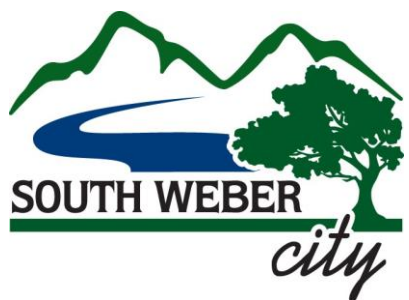


South Weber City, Utah



Request for Information (RFI)

Fiber To The Premise (FTTP) Partnership

Date of Issue: June 4, 2021

SECTION 1 – INTRODUCTION

South Weber City (The City) is soliciting information from potential providers (Potential Provider) for the installation of a comprehensive, *underground*, fiber-to-the-premise (FTTP) network within South Weber.

The information, data, comments, or reactions obtained may be used as research for a future solicitation. This RFI does not constitute an Invitation for Bid, Request for Proposal, or Informal Request for Bid or Proposal and is not to be construed as an agreement, contract, or commitment by the City nor is it a promise or guarantee that the City will pursue such a course of action.

The City will review all responses received. The information obtained may be used in determining, in the City’s sole discretion, what best serves the interests of the City.

Contact and Response Information

Potential Providers are to submit responses to the City Manager by the deadline specified in the RFI Schedule. You may submit your response in person, by mail, or by email to:

South Weber City
Attn: David Larson
1600 East South Weber Drive
South Weber, UT 84405

Email:
DLarson@southwebercity.com

RFI Schedule

| EVENT | DATE |
|---|-------------------------------|
| RFI issued | June 4, 2021 |
| Deadline for Submission of Questions and Requests for Clarification | June 18, 2021 By 5:00 p.m. |
| Amendment with Responses to Questions and Requests for Clarification Issued | June 25, 2021 |
| Deadline for Submission of Responses | July 2, 2021 By 12:00 p.m. |
| Interviews with Potential Providers | July 12-30, 2021 |

Questions and Requests for Clarification

Please submit any questions or requests for clarifications about this RFI in writing to the City Manager by the Deadline for Submission of Questions and Requests for Clarification identified in the RFI Schedule above. Preferred method of submission is email.

SECTION 2 – GOAL AND BACKGROUND INFORMATION

1. Goal and Background Information

South Weber City is recognized as a leader among Utah cities in providing high quality services. At the same time, property taxes are among the lowest in the state. In addition to recognizing the importance of providing a safe place to work and live, City leaders are very committed to improving and maintaining City-provided infrastructure.

The Mayor and City Council have expressed a desire to partner with a qualified vendor to provide high-speed, fiber-based internet services to all South Weber residents and businesses. City staff have been asked to release a Request for Information to Potential Providers.

South Weber City believes that affordable, high-speed broadband services are essential to support the increasing needs of citizens and anchor organizations throughout the community. The purpose of this Fiber-to-the-Premises (FTTP) RFI is to identify qualified vendors with whom the City can work to install a complete fiber network within South Weber City.

The City recognizes this will be a long-term project and will potentially affect every citizen and business in South Weber. Because of the critical nature of this FTTP project, the City feels that due diligence is a priority. Results of this RFI will be thoroughly reviewed and all options will be considered.

2. Information Request

South Weber City is requesting information from qualified vendors related to the potential build of a city-wide next-generation FTTP network. The goal of the partnership is to use the strengths and assets of each entity to negotiate a partnership that is beneficial to the network end user, the City, and the selected Potential Provider.

Submittals should include all of the following requirements listed within this Request for Information (RFI) to ensure that our approximately 8,000 residents have access to sustainable, leading edge broadband fiber services.

SECTION 3 – REQUEST FOR INFORMATION

The City requests that qualified vendors provide information to address the following requirements:

1. History and Financial Stability

The Potential Provider's ability to perform is of utmost concern to the City. It is important that Potential Providers have a history of success and financial stability. Please provide sufficient documentation to indicate the long-term viability of your company.

Include the past two fiscal years of audited financial statements to demonstrate financial strength.

2. Experience and References

Provide a list of projects along with contact information for representatives of those projects. Any written references from previous or existing customers are encouraged. If Potential Provider has information related to customer satisfaction and/or retention rates, include that

detail.

3. Current Services in South Weber

If Potential Provider is currently offering services within South Weber City:

- a. Explain what services are currently being provided,
- b. Include detail as to delivery methods employed, i.e., fiber, coax, wireless, hybrid,
- c. Describe and provide a map of your company's current footprint or service area within South Weber City,
- d. If available, include market share information related to these services.

4. Business Models

Potential Providers are encouraged to submit information relating to the various business models under which you are able and willing to operate. Recommendations, including advantages and disadvantages related to each model are requested. Those models can include, but are not limited to:

- a. Potential Provider installed, owned, and operated.
- b. Potential Provider installed and operated, City owned.
- c. Other City and Potential Provider partnership. As part of this discussion, please explain if, and under what circumstances your company would consider revenue sharing. Also, based on the optional Business Models, describe how your partnership will limit the financial impact and risk to the City.

5. Take Rates

Include Take Rate projections based on interest rates and other variables.

6. Franchise Agreement/Service Contract

Provide a copy or sample of a Franchise Agreement or Contract which your business has executed with other municipalities. Also provide Franchise Tax revenue projections based on anticipated take rates and costs.

7. Cost Proposal

Provide pricing estimates for citizens and businesses. Discuss your Open Access and ISP policy and recommendations.

Include broadband service offerings (type of broadband service, speed tiers, differences between business and residential offerings).

Include a funding plan and description of the sources of planned costs either to the Potential Provider or the City and how your plans limit costs to the City or the end-user. The plan should include funding expectations and capital investment projections.

8. Opt-In / Opt-Out

It is important to the City that citizens and business owners have an option to either accept or reject FTTP services. Please explain your company's experience and policy relating to Opt-In / Opt-Out alternatives.

9. Build-Out Schedule

Submit a timeline showing a build-out schedule based on 2,100 homes and businesses. Identify any areas, residential or business, within South Weber City boundaries that may be difficult to provide service to or would otherwise be outside of the scope of this project.

Please propose a schedule that will show construction starting within six (6) months of an approved contract and project completion as soon as possible.

10. Permits & Inspections

Discuss the expectations the Potential Provider has as it relates to processing permits and accelerating the workflow once work begins. The City will commit to expedite the permitting process.

11. Service Commitments

Address the following:

- a. Promised bandwidth for each service location
- b. Can the Potential Provider guarantee 100% of the promised bandwidth to each customer?
- c. Include Download and Upload speed projections
- d. Describe the service level expectations for the City, business owners and homeowners
- e. Describe the expected response time to service level disruption
- f. Describe the expected recovery time to a service level disruption to most common outages
- g. Describe the expected support level the City can expect from your service to the home and business owner
- h. Provide a list the Internet Service Providers you can offer to the consumer of fiber internet services

12. City Locations

The City would like to have all City locations connected via fiber. These locations include, but are not limited to:

- a. South Weber City Hall
- b. South Weber City Public Works Shop
- c. South Weber water wells at various locations
- d. Several City Parks: Cedar Cove, Central, Cherry Farms, Canyon Meadows, etc.
 - i. The City would like to consider providing public Wi-Fi at the parks
 - ii. The City would like to consider a security camera network in parks

13. Additional Services and Benefits

Discuss other benefits the City may realize by installing a City-wide FTTP network. We believe there may be additional opportunities related to the use of fiber that have not yet been considered by staff or elected officials. For example: Electric meter reading and meter control, home security, smart city applications, etc.

14. Contracts & Agreements

Provide for review copies or samples of applicable contracts and agreements. This would include a contract to authorize work.

15. Survey

The City has discussed the option of conducting a survey to assess the interest and urgency felt by the

citizens to provide fiber internet services. Please include your recommendations related to conducting a survey. If the Potential Provider recommends that a survey be conducted, provide a timeline and recommended steps to take to facilitate this process.

16. Contact Information

Potential Providers shall include:

- a. Contact name, phone number, and email
- b. Business name, address, and phone number

SECTION 5 – INTERVIEW PROCESS

Potential Providers may be asked to meet with a committee to present information, answer questions and discuss potential options. Interviews will be scheduled June 1st – 18th.

SECTION 6 – GENERAL PROVISIONS

South Weber City is a Utah municipal corporation and as such, is subject to the Utah Government Records and Access Management Act (GRAMA). Any information submitted to the City may be required to be disclosed pursuant to a records request. Any information submitted to the City that Potential Provider believes should be classified as private, controlled, protected, or otherwise exempt under GRAMA should clearly identify said information and the legal basis for such a classification or exemption. Such identification by Potential Provider is not binding on the City and by submitting information for this RFI, Potential Provider recognizes that South Weber City may be required to release all or a portion of the information provided by Potential Provider pursuant to a records request.

The City herein expressly reserves the following right to communicate separately with any Potential Provider, reference, or source in any manner necessary to serve the best interests of the City.