

TIMELINE

- September 18, 2018: Release of Request For Proposal to vendors.
- Optional Site visit – October 18 or October 25, 2018: Site walk-through of Owyhee School from 9am-4pm. Meet at Elko County School District Central Office. Vendors must pre-register by emailing mrobinson@ecsdnv.net AND nevada@e-ratecentral.com by one week prior to the selected walk through date.
- November 13, 2018: Questions must be submitted on or before this date to mrobinson@ecsdnv.net AND nevada@e-ratecentral.com.
- November 15, 2018: Answers to questions posted to the E-rate Productivity Center.
- January 22, 2019: RFP responses are due to mrobinson@ecsdnv.net AND nevada@e-ratecentral.com.

SERVICE LOCATIONS

<u>Location</u>	<u>Address</u>	<u>Longitude</u>	<u>Latitude</u>	<u>Distance</u>
Elko County School District Central Office	850 Elm Street, Elko, NV 89801	40.840047,	-	
Owyhee School (K-12) – Enrollment 300	100 Academic Way, Owyhee, NV 89832	41.942995,	-	75 miles
		115.766929		
		116.097609		

SCOPE OF SERVICES

Section 1: Introduction

Elko County School District, hereafter referred to as Applicant, is requesting proposals for leased lit fiber service for delivery of wide area network (WAN) services to the district. Service is expected to originate at the district hub site and be delivered to the eligible service locations. All locations, with addresses and demarcation points, are listed in the attached pricing sheet. The new service is being planned to begin on July 1, 2019 which represents the expiration of the current leased WAN service.

Section 2: Services

1. Applicant is seeking bids for 1 service. The service being sought is a fully managed, leased lit fiber solution.
2. Network Design and Construction Routes
 - a. Applicant will consider traditional network designs (such as hub and spoke) or alternative proposals that respondent proposes. The applicant's stated decision criteria (outlined in the RFP) will be used to determine if an award is made as-a-result of this RFP. The applicant has, in accordance with E-rate guidelines, rated cost of service as the highest weighted factor in its decision criteria.
 - b. Respondents should clearly illustrate proposed network design and construction routes.
 - c. Applicant is not advocating or mandating any preconceived network design or construction route and leaves this decision up to the vendor to present their best solution while recognizing the cited termination locations.
3. Special Construction
 - a. In E-rate terminology, **special construction** refers to the upfront, non-recurring costs associated with the installation of new fiber to or between eligible entities.
 - i. Special construction and service eligibility for reimbursement have changed starting funding year 2016. See the Federal Communications Commission E-rate modernization order 2 (WC Docket No. 13-184)

(<https://www.fcc.gov/document/fcc-releases-order-modernizing-e-rate-21st-century-connectivity>) for more information.

- b. Special construction charges eligible for Category One support consist of three components:
 - i. construction of network facilities
 - ii. design and engineering
 - iii. project management
- c. If no new fiber is being installed, then any installation costs are considered standard **non-recurring costs (NRC)**.

For leased lit fiber solutions requiring special construction, this means that the costs associated with building the fiber are considered special construction and the costs associated with the equipment required to activate the service are a standard NRC.

- d. **Special Construction Payment Plan Option**
 - i. The applicant requests that the respondents consider allowing Applicant to pay the non-discount share of special construction costs (portion of costs that are the responsibility of the applicant) to be paid in equal annual installments over four years from Funding Year 2019 to Funding Year 2022 inclusive. Responses must include agreement or non-agreement of this request.
- e. Excess fiber strands for special construction projects
 - i. To the extent that the winning service provider installs additional strands of fiber for future business ventures, the winning service provider assumes full responsibility to ensure those incremental costs are allocated out of the special construction charges to the district in accordance with FCC rules and orders.
 - ii. If, after the issuance of the FCDL, USAC or the FCC determines that the winning service provider did not cost allocate those charges associated with the additional strands, Applicant will not be responsible for reimbursing the winning vendor and the winning vendor will assume all responsibilities deemed ineligible by USAC.
 - iii. For examples of cost allocation, please see document in Appendix A as prepared by the State E-rate Coordinators' Alliance (SECA).

Section 3: Solution Specifications

- 1. Leased Lit Fiber (with or without Internet Access)- This connection is bid without Internet Access.

Note: USAC has instructed that for funding year 2019, Leased Lit Fiber (with or without Internet Access) is the E-rate Category 1 service option to choose when bidding point to point wide area network (WAN) connections. **WAN connections do not connect to an Internet access point.** WAN connections are point-to-point fiber connections that connect individual instructional/non-instructional facilities in the same school district. This school district WAN network design, the WAN connection can terminate at an aggregation point for all school district WAN connections. This aggregation point is called the hub location. This is what the applicant is proposing to bid.

- a. Applicant must have dedicated, symmetrical transport bandwidth of [500 Mbps, 1 Gbps, 10 Gbps] between the designated endpoints.
- b. The solution must be scalable to [1 Gbps, 10 Gbps with 1 Gbps cost increments].
- c. Contract options are requested for [12 month, 36 month and 60 month] terms of service.

- d. Each respondent is required to complete the attached pricing sheet with this RFP.
 - i. Special construction, monthly recurring cost, and any additional non-recurring costs are **required** to be broken out and listed separately.
 - ii. Respondents are free to propose alternate pricing terms provided they have also included pricing in the requested format.
 - iii. No increased pricing will be allowed during the term of the quoted special construction, NRC, and MRC rate in each pricing cell of the matrix.
- e. If an increase in bandwidth is requested during the contract period the contract does not renew.
- f. All solutions must adhere to the following Service Level Agreement (SLA) terms and the terms found in Section 4:
 - i. The provider will make all reasonable efforts to ensure 99.99% network availability of each circuit.
 - ii. .25% frame/packet loss commitment
 - iii. 3ms network latency commitment
 - iv. 4ms network jitter commitment
 - v. There is no right of provider to limit or throttle the capacity of the circuit at any time for any reason
 - vi. Vendor stated commitment is to respond to any outage within two (2) hours and a four (4) hour restoration of service (see schedule of service credits below).

Section 4: Service Level Agreement for lit service

For all lit service proposals and for all Category 1 Network Equipment Managed Service solutions. The respondent must agree to the following service specifications:

- a. Network operations center: Solution will provide customer support functions including problem tracking, resolution and escalation support management on a 24x7x365 basis. Customer has the right and is encouraged to call concerning any problems that may arise relative to its connection with vendor provided services.
- b. Trouble reporting and response: Upon interruption, degradation or loss of service, Customer may contact Vendor by defined method with a response based on trouble level. Upon contact from the Customer, the Vendor support team will initiate an immediate response to resolve any Customer issue. Customer will receive rapid feedback on trouble resolution, including potential resolution time.
- c. Escalation: In the event that service has not been restored in a timely manner, or the Customer does not feel that adequate attention has been allocated, the Customer can escalate the trouble resolution by request. A list of escalation contacts will be provided when implementation schedule is completed.
- d. Resolution: The Customer will be notified immediately once the problem is resolved and will be asked for verbal closure of the incident.
- e. Trouble reporting, escalation and resolution: A detail trouble reporting, escalation and resolution plan will be provided to the district.
- f. Measurement: for leased lit fiber time starts from the time the Customer contacts vendor and identifies the problem. Credits for outages of shortage will be identified.
- g. Reports: Upon request, an incident report will be made available to the Customer within five (5) working days of resolution of the trouble.
- h. Link performance per segment: The service will maintain the proposed link performance throughout the term of the contract.
- i. Historical uptime: Provide aggregate uptime statistics for your proposed service in the geographic area encompassing Applicant.
- j. Service outage credit: The respondent must agree to the following or a more stringent schedule of service outage credits

Length of Service Outage	Credit is the follow percentage of MRC
Less than 2 hours	No Credit
Two (2) hours to four (4) hours	5%
Greater than four (4) hours and less than eight (8) hours	10%
Greater than eight (8) hours and less than twelve(12) hours	15%
Greater than twelve (12) hours and less than sixteen (16) hours	20%
Greater than sixteen (16) hours and less than twenty-four (24) hours	35%
Greater than twenty-four (24) hours	50%

Section 5: General Terms for All Proposals

- a. Failure to include any requested information noted as required by the respondent is grounds for disqualification.
- b. Description of Proposal
 - i. Respondent's proposal should include all sites for the option bid. For leased lit fiber – all sites must be included in the bid. Failure to include all sites in a bid option could be considered ground for
 - ii. Respondent will provide a description of their proposal for all services and solutions.
 - iii. Description will include an overview of the proposal, any deviations from the requested architecture, design or requirements, assumptions made, and other detail Applicant may find useful or necessary (or could differentiate the solution from a competing proposal).
- c. Timeline
 - i. For each response, respondents must include a timeline for all bringing all sites online.
 - ii. Proposals requiring little to no special construction should be able to bring all sites online by the July 1 start of the funding year.
 - iii. For solutions requiring special construction, a schedule of bringing sites online should be included with an explanation of how this timeline shifts if the date of the E-rate funding commitment shifts.
- d. Demarcation

- i. All solutions must terminate service or infrastructure in the demarcation point at each address specified in the pricing sheet.
 - ii. Solutions bringing service to the property line but not to the demarcation point are not acceptable.
 - iii. Respondent must specify specific demarcation setup included in base fees, e.g. wall mounted CPE and CAT6a handoff, rack mount patch panel, etc.
- e. Network Diagram
 - i. For each response, respondents must include a network diagram displaying the paths to be used to serve each endpoint.
- f. References
 - i. For each response, respondent must provide 3 references from current or recent customers (preferably K-12) with projects equivalent to the size of Applicant.
- g. E-rate Program Integrity Assurance (PIA) Review
 - i. If their solution is chosen, respondents are required to promptly provide Applicant with any information being requested as part of PIA review.
 - ii. Vendors may assist applicants with preparing funding requests or responding to PIA questions and may speak directly with PIA reviewers.
 - iii. For all responses that include special construction, the respondent agrees to, by submitting its bid to produce all construction labor, construction materials and other cost information requested during PIA review.
- h. Required Notice to Proceed and Funding Availability
 - i. Applicant will follow the purchasing policies of the Applicant Board and requirements and procedures of the FCC's E-rate program as administered by the Universal Service Administrative Company to be eligible for all available funding.
 - ii. The implementation of any associated contracts resulting from this competitive bid process will be dependent on the district's' issuance of a written Notice to Proceed.
 - iii. E-rate funding notification alone will not signify Notice to Proceed. The district will have the right to allow the contract to expire without implementation if appropriate funding (including any state matching funds for special construction projects) does not come available.

Section 6: Evaluation Criteria

1. Leased Lit Fiber

% Weight	Criteria
35%	E-rate eligible recurring and one-time circuit costs¹
15%	Complete bid submission
10%	Ability to support requirements of this RFP ³
25%	Proposed contract terms and conditions ⁴
5%	E-rate ineligible recurring or one-time costs ⁵
10%	Provider references ⁶

2. Criteria Explanation

1. E-rate eligible costs: the total cost of ownership for the eligible components of the proposed service. Total cost of ownership takes into account all one-time and recurring costs. Note that E-rate eligible costs refers to the pre-discount cost of the solution, not the post-discount portion of costs that are the responsibility of the Applicant. This criterion must be the highest weighted per E-rate program rules.
2. Complete bid submission: Bids concisely address Applicant's requirements, as set forth in the RFP, and do not contain a significant amount of corporate boilerplate marketing information
3. Ability to support requirements of this RFP: proposed solution clearly meets Applicant's requirements and needs
4. Proposed contract terms and conditions: Proposed contract has flexibility and terms desired by Applicant
5. E-rate ineligible costs: Any costs of the proposed service that are not eligible for E-rate funding. This does not refer to the post-discount portion of eligible costs that are the responsibility of the Applicant.
6. Provider references: response included K12 references that were similar in size and scope
7. Compatibility with existing network infrastructure: proposed equipment is easily compatible with the existing equipment used by the Applicant.

**E-rate Special Construction
Excess Strands - Cost Allocation Scenarios
Funding Year 2018**

Prepared by the [State E-rate Coordinators' Alliance](#)
October 23, 2017

I. LEASED LIT FIBER

A. Excess Strands for Applicant's Future Use

If the service provider installs additional strands for the applicant's exclusive future use in a leased lit fiber special construction project, and if the applicant can show documentation that buying a cable containing the number of strands placed in the fiber system for the applicant's future use is more cost effective than buying a fiber cable with the number of strands the applicant plans to place into service the first year, no cost allocation of the excess strands is required and no other special construction charges would need to be cost allocated.

If the service provider installs excess strands for the applicant's exclusive future use in a leased lit fiber special construction project where the excess strands will remain dormant until they are lit for the applicant in the future, and if the applicant cannot show that it is not more cost effective than buying the exact number of fiber strands being lit in the first year, the applicant must cost allocate the costs associated with the excess strands only. No other special construction charges would need to be cost allocated.

B. Excess Strands for Service Provider's Future Use

For lit services special construction, if the service provider wishes to place extra strands in the build for its own use, the E-rate applicant must cost allocate the cost of the service provider-owned extra strands, as well as all incremental costs of those extra strands from the special construction E-rate funding request. It is not a pro-rata share, but an incremental cost calculation that must be backed by detailed documentation.

Example 1 from Funding Year 2019 USAC Fiber Training Slides applies:

COST-ALLOCATION: FIBER EXAMPLES

- **Example 1:** Leased lit fiber or leased dark fiber provider installs 12-strands in fiber run to a large school district hub and wants to add 36 additional strands for its own ineligible use, resulting in additional labor costs (e.g., splicing) and plant costs (e.g., larger termination boards, additional handholes).

Result: Cost of 36 additional fiber strands and all associated incremental increases in costs (e.g., the additional labor/outside plant costs) above what would be incurred if only the 12-strands of fiber were installed must be allocated out of the applicant's special construction funding request.

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Applicant's should seek documentation from the provider which outlines the added incremental costs attributable to designing, managing and constructing a fiber system with a 48-strand cable instead of a 12-strand cable. Such costs should include (but are not limited to):

- Splice Labor. If any fibers over the applicant's fibers are spliced, the labor for these additional splices must be cost allocated.
- Splice Enclosures are placed to protect splices. If any fibers over the applicant's fibers are spliced and require an enclosure, the enclosures for these additional splices must be cost allocated.
- Fiber Installation Labor. This represents the incremental cost of pulling a larger cable through the buried conduit.
- Structured materials installation. This represents the additional cost of burying a larger conduit to support the additional fibers.

Note that the costs associated with installing a larger cable strand than what is required by the applicant are ineligible and the service provider should not include such costs in their special construction billing to the applicant but should be prepared to show

evidence during PIA review that it did not charge the applicant for these incremental costs.

Figure 1: Here is a table outlining some possible incremental costs:

Item	12 Strand cable construction	48 strand cable construction	Cost Allocation Amount that service provider should remove from the special construction request
Fiber Cable	38 cents per foot	\$1.04 per foot	66 cents per foot
Design and Engineering	\$2.12 per foot	\$2.42 per foot	30 cents per foot to depict additional splices at A and Z locations
Project Management	\$1.18 per foot	\$1.18 per foot	0
Splice labor*	\$11.00 per splice	\$11.00 per splice	\$11 per splice over 12 splices at any splice site
Splice enclosures**	\$205 per enclosure	\$205 per enclosure	\$205 per enclosure for every enclosure over 12
Fiber Patch Panel	\$71.43 per panel	\$218.60 per panel	\$147.17 per panel
Conduit and other structured materials	1.25" conduit required \$1.95 per foot Handhole (40,000 lb rated) \$2695 per unit Fiber Marker \$30 per unit	1.5" conduit required \$2.35 per foot Handhole (40,000 lb rated) \$2695 per unit Fiber marker \$30 per unit	40 cents per foot No cost difference for handhole No cost difference per marker
Fiber Installation Labor ***	25 cents per foot	28 cents per foot	3 cents per foot
Structured Materials Installation (conduit, markers, handholes)****	\$2.85 per foot	\$3.10 per foot	25 cents per foot
Markers	Place every 500'	Place every 500'	No cost difference
Handholes	Place every 1000'	Place every 1000'	No cost difference