



Steve Sisolak
Governor

STATE OF NEVADA

GOVERNOR'S OFFICE OF SCIENCE, INNOVATION & TECHNOLOGY

100 North Stewart Street, Suite 220
Carson City, Nevada 89701
775-687-0987 Fax: 775-687-0990



Brian L. Mitchell
Director

High Speed Nevada Phase I Bidders' Workshop Overview

Welcome to the High Speed NV Bidders Workshop. This session will be recorded for those that could not be present. A summary of my introductory comments will be posted on the OSIT website. All questions and answers from today's session, anonymized, will also be posted on the website.

1) **RFP Regions-** In these 10 regions, the RFPs are largely identical. The standard RFP applies to most facilities. In some regions, there are some facility-specific instructions for a subset of the facilities that are separate. We encourage you to read the entire RFP and note any facility-specific instructions.

2) **What We're Looking For-**

- First, I'd like to reiterate what we've clearly stated in the RFP about what we're looking for. This is an RFP for services, and we expect bids for transport circuits only. Specifically, we're seeking proposals for leased lit point-to-point transport service and leased dark fiber. We require bids for both and any proposal that omits either leased lit fiber transport service or leased dark fiber service for any facility will not be considered.
- All bids for state facilities should be bid to the nearest State of Nevada/NevadaNet Point of Presence as the "A" Location. There are some special instructions for A and Z locations with School District and Local Government bids.
- Having said that, we are not necessarily looking for new construction. If you already have fiber to a building, please submit bids for leased lit fiber transport service and leased dark fiber service.
- We do anticipate, however, some of the locations will require construction. For those that do, the State seeks the best possible monthly recurring pricing for both leased lit fiber transport and leased dark fiber service. Bidders should not recover construction costs through service fee pricing. Please bid your most competitive pricing for monthly recurring services.
- Bidders must provide committed pricing to serve all State and other public facilities within each region. Proposals that do not provide pricing for every facility will not advance past initial review and will not be considered.
- OSIT is deeply committed to providing affordable, reliable, and scalable internet service to all unserved and underserved residential areas. We ask all bidders to present a plan in your proposals for leveraging any fiber assets, new or existing, that make up a bid to provide better connectivity to nearby unserved residential areas. A commitment to serve nearby unserved areas is important to OSIT and is a factor in scoring. This commitment can be demonstrated in a variety of ways as outlined in the RFP and can be accomplished by the bidder or through partnerships with other providers.
- Finally, we're looking for well-thought out, thoughtful bids. By providing 90 days to submit proposals, we expect that providers will conduct appropriate due diligence to ensure that routes

and pricing are optimal and sufficient, including site surveys and other field work, examination of rights-of-ways, the need for permits and easements (public and private), and opportunities for partnership. All pricing that is proposed should be accurate, sufficient, and binding. There will be no opportunity to correct pricing after a proposal is submitted. Please do not underbid construction costs. Construction costs should be sufficient for all needed construction and should not be dependent on receiving other sources of funding.

3) OSIT Outreach and Engagement with Broadband Stakeholders

OSIT first introduced the approach to Phase I of the High Speed NV initiative during a webinar specifically for providers on May 18th, 2022. OSIT had previously discussed our approach with the various legislative committees in April and May. OSIT held a second webinar on June 7, providing an overview of Phase I and tying it to plans for future last-mile investments in Phase II. The feedback from service providers was universally positive.

OSIT then released the initial list of State Facilities that would be part of Phase I on July 26. The basic concept was simple, OSIT would pay needed construction costs for fiber to reach State facilities with improved service.

OSIT also discussed in depth in the May and June webinars that we were inviting local governments to participate in the High Speed NV RFP and include their facilities in the RFP. Douglas County was used as an example. The local governments would bid to bring a desired service (upgrading their current service) to their endpoints but if there were any incremental construction costs, the local government would be responsible for covering these. Several local governments across the state chose to add facilities to the RFP.

Finally, OSIT has been helping Schools and Libraries across the State manage E-rate procurements for the last 5 years. We have helped nearly every County Public School District and most public libraries manage the E-rate process. E-Rate Central contracts with the State to provide this service and Mighty River, a subcontractor to E-Rate Central, was a consultant to the FCC during the implementation of the E-rate modernization orders on special construction.

- For this Phase I High Speed NV RFP we included E-rate procurements for District and Library Wide Area Networks and/or Internet access service for expiring or near expiring contracts. This includes both Clark County School District whose WAN contract expires on 6/30/23 and Washoe County Schools who have a couple of years remaining on their current contract. Multiple rural schools and libraries in several districts and counties were included.
- As most of you know, E-rate has very specific decision criteria and the Schools and Libraries included in the RFP will strictly follow E-rate program requirements.

4) Why This Facility-

I'll refer to government offices, stations, buildings, schools, libraries, all as facilities. Facilities can be grouped into 3 categories: State government facilities, local government facilities, and schools/libraries/clinics. You might ask, why is facility X included in the RFP and not facility Y? Let me address the rationale for each facility separately.

- State Government Facilities- OSIT surveyed State agencies and compiled a list of State facilities without fiber. The State wants to bring fiber to these facilities. Not every State facility without

fiber made the list. For example, some facilities were so far away from any other location that the cost of serving the facility with fiber was cost prohibitive. If you believe you already serve the facility with fiber, bid lit and dark fiber services.

- Local Government Facilities- OSIT invited local governments to include any facility they believed was underserved on the list. OSIT did not examine what connectivity infrastructure exists at the facility, if the facility is served by any provider, or whether in our opinion the facility is truly unserved or not. Local governments may have many reasons to include a given facility on our list, including the desire to build a government private WAN, move from a layer 3 fully managed service to a layer 2 switched service, or obtain different pricing for an existing service.
- Schools, Libraries, and Clinics- As mentioned above, some schools and libraries have existing fiber and also have expiring or near expiring contracts and OSIT is helping with a normal E-rate bidding process. Other schools and libraries are not currently served by fiber and OSIT will use the E-rate process to attempt to bring fiber to the entity, and in some cases, the community.

5) **How Award decisions are made**

Each of the owners of the three different facility types will make their own decisions.

- The individual state departments will make decisions on the service proposals based on the decision criteria outlined in the RFP.
- The local governments will make their own decisions based on the decision criteria outlined in the RFP
- The Schools and Libraries will follow the FCC's E-rate procurement guidance and make their own decisions. However, keep in mind that the decision criteria outlined in the RFP meets E-rate guidance for procurement.

6) **Let's take an example- Region 10 which is Metro Clark County- has by far the most facilities of any of the regions. About 580 in total.**

Clark County School District has an expiring WAN contract-The CCSD team added their RFP for the WAN to the High Speed NV initiative RFP - this is in the neighborhood of 350 sites. We are working with CCSD to follow the strict E-rate procurement rules for this bid. CCSD will be issuing an amendment soon, likely removing a few sites and adding a few and adding some CCSD specific purchasing standards.

Clark County added about 208 facilities to the RFP where the County desired either a different type of service (dark fiber) or upgraded service than they have today. Several of the sites require multiple circuits or drops because of the various functions that exist at these sites. Clark County will evaluate the bids for these sites and will be responsible for incremental one-time construction charges and monthly recurring charges.

State of NV - has about 20 facilities where upgraded service is desired. Individual State Departments will make decisions through OSIT on these bids and the State will pay the one-time construction charges to bring fiber to these sites if there are any charges.

OSIT will coordinate with each agency/organization in gathering the responses, conducting a technical review of the proposals and preparing fiscal overviews of the proposals. The State agencies will work in concert with OSIT to score the proposals for State facilities. The Local Governments and E-rate eligible entities will score their respective proposals.

7) Concluding thoughts

In an urban area where some providers have existing assets, this opportunity to bid on hundreds of facilities at once could provide these providers with a tremendous opportunity to provide value to State and Local government, school and library facilities. This aggregation of demand into essentially one opportunity should allow for attractive pricing. That is our expectation. A single RFP to serve hundreds of facilities should also provide huge benefits to the winning provider to secure the business of large enterprise customers that can be anchor clients and a foundation for serving unserved residential areas. We hope those with existing assets will embrace the competitive bid process.

In rural areas, aggregating demand in this way, should provide opportunities to bring fiber based broadband service into areas where there is either no fiber-based service or even no fiber backhaul or areas where fiber backhaul exists but the fiber has not been distributed within the community. Likewise, for rural providers, the opportunity to serve a number of the largest enterprise customers in a region should provide a foundation for broader community service.

8) Communication-

OSIT wants to communicate regularly with all potential bidders and ensure that you have all the information you need to put forth high-quality proposals. We also have strict procurement rules we must follow. Therefore, I'd like to lay out how we will communicate about this RFP opportunity.

We're committed to a fair, open, and competitive process. There should be a level playing field between all providers. Therefore, OSIT will not be holding any private, one-on-one meetings with any provider. Nor will the Governor's Office, NDOT, or other state agency. Nor will we respond to individual inquiries, either by phone, email, or in-person, about the RFP. All questions and answers should be directed to the highspeednv@gov.nv.gov email address. We will aggregate questions and will be made public the question (anonymized) and answer the public. We encourage you to ask both general and specific questions. The answers to questions will come in FAQs and not immediately. We would like to request that you direct any questions about local or school facilities to the same email address rather than contacting local governments or school districts directly. We will obtain answers to these questions and post in the FAQ.

We are having this in-person opportunity for questions today and will have a webinar on October 6. We will evaluate the need for additional webinars based on questions received. If you have questions after today, please submit them in writing and we will answer them at the October 6 webinar. Depending on the volume of questions received, we may issue more frequent FAQs than indicated in the RFP.