Delaware County Intermediate Unit 25
RWAN Consortium
Internet RFP

Pre-Bidding Conference
July 7, 2021, 11 AM ET
Online Zoom Webinar
Introductions

• Ed Norris, Chief Financial & Operations Officer, Issuing Officer for RFP
• Khalid Ayyubov, Director, Information Technology & Systems
• Luke Angley, Network Engineer
• Debra Kriete, Esq., E-rate Consultant and Counsel
Housekeeping

• Please mute your microphone
• Please email rwan@dciu.org the names of the individuals attending the conference on behalf of your company
• Ask all questions in the chat interface
• Questions will be addressed at the end of the presentation
• Other questions may be emailed to rwan@dciu.org
• Slide deck will be posted in EPC and online at https://www.dciu.org/Page/3760 (DCIU Website page for RFPs) and emailed via distribution list
• Webinar is being recorded and available for later viewing at https://www.dciu.org/Page/3760 and in EPC
Goal of Procurement

• Enter into agreement(s) for 2-year initial period
  • Up to 7 years of extension options (one year or multiple year consecutive extensions)
    • The current RWAN circuit agreement expires in 2030
    • DCIU wants option to synchronize circuit and Internet contracts
    • Need to include provision to ensure Internet prices are competitive throughout duration of contract term

• Initial quantity of Internet needed for July 1, 2022 is estimated to be 30 Gbps but could be more

• Need to plan for ever increasing Internet bandwidth needs

• The Internet service must be configured & sized to accommodate future needs

• We estimate growth up to 100 Gbps over life of contract including voluntary extensions
General Network Design

- Hub site is located at DCIU’s main office, 200 Yale Avenue, Morton, PA 19070
- The IU leases dark fiber facilities & manages the network
- IU owns IP addresses & core network equipment
- IU relies on more than one Internet service provider to meet the needs of the RWAN members
- ISP must be willing to provide full BGP peering with routing tables for both IPv4 & IPv6
- ISP is responsible for providing bulk quantity of Internet to the IU hub site
3 Different Bidding Options

- Bundled Internet delivered to DCIU building
  - RFP Section 2.2.1
- Commodity Internet (stand-alone Internet) available at 401 North Broad St, Phila for interconnection with transport facilities
  - RFP Section 2.2.2
  - Initial quantity of 30 Gbps or more, scalable to 100 Gbps during contract term including voluntary extensions
  - Cross-connection charge must be included in proposal
- Internet transport (leased lit or dark fiber or comparable technology) to interconnect with Commodity Internet Service at 401 North Broad St, Phila and delivered to DCIU building
  - RFP Section 2.2.3
  - Capable of transporting initial quantity of 30 Gbps or more, scalable to 100 Gbps during contract term including voluntary extensions
# Estimated Timeline – See RFP §1.8

Vendor Action Items Highlighted in Yellow

<table>
<thead>
<tr>
<th>Action</th>
<th>Date</th>
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<tbody>
<tr>
<td>Form 470 and RFP Issuance</td>
<td>July 1, 2021</td>
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<tr>
<td>Pre-Bid Conference (virtual)</td>
<td>July 7, 2021 11 am Eastern</td>
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<tr>
<td>Deadline to Request Site Visits</td>
<td>July 8, 2021, 5 pm Eastern</td>
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<td>Site Visits (DCIU building)</td>
<td>July 12, 2021</td>
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<td>Deadline for Vendor Questions</td>
<td>July 13, 2021, 5 pm Eastern</td>
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<td>Responses to Vendor Questions Provided</td>
<td>July 16, 2021</td>
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<tr>
<td>RFP Deadline</td>
<td>July 29, 2021, 4 pm Eastern</td>
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<td>Vendor Meetings to Review Proposals (virtual)</td>
<td>August 4, 2021</td>
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<tr>
<td>Issue Clarifying Questions to Vendors</td>
<td>August 6, 2021</td>
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<tr>
<td>Deadline for Vendors’ Responses to Clarifying Questions</td>
<td>August 13, 2021</td>
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<td>Tentative recommended award subject to contingencies</td>
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<td>• Required board approvals</td>
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<td>• Negotiation of acceptable contract that is approved by DCIU</td>
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<tr>
<td>solicitor prior to Board approval</td>
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<tr>
<td>Board of Directors Consideration of Recommended Award</td>
<td>10/6/2021</td>
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<tr>
<td>Negotiation of contract and review/approval of IU solicitor</td>
<td>10/23/2021</td>
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<tr>
<td>Board of Directors Vote and Execution of Contract</td>
<td>11/3/2021</td>
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<tr>
<td>Commencement of New Services</td>
<td>7/1/2022</td>
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- Tentative recommended award subject to contingencies
  - Required board approvals
  - Negotiation of acceptable contract that is approved by DCIU solicitor prior to Board approval

August 20, 2021
Special Construction

• See Appendix B in the RFP for E-rate requirements
• Provider must do a thorough job of identifying incremental costs not related to RWAN Internet
• Provider must show evidence that incremental costs were not included in the special construction price to the applicant
Important Considerations

• **Firm** prices in proposal are required – RFP § 1.31
  • Opportunity to conduct site visit prior to bid submission
  • No contingencies allowed for price adjustments due to later site preparation study or review

• **Lowest Corresponding Price** – RFP § 3.2
  • DCIU requires the contract with the successful Vendor(s) to contain a process for annual LCP compliance

• Technical Requirements – RFP § 2
• E-rate Requirements – RFP § 3
• Mandatory Bid Requirements – RFP § 1.29 & RFP § 5
Other Considerations

• Bidders may bid on one or multiple service options

• In order to consider §§ 2.2.2 & 2.2.3 proposals, we need to receive at least one proposal under each of these subsections.

• Combined delivered price of Internet to DCIU building submitted under RFP §2.2.1 will be compared with the most cost-effective combined price of delivered Internet submitted under RFP §§ 2.2.2 & 2.2.3

• Vendors should submit best prices in initial proposals
  • BAFO request may or may not be issued per DCIU’s sole discretion
Appendices

• Must use Appendix A price template for submission of price proposals

• Appendix C, Non-Collusion Affidavit is mandatory

• Appendix D, signed cover page submission is mandatory

• RFP § 5 contains all the mandatory proposal requirements to be included in each submission

  • If there are questions about satisfying/meeting mandatory requirements, submit questions by July 13
Procedural Notes

• All communications regarding this Form 470/RFP must be in writing, via email, to RWAN@dciu.org
  • E-rate rules require the IU must maintain a record of all vendor communications – email ensures this is done

• Note the timeline and schedule in RFP § 1.8

• If your company may be interested in submitting a proposal, email RWAN@dciu.org to have your name added to our information distribution list
  • In addition to posting any RFP updates to the Form 470 web site and to the IU web site, an email will be sent to everyone on the distribution list to share any updates
  • Posting of RFP documents on the DCIU web site and emailing them to vendors are courtesy communications
  • Formal repository for all RFP documents is the E-rate Form 470 web site which vendors are responsible for monitoring
Questions?

Thank you for your interest.
Email questions to RWAN@dciu.org.