



Oconee County Board of Commissioners

Addendum 1

DATE: November 12, 2019

TO: All Prospective Bidders/Offerors

FROM: Finance Director

RE: Addendum 1, RFP#20-10-006 Partnership for Deployment of a Fiber-to-the-Premises (FTTP) Network

The following items shall take precedence over the specifications for the above named project and shall become a part of the contract documents.

Where any item called for in the specifications is supplemented hereby, the original requirements shall remain in effect.

Where any original item is amended, voided, or superseded hereby the provisions of such item not specifically amended, voided, or superseded shall remain in effect.

The following changes are to be incorporated into the solicitation documents dated **October 02, 2019**. All those receiving this addendum should modify their documents to show the below described changes. Below you will find changes to various areas of this solicitation included in this amendment.

All questions shall be directed to the Owner Contact, Wes Geddings, Finance Director, Email: ocbids@oconee.ga.us. RFP submittal date is **December 10, 2019 at 2 p.m.** Proposals will be received at the Oconee County Finance Department, 23 N. Main St. Suite 203, Watkinsville, GA 30677 until 2:00 p.m. EST. At that date and time, the proposals will be opened in Suite 205 and only the names of the Respondents will be announced / recorded.

After receiving numerous requests to extend the deadline for RFP#20-10-006, the County has decided to provide a two-week extension; the RFP submittal date is December 10, 2019 at 2:00 p.m.

The following questions were submitted to Oconee County in reference to RFP#20-10-006 Partnership for Deployment of a Fiber-to-the-Premises (FTTP) Network at a pre-submittal meeting held on October 17, 2019 at 2:00 p.m. Attached is revised and typed sign in roster from the meeting.

Karen Barnett opened the meeting by going over procurement procedure.

1. This was a mandatory meeting – meaning that attendance at the meeting was mandatory in order to submit a proposal for this RFP.
2. The final addendum will be posted to the County’s website no later than 72 hours prior to the opening of the solicitation.
3. All interested Respondents are encouraged to check the Oconee County Website before the opening to make sure they have all the updates.
4. Nothing discussed that materially affects the RFP documents can be relied upon unless contained in an addendum.
5. All questions shall be directed to Procurement and will be answered via Email to all participants of the pre-submittal meeting in the form of an addendum to the website. Wes Geddings will be your contact throughout the solicitation process. Questions should be emailed to ocbids@oconee.ga.us .
6. This is a Request for Proposal and only the names of the Respondents will be announced at the opening. No Costs will be revealed until after award.
7. Standard Required Information: Please be sure to include all required forms with your proposal. Having a complete submittal is important to the review committee. The E-Verify form (Contractor’s Affidavit) must be complete, notarized and submitted with your proposal or it will be deemed non-responsive.

Justin Kirouac, County Administrator spoke briefly about the FTTP Partnership.

1. Our goal is provide broadband high speed internet services to all the residences, businesses and institutions in Oconee County. We are trying to leverage private sector ingenuity to help provide that.
2. There are three tasks included in the project:
 1. Design engineering of the middle mile backbone.
 - a. There is a pilot project we would like to take on before we construct the backbone. The pilot project is an approximately 12 mile length on the southwest portion of the county.
 2. Operation and maintenance of the middle mile
 - a. Looking for a partner to operate and maintain 24/7 the middle mile to ensure it is up and running.
 3. End user ISP provision of internet to the home.
3. Looking for how this can be completed within a time frame and the methodology.
4. Creative solutions and leveraging is something we are looking for.

Meeting opened to Questions/Answers:

1. How much money has been committed to the project so far?
 - a. Right now it is not a specific commitment, but we are looking at about three quarters of a million for the pilot project.
2. Timeline wise, to complete the entire backbone, is that going to be a decision annually for six years?
 - a. The pilot goes first and then a reassessment based on the pilot. I would envision that once the pilot proves successful the balance of the middle mile would be completed right away.
3. How are you going to assess the operator’s ability to fund operating losses until such time that they can break even?

- a. That is something we would like to see from the operator side, from a P&L perspective, how that looks from a partnership perspective.
4. How did you decide on the pilot route?
 - a. We are looking to grab a portion that hits some institutions and some residences that have expressed interest.
5. Your investment is limited to the 12 mile backbone?
 - a. On the front end, yes.
6. Not penetrating any of the subdivisions or anything like that?
 - a. It is not contemplated. We are open to ultimately any end game on that. The initial contemplation is for the middle mile backbone itself.
7. How much participation have you had with the businesses that are along the 12 mile route and in the entire country? How engaged are they in the overall process?
 - a. There hasn't been any formal engagement. When we ultimately decide on a partner that is when we will start the marketing element. Most of the interest along that route has been on the residential and not the business side. That is not a heavily business oriented corridor at this point.
8. The \$750K will go towards the middle mile backbone and not the end user provision?
 - a. That is correct.
9. Would that be a later RFP to be put out?
 - a. No. The county is interested in building the middle mile. The interest then becomes on the private side, as far as the ISP, them providing internet to the premises. The methodology is left open on how the internet is provided to the home.
10. It can be wired or wireless to the home?
 - a. That is correct.
11. You stated on the 24/7 maintenance that the county did not want to be involved with another utility, so you are expecting us to also handle the plant detection?
 - a. Correct.
12. Is there a staffing requirement? Or just 24/7?
 - a. Just 24/7.
13. Are you providing a facility to house the operation?
 - a. That is something we could work with you on.
14. You mentioned this broadband network is to also interconnect key county sites. Is that part of the RFP process or is part of the overall scope of work of the 80 miles to interconnect all of the county facilities?
 - a. Correct.
15. Do you have a list of those facilities?
 - a. It's in the RFP documents.
16. Is that dark fiber between those facilities? Or is there expectation of a lit service?
 - a. On the front end dark.
17. So is the pilot dark or lit?
 - a. Pilot would be lit.
18. How many of the county buildings are along the 12 mile backbone?
 - a. I believe there are 2 or 3 along that route.
19. On the drawing of the 12 mile test, it goes up into the city of Monroe fiber, will that be lit? Will we tie into that?
 - a. That is the initial plan.
20. Have there been any conversations with the school district for funding?
 - a. We have talked to the school district, but there is nothing eminent.
21. After your costs of the investment have been recovered, can the percentage of profit sharing be renegotiated?

- a. We are open to that.
- 22. If we come back with a proposal that looks nothing like what you have, for a public private partnership that is of more interest for our corporation and our investors, is that something that you are interested in?
 - a. Absolutely.

The meeting was then closed.

(End of Addendum 1)

OCONEE COUNTY BOARD OF COMMISSIONERS
PRE-SUBMITTAL SIGN IN ROSTER

Requesting Department: Administration

RFP# 20-10-006

Date/Time: October 17, 2019; 2:00 PM

Description: FTTP Network Partnership

Place: Commission Chambers

COMPANY REPRESENTATIVE	COMPANY NAME & ADDRESS	PHONE/EMAIL
Chris Adams	McKim & Creed 4536 Nelson Brogdon Blvd Sugar Hill, GA 30518	770-262-9019 cadams@mckimcreed.com
Josh Trawick	McKim & Creed 4536 Nelson Brogdon Blvd Sugar Hill, GA 30518	770-962-4125 jtrawick@mckimcreed.com
Jim Keck	UtiliSouth, Inc	404-461-3547 jkeck@utilisouth.com
Brian Cates	Comm Scope	404-368-6503 brian.cates@commscope.com
Mike Truluck / Adam Rickabaugh	Cable-East 1940 Statham Drive Statham, GA 30666	706-621-1224 mike.truluck@cable-east.com
Rocco DiSanto	UtiliPlex	828-413-7772 drdisanto@utiliplex.net
Joe Patton	Uniti Fiber 107 St. Francis Street Mobile, AL	678-523-0341 joe.patton@uniti.com
AJ Mallamace	Ervin Cable 3367 N. Sam Houston Pkwy	270-349-0337 aurelio.mallamace@ervincable.com
Jerrald Rector	AZD, Inc. 55 Marietta St. Atlanta, GA 30303	678-642-5527 jrector@a2dinc.com
Sean Larson	Telecom Fiber 922 Hurricane Shoals Rd. Lawrenceville, GA 30043	678-414-5076 sean.larson@telecomfiber.com
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