

State of Delaware
Department of Technology and Information
QUESTIONS AND ANSWERS
DTI180023-BRBND_NET
RURAL BROADBAND INTERNET NETWORK
October 4th, 2018

#	Question	Answer
1	Do you (DTI Procurement Office) have any legal, financial or technical advisers helping with the procurement process?	The State employs staff that may be called on for advisement in any of these areas at any point in the process.
2	I would like to get a list of bidders to explore partnerships.	There is no pre-qualified bidders list and this is a sealed bid process. The Department will not know or announce responding firms until the solicitation closes.
3	It appears from the proposal that the State is providing full funding for this project, which would seem to preclude a potential equity investment in the transaction. Could you kindly confirm that this is the preferred approach of the State?	The State has appropriated a sum for this project. The amount of funding provided is dependent on the awarded Firm's proposal.
4	(Firm) has networks that are directly in the path of the coming hurricane Florence. Because of this, we are respectfully asking DTI to consider an extension for submission of the proposals. We suggest and propose a minimum of a 2 week extension. (Note: Additional information used to justify this request has been removed as it could result in unintentional identification of the Firm.)	The Department of Technology and Information released an RFP Revision for DTI180023-BRBND_NET, RURAL BROADBAND INTERNET NETWORK extending the submission due date. All other timelines in the procurement schedule are adjusted accordingly. The Revision will post on the State of Delaware Bid Solicitation Directory Website here: http://bids.delaware.gov/bids_detail.asp?i=5261&DOT=N
5	The RFP states 'DTI will provide funding for startup costs of a defined service radius that may include Wireless Infrastructure, Network Infrastructure, UPS Installation Tower Lease, Internet Bandwidth, Marketing, Customer Premise Equipment, installation and purchase of communications equipment'. Can you please provide funding amount DTI has budgeted and/or is expecting to budget for this?	Information towards budget will be disclosed to the Awarded Firm after contract negotiations have been completed.

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6	Technical Requirement 1 D requires latency Typically this performance is measured against the network that the operator controls. How will this be measured?	We will utilize a speed test type service to determine throughput and latency.
7	Technical Requirement 1 g requires 1 Gbps or > backhaul capacity per base station. What is the definition of a base station? Are all mast and hub sites within the network expected to have a 1 Gbps backhaul link?	This is dependent upon the proposed design, all backhaul connection speeds should be clearly defined.
8	Can you provide SHP or KMZ files available that represent the Target Areas and Addresses on Maps#1 and #2 in Exhibit 1?	This information will be made available to the selected Firm after award.
9	Can you provide a listing of the underlying locations and assets that make up the DivComm Towers in Map#3 in Exhibit 1?	Please engage private tower owners directly. State owned Tower lease information may be obtained via the Division of Communications - 302-697-2590
10	Is there a State established process for leasing space on an existing DivComm Tower? If so, how do we determine existing space availability?	Please engage private tower owners directly. State owned Tower lease information may be obtained via the Division of Communications - 302-697-2590
11	Can you provide the supporting data that can be provided for the Private Sector Towers shown on Map #4	Exhibit #4 is based on American Tower and Crown Castle Tower information, please contact those providers directly for additional details.

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12	<p>In Appendix B, number 6 it states that "Direct contact with State of Delaware employees other than designated contact regarding this RFP is expressly prohibited without prior consent."</p> <p>But then in Exhibit 1 – Target areas, number 3 it states that "DTI encourages firms to seek information from the tower owners about rates, terms and conditions under which space can be leased for this effort."</p> <p>Since a number of towers listed in Exhibit 1 are owned by DTI, (Firm) is seeking "prior consent" to contact DTI employees regarding tower information. Specifically; lease rates, height availability, electricity, shelter access, fiber backhaul presence, and generator access.</p>	<p>The Department of Technology and Information doesn't own the towers. They are operated by the State of Delaware Division of Communications and all private towers are operated by individual providers. Firms cannot discuss this RFP with any State employee. DTI does not consent to allowing that discussion. That does not limit Firms from getting tower costs and information from State of Delaware Division of Communications. Firms should interact without disclosing or speaking directly to any part of this RFP.</p>
13	<p>(Firm) would like to know if you have GPS Coordinates for tower locations on Page 10 called out as DivComm Tower as well as the towers indicated on page 11 labeled Private Sector Towers?</p>	<p>The Department of Technology and Information doesn't own the towers. They are operated by the State of Delaware Division of Communications and all private towers are operated by individual providers. Firms cannot discuss this RFP with any State employee. DTI does not consent to allowing that discussion. That does not limit Firms from getting tower costs and information from State of Delaware Division of Communications. Firms should interact without disclosing or speaking directly to any part of this RFP.</p>
14	<p>How can I participate in the bidding process?</p>	<p>All publically available information can be found on the Bid Solicitation Page for this RFP here: http://bids.delaware.gov/bids_detail.asp?i=5261&DOT=N</p>
15	<p>Are their pre-bid meetings that I can attend?</p>	<p>There are no pre-bid meetings currently scheduled for this solicitation.</p>
16	<p>Tower leases: Can DTI funds be used to pay the monthly lease costs on the towers ?—for the whole 7 years?—or for any period ?</p>	<p>DTI funds are intended to be used for eligible startup costs but it is dependent upon the Firms proposal.</p>

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17	Bandwidth: Can DTI funds be used to pay for monthly lease costs on bandwidth?	DTI funds are intended to be used for eligible startup costs but it is dependent upon the Firms proposal.
18	Licenses: Can DTI funds be used to pay for FCC coordination and licensing fees for point to point backhaul between sites?	DTI is not aware of any appropriate use of FCC coordination and licensing fees when used in conjunction with Federal loans. DTI funds are intended to be used for eligible startup costs but it is dependent upon the Firms proposal.
19	(Firm) has a sister company that operates a top tier wireless distributor / VAR. Are we ok to make all equipment purchases through this channel?	Language regarding subcontractors can be found in the RFP document. All publically available information can be found on the Bid Solicitation Page for this RFP here: http://bids.delaware.gov/bids_detail.asp?i=5261&DOT=N
20	Which DTI tower sites have fiber present that could be utilized? Who is the provider?	The State's primary fiber Firms, Crown Castle, Verizon, & Comcast provide connectivity to State and private tower locations. Delaware requests that you work through those providers to establish connectivity availability.
21	Will we have shelter access at the DTI sites?	DTI does not own shelter space. The dedicated State shelters are for public safety use only and non-state services (i.e. cellular companies) must provide their own shelter and power.
22	Will we have access to power and back-up generators at the DTI sites?	No utility or generator power will be provided by the State of Delaware.
23	What tower mounting heights are available at each site?	Please engage private tower owners directly. State owned Tower lease information may be obtained via the Division of Communications - 302-697-2590
24	What will the rent be at DTI state owned sites?	Please engage private tower owners directly. State owned Tower lease information may be obtained via the Division of Communications - 302-697-2590

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25	Are we allowed to contact DTI employees to discuss tower specific questions?	The Department of Technology and Information doesn't own the towers. They are operated by the State of Delaware Division of Communications and all private towers are operated by individual companies. Firms cannot discuss this RFP with any State employee. DTI does not consent to allowing that discussion. That does not limit Firms from getting tower costs and information from State of Delaware Division of Communications. Firms should interact without disclosing or speaking directly to any part of this RFP. State owned Tower lease information may be obtained via the Division of Communications - 302-697-2590
26	The wording for funding of CPE's is not clear. Can you clarify how funding will work for: A) The initial purchase of CPE's. B) Ongoing purchases of CPE's throughout the 7 year life of State of Delaware ownership of the equipment as the customer base grows.	Delaware will fund startup costs to establish key components of broadband systems along with associated installation and marketing costs relative to the service area established by respondents design.
27	Once the BOM is submitted by an awarded bidder, can you describe the payment process. Should labor be included in this (both internal and contracted)?	Page 29 Item h. Costs and Payment Schedules and Page 30 item i. Project Schedule of the RFP document outline the payment process. Page 6 Item 9, A. outlines the Pricing Proposal expectation. All proposal offerings and the payment processes related will be reviewed with the selected Firm upon award.
28	Should spare equipment be included in the final BOM to replace malfunctioning/damaged equipment over the 7 years of DTI ownership.	Handling of the network and it's support or sparing model is left to the discretion of the Firm and should be documented in your bid response.
29	Does DTI have a storage facility that they would want to store equipment waiting to be deployed and spares? If not, should storage fee be included in the BOM	All publically available information can be found on the Bid Solicitation Page for this RFP here: http://bids.delaware.gov/bids_detail.asp?i=5261&DOT=N
30	Does DTI also own the intellectual property associated with the equipment (installation, configurations)?	DTI maintains ownership of all aspects of funded components, but would only assume possession of this property if a Firm fails to deliver the awarded services. Service levels will be negotiated with the awarded Firm.

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31	When does the transfer of property occur? When the equipment is installed? Immediately when purchased?	DTI maintains ownership of all aspects of funded components, but would only assume possession of this property if a Firm fails to deliver the awarded services. Service levels will be negotiated with the awarded Firm.
32	Are there any restrictions about what equipment manufacturer can be utilized? Specifically, are there any problems using equipment produced by Chinese manufacturers such as ZTE or HuaWei	There are no equipment manufacturer restrictions in regard to what a Firm uses to support the network.