



McPherson Implementing Local Redevelopment Authority

November 21, 2106

REQUEST FOR PROPOSALS for OPEN ACCESS FIBER NETWORK IMPLEMENTATION SERVICES

ATTENTION RESPONDENTS

You are hereby invited to submit a proposal to the McPherson Implementing Local Redevelopment Authority (hereafter referred to as "Fort Mac LRA") to provide Open Access Fiber Network Implementation Services. A successful Respondent (or Respondent team) will be selected by Fort Mac LRA based on the Respondent's ability to provide the services described in the Scope of Services (as summarized below), competitive pricing for such services, and other factors herein listed.

Potential Respondents are asked to direct all questions concerning this Request for Proposals or "RFP" process to Denise Perkins-Griffith via e-mail at dperkins-griffith@fortmaclra.com or by phone at (404) 477-6767.

Your complete response to this RFP must be received in the Fort Mac LRA offices at 1794 Walker Avenue, SW, Atlanta, Georgia 30310, **no later than 2:00 pm E.S.T. on December 9, 2016**. Absolutely no responses will be accepted **after 2:00 pm E.S.T. on December 9, 2016**.

Fort Mac LRA reserves the right, in its sole discretion, to reject any submittal it considers to be non-responsive. Fort Mac LRA reserves the right to cancel any and all solicitations and to accept or reject, in whole or in part, any and all submittals when it is in the best interest of Fort Mac LRA. Should Fort Mac LRA fail to reach agreement with any Respondent(s) initially selected, Fort Mac LRA reserves the right to commence negotiations with the next highest ranked Respondent or team of Respondents. Fort Mac LRA shall select the Respondent (or Respondent team) it considers best qualified and as providing the best value to Fort Mac LRA in its sole discretion. Fort Mac LRA may select a Respondent without an interview or may choose to interview all or a limited number of Respondents prior to selecting the successful Respondent (or Respondent team). The cost of preparing responses will be the responsibility of each Respondent and will not be reimbursed.

REQUEST FOR PROPOSALS

This Request for Proposals for Open Access Fiber Network Implementation Services is hereby issued by Fort Mac LRA in accordance with applicable law. Fort Mac LRA is issuing this Request for Proposals for an Open Access Carrier to implement a fiber-to-the-premise network that will provide enhanced broadband connectivity to all premises within the Fort McPherson Campus and to a pilot number of neighboring communities.

The overarching goal of the Fort Mac LRA is to leverage fiber connectivity to help stimulate economic development while improving the community's socio-economic condition. More specifically, Fort Mac LRA's objectives are:

- Economic Development: attract office, medical office, film industry, tech industry, and other high-bandwidth users and those with private networking needs; and to attract residents desiring high speed connections at affordable rates.
- Community Development: support advanced applications for planned K-8 and high schools, public safety applications, and a workforce development center.

Fort Mac LRA intends to identify an Open Access Carrier partner with the experience, qualifications and carrier agreements necessary to:

- Establish an Open Access (carrier's carrier) network on the Fort McPherson property that will be expanded beyond the boundaries of the Fort McPherson property.
- Invest with Fort Mac LRA to build-out the network within the Fort McPherson property as well as expand the network to neighboring communities delivering fiber-to-the-premise connectivity.
- Engage Community Partners to establish a Wide Area Network that can deliver community-based content separate of commercial services from one of the participating retail providers.
- Interconnect the proposed network to Atlanta's Exchange Gateway to enable direct connectivity to regional, national, and international resources.
- Note: Neither Fort Mac LRA or its partners intends to act as the sole funding source of the proposed network that will be installed on the Fort McPherson Campus nor for any expansion of the proposed network to neighboring communities.

SCOPE OF SERVICES

Your proposal should include a detailed scope of services and corresponding project plan and phasing recommendation that addresses the items below and in the entirety of this RFP.

1. Design, Implement and Operate a 10Gbps to 100Gbps+ open access fiber network on the Fort Mac LRA property Network Planning, design and programming
2. Design, Implement and Operate a Wireless WAN Overlay
3. A PRELIMINARY DESIGN AND NETWORK ARCHITURE IS REQUIRED WITH SUBMISSION OF THE PROPOSAL
4. Network Construction Financing/Investment Approach(Public/Private)
5. Outside Plant Fiber Infrastructure Construction Management
6. Inside Plant Fiber Infrastructure Construction Management
7. Network Systems Integration and Provisioning
8. Retail Service Provider Integration and Management
9. Network Management, Maintenance and Monitoring (including staffing)
10. Community Program Provider Integration and Management
11. Continued Network Expansion

GENERAL REQUIREMENTS

1. The chosen Carrier must be a Carrier's Carrier as defined by the Public Service Commission.
2. If the chosen Carrier is the business of providing direct to consumer telecommunication services such as internet access, phone services, and/or Cable/IPTV/PEG services, they must illustrate to the satisfaction of Fort Mac LRA how the network will remain vendor neutral to the customer.
3. The chosen Carrier must be willing and able to co-invest with Fort Mac LRA and/or other investors to develop the proposed network and propose a profit share among all investors.
4. The chosen Carrier must remain as the long term operator of the network.
5. Chosen Carrier must be able to secure all required local, state and federal permitting, licensing, etc. required to build and maintain underground and/or aerial fiber infrastructure in the public right-of-way, providing Fort Mac LRA shared access to poles attachments, conduits, ducts, manholes to the prime of this agreement.
6. Chosen Carrier must be able to secure all necessary private easements and enter into certain long-term lease agreements to protect the network assets being installed in such easements.
7. Chosen Carrier must develop a fiber-to-the-premise network that utilizes one or more of the following network architectures: Passive Optical Network (PON), Fiber Active Ethernet, and Fiber Dense Wavelength Division Multiplexing (DWDM).
8. Chosen Carrier will not be allowed to deploy or utilize in any portion of the proposed network the following architectures: Satellite, Dial-up, SONET, DSL, Coaxial, Hybrid Fiber Coaxial (HFC), VDSL, ADSL, TDM, Ethernet over Copper, and/or any other copper-based systems not listed.
9. Chosen Carrier must supply drawing, mapping of all service routes.
10. Chosen Carrier must supply annually updated change control drawings and updates.
11. Chosen Carrier must be able to demonstrate how it will remain provider neutral to the end consumer to ensure that the proposed network stays open and fosters competition (Fort Mac LRA recognizes that some Respondents may be a retail carrier or a subsidiary of a retail carrier).

INFORMATION AND INSTRUCTIONS TO RESPONDENTS

A successful Respondent (or Respondent team) will be selected by Fort Mac LRA based on a process as herein described.

SCHEDULE

It is anticipated that the solicitation and selection process shall be conducted in accordance with the following schedule provided, however, Fort Mac LRA reserves the right to modify this schedule in its discretion.

RFP Invitation	November 21, 2016
Questions Due:	November 30, 2016 3 pm
Answers Published	December 2, 2016
Proposals Due	December 9, 2016 2 pm
Interviews (finalists)	December 16, 2016
Selection	January 4, 2017

PROPOSAL SUBMITTAL

Your complete response to this RFP must be received by designated staff of Fort Mac LRA at the offices of Fort Mac LRA at 1794 Walker Avenue, SW, Atlanta, Georgia 30310, **no later than 2:00 pm on December 9, 2016**. Absolutely no responses will be accepted **after 2:00 pm on December 9, 2016**. Any submittal received after the time stipulated will not be considered and will be rejected and returned to the Respondent. Submittal must be responsive to all requirements outlined herein. The delivery of the application to the Fort Mac LRA prior to the deadline is solely and strictly the responsibility of the Respondent. Fort Mac LRA will in no way be responsible for delays caused by the United States Postal Service, Federal Express or other couriers or delays caused by any other occurrence. **Five (5) hard copies and one (1) electronic copy are required. Faxed submittals are not acceptable.**

SUBMISSION REQUIREMENTS

The following are minimum RFP submission requirements. Failure to meet any one of these criteria may result in rejection of a submittal. Each section of your qualifications should be clearly labeled and meet the following submission requirements.

1. Introductory Cover letter which introduces your company and the personnel that will work on this project. Please identify the lead person for your company or team.
2. Description of your firm including history, a list of consulting/development projects managed, and results. Include projects that are similar to this project.
3. Identify lead person and other key personnel that would be assigned to this project and their resumes and credentials.
4. Describe your general approach to the engagement, and if applicable, the application of your established consulting methodology to this project.
5. Demonstrate in depth knowledge of a variety of funding and financing alternatives that may be applied to this project.
6. Provide Insurance Documentation (or prospective documentation) as follows:
 - Certificate of Insurance for General Liability in the amount of \$2 million.
 - Professional Liability insurance in the amount of \$1 million with a \$1 million aggregate.
 - Name of Workers Compensation Insurance Provider with statutory limits.

DBE Participation: Fort Mac LRA encourages all interested Respondents to promote opportunities for diverse businesses, including Female Business Enterprises (“FBE”), Minority Business Enterprises (“MBE”) and Small Business Enterprises (“SBEs” and together with FBEs and MBEs, “DBEs”) to compete for business as consultants, sub-consultants and/or suppliers. Goals are based on the Scope of Work and general availability of firms with the requisite experience and capacity to perform the work. Consultants are encouraged to involve DBEs in all aspects of the work. All Respondents shall include specific information regarding DBE participation, if any.

SELECTION PROCESS AND NEGOTIATION

Fort Mac LRA may select one or more Respondents for in-person interviews. The most responsive firm or Respondent will be identified and Fort Mac LRA will proceed to the interview and the negotiation of an agreement process. Selection criteria are listed below in the section marked "Selection Criteria". Fort Mac LRA and the successful Respondent would negotiate an agreement promptly following the selection. If a mutually satisfactory contract cannot be reached with the selected Respondent, Fort Mac LRA will enter into negotiations with the second-place Respondent as determined under the selection criteria.

Selection criteria that will be used to select the successful Respondent, include, but are not limited to:

Criteria	Points
Carrier Experience with Open Access Fiber Networks	15
Lead Project Manager Experience	15
Implementation Pricing Approach	35
Co-Investment Terms	25
DBE and/or Local Participation	10
Total	100

REFERENCES AND ADDITIONAL INFORMATION

Include names, telephone numbers, email addresses, and street addresses for all references. Provide three (3) references from projects that are comparable to this engagement. Include any other information that you feel is pertinent but not specifically herein requested.

CONTACT PERSONS

Questions concerning any aspect of this project, including the submittal process, should be directed to Denise Perkins-Griffith, Director of Administration and Risk Management, Fort McPherson Implementing Local Redevelopment Authority, 1794 Walker Avenue, SW, Atlanta, Georgia 30310. Suggestions and questions regarding the RFP and the proposed Scope of Work should be made in writing via e-mail to dperkins-griffith@fortmaclra.com not later than November 30 by 2:00 pm. Answers to those questions will be shared with all parties who have expressed interest by close of business December 2, 2016.

FORT MAC LRA POLICY ON COMMUNICATIONS AND CONTACT

Respondents are required to conduct the preparation of their applications with professional integrity and free of lobbying activities. Respondents and their respective agents and consultants are not permitted to contact or communicate with, directly or indirectly, any member of the Fort Mac LRA Board or the Army regarding the subject matter of this RFP after the issuance date of this RFP, except as specifically permitted herein or approved in advance by Fort Mac LRA. Any verified allegation that a Respondent or team member or an agent or consultant of the foregoing has made such contact or attempted to influence the evaluation, ranking, and/or selection of Respondents is cause for Fort Mac LRA to disqualify the Respondent and its team member from further consideration.

OPEN GOVERNMENT LAWS

All proposers/respondents should obtain and thoroughly familiarize themselves with the Georgia Open Records Act (O.C.G.A. § 50-18-70, et seq.) and Georgia Open Meetings Act (O.C.G.A. § 50-14-1, et seq.) (collectively, the "Open Government Laws") applicable to the issue of confidentiality and public information. Fort Mac LRA will not advise a proposer/respondent as to the nature or content of documents entitled to protection from disclosure under the Open Government Laws, as to the interpretation of such laws, or as to definition of "proprietary." Each proposer/respondent shall be solely responsible for all determinations made by it under applicable laws. Each proposer/respondent is advised to contact its own legal counsel concerning the effect of applicable Open Government Laws to that proposer's/respondent's own circumstances