



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014



Rio Blanco County's Request for Proposals for: The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services.

RFP Announced August 26, 2014
Proposal Deadline: Sept 12, 2014

VISION STATEMENT

Rio Blanco County (RBC) will implement and maintain IT infrastructure and services resulting in RBC positioning itself as a modern, world class destination for tourism; business growth; safe, healthy, happy living; and as an ideal place to raise, educate, and retain a family. This will be accomplish by implementing a Fiber to the Home (FTTH) solution in Meeker and Rangely and a licensed high bandwidth fixed wireless backhaul system across a Countywide tower network for the delivery of modern high speed broadband, cellular, and emergency services (ES) within the next 3 years.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

Table of Contents

VISION STATEMENT

STATEMENT OF PURPOSE

Introduction

Project Element Overview

General Goals

Regional Goals

BACKGROUND INFORMATION

Rio Blanco County

WCITC

MAN Groups

SCOPE OF WORK

Summary Statement

Asset List

Project Element List

Project Element Discussion

Project Element Priorities

RFP PROCESS & SUBMISSION

Process - Dynamic RFP

Step 1 - Letter of Introduction

Step 2 - Pre Proposal Meetings

Step 3 - Proposal Body

Step 4 - Proposal Submission

Step 5 - RFP Proposal Form

Evaluation and Award Process

RESERVATIONS



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

STATEMENT OF PURPOSE

● Introduction

- Rio Blanco County (the "County") is seeking multiple respondents each of which is (the "Proposer") interested in entering into an eventual Public/Private Partner(s) for the purpose of:
 - Infrastructure: Implementing, maintaining, and upgrading broadband (Broadband), cellular (Cellular), and emergency service infrastructure (ES) collectively referred to as (Infrastructure) Countywide. This includes the rural parts Rio Blanco County as well as the two municipalities, Meeker and Rangely.
 - Services: Implementing, maintaining, and upgrading broadband (Broadband), cellular (Cellular), and emergency services (ES) services collectively referred to as (Services) Countywide. This includes the rural parts of Rio Blanco County as well as the two municipalities, Meeker and Rangely.
 - Note: This project is likely too large for any one Proposer, so the project may be approached via smaller Project Elements (see below).
- Goals of the RFP Process
 - The first goal is to examine a large number of creative Proposer responses to this RFP.
 - The second goal is to narrow the list of Proposers, via the Evaluation Process, to a few Proposers for further interview.
 - The final goal is to negotiate a contract arrangement between County and select Proposers. Each resulting relationship will herein be known as a ("Public/Private Partnership") and each Proposer will then be known as a ("Public/Private Partner").
 - Work on this Project shall commence immediately once one or more Public/Private Partners exist.
- Google Drive
 - Since this RFP is about modern world class IT and modern world class Proposers and eventual Public/Private Partners, and to leverage the numerous hyperlinks within this RFP, the RFP is best viewed in electronic format as a Google Drive document. Once released, any changes to the document will either be made using Google's "Suggesting" or "Comments" features. All Proposers will be limited to Google Docs View rights to the document.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Due to this and other considerations, it is strongly suggested that Proposers establish a Gmail or Google Apps for Business account for use during the RFP process as well as for communications should Proposer be selected as an eventual Public/Private Partner.
- Rio Blanco County's Google Drive is undergoing a State of Colorado arranged Business Associate Agreement (BAA) process which will provide Health Insurance Portability and Accountability (HIPA) level security to County's data in the near future.
- If a Proposer cannot or does not feel comfortable utilizing Google Drive, PDFs of the document may be sent to a non Gmail, email solution or hard copies may be printed and delivered. But this requirement must be submitted in writing and may be grounds for proposal refusal and/or refusal to comply with such a request as County's IT department considers this an outdated and inefficient form of communication.

- **Project Element Overview**

- To support the deployment of Broadband, Cellular, and ES, County seeks eventual Public/Private Partner(s) to work with County on several Project Elements. The four broad Project Element's categories are:
 - infrastructure creation
 - infrastructure maintenance
 - service creation
 - service maintenance
- A more granular list of Project Elements for Proposers' consideration is:
 - MANs - A public entity municipal area network (MAN) in both Rangely (rMAN) and Meeker (mMAN)
 - FTTH - A fiber to the home via gigabit passive optical network (GPON) in both Meeker and Rangely (mFTTH and rFTTH).
 - FTTB - A fiber to the business via GPON or standard fiber deployment in both Meeker and Rangely (mFTTB and rFTTB)
 - Primary Towers - leverage existing towers and adding additional towers for a Countywide backhaul network as well as Services delivery.
 - Relay Towers - leverage existing towers and adding additional towers to deliver Services into remote areas of Rio Blanco County.
 - FTTT - A fiber to the tower network, particularly focusing on the Primary Meeker and Primary Rangely towers.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Co-Lo - Assistance with establishing Co-Locate (Co-Lo) facilities. One in Meeker (mCo-Lo) and one in Rangely (rCo-Lo). These are similar to CNLs but due to semantics County is referring to them as Co-Locate facilities.
- Middle Mile - Delivery of a large capacity Internet feed for Broadband to serve all aspects of this project, likely in the 1 to 10 Gbps range, initially.
- mrLink - A fiber link between the mCo-Lo and rCo-Lo.
- WISP - Provide WISP service and infrastructure Countywide via the Primary and Relay Tower network.
- ISP - Provide ISP service over the FTTH, FTTB, MANs and FTTT feed.
- Cellular - Provide modern 4G native cellular service where possible, or at least 3G. And roaming service where native is not possible.
- ES - Assist with Emergency Service services such as 800MHz DTRS and potential future players such as FirstNet.
- Public WiFi - Provide public WiFi service to Meeker and Rangely (mWiFi and rWiFi).
- Proposers - May Pick and Choose Projects Elements
 - Proposers may present solutions for one or more of the above elements of the overall project as follows:
 - Proposer may provide a response solution to any one or more of the areas being considered. County does not expect one Proposer to meet all of County's needs for this Project.
 - County realizes that it may form a Public/Private Partnership with multiple Public/Private Partners even on one Project Element. For example, it is likely that County will need to partner with multiple Primary Tower Public/Private Partners as there are existing incumbents with Primary Tower assets in Rio Blanco County as well as new towers to be constructed.
 - m and r syntax: For any of the Meeker and Rangely Project Elements whether listed or not, such as the mMAN and rMAN or mFTTH and rFTTH, County realizes that the possibility exists for one or several Public/Private Partners to be selected due to geographical distance, coverage, and incumbent Proposers. Therefore, Proposers should indicate in their proposals the scope of the Project Elements Proposer is interested in providing.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- General Goals

- Gigabit City

- After the FTTH build out, County would like to join the ranks of municipalities who have risen to the FCC challenge, and are able to call themselves a Gigabit city.

- Excerpt from <http://www.fcc.gov/events/gigabit-workshop-1>

- On January 18, 2013, FCC Chairman Julius Genachowski issued the Gigabit City Challenge, challenging broadband Internet providers and local and state governments to bring at least one gigabit-speed Internet community to all 50 states by 2015. Communities and providers across the nation are deploying gigabit broadband networks and leveraging these new capabilities to drive innovation, grow their economy, and benefit schools, health care systems, and anchor institutions.

- Specifically County would like to meet or beat the gold standard set by Google which is:

- Gig (1 Gbps) to the home over fiber at a \$70 or less price. Several vendors have already indicated that this is a realistic goal, even in rural Meeker and Rangely Colorado.

- Modern Rural Broadband

- Evidence of Modern Need

- Right now the FCC is considering another update to their minimum definition of "Broadband" in the U.S., moving from 4x1 (4 Mbps down, 1Mbps up) to 10x1 or 10x3.
- The latest Akamai broadband report lists the average use of broadband in the U.S. in early 2014 as 10.5 Mbps.
- With just 3 users in a household, two watching HD-quality streaming movies and one playing an HD quality two-way modern game (so two Netflix movies and one World of Warcraft gamer), the utilization can easily be 12Mbps as per <http://www.fcc.gov/guides/broadband-speed-guide>.
- At this time, the FCC suggests Basic, Medium and Advanced household broadband at <http://www.fcc.gov/guides/household-broadband-guide> as:
 - Basic Service = 1 to 2 Mbps
 - Medium Service = 6 to 15 Mbps
 - Advanced Service = More than 15 Mbps



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- The current \$100,000,000 Connect America Fund (CAF) requires a 25x5 Mbps connection in rural America to qualify for 75% of the funding opportunities! See [FCC News Release](#).
- This means that County desires to form a Public/Private Partnership with a WISP Proposer who can, at least, provide 10x3 at a reasonable price if not reach for the CAF standard of 25x5!

- **Regional Goals**

- It is the goal of the County to act as a positive example, even as a beacon, for other rural counties and communities in Colorado and beyond. The County is already actively engaged in sharing project details with the counties of Northwest Colorado Council of Governments (NWCCOG) as well as the counties of Associated Governments of Northwest Colorado (AGNC) a total of nine counties.
- County is also working closely with the State of Colorado's Office of Information Technology (OIT) on this and related projects.
- County hopes to create an innovative, high quality solution which others can emulate. Thus, County is seeking Proposers who may look beyond Rio Blanco County and this Project to other counties, both near and far.
- Please help County succeed in this endeavor!



Rio Blanco County's RFP for:
 "The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
 Announced August 26, 2014, Proposal Deadline Sept 12, 2014

BACKGROUND INFORMATION

- Rio Blanco County

- Demographics and Topology

- Demographics

- Rio Blanco County has 6807 residents according to [Here](#) with about 650 students in Meeker and about 450 in Rangely school districts.
 - There are two municipalities in Rio Blanco County, Meeker and Rangely.
 - Meeker's population was 2493 in 2013 according to [Here](#).
 - Rangely's population was 2433 in 2013 according to [Here](#).

- Topology

- Rio Blanco County is approximately 3600 square miles. Here is some Google Map Links for Proposer(s)' convenience.
 - [Rio Blanco County](#) with [Topology Overlay](#)
 - [Meeker](#) with [Topology Overlay](#)
 - [Rangely](#) with [Topology Overlay](#)
 - [Meeker to Rangely Drive](#) with [Topology Overlay](#)
 - Primary Roads - The primary roads are the north to south Colorado Highway 13 which connects Meeker to Moffat County's Craig on the North and Garfield County's Rifle on the south and the east to west Colorado Highway 64 which connects Meeker to Rangely and then on west of Rangely to Vernal Utah.

- Blake Mobley - Rio Blanco County IT Director

Mailing (USPS)	Physical/Shipping	IT Department
Rio Blanco County Blake Mobley, IT Director PO Box 599 Meeker CO 81641	Rio Blanco County Blake Mobley, IT Director 555 Main Street Meeker CO 81641	IT Director: Blake Mobley Blake.Mobley@rbc.us o970.878.9545 c970.329.1188 IT Department:



Rio Blanco County's RFP for:
 "The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
 Announced August 26, 2014, Proposal Deadline Sept 12, 2014

		it@rbc.us 970.878.9540
--	--	--

- Mr. Mobley was the IT Director of Meeker School District in Meeker Colorado for 19 years from August 1995 to April 2014. He is now the Rio Blanco County IT Director since March of 2014.
- Experience.
 - Mr. Mobley has experience with project management, as a business owner, and operated Meeker School District as the sole IT staff person for 19 years with some student aide assistance.
 - Mr. Mobley was key in deploying the initial fiber optic mMAN which started in 1999 when it connected all school district properties in Meeker and then in 2001 when the Meeker area County, hospital, library, and Town facilities joined the mMAN. Mr. Mobley played a key role in the 72-strand mMAN upgrade which has been progressing over the past few years.
 - Mr. Mobley has trained most of the current IT professionals in Meeker how to terminate and splice fiber with the 3M Hotmelt system and utilize a budget loss meter.
 - Mr. Mobley attended the annual Mountain Connect conference in Vail as well as the Wireless Internet Service Providers of America (WISPA) meeting. Recently Mr. Mobley attended the NWCCOG Broadband Workshop In Eagle.
 - Mr. Mobley has been a member of the NW BOCES IT Directors group, IT Directors from eight school districts, and is familiar with Steamboat's recent CNL for which Steamboat Springs School District's IT Director, Tim Miles, was a key man.

● **WCITC**

- The Western Colorado Information Technology Cooperative (WCITC) meets on a regular basis, approximately twice a month across Rio Blanco County. WCITC is made up of two sub groups of public IT professionals from Meeker (mMAN Techs) and Rangely (rMAN Techs) as well as community leaders and a few private IT professionals. Current entity attendance is as follows:
 - Rio Blanco County
 - Town of Meeker
 - Town of Rangely
 - Meeker School District



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Rangely School District
 - Colorado Northwest Community College
 - Rio Blanco Board of Cooperative Services (BOCES)
 - Pioneers Medical Center
 - Rangely District Hospital
 - Meeker Regional Library District
 - ERBM Recreation & Park District
 - Western Rio Blanco Metropolitan Recreation Center
 - White River Electric Association
 - First National Bank of the Rockies
 - Western Slope Information Systems
- Below, individuals belonging to the two WCITC sub group's, the mMAN and rMAN are listed. In addition to the individuals in those two groups, the other individuals who regularly meet with the WCITC are as follows:
- Enrique Sevillano - White River Electric Association IT Director
 - Jim Neff - Western Slope Information Systems
 - Katelin Cook - Rio Blanco County Economic Development
 - Eric Jaquez - Rio Blanco County Project Manager
 - Kent Borchard - Rio Blanco County Attorney
 - Chris Singleton - Rio Blanco County Budget Director
 - Laura Smith - Rio Blanco County Human Resources

● **MAN Groups**

- mMAN
- The mMAN Tech sub-group of the WCITC, has been meeting regularly since 2001.
 - The mMAN Techs have installed, owned, and managed the mMAN fiber network since 2001. Nearly all maintenance of this fiber optic network is accomplished by the mMAN IT staff which currently includes:
 - Blake Mobley - Rio Blanco County IT Director
 - Trevor Nielsen - Rio Blanco County Network Engineer
 - Dylon Merrell - Rio Blanco County System Administrator
 - Mike Dinwiddie - Rio Blanco County GIS
 - Curtis Cooper - Pioneers Medical Center IT Director
 - Jared Harvey - Pioneers Medical Center IT Specialist
 - Doug Merrell - Town of Meeker Contracted IT Service and First National Bank of the Rockies IT Director
 - Steve Tobin - Meeker School District IT Director



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Brice Glasscock - ERBM Recreation & Park District Contracted IT Service
- Mike Bartlett - Meeker Regional Library District Director
- We March as One
 - The mMAN Tech group has a long history of cooperation over the past 14 years. Some examples are:
 - The Meeker School District set aside an unused classroom in their administration building to be used as the disaster recovery center (DRC) for the mMAN entities and now for rMAN entities as well.
 - The Meeker hospital, school, and County all use the same brand of core server systems, SAN software, virtual server environments. This allows the IT professionals to share and utilize each other's knowledge.
 - Currently all internet bandwidth for the Meeker area school, hospital, County and Town flows through the County courthouse's main distribution frame (MDF).
 - The school and County shared the same phone server stack for years, until recently, and even now the school's phone servers reside in the County courthouse's MDF.
 - Most of the mMAN MDFs have a shared keypad locking system.
 - IT Recycling has been an annual joint effort.
 - rMAN
 - The rMAN Tech sub-group of the WCITC have been meeting informally for years, and recently more formally via the WCITC meetings. The current rMAN Tech members attending WCITC are, as follows:
 - Ted Shonts - Rangely School District IT Director
 - Caleb Cranford - Colorado Northwest Community College IT Director
 - Fred Byers - Colorado Northwest Community College IT Specialist
 - Daniel Moran - Rangely District Hospital IT Director
 - Peter Brixius - Town of Rangely Manager
 - Public Communications
 - Broadband Steering Committees
 - We are currently establishing broadband steering committees in both Rangely and Meeker, (membership TBA).



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Community Meetings
 - Several community meetings on the topic of Broadband, Cellular, and ES Services have been held in both Meeker and Rangely.
 - Mr. Mobley, and Rio Blanco County Commissioner, Jeff Eskelson, were recently invited to speak in front of the five county group known as AGNC on implementing broadband in a county.

SCOPE OF WORK

- Summary Statement

- County has elected not to retained an outside project manager or engineering company for this project. County will be relying on the design skill set of County's eventual Public/Private Partners as the Project moves forward. Mr. Mobley and the WCITC group believe that the Project can be managed via the Public/Private Partnerships. However, should a Proposer determine that outside design or consulting is needed, this should be stated in the proposal.

- Asset List

- Informational
 - [Broadband Plan](#)
 - [Slide Deck](#) - Broadband Conversation with Community Members
 - Other Useful Links
 - Colorado Broadband Collaboration Portal - (Maps of vendor max bandwidth across Colorado) <http://coloradobroadband.state.co.us/home>
 - National Broadband Plan - (Plan and video by FCC Chairman Julius Genachowski) <http://www.broadband.gov/plan/>
 - NWCCOG Regional Broadband Strategic Plan - (13 December 2013) <http://nwccog.org/docs/broadband/FINAL%20Regional%20Broadband%20Strategic%20Plan%20v2-1.pdf>
 - NWCCOG - Excellent report on Broadband <http://www.ohivey.com/test/training/intro1.php>



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Fiber to the Home Council - (Awesome help with FTTH community model) <http://www.ftthcouncil.org/communitytoolkit>
- Colorado Senate Bill 05-SB152
[http://www.leg.state.co.us/clics2005a/csl.nsf/billcontainers/FA216226F45192FE87256F41007B483C/\\$FILE/152_enr.pdf](http://www.leg.state.co.us/clics2005a/csl.nsf/billcontainers/FA216226F45192FE87256F41007B483C/$FILE/152_enr.pdf)
- Physical
 - Radio Towers - [Data Sheet](#)
 - Radio Towers - [Pictures](#)
 - Some of these pictures are just aerial shots, but some are ground based pictures as well and will be more valuable in evaluating these assets.
 - Radio Towers - [Possible 7 Mile Viewshed](#)
 - Note: This map depicts view sheds from some towers which County does not have rights to use and does not expect to gain those rights. This map is provided only as an example for discussion.
 - Radio Towers - [Existing DTRS 22 Mile Viewshed](#)
 - Possible Tower Sites - [County owned Property in Rio Blanco County](#)
 - mMAN - [Fiber Ring](#)
 - County will dedicate its staff, connections, and assets in support of Project.
- Financial
 - At this time, County is not looking to monetize this Project. Via the Public/Private Partnerships resulting from this RFP process, County's goal is to provide the best end user services of broadband, cellular, and ES at the best price.
 - County has set aside a capital line item for this project and it is funded with realistic startup money. The current intent, is to add additional funds as needed and as the Board of County Commissioners (BOCC) determines is appropriate and available.
 - County hopes to leverage such internal funds via DOLA, FCC CAF, REDI, USDA, and other State and Federal grants and funding opportunities. Such opportunities may impact County's cash leveraging opportunities, so Proposer may need to work with such timelines.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- County may have the opportunity to provide a Countywide in-person survey as the project moves forward.

- **Project Element List**

- Fiber Optic Infrastructure & Service

- MAN

- Infrastructure

- County seeks an eventual Public/Private Partner(s) to expand the fiber optic, Metropolitan Area Networks (MANs) in both Meeker (mMAN) and Rangely (rMAN) for public entity usage.

- Service

- County and/or WCITC may maintain this network and distribute Internet provided by the middle mile service provider.

- FTTH

- Infrastructure

- County seeks an eventual Public/Private Partner(s) to establish a fiber to the home (FTTH) network via Gigabit Passive Optical Network (GPON) in both Meeker (mFTTH) and Rangely (rFTTH).

- Service

- County seeks an eventual Public/Private Partner(s) to maintain the mFTTH and rFTTH infrastructure.
- County seeks an eventual Public/Private Partner(s) to establish and maintain ISP services to the mFTTH and rFTTH end customers.

- FTTB

- Infrastructure

- County seeks an eventual Public/Private Partner(s) to establish a fiber to the business (FTTB) network via Gigabit Passive Optical Network (GPON) or traditional fiber runs in both Meeker (mFTTB) and Rangely (rFTTB).

- Service



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- County seeks an eventual Public/Private Partner(s) to maintain the mFFTB and rFFTB infrastructure.
- County seeks an eventual Public/Private Partner(s) to establish and maintain ISP services to the mFTTB and rFTTB end customers.
- FTTT
 - Infrastructure
 - County seeks an eventual Public/Private Partner(s) to to implement fiber to the tower (FTTT), starting with a Meeker and a Rangely primary tower.
 - Service
 - County seeks an eventual Public/Private Partner(s) to maintain the FTTT infrastructure.
 - County seeks an eventual Public/Private Partner(s) to establish and maintain ISP services across the FTTT links.
- Middle Mile Infrastructure & Service
 - Middle Mile
 - Infrastructure
 - County seeks an eventual Public/Private Partner(s) to implement a middle mile circuit into one or both of County's mCo-Lo and rCo-Lo capable of an initial 1Gbps to 10Gbps now and able to increase easily in the future.
 - Service
 - County seeks an eventual Public/Private Partner(s) to supply 1Gbps to 10Gbps Internet service now and able to increase easily in the future across the above middle mile circuit.
 - mrLink
 - Infrastructure
 - County seeks an eventual Public/Private Partner(s) to help establish a data link between the mCo-Lo and rCo-Lo (mrLink) with capacity to pass the above middle mile Internet Service between these two Co-Lo sites as well as mMAN to rMAN traffic and any other traffic as needed by County.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Service
 - County seeks an eventual Public/Private Partner(s) to maintain the above mrLink.
- Towers & Tower Backhaul
 - Towers
 - Primary Towers
 - Infrastructure
 - County seeks an eventual Public/Private Partner(s) to establishing Primary Tower infrastructure including utilizing and leveraging existing County assets as well as the acquisition and construction of new Primary Towers in supporting a Countywide backhaul of all Services such as backhaul feeder towers for Relay Towers.
 - Service
 - County seeks an eventual Public/Private Partner(s) to maintain the Primary Tower assets.
 - County seeks an eventual Public/Private Partner(s) to establish and maintain a high capacity, in the 750 Mbps range, licensed wireless backhaul network between the Primary Towers for all traffic purposes, including but not limited to WISP backhaul, Cellular backhaul, ES backhaul, and a mrLink redundant path.
 - Though FTTT is preferred, wireless backhaul may have to be implemented either as a first solution or as a backup between the mCo-Lo and Primary Tower at Meeker and/or the rCo-Lo and Primary Tower at Rangely.
 - Relay Towers
 - Infrastructure
 - County seeks an eventual Public/Private Partner(s) to establish a Relay Tower infrastructure including utilizing and leveraging existing County assets as well as the acquisition and construction of new Relay Towers for all purposes. Typical usage will be for rural WISP deployment.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Service
 - County seeks an eventual Public/Private Partner(s) to maintain the Relay Tower assets.
 - County seeks an eventual Public/Private Partner(s) to establish and maintain, Relay Tower backhaul, sufficient to supply the Relay Tower's purpose. Purposes may be dynamic such as WISP, Backhaul, Cellular, etc. Relay Towers may need to be licensed, unlicensed, or a mix.
- WISP Service
 - Rural Service
 - County seeks an eventual Public/Private Partner(s) to establish rural WISP service for all of Rio Blanco County to the end customer.
 - Municipal Service
 - Though the hope is to implement FTTH, FTTB in both Meeker and Rangely, WISP service will still be needed to provide initial coverage as well as coverage of areas not easily reached by fiber and possibly as the low price point option in these two communities. This will be a service to the end customer.
- Cellular Service
 - Goal
 - County seeks an eventual Public/Private Partner(s) to reach the goal of providing County's citizens, businesses, and visitors with a world class cellular experience, which means non-roaming latest G (such as 4G) service from as many cellular providers as possible, with emphasis on those with the most U.S. subscribers.
 - Reality
 - There are high quality incumbent providers and potential 3rd party cellular providers who have or are planning to acquire certain cellular frequencies and act as roaming providers for larger cellular companies as well as possibly providing their own native service. These potential partners, especially those with current County assets, will be examined closely to see what kind of partnership could be formed.
- Emergency Services (ES) Service



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- DTRS
 - Service
 - Currently the County has a Partnership with the State of Colorado (State) for the maintenance of much of County's emergency services (ES) Digital Trunked Radio System (DTRS). This arrangement is not all inclusive therefore County seeks an eventual Public/Private Partner(s) to assist with future deployment and maintenance.
- FirstNet Example
 - Service
 - As new technologies enter the ES space, County Will be looking for an eventual Public/Private Partner(s) to assist with the deployment and maintenance of these new networks. One nationwide example that County may choose to use at some future point is FirstNet. This is just one example.
- Co-Lo Facilities
 - Two Co-Locate Facilities
 - Infrastructure
 - County seeks an eventual Public/Private Partner(s) to assist with the identification, design, build, and IT equipment installation of a modern Co-Locate facility in both Meeker and Rangely. Several likely locations have been pre-selected in each community. Current, but limited, facilities exist in both communities at this time, but they are inadequate for the scope of this project.
 - Service
 - County seeks an eventual Public/Private Partner(s) to assist with the management of a modern Co-Locate facility in both Meeker and Rangely. However, County hopes to provide most of the service via County staff.
- Public WiFi
 - Infrastructure
 - County expects to provide public WiFi coverage in Meeker and Rangely. This is not a high priority, but is a future goal. County seeks an eventual Public/Private



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

Partner(s) to establish a public WiFi system such as a Distributed Antenna System (DAS) in Meeker and Rangely.

- Service
 - County seeks an eventual Public/Private Partner(s) to provide WISP service to the end users across the public Wifi as well as allow County use of the public WiFi.

- **Project Element Discussion**

- Tips & Expectations
 - In this section, County will indicate some of the desired outcomes of this RFP.
 - County realizes with a dynamic RFP, such as this one, where specific solutions have not been pre-selected, details are hard for Proposers to provide. However, Proposers should endeavor to supply County with as much detailed information as possible. County hopes to see cost estimates, brand, model, IT specifications, end user price plans, etc. Proposer may use specific County scenarios for such estimates and/or engage County IT Staff in establishing hypothetical scenarios, etc. Such details are necessary to properly evaluate Proposer's proposal.
 - County is expecting Proposer to make "Meet me in the Middle" assumptions to facilitate realistic Return on Investment (ROIs), such as, "If County supplies the funds for tower construction, Proposer will...".
- MANs
 - County wants to determine how much it would cost to extend a quality public MAN in Meeker and Rangely. Proposers should examine current infrastructure and provide a plan for extending it to meet future needs. County plans to pay for this expansion but requires planning and implementing assistance.
 - What do Proposer(s) expect from County to successfully implement this Project Element?
- FTTH
 - County expects Proposer(s) to examine the two communities and determine how County and Proposer could implement a quality FTTH buildout, offering Gig at \$70 or less. County may need to help leverage infrastructure so Proposer can build an ROI around this need. County recognizes the need to deploy in pre-take-rate fiber neighborhoods to implement such a plan without a risky up-front investment. The likely technology for



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

FTTH is GPON, but County will entertain any viable solution. County expects that Proposer(s) provide the final service across such an FTTH deployment.

- Some FCC funds require this solution to supply voice communication (such as VOIP).
- County prefers a 3 tiered price plan for bandwidth delivery - low, medium, high.
- Meet in the Middle - County prefers to supply core infrastructure as Meet in the Middle, such as conduit or backhaul fiber if necessary. County prefers a Proposer serve as the ISP.
- Proposers responses should include cost estimates to implement FTTH in some pre-selected parts of the Rio Blanco County including equipment specifications, consumer bandwidth, pricing estimates, etc.
- What do Proposer(s) expect from County to successfully implement this Project Element?

○ FTTB

- This network "may" look a lot like the FTTH above, possibly even similar technology and/or shared technology. County's largest concern is the quality of this service and the need for greater upload speeds. For example, most businesses cannot function well on 10x1, they need closer to 10x10. Quality of service and size of connection will both be higher.
- Some FCC funds require this solution to supply voice communication (such as VOIP).
- County prefers a 3 tiered price plan for bandwidth delivery - low, medium, high, as well as a customizable solution to meet the needs of large businesses.
- Meet in the Middle - County prefers to supply core infrastructure as Meet in the Middle, such as conduit or backhaul fiber if necessary. County seeks Proposer(s) to serve as the ISP.
- Proposers response should include cost estimates to implement FTTB in some pre-selected parts of the County including equipment specifications, consumer bandwidth and pricing estimates, etc.
- What do Proposer(s) expect from County to successfully implement this Project Element?

○ Primary Towers



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- County seeks Proposer(s) to select, design, and implement a Primary Tower network in Rio Blanco County. County already has some assets, but more Primary Towers are required
- County seeks Proposer(s) to link all the Primary Towers with licensed wireless backhaul. County wants to own, or at least control, all Co-Locate rights on as many of these Primary Towers as possible.
- Primary Towers should be large, such as 150ft, in order to accommodate all current and future broadband, cellular, and ES needs.
- There is an immediate need for Primary Tower creation in both Meeker and Rangely.
- County seeks information as part of Proposers' responses such as cost estimates to erect towers in some pre-selected parts of the County. Dimensions and capacity of such towers, etc.
- What do Proposer(s) expect from County to successfully implement this Project Element?
- Relay Towers
 - County seeks Proposer(s) to help select, design, and implement a Relay Tower network in Rio Blanco County.
 - Relay Towers could be owned by either County or Proposer(s), but County seeks Proposer(s) to maintain the towers and equipment on the towers. County seeks Proposer(s) to provide the WISP services from the Relay Towers.
 - Relay Towers only need to provide designated services or roles. Some will just be for WISP and backhaul. Others may be for cellular. Others could be for 800Mhz ES. Some will simply extend backhaul. Others may combine multiple roles.
 - County expects information as part of Proposers' responses such as cost estimates to erect towers in some pre-selected parts the County, dimensions and capacity of such towers, etc.
 - What do Proposer(s) expect from County to successfully implement this Project Element?
- FTTT
 - Initially County expects to have FTTT to a Primary Tower in Meeker and a Primary Tower in Rangely (yet to be constructed). Once this is accomplished other Primary Towers can be evaluated for FTTT deployment.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- County seeks Proposer(s) to help establish the FTTT link. County prefers to own or at least control usage of the FTTT links.
- What do Proposer(s) expect from County to successfully implement this Project Element?
- Co-Lo Facilities
 - County wants to establish a facility in Meeker and Rangely to serve as the two hubs, data centers, of this entire Project.
 - County seeks Proposer(s) to help select, design, and implement the two Co-Locate Facilities.
 - County wants to own and operate the Co-Lo facilities once they are established.
 - What do Proposer(s) expect from County to successfully implement this Project Element?
- Middle Mile
 - County seeks a Proposer to act as the middle mile provider for the Internet bandwidth needs of the entire Project - MANs, FTTH, FTTB, WISP.
 - County prefers a resilient, redundant solution that is not reliant upon only one path (road) out of Meeker or Rangely.
 - Proposals should include actual costs per bandwidth (including Internet) in the ranges of 500 Mbps, 1Gig, 5Gig, and 10Gig.
 - Proposer(s) should have the backhaul capacity to meet a 10Gbps need in the near future and capability to grow beyond that point.
 - What do Proposer(s) expect from County to successfully implement this Project Element?
- mrLink
 - County wants to have large capacity connectivity between the Meeker and Rangely Co-Lo Facilities.
 - County prefers to own or at least control the usage of the mrLink.
 - Since MAN data as well as public use cellular, Internet, ES services, etc. may flow across the link, this connection should to be very large, very soon.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- County seeks a solutions from Proposer(s) that include initial and ongoing cost projections for 1, 5, 10, 20 years. Total cost will likely be more important than the cost in the first few years. Thus, owning connectivity or Indefeasible Right of Use (IRU) arrangements are likely going to be more attractive.
- County seeks great Partner(s) with a quality, creative, solution.
- What do Proposer(s) expect from County to successfully implement this Project Element?
- WISP
 - County seeks Proposals responding to the need for Countywide WISP service.
 - Several Proposals may be selected due to the geographical size of Rio Blanco County, existing incumbents, etc.
 - Some Federal Communications Commission (FCC) funds require this solution to supply voice communication (such as VOIP).
 - County expects a 3 tiered price plan for bandwidth delivery - low, medium, high.
 - The low price points for Meeker and Rangely will likely have to be WISP provided rather than FTTH or FTTB. Therefore County expects Provider(s) to respond with plans to meet these two municipality's immediate needs, as well as future low bandwidth needs.
 - Meet in the Middle - County prefers to supply core infrastructure for the WISP service such as Primary Towers, Relay Towers, backhaul connectivity.
 - County expects information as part of Proposer(s)' responses such as cost estimates to implement WISP services in some pre-selected parts of the County including equipment specifications, consumer bandwidth, pricing estimates, etc.
 - What do Proposer(s) expect from County to successfully implement this Project Element?
- ISP
 - County expects Proposer(s) to respond to the need for Meeker and Rangely ISP service, in other words, urban ISP service.
 - Some FCC funds require this solution to supply voice communication (such as VOIP).
 - The MAN, FTTH, and FTTB networks will all require ISP services.
 - County expects a 3 tiered price plan for bandwidth delivery - low, medium, high.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Very likely the low price points for Meeker and Rangely will have to be WISP provided rather than FTTH or FTTB. However, County expects ISP Proposer(s) to list prices at these three levels across each of the proposed networks (MAN, FTTH and FTTB).
- Meet in the Middle - If County has to help create ROI, County prefers to supply core infrastructure such as conduit and right of way.
- County expects information as part of Proposer(s)' responses such as cost estimates to implement ISP service including equipment specifications, consumer bandwidth and pricing estimates, etc.
- What do Proposer(s) expect from County to successfully implement this Project Element?
- Cellular
 - County's ultimate goal is to find Partners capable of delivering modern, non-roaming 4G services from the large cellular companies. However, County realizes there is a complex set of companies providing services in this arena.
 - County expects Proposer(s) to describe how they can help County create faster, more modern, less expensive cellular service in Rio Blanco County.
 - What do Proposer(s) expect from County to successfully implement this Project Element?
- ES
 - County seeks Proposer(s) to submit options for managing and maintaining ES services now and in the future such as the 800MHz DTRS system and/or future systems such as FirstNet.
 - County currently has an agreement with the State of Colorado for some 800MHz maintenance and County is satisfied with the service and arrangement. However, addition of Services on County towers may alter this agreement, creating the need for Proposal(s).
 - What do Proposer(s) expect from County to successfully implement this Project Element?
- Public WiFi
 - County seeks Proposer(s) to help design, implement and possibly manage a public WiFi network in both Meeker and Rangely.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- This is not a top priority given the overall scope of the Project. However, County hopes to work toward accomplishing public WiFi.
- County expects cost estimates, coverage data, etc. on some creative solutions including equipment specifications, consumer bandwidth, pricing estimates, etc.
- What do Proposer(s) expect from County to successfully implement this Project Element?

● Project Element Priorities

○ Gantt Chart

- County will maintain an online Gantt chart throughout this project which can be shared at the view, comment, or even edit level with Proposers and eventual Public/Private Partner(s). This chart is actively being formed at this time, until Public/Private Partner(s) are selected much of the chart will remain speculative and incomplete. [RBC Broadband Gantt Chart](#)

○ Priority List

- In approximate order, County's priorities are listed below. Note that the Wireless and Fiber sections are at the same priority level. They should begin at or near the same time.
- Wireless
 - Immediately
 - Establish a Primary Tower in Meeker and Rangely with FTTT backhaul
 - Provide WISP service from the Meeker and Rangely Primary Towers
 - Establish high need, low hanging fruit, Relay Towers such as the West Rangely field and Little Beaver and provide WISP service
 - Near Future
 - Establish quality Co-Locate facilities in Meeker and Rangely
 - Begin the Primary Tower buildout and wireless backhaul along with Relay Towers throughout Rio Blanco County, responsibly targeting high density areas with priority
 - Work to expand and improve Cellular and ES services shortly after Broadband deployment



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Public WiFi for Meeker and Rangely
- Long Term
 - Establish FTTT to as many Primary Towers as possible
 - Continue to evolve Cellular and ES solutions as they arrive
 - Stay ahead of [Nielsen's Law](#) on Broadband
- Fiber
 - Immediately
 - Establish Middle Mile and the mrLink
 - Establish a Primary Tower in Meeker and Rangely with FTTT backhaul
 - Implement some MAN expansion to comply with various plans
 - Begin a responsible (e.g., Fiber Neighborhood Model), buildout of FTTH and FTTB in Meeker and Rangely
 - Near Future
 - Establish quality Co-Locate facilities in Meeker and Rangely
 - Continue the FTTH and FTTB in Meeker and Rangely.
 - Continue the mMAN and rMAN buildouts
 - Long Term
 - Complete the FTTH, FTTB, and MAN buildouts
 - Look at FTTT to as many Primary Towers as possible
 - Work on FTTH and FTTB in rural Rio Blanco County



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

RFP PROCESS & SUBMISSION

● Process - Dynamic RFP

- Unlike a more traditional RFP process, this document is intended to create a dynamic RFP process in which County's assets are listed and made available and in which County's goals are communicated, yet the path between assets and goals is intentionally left largely open to Proposer(s)' discretion. Proposer(s) can use their creativity, their assets, and their unique talents and position in the industry to create the most dynamic and beneficial Public/Private Partnership(s) with County.
- Meet in the Middle
 - County realizes that creating a good business case to serve rural counties, like Rio Blanco County, with low population density and complex topologies is a challenge for private industry. It is a challenge to create a positive ROI. To this end, County, anticipates a dynamic, negotiated "Meet in the Middle" proposal from Proposer(s). There will likely be an ongoing dialogue between County and Proposer(s) prior to the formulation of any Public/Private Partnership(s).
 - County prefers to utilize existing funds and grant opportunities, if needed, to acquire physical assets, such as Primary Towers, conduit, and other large infrastructure items, with core infrastructure value and low maintenance expense, as a Meet in the Middle model. In this model a Public/Private Partner(s) may assist in the construction of this infrastructure, possibly maintain it, and very likely operate services across it.
 - Analogy: County wants to build and own the roads but have private industry own and operate the cars.
 - To this end, County, has created a capital line item in its budget that is currently partially funded with plans to fully fund. The BOCC has made Broadband, Cellular, and ES a high priority in the County as has the County IT Department, the WCITC and multiple other groups. It is now the perfect storm in Rio Blanco County. Hard working, creative, honorable Public/Private Partner(s) are needed to assist with this project.
 - County will dedicate its staff, connections, and assets fully behind the project.

○ Step 1 - Letter of Introduction

- Proposer(s) who plan to submit a response to this RFP, should send a brief letter of Introduction to:



Rio Blanco County's RFP for:
 "The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
 Announced August 26, 2014, Proposal Deadline Sept 12, 2014

Mailing (USPS)	Physical/Shipping	Electronic
Rio Blanco County Blake Mobley, IT Director PO Box 599 Meeker CO 81641	Rio Blanco County Blake Mobley, IT Director 555 Main Street Meeker CO 81641	Rio Blanco County Blake Mobley, IT Director Blake.Mobley@rbc.us f970.878.5796 o970.878.9545 c970.329.1188

- Letter of Introduction Contents
 - Maximum of two pages - or one page front and back
 - Company name, address, and contact information
 - Primary Contact Name, title, address, and contact information
 - Significant preference exists for a Gmail or Google Apps for Business email address as this will be County's primary means for communicating not only during the RFP process, but also moving through to the final Public/Private Partnership(s).
 - Brief description of Proposer(s)' company history: Position in the industry, parent and subsidiary structure, number of employees, years in business, etc.
 - Brief description of Proposer(s)' company IT focus including current and recent projects, particularly those related to this County project.
 - Brief description of which Project Elements Proposer is a good potential Public/Private Partner.
- After the letter of Introduction is received, all hyperlinks within this RFP will be made available to Proposer(s)' primary contact's Gmail or Google Apps for Business Account.

○ Step 2 - Pre Proposal Meetings

- Due to the complex, multi faceted, dynamic RFP nature of the Project, a pre proposal conference will not be held. However, County highly encourages each Proposer to contact the IT Director, Blake Mobley and setup a time for either a phone conference and/or a personal meeting. You may contact Blake Mobley or the County IT Department at:

Electronic
Rio Blanco County



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

Blake Mobley, IT Director
Blake.Mobley@rbc.us
f970.878.5796
o970.878.9545
c970.329.1188

○ Step 3 - Proposal Body

- Format
 - Proposers are required to address each item in the order listed and to be specific in presenting their responses and qualifications.
- Company Introduction
 - Briefly describe the history of Proposer(s)' company.
 - How does Proposer(s)' company history relate to this project?
 - Describe Proposer(s)' company corporate mission and vision.
- Corporate Philosophy
 - Describe Proposer(s)' company motivation for wanting an eventual Public/Private Partner(s) on this Project.
 - Explain Proposer(s)' perceived Public/Private goal alignment on this Project.
 - Provide an understanding of the unique qualities of Proposer(s)' company approach to service delivery that differentiates Proposer(s)' company from Proposer(s)' competition. Simply put, "Why should County choose Proposer? What makes Proposer unique?"
 - Describe Proposer(s)' company philosophy and why Proposer would make a good eventual Public/Private Partner if selected.
 - What will be Proposer(s)' approach to County, MAN, and WCITC personnel participation and involvement.
 - Provide evidence that Proposer(s)' company sees the long term benefits of keeping their ROI balanced with end user price and quality of service.
- Project Management



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Discuss communication methods and techniques for interaction with the County and other team members.
 - Incorporating Google Drive as a communication method is significantly preferred.
- Described Proposer(s)' process and success rate for achieving budget and schedule adherence on similar Projects.
- Provide examples of experience in phased projects where multiple partners may be involved on a complex, overall project.
- Provide specific examples of Proposer(s)' company projects similar in nature and complexity that have been completed or are currently in progress.
 - Please provide reference contact information for such projects appropriate for County contact. Note, supplying this information shall be construed as providing the County with permission to contact and discuss the results of Proposer(s)' company work with all such references.
- Project Team
 - Clearly describe Proposer(s)' organizational, staffing, approach to this Project.
 - Describe current work load and priority of this Project as it relates to overall workload.
 - For each personnel to be assigned to this Project
 - Describe responsibilities of personnel assigned to the Project.
 - Provide a brief resume of key personnel to be assigned to the Project.
 - Describe related experience during the last five years.
 - If Proposer(s)' has multiple locations, please identify the offices in which staff for the various Project Elements will originate.
 - Describe how Proposer will satisfy the need for ongoing site attendance including likely frequency, who will be deployed (names, role, and community of residence).
 - Provide information for all outside consultants Proposer anticipates using during this Project, including a description of the proposed role on the Project team. Please provide an estimated percentage of overall self-performed work that will be done in house for his Project.
- Project Elements
 - Each Project Element Proposer(s) wishes to be considered for...
 - Indicate a hierarchy of interest in each element.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- What is Proposer(s) skill set for implementing and solving the challenges of each element?
 - Describe Proposer(s)' willingness and ability to help in developing the budget, scope and schedule for each Project Element and Proposer(s)' ability to achieve the budget, scope and schedule challenges for each.
 - Provide a detailed solution for the Project Element, including specific brand, make, model of equipment, estimated costs, and timeline. List major activities and milestones.
 - Describe how the County can utilize its assets, resources, and internal funds to "meet in the middle" with Proposer(s) with an emphasis on keeping County's costs down while still creating a positive ROI for Proposer(s)?
 - Describe Proposer(s)' quality control approach to each element of the Project including design, construction, service, and maintenance.
 - Describe Proposer(s)' plans to provide continued service and maintenance. How will Proposer ensure that the Project Element remains successful?
 - Describe any Project Elements that are deal breakers for Proposer(s) or Project Elements which must be tied together for Proposer(s). For example, a Middle Mile provider may required the mFTTH and/or mMAN Project Element in order to create the necessary ROI for their business case. However, please allow for maximum flexibility with County so that Proposal flows well with other Proposal(s).
- Future Proof
 - For each Project Element Proposer(s) wishes to be considered...
 - Define Proposers' plans for dealing with Nielsen's Law. Simply put, "How is Proposer going to deal with the ever growing need for faster, more reliable service?"
 - Indicate how Proposer plans to implement an ongoing, 3, 5, 10 year, upgrade path that is usually required in IT.
 - Provide a plan or discussion as to how Proposer will pass savings and IT advances on to the end users in Rio Blanco County. For example how Proposer will approach the balance between Proposer(s)' ROI and County's end user price per Mbps as technology advances.
 - County seeks Public/Private Partner(s) who can make enough profit to remain solvent and content as a Public/Private Partner(s), but who also has a genuine respect for end users, how much they pay, and what they get for their hard earned money.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- How does Proposer plan to guarantee that Project savings and County initiatives to reduce Proposer(s)' Project cost in the future will be passed on to the end user and not exclusively used to improve Proposer(s)' ROI?
- How will Proposer keep this fair to both Proposer and the end user? Cursory coverage of this point will not be adequate. Honest, detailed, realistic, measurable, proposed ideas are required. Example: if County can cut Proposer(s)' middle mile cost as a WISP, how will those savings get split between Proposer and the end user?
- Creativity
 - Provide a list of any special or creative solutions or additional partners Proposer can bring to the table and how and why these will add to the Project's success.
 - What creative funding solutions does Proposer bring to the Project, such as grant awareness and opportunities and how can Proposer leverage Colorado law such as the high cost fund reallocation.
 - Can Proposer(s) provide evidence of creativity and use of innovative ideas to accomplish the Project goals, such as acquiring quality used infrastructure for deployment versus buying everything new.
 - What creative ideas does Proposer have to "cut corners" without sacrificing end user quality.
 - As a general statement, how has Proposer worked towards a Meet me in the Middle Proposal in which County contributes and Proposer contributes?
 - How has Proposer addressed County's desire to keep expenses down while providing Proposer(s) with an attractive ROI yet still producing a quality project for the end user?

- **Step 4 - Proposal Submission**

- Proposal General Instructions
 - County requests the following proposal and qualification information from all Proposers. The following information will be used to evaluate the qualifications of Proposers. This information is not intended to restrict competition. The intent is to protect the County's interests by ensuring that the Proposers are competent, capable of quality work and financially able to complete the project components they may eventually be awarded.
 - County will consider prior performance on similar projects in assessing the Proposer's ability to complete the proposed Project..
 - Time is of the essence and any proposal received after the announced time and date for submittal, whether by mail or otherwise, will be rejected. It is the sole responsibility of the



Rio Blanco County's RFP for:
 "The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
 Announced August 26, 2014, Proposal Deadline Sept 12, 2014

Proposer to ensure that its proposal is received by the deadline indicated however, nothing in this RFP precludes the County from requesting additional information at any time during the RFP process.

- Nothing herein is intended to exclude any responsible Proposer or in any way restrain or restrict competition. On the contrary, all responsible Proposers are encouraged to submit their proposals. County reserves the right to reject any or all proposals.
- Any proposal submitted must include a signed [RFP Proposal Form](#) which has been signed by an individual authorized to bind the Proposer. All proposals submitted without such signature will be deemed non-responsive.
- RFP Process: Proposers are to submit written proposals which present the Proposer's requested information, qualifications and understanding of the work to be performed. The Proposer's proposal should be prepared simply and economically and should provide all the information which the Proposer(s) considers pertinent to its qualifications for the Project and which respond to the scope of work and evaluation criteria listed herein. Emphasis should be placed on completeness of specific Project Elements selected by Proposer and clarity of related content.
- Any material that is to be considered as confidential in nature must be clearly marked as such and will be treated as confidential by County to the extent permitted by law.

● **Step 5 - RFP Proposal Form**

- Each proposal shall include the [RFP Proposal Form](#) which includes a cover sheet, format guide, and signature page.
- Three (3) physical copies of the proposal, sealed and marked "Proposal for Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services" must be **received** by the County BOCC via one of two options:
 - **Mailed or Shipped**
 - Received no later than **11:00 A.M.**, Mountain Standard Time, on **9/12/2014** to:

Mailing (USPS)	Physical/Shipping
Rio Blanco County BOCC PO Box I Meeker CO 81641	Rio Blanco County BOCC 200 Main Street Suite 100 Meeker CO 81641



Rio Blanco County's RFP for:
 "The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
 Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Should Proposer decide to utilize an express delivery service, please note that overnight services are not always delivered on the next day in County's rural community.

■ **Hand Delivered**

- Received no later than **11:00 A.M.**, Mountain Standard Time, on **9/15/2014** at the BOCC meeting at the County Annex Building, 17497 Hwy 64, Rangely Colorado 81648.

■ **Proposal Opening**

- All proposals will be opened by the BOCC at the BOCC meeting on 9/15/2014 at the Annex Building, 17497 Hwy 64, Rangely Colorado 81648. Proposer presence at the proposal opening is optional. No decision will be made at this meeting.
- After, Proposal Opening on 9/15/2014, Proposers should forward an additional shared copy of their proposals via Google Drive in native Google Document format or Microsoft Word format to Blake.Mobley@rbc.us. This will significantly help the Evaluation Committee's process.
- Proposal Withdrawal
 - Proposals may be withdrawn prior to opening by sending written notice which must be **received** prior to proposal opening or by withdrawing the proposal at the commissioners' meeting prior to Proposal opening.

Mailing (USPS)	Physical/Shipping
Rio Blanco County BOCC PO Box I Meeker CO 81641	Rio Blanco County BOCC 200 Main Street Suite 100 Meeker CO 81641

● **Evaluation and Award Process**

- Selection process
 - The WCITC Evaluation Committee, which may also utilize the Meeker and Rangely Broadband Steering Committees, will review, score, and rank all responsive proposals according to the evaluation criteria. The Evaluation Committee will then make its recommendations to the County.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- If, in the opinion of the Evaluation Committee, additional information is necessary, the Evaluation Committee may contact Proposer by phone and email. Proposer will have 3 days to respond.
 - The Evaluation Committee and/or County may, at their discretion, request an interview with any Proposer with notice given via phone and email. Proposer will have seven (7) days to accommodate such an interview.
 - Potential Public/Private Partner(s) will be selected from among the Proposers and Public/Private Partnership negotiations may commence. Proposers will have seven (7) days after notice to arrange for an in-person or by phone meeting, as determined by County.
 - Proposers and any resulting Public/Private Partnership awards will be selected by County based on those proposals, Evaluation Committee reports, and possible interviews. County will strongly consider the Evaluation Committee's input, but County ultimately reserves the right to select Public/Private Partners and enter Public/Private Partnerships at its sole discretion.
 - County reserves the right to withdraw the entire Project or any Project Element(s) from award consideration if it is in the best interest of the County to do so, with consideration given if such Project Elements have been explicitly stated by a Proposer as being linked or required in its proposal.
 - County has not pre-selected any Proposer prior to issuance of this RFP. However, multiple potential Proposers have assisted County in pre RFP communication and advice over the past several months as a free service with no guarantee or promise of any special treatment during the RFP process and no such special treatment or consideration should be expected.
- Evaluation Criteria
- Proposals will be evaluated in three areas (see below) with 100 points available per area. Thus there are 300 points possible. Proposals will be evaluated on two metrics as follows:
 - Overall points out of 300
 - Lowest score in any one of the three areas
 - Professionalism (100 Points)
 - Meeting all RFP requirements
 - Ease of communication throughout RFP process



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

- Easy to align RFP requirements and sections with Proposal - easy to evaluate
- Completeness and thoroughness of proposal
 - This implies detailed conversations and/or on-site visits with County during the proposal process.
- Proposer is large enough, solvent enough and has the skill set needed to implement the selected Project Elements
- Proposal Body - Taken directly from the RFP (100 Points)
 - Corporate Introduction
 - Corporate Philosophy
 - Project Management
 - Project Team
 - Project Elements
 - Future Proof
 - Creativity
- Meet me in the Middle (100 Points)
 - Thorough efforts were made to provide a good "Meet me in the Middle" Dynamic RFP solution. A viable plan with details was presented.
 - Attention to balancing Proposer's ROI and County's assets is strongly evident..
 - Demonstration of understanding the work to be performed exists.
 - Degree to which the proposal accomplishes the Project's goals.
 - Solutions are both practicality and creative.
 - Proximity and availability of key personnel to County's project facilities and/or creation of local jobs such as local staff exists.
 - Prior relationship whether negative or positive with County and/or WCITC entities.
 - Strong sense that Proposer is genuinely interested in Rio Blanco County and providing quality services now and in the future.



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014



Rio Blanco County's RFP for:
"The Rio Blanco County Broadband, Cellular, and ES Infrastructure and Services"
Announced August 26, 2014, Proposal Deadline Sept 12, 2014

RESERVATIONS

- **Reservations**

The County herein expressly reserves the following rights:

1. To negotiate separately with any source whatsoever in any manner necessary to serve the best interests of the County. The County does not intend to award a Public/Private Partnership solely on the basis of any response made to this request for proposals or in any way to pay for information solicited or obtained. The information obtained will be used in determining what seems to best serve the interest of the County.
2. To consider the competency and responsibility of proposers and of their proposed sub consultants in awarding any Public/Private Partnership.
3. To make the award based on the County's best judgment as to which proposal best meets the County's expectations of a Project of the highest quality and innovation.
4. To negotiate the terms and conditions of the Public/Private Partnership, including but not limited to the statement of work and contract price, in order to meet the County's Project expectations.
5. To make such changes or correction in plans, specifications or quantities of the RFP as County may deem necessary or desirable during the RFP process. It is Proposer's responsibility to monitor the comments and suggested edits of the electronic RFP throughout the RFP and subsequent processes.
6. To cancel any resulting Public/Private Partnership upon written notice at any time the County, in its sole judgment, determines that the Public/Private Partnership is not meeting the needs of the County, unless an explicit, signed agreement with the BOCC, is made to the contrary.