

REQUEST FOR PROPOSAL (RFP)

BROADBAND IMPROVEMENT IMPLEMENTATION

**TOWN OF CHESTERFIELD
490 ROUTE 63
CHESTERFIELD, NH 03443**

NOVEMBER 2, 2016

1. DESCRIPTION

The Town of Chesterfield is currently accepting proposals to improve broadband coverage in town. The Town currently has very uneven broadband access availability and speeds. About 18% of the town does not have the availability of 25 Mbps download and 3 Mbps upload speeds (FCC spec). In addition, over 10% of the town does not have the availability of 10 Mbps service. Current town service is from five providers: Comcast, Argent, Fairpoint, WiValley, and VTEL which provide service using cable, DSL, and terrestrial wireless. Other providers, such as satellite and cell companies are removed from this consideration since they have significant download cap limitations that make them unsuitable for practical use in homes and businesses. Figure 1 shows a summary of the coverage available to residents.

In early 2016, the Town performed a survey of town businesses and residents to gather information on their broadband coverage, usage, needs, complaints, and desires for the future. This information is available at <http://nhchesterfield.com/wp-content/uploads/2016/06/Broadband-Survey-Report.pdf>.

In mid 2016, the Town had a study performed to evaluate the terrestrial wireless option to provide coverage to the underserved residents in town. The study was performed by Fred Goldstein of the Interisle Consulting Group and is available as public record on the Town website at <http://nhchesterfield.com/wp-content/uploads/2016/10/Broadband-Report.pdf>. Also available, on request, is a spreadsheet showing the cost analysis (both capital and operational) of the proposal, assuming service is provide to only the currently underserved residents. At the beginning of the study, less than 5% of the town had the availability of 25 Mbps service. While the study was occurring, several local providers significantly improved their broadband offerings to 25Mbps service so that over 80% of the town now has this available. These improvements only helped a few of the underserved residents (<10Mbps) in town.

2. BUSINESS MODEL: GENERAL CONSIDERATIONS OF TOWN

The Town is soliciting proposals to further improve broadband coverage in the town to specifically address the needs of the underserved population. The Town's desire is to find a partner(s) or some working relationship with one or more providers that address this goal. The Town does not want to operate or be an owner of the system.

- All business models are open to discussion.
- **Both wired and wireless** technologies will be considered.
- Models or plans that minimize the cost to the town will be rated higher than those requiring significant financial burden to the taxpayers.
- The Town is willing to work with any and all providers with regards to siting equipment, e.g. poles on town right of way or distribution equipment.
- The Town is willing to go after grants to facilitate plans.
- The town is not willing to fund plans or parts of plans to provide service to those areas already having 25Mbps service available. However, providers are free to compete in those areas of town with their own funding, and with cooperation of the Town with regards to right-of-way access.

3. PROPOSAL GUIDELINES

Since the Town is looking at various business models, various solutions, and possibly multiple partners, written proposals will not initially be required. Instead, interested parties need to schedule a meeting with Brad Roscoe, Selectman, to have a discussion on business models, technology, and needs from the Town. He may be contacted by emailing selectman-b@nhchesterfield.com or brad.roscoe@nhchesterfield.com . It is envisioned that multiple meeting would be involved to hash out details that would be acceptable to both sides. Once a possible approach is agreed to verbally, then the provider will submit a written proposal to the Town.

The written proposal shall include all costs to the town (if any) with general requirements for right-of way and/or grant application The proposal should also include how the service will roll out to both the underserved and served community and provide an approximate timeline. The bidder should also include reference to similar work they have performed.

Proposals do not need to address all of the underserved population of Town, but do need to serve a significant portion of them.

All contractual terms and conditions will be subject to review by the Town of Chesterfield's Attorney and will include scope, budget, schedule, and other necessary items pertaining to the project. The town has a right to accept or refuse any/all proposals.

4. TIMELINE

The desire is to have acceptable proposal(s) ready in time for Town Meeting, which is March 18, 2017. This is only required if a town expenditure is required. Total costs to the town would need to be known by January 1, 2017. If a Town expenditure is not required for the proposal,

then there is no need for the proposal to go to town meeting, and a proposal could be accepted at any time.

5. PROPOSAL EVALUATION CRITERIA

The Town of Chesterfield will evaluate all proposals based on the following criteria. To ensure consideration for this Request for Proposal, your proposal should be complete and include all of the following criteria:

- Overall proposal suitability: proposed outlines must meet the scope and needs included herein and be presented in a clear and organized manner.
- Organizational Experience: Organizations will be evaluated on their experience as it pertains to the scope of this project.
- Previous work: Organizations will be evaluated on examples of their work as well as client testimonials and references.
- Value and cost: Organizations will be evaluated on the cost of their solution(s) based on the work to be performed in accordance with the scope of this project.
- Technical expertise and experience: Organizations must provide descriptions and documentation of staff technical expertise and experience.

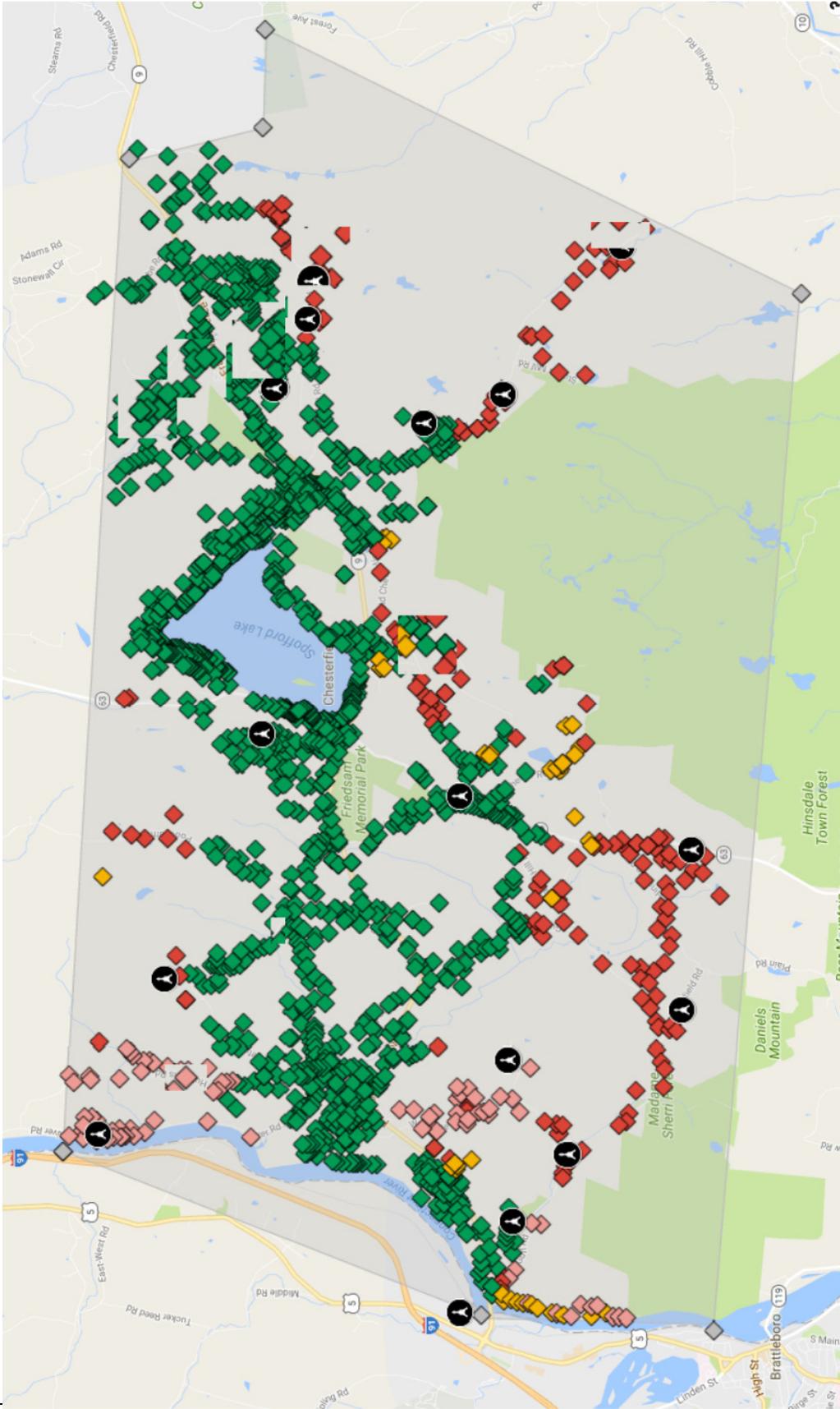


Figure 1: Locations of homes and businesses in Chesterfield and the available internet connections.