

REQUEST FOR PROPOSALS

Feasibility Study for a Community Network for the Town of Falmouth, Massachusetts

**Falmouth EDIC
59 Town Hall Square
Falmouth, MA 0540
www.falmouthedic.org**

**Contact: Michael DiGiano
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(Please reference RFP Community Network in the subject line of
correspondence)**

1. Overview

Per MGL Chapter 30 39M, the Falmouth Economic Development Industrial Corporation (FEDIC), a 501 (c)(3), henceforth the EDIC, is the primary agency responsible for creating and developing increased economic opportunities for both the present and the future for the Town of Falmouth, Massachusetts. The EDIC believes that a robust broadband infrastructure is critical to the sustenance and future growth of the town's commerce and to the welfare of its citizens. Along with many businesses and residents of Falmouth, it has concluded that the town broadband communications needs are inadequately served by the existing providers and wants to explore options for a community directed town-wide network. This Request for Proposal solicits bids for a feasibility study, which will make recommendations to the EDIC and the town relating to the viability of a locally owned broadband network including considerations such as:

- level of community support and estimated take rate.
- funding options for construction and operation.
- a physical network plan and technical options.
- competition from other providers and technologies.

It is the intention of the EDIC that this study start as soon as possible and be completed no later than March 13, 2020.

The EDIC is soliciting responses from qualified network consulting firms that have extensive experience working with towns and cities on strategic network planning, financial analysis and community relations. The selected firm will be expected to interact with town officials, the EDIC and interested residents while preparing its report and to provide detailed information specific to Falmouth as described in the Scope of Work (Appendix A.)

This request-for-proposal document provides information and requirements for responses from interested firms, as well as information and requirements for interviews, to which several qualifying firms may be invited.

2. Evaluation Process and Criteria

All Respondents shall submit their response using Appendix B (Submittal Requirements) as a template.

Responses will be evaluated on the degree to which they help the EDIC meet the specific requirements of this RFP. We will look at the following dimensions of each response:

- Scope of services – Proposal responses will be evaluated based upon their completeness.
- Expertise – Evaluations will include demonstrated competency in all of the required services.

- Timeliness – The ability to begin work with the EDIC promptly and complete the Scope of services in a timely fashion.
- Cost – The cost of required services and if relevant any additional options.

Proposals will be evaluated on the assumption that the RFP response offers the Respondent's most favorable terms to the EDIC. Notwithstanding any other provision of this RFP, the EDIC expressly reserves the right to negotiate with any Respondent, using the Respondent's RFP response as a basis for obtaining best and final offers prior to contract award. The final proposal selection may not necessarily be based on the lowest cost received, but on the proposal that best meets the RFP requirements and/or the most advantageous firm with a competitive price.

The Respondent should be aware that time is of the essence. By submitting a response, the Respondent agrees to negotiate in good faith with the EDIC to complete and finalize a contract in a manner consistent with the Project's timeline.

2.1 Evaluation Criteria

The following criteria will be used in the evaluation committee's review of submittals:

- Firm's general experience.
- Firm's relevant similar project experience.
- Firm's expertise in developing and understanding programmatic requirements of the EDIC.
- Firm's ability to comply with the proposed project schedule.
- Skill set(s) and experience of firm's personnel proposed for the project.
- Firm's capacities and financial capabilities.
- Firm's proposed fee for services.
- Firm's experience in working on Cape Cod.

2.2 Liability for Costs Incurred for Proposal Preparation

The EDIC is not, and shall not be, liable or responsible for any costs or expenses incurred by a proposing firm in the investigation, preparation, submission and production of a proposal, for expenses for any retained consultants, or for any work performed by the proposing firm prior to the final execution of agreements. All such costs and expenses are the sole and absolute responsibility of the proposing firm.

2.3 Right of Evaluation

Once proposals are submitted and reviewed by the EDIC, the EDIC may select a short list of firms to interview. If interviews are deemed necessary, the EDIC will select a Respondent or Respondents and begin negotiations to finalize a contract for services. If the EDIC cannot negotiate a contract successfully

with the selected Respondent, the next highest-ranking Respondent(s) will be contacted and negotiations with them will begin. The process will continue until a mutually agreeable contract is finalized between the EDIC and the selected Respondent(s).

Notwithstanding any other provision of this RFP, the EDIC expressly reserves the right to:

1. Conduct discussions with any or all Respondents for the purpose of clarification of proposals.
2. Waive, or decline to waive, any insignificant defect or informality in any proposal or proposal procedures.
3. Cancel or amend this RFP or issue other requests for proposals.
4. Select a Respondent or Respondents based on the EDIC's analysis and evaluation of proposals submitted.
5. To request presentations of proposals if the EDIC feels further information is appropriate to the decision-making process.
6. Select no proposals at all.

The EDIC reserves the right to select and enter into a contract with a Respondent which provides the best-qualified response that is most beneficial to the EDIC's goals. At its discretion, the EDIC may choose not to pursue an Agreement for any of the services requested in this RFP.

By executing the Officers Certification and Acceptance Form (Appendix D), the Respondent acknowledges, understands and agrees to be bound by the procedures set forth in this RFP and agrees that it is compliant with them. The Respondent further agrees that the EDIC shall not be liable under any circumstances for the subsequent disclosure of any materials submitted to it by Respondent pursuant to this RFP.

It is the policy of the EDIC that contracts are awarded only to responsive and responsible Respondents. In order to qualify as responsive, the Respondent must respond to the requirements of the RFP in a complete and thorough manner. In order to qualify as responsible, the Respondent must demonstrate the availability of adequate resources and staffing and the necessary experience, organization, qualifications, skills and facilities to fulfill the requirements of this RFP. Any proposal determined to be non-responsive to this RFP, including instructions governing the submission of proposals, will be disqualified without evaluation, unless the EDIC determines that the noncompliance is insubstantial.

Unless otherwise specified in this RFP, all communications, responses, and documentation must be in English, and all cost proposals or figures in U.S. currency.

Respondents are prohibited from communicating directly with any employee, board member or sub-committee member of the EDIC except as specified in this RFP during the RFP process.

The EDIC may provide reasonable accommodations, including the provision of material in an alternative format, for qualified Respondents with disabilities or other hardships. Respondents requiring accommodations shall submit requests in writing, with supporting documentation justifying the accommodations.

All proposals submitted become the property of the EDIC; they will not be returned and may be released in whole or in part as required by applicable law, including the requirements of granting authorities, the Freedom of Information Act, and Massachusetts General Laws. Pricing and other information that is an integral part of the proposal cannot be considered confidential after an award has been made.

A Respondent may withdraw its proposal prior to the RFP response deadline. Proposals received after the deadline will not be considered. Proposals will be opened and reviewed internally at the convenience of the EDIC.

The proposal constitutes an offer by the Respondent to do business with the EDIC under (at a minimum) the terms, conditions and pricing gathered from the Respondent in response to this RFP, and such offer shall remain open and irrevocable for a time period of ninety (90) days after receipt. In the event a contract is awarded to a Respondent, the EDIC, at its option, may incorporate all or parts of a Respondent's proposal and any or all answers and information contained within that proposal into the final agreement between the successful Respondent and the EDIC.

Any information released either verbally or in writing prior to the issuance of this RFP shall be deemed preliminary and not binding upon the EDIC in any manner.

The EDIC reserves the right to use any and all concepts presented in any proposal to obtain the most beneficial and effective path to achieving its desired goals for the project. Selection or rejection of proposals shall not affect this right. All proposals will be evaluated pursuant to the criteria set forth herein, and, at the EDIC's discretion, an award made to the Respondent(s) that demonstrates the best ability to satisfy the scope of work in the most timely and cost effective manner within the context of the EDIC's goals.

By submittal of a proposal, a Respondent attests to have read, understood, and agreed to all requirements, terms, and conditions in this RFP, including any and all attachments, exhibits, appendices and addendum.

Respondents must identify any conflict of interest that may arise from providing services to the EDIC. The EDIC reserves the right:

1. to disqualify any Respondent or reject any proposal at any time solely on the grounds that a real or perceived legal or policy conflict of interest is presented;

2. to require the Respondent to take any action or supply information necessary to remove the conflict; or
3. to terminate any contract arising from this solicitation if any such relationship would constitute or have potential to create a real or perceived conflict of interest that cannot be resolved to the EDIC's satisfaction.

2.4 Response Requirements

A response will not be deemed received until the EDIC has received six (6) bound hard copies and one (1) electronic copy of a Respondent's response. Hard copies shall be sent by regular mail, hand delivered or sent overnight to Falmouth EDIC, 59 Town Hall Square, Falmouth MA 02540. Faxed or telephone proposals will not be accepted. An electronic copy should be either emailed to admin@falmouthedic.org, or provided on a USB "stick drive" or CD-ROM with the hard copies. Respondents assume the risk of the methods of dispatch or delivery chosen.

2.5 Questions Regarding RFP

Any questions regarding this RFP should be submitted electronically no later than **4:00PM on July 22, 2019** to the following e-mail address: admin@falmouthedic.org. Please include the RFP number in the subject heading.

All questions received by the deadline, along with the corresponding responses, will be posted to the EDIC website (<http://www.falmouthedic.org/contracts-and-requests-for-proposals>) at the end of the business day on **July 29, 2019**.

2.6 Availability of Proposals

Any items that the Respondent wishes to cover under a non-disclosure agreement should NOT be included in this response.

2.7 Timeline and Due Dates

Project Timeline – *all dates are subject to change at the EDIC's discretion.*

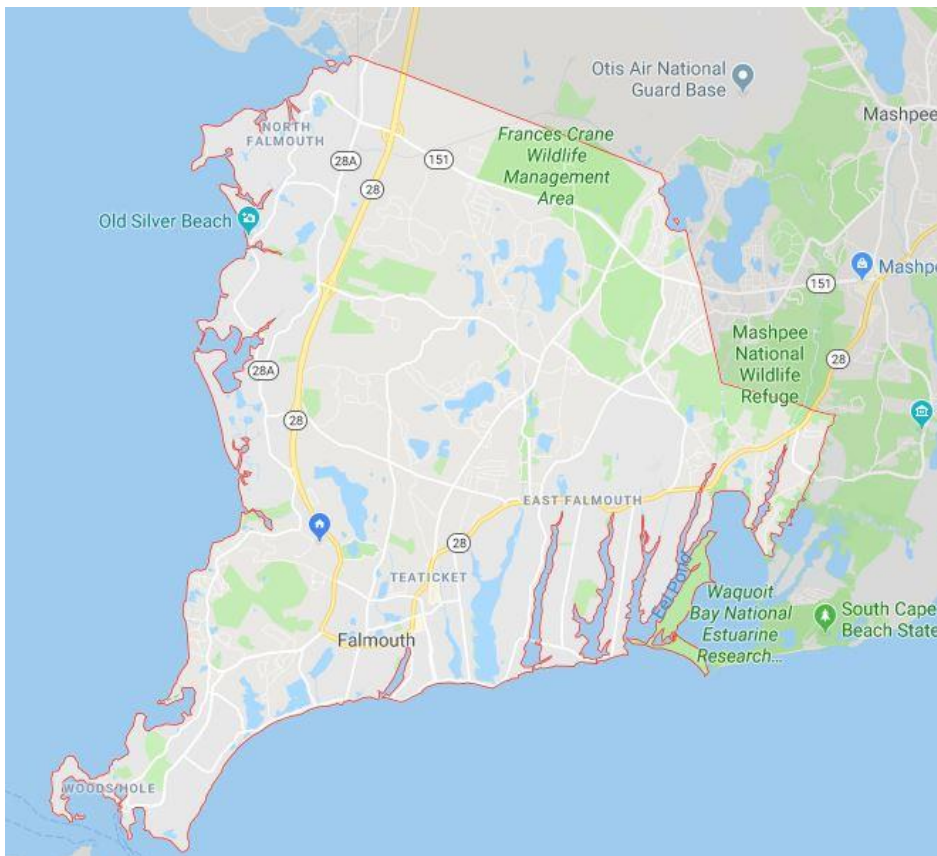
- **July 10, 2019** – RFP Released
- **July 22, 2019** - Written Inquiries Due by 4:00pm
- **July 29, 2019** – RFP Inquiry Responses Posted to the EDIC Web Site by 4:00pm
- **August 12, 2019** – RFP Response Due by 4:00 pm
- **August, 2019** – Finalist Interviews if Needed
- **August 30, 2019** - Respondent Selection
- **September, 2019** - Contract Negotiation and Completion

- **March 13, 2020** – Final Report Due

It is anticipated that this project will be completed within six (6) months, and a final report must be completed by March 13, 2020. A proposed schedule is required as part of the RFP response, and it will be part of the basis of criteria for award of the contract.

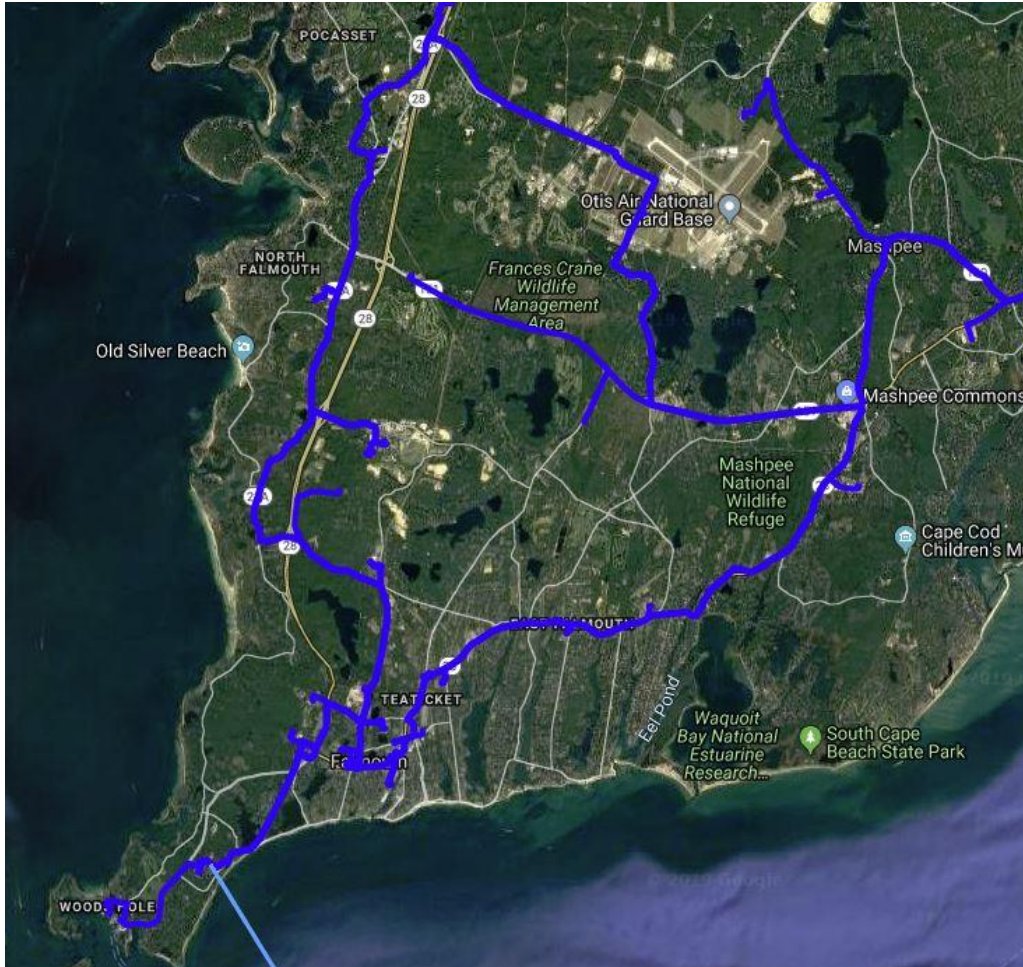
3. Background and Project Scope

The Town of Falmouth is a coastal town on Cape Cod, Massachusetts with a year round population of about 32,000. Because of its multiple beaches and connections to Martha's Vineyard and Nantucket, it is a popular tourist attraction, and the summer population soars to more than 105,000. Falmouth is the home of several world-class scientific research organizations including the Woods Hole Oceanographic Institution, the Marine Biological Laboratory, the Woods Hole Research Center, the Sea Education Association and research centers for NOAA and the USGS. It also is the home of numerous technology driven spinoffs including Benthos, Hydroid and Cape Cod Associates. The town covers approximately 54 square miles and is organized around several small village centers, each of which as its own historical and cultural characteristics.



The primary broadband service provider in Falmouth is Comcast, which currently offers DOCSIS 3.1 in most, but not all, areas of the town. Verizon offers DSL service but has stated multiple times that it does not plan to bring FIOS to Falmouth or elsewhere on Cape Cod. OpenCape provides enterprise class broadband services to most town buildings, including schools and libraries, and to the major businesses and research institutions in the town. It recently has begun to offer residential and small business broadband services in mixed-use buildings. This effort includes a joint EDIC and OpenCape project along Main Street in Falmouth center. Cell phone service is poor in many parts of the town and is frequently overburdened during the summer months.

The OpenCape Corporation, <https://opencape.org/>, is 501c3 non-profit company, based in Barnstable, MA, that owns and operates a state-of-the-art fiber optic network throughout Cape Cod and southeastern Massachusetts. It started as an ARRA funded middle-mile project designed to serve local governments, businesses, and residents of Southeastern Massachusetts, the Cape & Islands. The OpenCape 128 strand fiber backbone passes through much of Falmouth, and there are more than 40 laterals constructed off of it. The network is an open-access network, and the role of OpenCape as an infrastructure resource or potential partner for the Falmouth Community Network should be evaluated as part of the feasibility study.



The residents and businesses of Falmouth have long considered that their needs for a robust, modern communications infrastructure have not been adequately addressed by the major national communications providers. Ever since the emergence of the Internet, there have been conversations with these companies about improving the service provided to the town. It is obvious that we are not a priority service area and will always lag behind most other communities with similar demographics. This is especially problematic for a town that is a global center for oceanographic and climate research and related high technology industries. Small businesses, many operated out of people's homes, are also very important contributors to the local economy, and the lack of reliable, affordable Internet services is a significant problem for them as well. Similarly there is a need for better Internet services to enable people to work at home in order to avoid long off-Cape commutes or extend vacation stays.

Falmouth's summer population is more than triple its year around one (105,000 vs 32,000), and the impact upon a communications infrastructure that is already marginally adequate is often catastrophic. Our merchants, restaurants and the hospitality industry which are heavily dependent upon the tourist trade

are routinely unable to process sales transactions quickly and at times not at all. In recent summers, there have been service outages lasting multiple days in various parts of the town. A rainy day during the tourist season results in a severely overloaded system that is virtually unusable as our visitors gather around their computers and phones seeking entertainment. Obviously as both businesses and the general population becomes more and more accustomed to and dependent upon reliable Internet connectivity, this poorly performing infrastructure becomes increasingly unacceptable. A poorly performing communications infrastructure during the tourist season is not just an inconvenience but it also impacts the overall quality of our visitor's experience and accordingly the economic health of the town.

Falmouth recognizes that there are economic considerations that make it unlikely that the major incumbent service providers will ever adequately address the town's communications needs. Therefore the Falmouth EDIC has decided to commission a study to evaluate the feasibility of creating a community-based network, specifically designed and operated to serve the town for the benefit of its residents and its economic development. We know that hundreds of communities have chosen this solution and want to determine whether or not creating a community-based network is a viable approach for Falmouth, given its unique characteristics.

This RFP solicits proposals from experienced network planning strategists that have helped towns of similar size and characteristics to us. We will require that the selected bidder work closely with the EDIC, town government and other interested parties to gain a true understanding of the community's needs and expectations. We further require that the selected respondent develop a network design or designs with estimated construction costs, propose funding strategies and develop a multi-year financial model or models.

A more detailed scope of services is provided in Appendix A of this document.

Appendix A: Scope of Work

- 1) Assessment of community needs and interest:
 - a) Assess residential needs with regards to services needed, cost expectations and estimated take rate. This should include an evaluation of the community interest in the inclusion of voice and/or video (TV) services in addition to Internet.
 - b) Assess business needs with regards to services needed, cost expectations and estimated take rate. In particular, consider both small storefront businesses and at home businesses.
 - c) Assess how a community network could impact Falmouth Community Television whose funding is largely derived from cable franchise fees, giving additional consideration to potential changes in FCC regulations regarding local franchising authority.
 - d) Compare needs assessment with current levels of services, identify and characterize shortfalls.
 - e) Discuss how you will determine needs of the summer population and the resulting impact upon the community network.
 - f) Discuss how you will perform these assessments and how you plan to engage the community in the process. Note any experience you have working with community volunteers and advocacy groups.
- 2) Assessment of Falmouth's situation relative to other similar communities:
 - a) Provide information on similar towns that have built community networks. Note experience working with locales with a seasonally variable population.
 - b) Towns that have started this process but opted out or failed.
 - c) Discuss the importance of a municipal wiring infrastructure and/or maintenance facility. Falmouth does not have a municipal light and power company, in contrast to many towns that have built community broadband networks. Using examples, discuss how towns have built and operated networks without municipal utility support.
 - d) Discuss the potential of collaboration with electrical power (Eversource) and gas (National Grid) providers through combining broadband needs and SmartGrid concepts.
 - e) Discuss the advantages and disadvantages of including neighboring towns. Provide examples of regional collaboration.
- 3) Assessment of competitive and other challenges:
 - a) Discuss the expected reaction of existing broadband providers.
 - b) Discuss the potential for a positive response from incumbents and the potential impacts upon a community network project.
 - c) Note any environmental, economic, legal challenges specific to Falmouth.
- 4) Recommendations of network topology and applicable technology:
 - a) Propose one or more network designs for Falmouth including the fiber backbone, neighborhood wiring plans and necessary supporting structures.

- b) Discuss the advantages and disadvantages of deployment strategies such as Fiber to the Home, fixed wireless and any alternative designs that might be useful in Falmouth.
 - c) Discuss the advantages and disadvantages of mixed deployment strategies based upon neighborhood characteristics.
 - d) Discuss the consequences of various technology choices in terms of operational costs, flexibility of service offerings and future viability. This should include Active Optical Networks, G-PON and next generation G-PON as well fixed wireless options.
 - e) Discuss any special considerations for providing services to the summer population.
 - f) Discuss the impact of OpenCape backbone and recommend how it might be used.
 - g) Discuss how the proposed network can evolve to increase capacity and incorporate future technologies.
 - h) Discuss how the proposed network addresses needs assessment shortfalls of current service identified in 1c. In particular indicate how the proposed network will efficiently and effectively meet the transient demands of our summer population.
 - i) Discuss the expected impact of 5G technology. For example, should the network be designed to support 5G deployment?
- 5) Cost of network construction:
- a) For the proposed network design(s) estimate the cost of construction for:
 - i) the network backbone.
 - ii) laterals into neighborhoods.
 - iii) access to residential and business units.
 - iv) routing, switching and end point access electronics
 - v) network huts and other support structures.
 - b) Estimate cost differences for aerial, underground, microtrenched or other installation methods.
 - c) Evaluate benefits/disadvantages of build-once versus incremental construction.
 - d) Discuss strategies for lowering initial construction costs followed by higher capability deployments.
- 6) Recommendations for funding of network construction and early operation:
- a) Discuss various options for public, public/private and fully private funding.
 - b) Discuss bonding strategies.
 - c) Discuss consequences of a pure finance arrangement versus a financing and operations partnership.
 - d) Discuss any innovative funding methods that may be applicable, including residential assessment, economic development zones and other options allowed by Massachusetts law.
- 7) Recommendation for an operator of the network:
- a) Discuss option for a network operator including town run, private operator, OpenCape or other existing ISP – what are the specific pros and cons of each option?

Falmouth



Economic Development
& Industrial Corporation

- b) If voice and video services are to be part of the service offering, discuss options for how those services can be provided and managed, including by third party providers.
 - c) Discuss strategies for the community to maintain local control and insure long-term responsiveness to local needs.
- 8) Provide a pro forma analysis for at least the first 10 years of operation clearly stating the assumptions involved.

Appendix B: Submittal Requirements

Responses to this Request for Proposal must include the following information in sections as numbered below:

All respondents should provide proposals in the following format:

1. Cover Letter: Indicate your firm's interest in the project. Include company name, address, contact name, email, and phone. Provide detailed contact information requested in Appendix D.

2. Overview of Respondent(s): Include company(s) history, number of employees by discipline, company locations, location of office where this project will be managed, location of primary workforce, plans to procure additional resources or sub-contractors for this project, length of time your firm has provided similar services, and other relevant information.

3. Project Team: Identify the leadership for this project within your organization. Respondent should identify in-house and subcontracted functions to include the names of companies that will be sub-contracted, if known.

4. RELEVANT PROJECT EXPERIENCE

Provide information on relevant project experience with comparable projects completed in the last five years or currently in progress, in a format that follows:

(Please limit your proposal to a maximum of (4) four such examples.)

- 1) Project Information
- 2) Project Name
- 3) Project Location
- 4) Project Type

- 5) Client Information
- 6) Client Name
- 7) Client Contact Name, Title, Address, Telephone Number and Email
- 8) Completion Information
- 9) Date of Completion; Length of Project.

Provide at least one completed feasibility study, including a multi-year pro forma analysis that you consider to be most similar to the work you propose to do for Falmouth. If required, the distribution of the submitted study will be limited to those evaluating responses to this RFP.

5. Other Current Projects: Indicate your existing client workload and what other projects your team is committed to, including project time frames. If you have any project that may cause a conflict of interest or could otherwise hinder your proposed time frames, please describe those projects and how your firm manages multiple client priorities.

6. Financial Information: Include certified financial statements for the past two (2) years, any current or pending lawsuits or legal actions against your company, and contact information for the primary financial institution.

Complete and submit Appendix C.

7. Insurance: Include in your proposal insurance certificates confirming coverage as set forth in the paragraphs below, that the EDIC shall be notified not less than thirty (30) days prior to any cancellation or material change in coverage, that coverage secured by the Contractor shall be on a “Per Occurrence” basis, that all insurance policies shall be obtained and maintained with companies rated “A” or better by AM Best, that the Contractor’s insurance shall cover its subcontractors that perform any of the Work, or the Contractor shall require each such subcontractor to maintain insurance of the type and amounts required of the Contractor.

Insurance coverage shall be written for not less than the limits of liability described in the following paragraphs or such limits as may be required by law, whichever are greater:

1. Workers’ Compensation and Employer’s Liability Insurance covering all employees of the Contractor and any subcontractors wherever they may be in the United States, so long as they are engaged in the work covered by this Contract. Workers’ Compensation insurance in amounts required by applicable law and Employer’s Liability insurance with a limit of at least two million dollars (\$2,000,000.00) per occurrence is required. For any activity that takes place over water, such Workers’ Compensation policy shall include a Federal Act Longshore Harbor Workers Coverage Act “endorsement,” which shall be specifically listed on the required insurance certificate.
2. Commercial General Liability Insurance (Bodily Injury and Property Damage) which shall provide not less than five million dollars (\$5,000,000.00) combined single limit liability insurance, per job aggregate, on a per occurrence basis, with the railroad exclusion and marine liability exclusion deleted, protecting the Contractor and any subcontractors from liability arising out of the Work for: (1) bodily injury, sickness, or disease, including death at any time resulting therefrom, sustained by any person; and 3. damage to or destruction of property, including loss of use thereof.
3. Protection and Indemnity Policy in an amount not less than two million dollars (\$2,000,000).
4. An Excess/Umbrella policy in an amount not less than two million dollars (\$2,000,000).
5. “All Risk” property insurance in an amount equal to the replacement cost of any and all equipment owned, leased, or borrowed while in the Contractor’s or subcontractor’s care, custody, or control, including while in transport at the direction of the Contractor or subcontractor. Such “All Risk”

insurance shall also cover all materials and equipment stored on a project site for incorporation into the Work as well as all partially constructed structures.

6. Automobile liability insurance covering death or injury to any person or persons, or damage to property arising from the operation of vehicles or equipment, with limitations of not less than two million dollars (\$2,000,000).
7. Professional liability insurance, with limitations of not less than one million dollars (\$1,000,000) combined single limit for each occurrence and two million dollars (\$2,000,000) in the aggregate.

Include a statement that the EDIC, its subsidiaries, affiliates, directors, officers and owners shall be listed as additional insureds for general liability, protection and indemnity, excess liability, and automobile liability coverages required under the final contract. This coverage shall be primary and non-contributory. In addition, the Contractor and all of its subcontractors will waive all rights of subrogation against the EDIC, its subsidiaries, affiliates, directors, officers and owners, and the Contractor will waive any and all rights to recover against the EDIC, or its subsidiaries, affiliates, directors, officers and owners, for any loss or damage to the Contractor arising from any cause covered by any insurance required to be carried.

8. Time Schedule: Indicate your proposed timetable, based upon the scope of work, and your experience with similar projects in type and scope.

9. Proposed Project Cost Summary: Provide a detailed project cost using Appendix D.

APPENDIX C: Officer Certification and Acceptance Form

1. Is your organization in compliance with all of its obligations under all bank lending and other credit (e.g., equipment leases) arrangements and has it been in compliance with these requirements during the past 12 months? Yes No
2. During the past 5 years has your organization filed for bankruptcy or has any Principal (more than 5% stockholder or other type of ownership) or officer been an officer or Principal of another firm that filed for or been the subject of any bankruptcy or insolvency proceeding? Yes No
3. Is your organization current in all of its obligations to federal, state and local taxing authorities? Yes No
4. Is your organization a party in any litigation proceeding or threatened litigation which could result in a material adverse effect on the organization? Yes No
5. Has your organization or any officer or Principal been convicted in any criminal proceeding (other than minor traffic and other non-felony offenses) during the past 5 years or currently the subject of any similar criminal proceeding? Yes No
6. Is your organization involved in any material dispute with any federal, state or local regulatory authority or been involved in any such material dispute during the past five years? Yes No
7. Are your organization's financial statements audited? Yes No
8. If so, have you received a "going concern" opinion from such audit firm during the past three years? Yes No
9. Are more than 25% of your revenues derived from any single customer? Yes No
10. Did your organization have positive net income in each of the two most recent fiscal years? Yes No
11. Do your organization's tangible current assets (current assets less goodwill) exceed its current liabilities? Yes No

If you have answered 'Yes' to questions 2, 4, 5, 6, 7(b), or 8, please explain.
If you have answered 'No' to questions 1, 3, 7(a), 9, or 10, please explain.
Attach additional sheets if necessary.

I certify that I have the authority to bind the Respondent indicated below to the specific terms and conditions imposed in this RFP and offered in this bid proposal, that all of the foregoing answers and all statements contained in any explanation are complete, true and correct, and that by my signature on this document I specifically agree to all of the waivers, restrictions and requirements of this RFP as conditions precedent to submitting this proposal. I further state that in making this bid proposal that the Respondent has not consulted with others for the purpose of restricting competition or violating State or Federal anti-trust laws and has not knowingly made any false statements in this proposal.

Authorized Signature:

Printed Name:

Title:

Telephone:

Fax Number:

E-Mail:

Business Name:

Address:

Federal ID Number:

Signed and sworn to before me, a Notary Public, this _____ day of _____, _____

Notary Public

Appendix D: Cost Summary

The EDIC strongly encourages respondents to bid on the entire Scope of Work described in Appendix A. All respondents must estimate the level of effort they will expend on each element. The EDIC, at its sole discretion, may consider bids where respondents exclude one or more of the elements in the Scope of Work as long as exceptions are clearly noted or may offer an award for work only in a subset of elements. **All bids must be inclusive of all costs.** Responses must follow the format below.

		Estimated level of effort and cost	Dependencies, comments or other discussion
1	Assessment of Community Needs		
2	Assessment of Falmouth's situation		
3	Assessment of competitive and other challenges		
4	Recommendation of network topology and technology		
5	Cost of network construction		
6	Recommendations for funding of construction and early operation		
7	Recommendation for a network operator		
8	Pro Forma Analysis		
	TOTAL COST		

