondent is required to provide fiber based Internet services. The network should be capable of supporting the services under Appendix B 4.1.(4) New Services and evolve as those services become more network intensive over time, but the Respondent does not itself need to be a provider of those services.

39) Section 4.1 subsection (5); can you clarify with examples how residential dark fiber services will work from a technical perspective and what is the intent of the service? Generally, this type of service is offered to a service provider rather than to a resident as a purchasable service.

- a. The residential dark fiber service is a lease of dark fiber from the premises to a hub facility or other meet point on the network. The customer will lease the fiber and connect to another provider or service at the hub facility or other meet point. The customer may potentially require colocation space at a hub facility or meet point. It is expected that this is a premium service for power users and be required only by a small minority of users.

40) If some respondent desires to provide additional information for a section, is the appropriate manner to add an addendum and reference it in the section, or is the respondent bound by the page limits listed for each requirement in this section?

- a. Respondents should adhere to the guidelines in Section XI – RFP Response Requirements, which provide page limits, font, margins, and other requirements.

41) Affirmation, requirement references project goals and network design parameters in Section V (City Contributions & Assets) and VI (Partnership

Models), there are no goals listed in these sections, and these areas will be covered in other response requirement sections. Please provide clarity of the City's goals and network design parameters we should address in this section.

- a. The affirmation should provide a summary indicating the respondent is interested in the partnership. It should also briefly address the goals in Section II and the General Network design and Construction Parameters in Section VIII. If respondents take exception to any of the items in these sections, or any item in Section IX – Technical Capabilities or in Section X – Operational Capabilities, those exceptions should be listed here.

42) Provide a proposed network diagram, what is the page limit for this requirement?

- a. The network diagram should be no more than two (2) pages, and can be in landscape format.

43) Schedule, do you require a specific format for the schedule, i.e. MS Project, Primavera, or another format, if so, please advise of the format?

- a. The schedule should be in Microsoft Excel format.

44) Can the winning respondent use assets associated with the KentuckyWired fiber network?

- a. The City cannot provide direct access to the KentuckyWired initiative's assets. However, the KentuckyWired initiative is an important component of our network deployment plans, and the City will encourage collaboration between the KentuckyWired initiative and the partnership to provide access to these assets.

45) How does the City of Pikeville plan to synchronize the project deployment schedule with the KentuckyWired Middle-Mile project schedule?

- a. The City is in the process of working with the KentuckyWired initiative, and the partnership will continue to coordinate with the Commonwealth.

46) Does the City have a desired location for the network core "headend/data center"?

- a. The City does not have a preferred location for the network core.

- 47) Is there a preferred method of UG construction i.e. directional boring, trenching, or micro trench?
- a. The City prefers directional boring, but will not discard responses that use alternative underground construction methods.
- 48) Will there be any requirement for spare conduits to be placed in the trench along with conduits that will contain the fiber?
- a. The City prefers spare conduit to be placed during FTTP deployment.
- 49) Will backbone core ring fiber cables and distribution or access fibers be allowed to be placed in the same conduit?
- a. The backbone core fiber cables and distribution or access fiber cables should be placed either in separate conduit or in separate innerduct within the same conduit.
- 50) Will there be a requirement to add any spare fibers in the network, if so is there a required amount/formula to determine the number of spares, what is meant by having dark fiber access for residences and businesses, spare fibers?
- a. The City will look favorably on responses that plan for future network growth through steps like adding spare fibers. However, it is not a requirement to add spare fiber capacity into the network and there is no specific formula at this time.
- 51) Are 4, 6, 8 & 12 port fiber taps all that are allowed?
- a. Tap size will be determined by the engineering design, and Partners should use the most cost effective tap that can support 100 percent of the customers to be served in the Phase One deployment.
- 52) Does the city have a relationship to help expedite aerial attachment permits?
- a. While the City does not own any communications poles, we will do what is in our power to facilitate discussions between pole owners and our selected Partner.
- 53) Will the city allow quick and inexpensive access to its ROW via a limited Permit process?
- a. The City is committed to aggressively processing permits and expediting other processes related to the partnership.

- 54) Will the City's public works department assist in restoration to help curb costs?
- a. The degree to which the City can provide assistance will be determined through negotiations with the selected Partner.
- 55) Does the City have a desired over subscription ratio?
- a. The City's preferred maximum ratio is 32:1. Bidders are encouraged to provide costs to construct with lower subscription ratios.
- 56) Can we get access to the communications (internet access, LAN/WAN, voice communications) expenses of the City of Pikeville and municipal entities (schools, city/county offices) or can we get an estimate?
- a. The City is not directly affiliated with Pikeville Independent Schools and the Pike County School District and cannot compel outside organizations to share information. However, the City will do everything in its power to facilitate conversations and cooperation with any entity that the City and its Partner determine will be beneficial to the partnership.
- 57) If we wanted to discuss the communications capabilities, is there a resource we can speak to?
- a. The City will designate a point person throughout the duration of the partnership. Additionally, we are willing to consider leveraging our communications capabilities for marketing and other purposes, which will be determined throughout negotiations with the selected Partner.
- 58) Can we get a list of city/county/municipal locations within the City?
- a. At this stage, we can provide the following City locations in Pikeville to be connected, noting that this is *not* an exhaustive list—the partnership will determine additional locations throughout the course of negotiations and planning:
 - City Hall
 - Office of Economic Development
 - East Kentucky Expo Center
 - Water Treatment Plant
 - Wastewater Treatment Plant
 - Police Station
 - Fire Station Numbers 1, 2, and 3
 - Kentucky Enterprise Industrial Park

59) What are the expectations of broadband for the city, is it an expected internet service offering for a particular speed and or price? Are there other services required?

- a. The City desires a partnership that will bring to Pikeville world-class infrastructure and ultra-high-speed broadband service comparable to that available in metropolitan areas.