CITY OF MEMPHIS

REQUEST FOR PROPOSAL

#71611

SMART MEMPHIS FIBER INITIATIVE

Addendum Two (2)

Questions and Answers

Questions & Answers

Except to remove vendor names and addresses, questions are provided exactly as submitted.

#		Section	Question / Answer
1	Q	.21 GEOGRAPHIC SCOPE	Within city limits, what fraction of MLGW's electric plant is underground and what fraction is aerial?
1	A		MLGW estimates that its plant is approximately 62 percent aerial and 38 percent underground within City limits.
2	Q	2.1 GEOGRAPHIC SCOPE	Within Smart City Priority Areas, what fraction of MLGW's electrical plant is underground and what fraction is aerial?
2	A		MLGW estimates that its plant is approximately 62 percent aerial and 38 percent underground within the Smart City Priority Areas.
3	Q	2.3 DESIGN AND CONSTRUCTION	For aerial fiber, would it be possible for fiber to be installed in MLGW's neutral or electrical space? If so, please detail the criteria for fiber installation in the power space if a viable option.
3	A		Given safety and related issues, MLGW cannot make available to commercial operators the neutral or electrical space.
4	Q	2.3 DESIGN AND CONSTRUCTION	Does the City envision using existing City or MLGW fiber, are you expecting the provider to overbuild? If the provider can use the fiber, on what terms could we use this fiber?
4	A		The City and MLGW do not own any fiber that can easily be utilized by a commercial provider and seeks a provider that will build citywide.
5	Q	5.2 EVALUATION OF QUALIFYING PROPOSALS	What, if any, weight in the selection process will be given to specific community benefits and programs a bidder is willing to finance and provide?
5	A		While the City intends that its funds will be expended to secure access to fiber for Smart City purposes, it regards broadband as an essential element of economic and community development and will regard with favor any proposal that guarantees community benefits and programs that address the City's broadband public policy goals. The RFP is structured to enable bidders to propose creative ways to meet the City's broadband public policy goals and to encourage bidder investment in broadband in Memphis.
6	Q	2.3 DESIGN AND CONSTRUCTION	Will MLGW allow aerial fiber installation on poles in congested areas? Can MLGW please tell us specific areas where poles are not a viable construction option
6	A		MLGW will allow aerial fiber installation on its poles consistent with safety code and required make ready processes. MLGW is aware of the level of effort necessary to undertake make ready on a citywide basis.

7	Q	2.3 DESIGN AND CONSTRUCTION	What is the lead time on approving permits specific to this fiber construction effort?
7	A		The City and MLGW recognize the need for expeditious permit review and approval, particularly considering the scale of fiber construction contemplated by the RFP. The City and MLGW anticipate dedicating new resources to the permitting process and commit to working with the awardee to streamline and facilitate processing. The RFP includes the opportunity for bidders to describe how they propose to work with the City and MLGW on such matters.
8	Q	2.3 DESIGN AND CONSTRUCTION	Please detail any special requirements for traffic control related to this construction effort.
8	A		The City does not anticipate any special requirements for traffic control and expects that standard practices and requirements will apply. The awardee will be required to set up construction work zones in accordance with the MUTCD and the work will require a Traffic Control Plan.
9	Q	2.3 DESIGN AND CONSTRUCTION	Are there any restrictions on working hours specific to this fiber construction effort?
9	A		Under current rules, all work in the public right of way must be performed between 9 am and 4 pm unless a formal exception is granted by the City. The City recognizes the scale of construction anticipated by the RFP and intends to work with the awardee to develop the best way to enable efficient construction. The RFP includes opportunity for bidders to describe how they propose to work with the City on such matters.
10	Q	2.3 DESIGN AND CONSTRUCTION	Will awardee be responsible for integrating any GIS data into the City ARC GIS platform or will the City handle this integration?
10	A		The City anticipates that City staff will integrate GIS data into the City's own ARC GIS platform. City IT staff will work collaboratively with the selected awardee to make the data transfer simple and efficient, and to share City GIS data with the awardee where useful and possible.
11	Q	3.10 EQUAL BUSINESS	What is the M/WBE participation goal for this solicitation?

		OPPORTUNITY (EBO) PROGRAM	
11	A		No M/WBE participation goal is established for this solicitation. Respondents are encouraged to partner with the City of Memphis to promote local, small, minority-owned businesses and strive toward a suggested 20% MWBE participation rate to the extent that there are available and able certified City of Memphis vendors
12	Q	2.2	There is a significant amount of footage that needs to be built to pass every premise in the city. Would you disqualify a Provider if the timeline proposed for construction is longer than 3 years?
12	A		The City anticipates that it will be flexible about timing, and will prioritize universal service/build-out over fast timing if the three-year timeline presents challenges for full deployment
13	Q	2.4	A few clarifications on the proposed network architecture outlined in the proposal: • Is the City asking for 12 strands of fiber to actually reach each premise? • Would the City consider another architecture with fewer than 12 strands of access fiber? • Can the city speak to specific goals of bringing 12 strands of fiber to every premise so that applicants can propose alternative approaches that might be more cost effective?
13	A		The City is not seeking 12 strands of fiber to *reach* each address, but rather seeks fiber that *passes* all addresses. The City is open to considering alternative architectures but its key public policy priorities are to (1) secure extensive long-term dark fiber access for Smart City purposes and (2) incent construction of fiber-to-the-premises by a private provider that will provide commercial services to the public. The City would consider alternative structures in which it receives less fiber so long as the outcome still advances the goals of enabling the City to deploy smart city applications and incenting private investment in best-in-class broadband infrastructure for commercial services to residences and businesses.
14	Q	2.3	If City-owned utility poles can be used what is the condition and make ready process of those poles? What percentage of the City-owner poles does the city expect will need to be replaced in order to facilitate a new attachment?
14	A		The City and MLGW anticipate that the awardee will undertake the make ready process consistent with MLGW's standard policies and procedures. A high-level analysis conducted by a City contractor suggests that approximately five percent of MLGW poles might need replacing to enable placement of a new attachment, but the City and

			MLGW caution that bidders must undertake their own analysis of this matter and prepare their bids based on their own data and analysis.
15	Q	2.4	How much of the serving area does the City estimate can be serviced by City owned utility poles?
15	A		The City and MLGW anticipate that the awardee will undertake the design and planning process and prepare their bids based on their own data and analysis.
16	Q	2.4	Would the City be willing to take responsibility for any make ready work for City owned poles?
16	A		The City and MLGW anticipate that the awardee would undertake the make ready process consistent with standard policies and procedures and that the proposal from bidders will be inclusive, not exclusive, of make ready costs.
17	Q		Will the city make available kmz, shapefile, or a similar GIS format file of the area boundaries referred to in the RFP as "Citywide Geographic Scope" and "Smart City Priority Areas Geographic Scope" on page 8 of the Smart Memphis Plan?
17	A		A file can be found at the following url: https://drive.google.com/file/d/10kQ_KElGrQbAYBJ85ktuqlhXBkxr-xOB/view?usp=sharing
18	Q		Section 3.10 of the RFP has the goal for M/WBE participation as "XX%." Is there a specific goal percentage?
18	A		No M/WBE participation goal is established for this solicitation. Respondents are encouraged to partner with the City of Memphis to promote local, small, minority-owned businesses and strive toward a suggested 20% MWBE participation rate to the extent that there are available and able certified City of Memphis vendors.
19	Q		We understand from the RFP that the City will pay the selected Provider "at the time of delivery following the Provider meeting construction/delivery milestones." Given that the benefit of the project will accrue to the City over a 40-year period, would the City be open to making ongoing yearly payments instead of milestone payments?

19	A		The City anticipates that it will make an upfront, one-time payment toward capital construction costs and does not intend to undertake a long-term financial commitment.
20	Q		We understand that the project is being procured on behalf of both the City and MLGW. To the extent that the City cannot consider ongoing yearly payments as per the previous question, would MLGW be willing to make ongoing yearly payments separate from the City's payments
20	A		MLGW does not currently anticipate making such a commitment.
21	Q		Can the City provide its latest estimate as to how much budget the City and/or MLGW will be putting aside for this project?
21	A		The City seeks competitive bids and is not able currently to share its budgeting plans.
22	Q		Depending on the economics of the project and the City's contribution, Providers may want to consider proposing a revenue share with the City. Would the City be open to such arrangement? If so, how would that be considered in the evaluation criteria?
22	A		The City would be open to such an arrangement but its financial priority is to make an award at the lowest possible cost to the City that meets the goals described in the RFP. Given the choice between upfront capital contribution and long-term revenue share, the City would prefer a lower upfront financial commitment.
23	Q		According to the RFP, the proposal submission deadline is June 15, 2022. As preparing a high-quality committed bid requires a detailed bottom up analysis of the project and costs, we will not be able to provide committed pricing by then. To meet your timeline, we propose to provide indicative pricing as part of our submission, which would be further refined during the negotiation phase following selection of the preferred bidder. Alternatively, we would be open to a discussion about timeline and process to ensure that the City receives the best possible pricing.
23	A		The submission deadline has been extended to 08/31/22
24	Q		We understand that the project is being procured on behalf of both the City and MLGW. As MLGW will play a critical role, would MLGW be open to playing a formal partner role in this project (i.e., partnering

			with Provider to deliver the project for the City, with MLGW taking on certain responsibilities such as make ready that will help deliver benefits for MLGW)?
24	A		MLGW does not currently anticipate making such a commitment.
25	Q		As pole access can be an important cost driver, and since a primary goal of the project is Smart City applications, would MLGW be willing to consider providing pole access free of charge?
25	A		MLGW does not currently anticipate making such a commitment.
26	Q		Given the uncertainties around make ready, which can be hard to price, would the City/MLGW be willing to take on make ready risk?
26	A		The City and MLGW are not able to make this commitment.
27	Q		One of the key cost drivers in a FTTP project is the construction of drops. Would the City be open to an approach in which drops are only built as users sign up?
27	A		Yes, the City anticipates that drops would be constructed by the awardee only as customers purchase service. There is no expectation that any location will have a drop built if the household or business does not purchase services over the network.
28	Q		We understand that the scope of this project excludes the various Smart City initiatives identified in the Smart Memphis Plan. Would the City be open to receiving proposals that cover some of those Smart City initiatives?
28	A		Yes.
29	Q		
29	A		