

REQUEST FOR QUALIFICATIONS (RFQ)

Connecticut Municipalities Broadband Infrastructure Upgrade and Expansion Project

Jointly issued by
the various Connecticut Municipalities, listed and detailed
in addenda to this RFQ (collectively, the “Requesting Entities” or “RE”).

The Requesting Entities (RE) wish to gather ideas and recommendations for developing, upgrading, and expanding broadband infrastructure and improving access to high-speed Internet across their communities preceding the possible issuance of a Request for Proposal or a multi-step bidding procedure. Inclusiveness being the theme of this Project, other municipalities may choose to join this RFQ during its pendency or thereafter, as practicable.

For purposes of this RFQ, the term “Respondent” means any profit or nonprofit entity or entities providing a written response to this RFQ. Responding to this RFQ is not a pre-requisite for responding to any subsequent solicitations relating to this Project. The RE welcome ideas and recommendations from all interested parties, including organizations with a commercial interest in the Project. Respondents are encouraged to collaborate in offering ideas and recommendations responding to any and all relevant aspects of this RFQ, just as it is hoped that the RE will collaborate and coordinate their activities and plans. While collective action is a possible goal of this RFQ, all references to the “RE” shall inherently mean actions taken “collectively or individually” by the separate entities, as the circumstances dictate.

The RE also request that Respondents make recommendations to aid the RE in the potential preparation of requests for proposals, including comments on and responses to questions posed in this RFQ concerning how the assets and authority of the state of Connecticut could possibly aid the implementation of this Project.

For administrative ease, the RE have adopted this generic RFQ and will use the website of the City of New Haven Bureau of Purchases for all notifications and questions to the RE. Interested firms shall prepare a response to this noncompetitive solicitation of qualifications, data, comments, or reaction through the submission of information or evidence of experience describing their capability to conduct a Project to upgrade and expand broadband access in the RE. This is not an invitation for bids or requests for proposals, therefore, no standard terms and conditions or contractual language is contained herein, nor are they required in any responses. No contract award will result from this solicitation.

To register and file all responses relating to the RFQ or any or all of the RE specifically, Respondents are encouraged to review the procedures or call the City of New Haven Bureau of Purchases, which will also publish all clarifications or changes to this document.

Proposals must be submitted in the form and manner specified in the request. Forms and specifications may be obtained from the Bureau of Purchases, website: www.cityofnewhaven.com/purchasingbureau.
Hardcopy submission: One (1) Original, with separate pricing envelope, and one CD or Thumb Drive containing the complete proposal.
Electronic submission is submitted through your login on our website: www.cityofnewhaven.com/purchasingbureau/CheckSubmissionIP.asp

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Responses must be received no later than 11:00 AM EST on November 18, 2014.
Respondents are responsible for obtaining all RFQ materials.

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I. PROCESS OVERVIEW

A. Schedule

The estimated schedule for the RFQ process is as follows:

• RFQ Release	9/15/14
• Deadline for questions from potential Respondents	10/15/14
• Responses Due	11/18/14

Any changes in the process or updates to the schedule above will be publicly posted through the City of New Haven Bureau of Purchases website:
<http://www.cityofnewhaven.com/PurchasingBureauOnline/index.asp>

B. Communications with Requesting Entities and Requests for Additional Information

In order to streamline and make this process transparent to all concerned parties, promoting a sharing of information and planning among all participants, all general communications regarding the RFQ or requests for additional information should be directed to:

Michael V. Fumiatti
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<http://www.cityofnewhaven.com/PurchasingBureauOnline/index.asp>
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C. Further Process

The RE anticipate that based on the information gathered through this RFQ process, they will collectively or individually proceed to a Request for Proposals that will result in binding commitments between the RE, one or more Respondents, and potentially other entities related to the upgrading and expanding broadband infrastructure in the RE as described in this RFQ.

II. GENERAL INVITATION

The RE issue this RFQ to gather ideas and recommendations for developing, upgrading, and expanding broadband infrastructure and improving access to high-speed Internet for residents, businesses, government and community anchor institutions located within the territories of the RE.

This process will inform the development of a comprehensive telecommunications infrastructure that supports economic development and other public purposes by meeting the technological needs of current and future businesses and residents, and ensuring that all who live and work in the RE will have access to reliable wired and/or wireless service at adequate speeds and affordable prices.

The RE hope that Respondents will also aid this RFQ process by commenting on and responding to questions posed below on possibilities to leverage the assets and authority of the Connecticut state government to the best advantage for this Project.

This RFQ arises from the interest of the RE in partnering to build a community-wide fiber-to-the-premises (FTTP) network with a number of highly motivated and high-caliber private sector partners over an open access fiber network to be built and managed by the partners as part of this Project. The RE seek input from all potential partners regarding the terms and conditions under which partners would construct, own, and operate a high-speed broadband data network to connect over fiber optics to residents and businesses throughout the RE communities.

The RE seek partners that will collaborate to build and operate the proposed broadband network throughout the identified service areas. In return, the RE pledge their support and facilitation of any necessary processes and potential grant opportunities, access to existing RE fiber resources and other community assets, commitment to providing right-of-way access and assistance with permitting, and access to existing the RE infrastructure and customers.

To be clear, the RE seek proposals from entities that can finance the network themselves or can identify alternative sources of funding. For purposes of this RFQ, the RE will contribute in-kind assets and support, but not funding. The private partners the RE may select as a result of a future RFP process or other means will build the network with their own funds. The RE will strongly endorse the partners, support the development of any necessary grant applications, and provide highly valuable in-kind support to enable the successful construction of the proposed network. The RE believe that this arrangement represents a fair and equitable distribution of risk and reward since the RE will provide their full cooperation and assistance with network design and build-out. The private partners will invest in the proposed open access network, receive full ownership and operational rights to the network they build, and enjoy the significant entry into the attractive telecommunications markets of the Requesting Entities.

A. The RE Seek Ideas And Comments From Respondents Regarding The Following Three Goals:

Goal 1: Create a world-leading gigabit-capable network in targeted commercial corridors, as well as in residential areas with demonstrated demand, to foster innovation, drive job creation, and stimulate economic growth.

Goal 2: Provide free or heavily-discounted 10-100 MB (minimum) Internet service over a wired or wireless network to underserved and disadvantaged residential areas across the territories and diverse demographics of the RE.

Goal 3: Deliver gigabit Internet service at prices comparable to other gigabit fiber communities across the nation.

Respondents are not required to submit responses pertaining to these goals though the RE encourage interested parties to respond to any and all relevant aspects of this RFQ.

B. The State Of Connecticut Possesses An Ultra-High Speed Statewide Fiber Network And A Regulatory Structure Providing Streamlined Access To The State's Public Rights Of Way Infrastructure

The RE are keenly aware of the momentum that has built in the last few years across the Nation in which private providers have begun to form public-private partnerships with municipalities and regional groups to construct fiber networks. It is also equally apparent that these deals are occurring in other regions of the US, yet not a single gigabit service public-private partnership project is planned anywhere in the Northeast.

The state possesses extraordinary assets such as an ultra-high speed statewide fiber network connecting all 169 municipalities with multiple nodes and gigabit access, as well as an organizational structure that provides easy access to the state's public rights of way infrastructure unparalleled in the US. Respondents are thus encouraged to fashion comments or responses to this RFQ that propose the involvement of the state's assets in the Project, perhaps also in cooperation with the Regional Councils of Government, if such a pooling of the various assets of large and small localities into a coordinated association will accomplish this Project more productively or cost effectively for the benefit of the proposed public-private partnership.

It may be in the best interests of the Respondents and the RE to form collaborative efforts among multiple governmental organizations in order to offset some of the local asset discrepancies through collaboration in this Project by large and small communities. This RFQ therefore solicits suggestions from potential providers as to

how best to leverage all of the broadband assets and personnel to be found, in the public and private sectors, to best capitalize on this Connecticut's wealth of fiber network capacity, high tech businesses, and population of knowledgeable and active Internet users.

C. The RE's Questions For Respondents To This RFQ include:

1. Market Potential:

- What role does market size, concentration and demographics play in the geographic location decision of gigabit broadband networks?
- What factors mitigate deficiencies in any of the above areas (community assets, regulatory relief, etc.)?
- What are Connecticut's strengths as a potential market for gigabit deployment; what are its weaknesses?
- Would a proposed service area that extends beyond the borders of a single municipality be more economically viable?
 - How would a larger service area impact consumer prices, offers of discounted service to underserved or disadvantaged neighborhoods or total private investment?
- Will the Partners benefit from an enhanced scope of multiple municipal build outs?
- Will standardizing the potential offerings by the municipalities in order to streamline the general effort in Connecticut benefit the largest number of municipalities, citizens, and businesses?
 - Or, will concurrent separate build outs or regional deals be the best course for the private providers, municipalities, and the state?

2. Cooperation and Incentives:

- Are there specific policy or regulatory areas that need to be coordinated across several municipalities?
- Understanding that state and municipal resources are limited, are there specific incentives that would further promote the deployment of gigabit broadband networks in the municipality, region and state?
- Describe any incentive programs that would result in broader network deployment; greater discounts and access for underserved/disadvantage populations, and or lower consumer prices?

3. Regulatory Environment and Support from State Entities:

The state of Connecticut is exploring ways in which it can facilitate the deployment and adoption of gigabit broadband service in the state. To that end, the state is interested in getting feedback from respondents to this RFI on the questions below. Answers will help inform state broadband policy.

- What are the benefits/issues associated with larger vs. smaller regions when developing a gigabit broadband?
- In what ways can the state play a beneficial role in assisting municipalities in pursuing a gigabit broadband network?
- In what ways, not already outlined in this RFQ, could the state assist in reducing the time and costs of building or expanding a gigabit network in the proposed service area?
- Are there additional steps the state could take to streamline permitting processes through state agencies?
- Is greater enforcement of existing regulations required for pole access, etc.? If so, what specifics can be offered as guidance?
- Are there specific changes to the state's laws and or regulations (i.e., pole or conduit access) that would accelerate growth in the state?
- Are there any additional suggestions you have to facilitate the building out a network? (Suggested changes should not impact the health and safety of state residents nor incur significant cost or revenue losses to the state or municipalities.)

III. OBJECTIVES OF THIS RFQ

The RE are eager to help local businesses, residents, and government obtain the resources necessary for them to succeed and thrive in order to build on the economic base already established in the RE, and to help the RE to be a global leaders and pioneers. Availability of access to a high-speed broadband network has quickly become viewed as critical urban infrastructure, similar to electricity, water, and roadways. Today, currently-available speeds do not provide an adequate competitive foundation to propel communities forward in a technology-based economy in which productivity is dependent on competitive advances based on capital projects with multiyear lead times, as with fiber network communications. The RE are committed to making the critical investments and policy modifications required today to ensure that Connecticut is prepared to meet the demands of an ever-evolving 21st century global economy.

Goal 1: Create a world-leading gigabit-capable network in residential neighborhoods and commercial corridors with demonstrated demand, to foster innovation, drive job creation, and stimulate economic growth.

A first step toward achieving affordable high-speed Internet access could include building upon existing the RE-owned fiber to focus on providing immediate access to households in locations near this fiber. In addition, this access should be provided in selected areas where there is a demonstrated demand and where construction is a cost-effective adjunct to construction related to the targeted commercial and industrial areas. Key to this effort will be leveraging existing fiber assets, deploying

new fiber where necessary, and connecting this backbone to serve new and existing residences and businesses in target locations.

The RE's primary goal is to increase penetration of affordable broadband service to foster innovation, drive job creation, and stimulate economic growth. To help the RE achieve these goals, Respondents should include in their responses ideas and recommendations for accomplishing the following objectives:

1. To improve cost-effective Internet access for residents (e.g., remote workers, home-based enterprises) and businesses that need, or will need, faster connectivity.
 - a. Provide a reliable platform for technology and research institutions that require high-speed broadband to conduct business.
 - b. Enhance educational opportunities at universities and health care delivery services.
 - c. Stimulate new product, application, and service development through increased bandwidth and network capacity.
 - d. Allow businesses to focus on growing their business, not the lack of access to needed telecommunications infrastructure.
2. Provide discounted or no-cost 10-100 MB (minimum) service in low income Census tracts of the RE to drive (re)location of select businesses to those areas.
 - a. Support the RE's economic development strategy through (re)location incentives.
 - b. Drive targeted economic development efforts in specified areas of the RE.
 - c. Position the RE as a leading destination for next-generation, technology-focused business relocation.
3. Provide discounted or no-cost gigabit service to urban anchors where gigabit service improves community development.
 - a. Provide priority access to schools, libraries, community centers, and public safety agencies, all of which face increasing demand for Internet access.
 - b. Prioritize extending fiber to anchor institutions to reduce gaps in overall network topology.
 - c. Provide access to nonprofits and other organizations that serve the community.

In addition, the RE anticipates that implementation of a gigabit-speed capable network will:

- Create a platform for technology companies to create the next-generation of products and services.

- Reduce existing and/or future government telecommunications costs while simultaneously providing faster speed and improved service.
- Leverage and coordinate ongoing infrastructure improvement efforts to reduce network development costs.
- Encourage competition and transparency.
- Provide a comprehensive broadband infrastructure that can be expanded upon to serve other areas of the RE in the future.
- Position the RE as global leaders in technology and innovation.

Goal 2: Provide free or heavily-discounted 10-100 MB (minimum) Internet service over a wired or wireless network to underserved and disadvantaged residential areas across the territories and diverse demographics of the RE.

In addition to providing cutting-edge broadband service for commercial sectors, as well as to residential areas with demonstrated demand, widespread access to reliable, affordable high-speed Internet service is critical to ensuring that all the RE residents are connected to the modern economy. Low-income and disadvantaged residents are often underserved by the RE's current broadband infrastructure and a lack of universally-available, affordable broadband service. Overcoming geographic or financial barriers to connect all the RE residents to the educational, cultural, and economic opportunities and resources they deserve is essential to empower the RE residents to be at the forefront in an increasingly borderless, digital world. Existing programs in the RE that provide very low cost connectivity options for qualifying households may offer a potential model for how to roll this out at scale.

To help the RE achieve this goal, Respondents are invited to submit ideas and recommendations on approaches to providing free or heavily discounted 10-100 MB (minimum) Internet service over a wired or wireless network to underserved or disadvantaged residential areas.

Goal 3: Deliver gigabit Internet service at prices comparable to other gigabit fiber communities across the nation.

To help the RE achieve this goal, Respondents are invited to submit ideas and recommendations on approaches for providing this level of bandwidth at prices consistent with prices charged in gigabit communities across the nation.

IV. GUIDANCE FOR RESPONSES

- Strategies included in responses to the RFQ should aim for forward-looking, assertive technology solutions that create immediate advantages for users and fertile platforms for innovations in products and services that sustain our technology leadership for years to come.
- High bandwidth in the upstream direction is considered essential.

- Some or all of a Respondent’s proposed service offerings could initially be at speeds below the thresholds so long as the overall strategy furthers the goals of broadband innovation and development. While the RE share a belief that ultra-high-speed broadband networks are a pre-requisite for ongoing advances in a number of disciplines, end-users in the RE have a wide-range of networking needs and use-cases. The RE do not anticipate that all areas in the communities will receive access to similar speeds at similar times.
- Respondents should feel free to propose alternative business models and network solutions to leverage existing municipality or state investments that could be used to meet the RE’s needs.

V. SCOPE OF REQUESTED INFORMATION

A. Geographic Areas

The RE invite responses that include ideas and recommendations regarding the development of a gigabit fiber network in defined geographic areas where demand for the service is likely to be sufficient, as well as expanded wired and/or wireless broadband service to underserved and disadvantaged residential areas. Comprehensive responses will examine existing resources and evaluate the feasibility of network expansion in these areas, including the necessary steps and additional resources or policy changes required to develop an expansive network.

B. Desired Network Characteristics

The RE intend to be infrastructure and policy partners only and do not intend to act as a retail service provider or network operator. Desired network characteristics are outlined below.

1. General Requirements for All Technology Solutions

a. *Gigabit Wired, Wired or Wireless Broadband*

Customers should be able to attach any devices to the network, as long as they do not impair network performance. Customers must also be able to post and access any lawful content on non-discriminatory terms. Data must be encrypted while traversing the broadband network in order to ensure the security and privacy of customers.

The network must be characterized by a transport infrastructure that is physically and logically redundant and provide raw Layer 2 transport in addition to IPv4 and IPv6 Layer 3 routing. The infrastructure must be capable of providing 99.9% availability, be resilient with low latency and jitter, and ensure that packets sent and received at the network edges are identical. Finally, the network must permit the adoption of technologies such

as DWDM, LTE, 802.11ac and other technologies as they become standardized or gain a significant market share.

b. Gigabit Network Requirements

In addition to the general requirements outlined above, RE prefer an open network architecture that allows for multiple service providers and equal access to fiber infrastructure at reasonable wholesale cost, providing dedicated bandwidth to all customers and service providers. The network must be sufficient to support the provision of any combination of voice, video, and data services at gigabit speed, in both upstream and downstream directions, to residents in the RE.

C. Public Assets and Infrastructure

1. Extensive RE Assets Exist

As detailed in the attached addenda, each of the RE possesses a variety of public assets and infrastructure that may be leveraged to support the development and expansion of a comprehensive telecommunications network. The use of any of these assets may be subject to certain restrictions, regulations, and/or additional authorization by other agencies. Some assets may be preempted from use due to existing contractual relationships, limitations due to tax-exempt bonds or grant funding restrictions concerning private use, and some may be removed from consideration for some other reason. Any such preemption may be disclosed at any time.

The RE have detailed in the attached addenda their ownership of miles of physical infrastructure, including fiber lines, roadways, and alleys that may be leveraged for this effort. In addition, the RE have extensive networks of water mains and sewers that can potentially be leveraged to support expansion of broadband infrastructure. Planned street maintenance, including properties operated by the state DOT, could be utilized to coordinate any proposed work with preexisting construction schedules and these schedules may have certain flexibility to align with a potential network rollout.

In addition to the assets outlined below, the RE may also consider additional investments and support for broadband infrastructure expansion. The Respondents are encouraged to propose additional areas where the RE could extend support.

2. Extensive State Assets Exist

The state of Connecticut has constructed and manages the Nutmeg Network, composed of the open-access CT Education Network (the public broadband fiber network in Connecticut) and the secure Public Safety Data Network. Thus, by extending ultra-high speed fiber to all 169 municipalities of the state, the Nutmeg

Network provides network connections to many areas of the state that are currently underserved by retail Internet service.

This statewide ultra-high speed network is fully operational, open access and available at reasonable market rates, currently providing multi-gigabit service in each of the 169 municipalities through multiple nodes at community anchor institutions. Many of those municipalities have built out upon the Nutmeg Network infrastructure to link many more sites, thus reaching deeper into the communities. This is a huge advantage over many of our neighboring states and the RE are interested in leveraging that asset to the benefit of their residents, businesses, and community anchor institutions.

The statewide open-access Nutmeg Network, detailed below, is available at reasonable rates, and the private Internet service providers serving the RE may also make some of their network infrastructures available where spare capacity exists. The Nutmeg Network provides multiple nodes to all of the state's 169 towns, including nodes operating at each main municipal building, a library, the board of education location or one school facility, plus public safety nodes installed at one police station and one fire house.

The Nutmeg Network connects approximately 968 Community Anchor Institutions (CAI), including approximately 510 public safety entities, 26 tower sites, 231 K-12 schools, 146 libraries, 44 Higher Education institutions and 6 Public Television stations (CPTV). The Nutmeg Network's extensive statewide and open-access fiber network provides ultra-high speed broadband Internet access of up to 1GB to sites on 10GB rings, and overall backbone capacity of 10 and 20GB today, 400 GB capacity.

In addition to the Nutmeg Network, the state is serviced by multiple fiber and Internet service providers, such as Fibertech Networks (owner of the Nutmeg Network infrastructure), six cable operators, two local exchange carriers, Frontier Communications and Verizon, and extensive high speed wireless coverage is provided throughout the state.

Among the most robust fiber users in the state organization are its institutions of higher education. The University of Connecticut (UConn) has 30,000 students at six campuses across the state, in addition to its Health Center at Farmington with medical and dental schools. The Connecticut State Colleges & Universities system (ConnSCU), has 17 Statewide Colleges & Universities, with four state universities; 12 community colleges; and Charter Oak State College, which in total enroll about 92,000 students.

The state's Chief Data Officer maintains a web portal - <https://data.ct.gov/> that provides a uniform platform for state government agency data be published, analyzed, aggregated or combined by other agencies or private citizens, thus allow all citizens access to the state's data and information. This giant data base and

transparency portal rely on robust broadband access in order to produce the maximum benefit possible from this resource.

3. Rights-of-way, including Light and Utility Poles

If considered an optimal form of supporting wired or wireless broadband infrastructure, utility poles could potentially be leveraged for aerial placement of equipment. Depending on the type of equipment required, certain poles may require concurrent upgrades or replacement at the time of installation.

While ownership of the thousands of utility poles currently installed and maintained across the state varies, for the most part the RE do not own such structures (see attached addenda from each of the RE detailing specific assets owned). Generally, the nearly 900,000 utility poles across Connecticut are each owned by an electric and telephone company under joint ownership agreements, being namely Northeast Utilities, United Illuminating, Frontier Communications, and Verizon depending on respective service territories. Usage of these poles may thus require further negotiation with the individual utilities.

Importantly for this Project, however, all the utility poles across the state are subject to the central statutory jurisdiction of the Connecticut Public Utilities Regulatory Authority (PURA). PURA has conducted multiple investigatory dockets in recent years into the rights and obligations pertaining to the ownership of, access to, and maintenance of the infrastructure in the public rights of way, including orders concerning fiber and Internet services, make ready procedures, and the use of the statutory municipal gain. The established and firm timelines for the entire pole attachment process that the Connecticut regulator has ordered and manages, from the day that a prospective attacher files an application, to the issuance of a permit indicating that all attachment work has been completed, including “make ready” procedures, has considerably sped up the process, thus facilitating the deployment of broadband.

PURA is also due to presently order a statewide Single Pole Administrator (SPA) organization that may name each of the state’s two electric distribution companies (EDC) likely to be responsible for:

1. Serving as the single point of contact for all pole-related issues in their respective service territories;
2. Serving as the single point of contact for all parties that seek to attach new or to replace existing equipment on poles;
3. Serving as a “traffic cop” that coordinates the shifting of existing equipment on poles that is necessary to (i) eliminate double poles and (ii) facilitate repairs and replacements of existing equipment and new pole attachments; and

4. Accepting responsibility when pole-related commitments – which are within the control of each SPA in its capacity as the single pole administrator – are not met.

The EDCs already utilize a central database and software service, called NOTIFY, which will greatly aid the discharge of their future duties as the state's SPA, and all attachers will also have transparent and shared real time notice of all activities on each of the pole. This software automatically generates notices sent to each attacher of work required on each pole in accordance with the state's regulatory structure, with resultant efficiencies and accountability by all attachers. By implementing the SPA concept, PURA will create and oversee a comprehensive system for managing /coordinating the state's pole attachment process, by establishing a modern, electronic system that ensures efficiency, transparency and accountability. In this way, the state has the opportunity to continue its efforts to make Connecticut the leader in the United States for enlightened pole access on an equitable basis and reducing market entry barriers, during blue sky days and in disaster preparedness and restoration.

The state has a unique asset in its Municipal Gain law, which the RE are entitled to utilize for the support of projects such as this:

Conn. Gen. Stat. § 16-233, *Municipal and state signal wires*, as amended by P.A. No. 13-247, section 62, provides

each town, city, borough, fire district or the state Department of Transportation with a statutory right to occupy and use for any purpose, without payment therefor, one gain upon each public utility pole or in each underground communications duct system installed by a public service company within the limits of any such town, city, borough or district.

Respondents should acquaint themselves with these streamlined regulatory procedures and state statutes in order to assess the status of the administrative processes pertaining to the public rights of way infrastructure located in the public rights of way.

4. RE Single Point Of Contact Support

In any future procurement that may follow the issuance of this RFQ, each RE will provide the Respondents with a single point of contact ("SPOC"). Each of the RE SPOCs will be responsible for addressing all issues and providing coordination across agency departments, ensuring the cooperation of all agency departments with respect to the Project, and serving as a communications and troubleshooting resource for the Respondents.

5. Market Potential

In any future procurement that may follow the issuance of this RFQ, the RE anticipate partnering with sister state and local agencies to leverage overall annual IT spending, subject to agreement by those agencies, to accelerate development of gigabit speed broadband in the RE.

The RE are willing to work with Respondents to analyze potential demand in proposed service areas and underserved and disadvantaged residential areas by helping to pull together data on existing private broadband spending and demand for gigabit service. Respondents are invited to propose additional areas in the RE where network expansion supports economic growth and presents viable economic opportunity for a potential service provider. Municipalities in Connecticut also possess the discretionary authority to provide certain incentives, including property tax abatements.

VI. PARTIES INTERESTED IN THE PROJECT

There are a number of entities in the RE or across the state that may be interested in participating in the Project described in this RFQ. To the extent useful to the Respondents, the response should refer to ways in which partnerships with one or more of these types of interested parties or other allies would improve the ability of the Respondents to meet the goals of this RFQ.

The interested parties include community and state anchor institutions such as:

- Institutions of Higher Education
- Health Care Facilities
- Non-RE Government Agencies, including state agencies, including DAS/BEST (state IT management, including the state CIO), the Connecticut Education Network, Office of Consumer Counsel, the Public Utilities Regulatory Authority, the Commission on Educational Technology, and the Department of Economic and Community Development;
- Businesses
- Commercial Real Estate Owners/Developers
- Multiple Dwelling Unit Owners/Developers

VII. INFORMATION ABOUT THE RESPONDENT

The response should include general information about the Respondent, such as:

1. Background information including the following details for each company or organization represented in the response: company name, company address, company web page, description of products and services, professional strengths and abilities.

2. Identification of a lead company or organization if more than one is represented in the response.
3. Contact information for the company or group's primary contact. Respondents may provide more than one contact, but should designate only one primary contact. The following details should be included for each contact: name, title, company name, address, phone number and email address.
4. Description of the Respondent's experience financing, designing, building, provisioning and/or operating broadband networks or other major infrastructure projects.
5. Description of any test results, pilot projects or experiments involving new network technologies or network elements that might be incorporated into Respondent's proposed solution(s).
6. Sufficient information to demonstrate the Respondent's financial ability to engage in a project of the magnitude described in the response.
7. Description of any current or past contractual relationships, partnerships, collaborations or other working relationships with the RE or any of its sister agencies.

VIII. AREAS OF COOPERATION

To the extent not covered in previous sections, this section highlights ways that the RE can cooperate with Respondents to improve the business case for proposed solutions.

Specifically, this section could include:

1. **Resources and facilities:** Explanation of need for access to community assets and resources. Respondents should also address the relative importance and impact of variations in terms or more flexibility with respect to accessing the following types of community assets, facilities, and policies:
 - a. Pole Attachments
 - b. Utility conduits
 - c. Dark fiber
 - d. Backhaul or ISP partnerships involving local, statewide or regional fiber assets
 - e. Public Rights of Way
 - f. Undergrounding policies
 - g. Other community assets, facilities (including radio towers) or policies not specifically mentioned above

2. **Regulatory environment:** Description of any rules or regulations at the federal, state or local level that could impact the feasibility or underlying economics associated with the proposed solutions. Responses should also include an explanation of any forms of proposed regulatory relief, including streamlined permitting, which could improve the economic case for the business models or network solutions proposed or for other network solutions that Respondents considered but dismissed as uneconomic due to existing regulations.
3. **Contracting issues:** Explanation of any material considerations or expectations that Respondents have with respect to any of the following issues likely to be negotiated during any future Requests for Proposal:
 - a. Intellectual property
 - b. Insurance
 - c. Indemnities
 - d. Warranties
 - e. Dispute resolution
 - f. Other contracting issues not specifically listed above
4. **Other partnership or revenue opportunities:** Discussion of any other types of partnerships or working relationships between Respondents and Interested Parties which could improve the business case for Respondents to partner with one or more Interested Parties. For example, a company may work with universities and the surrounding communities to develop partnerships that allow the company to deliver voice, video and data services, and/or to pilot cutting-edge new products, recruit new employees, or enter branding and marketing agreements.

The RE encourages Respondents to be creative and suggest other types of partnerships or business opportunities of interest.

IX. GENERAL TERMS FOR RFQ

Responses to this RFQ become the exclusive property of the RE. All documents submitted in response to this RFQ may be regarded as public records and may be subject to disclosure. This RFQ is issued solely for information and planning purposes and does not constitute a solicitation. No material submitted in response to this RFQ will be returned. Respondents are solely responsible for all expenses associated with responding to this RFQ.

1. Confidentiality

All submissions are subject to the Connecticut Freedom of Information Act, Conn. Gen. Stat. § 1-200 et seq. To the extent that Respondents desire to submit proprietary information to the RE, the RE represent that they will use all reasonable

efforts to claim available exemptions under the Freedom Of Information Act ("FOIA"), and will notify the affected Respondent if an FOIA request is received in connection with that proprietary information. All materials that the Respondent believes are proprietary MUST be labeled "Proprietary, privileged and confidential." The RE cannot guarantee that efforts to claim available exemptions will be successful and the RE may be required to disclose the Respondent's information. Responses may also be shared on the same terms with representatives of the state, in order to facilitate state support of the Project.

2. Incurred Costs

The RE will not be liable in any way for any costs incurred by Respondents in replying to this RFQ, including, but not limited to, costs associated with preparing the response or participating in any site visits, demonstrations, conferences or oral presentations.

X. APPENDIX A - Confidentiality Statement

Confidentiality Statement

The undersigned, on behalf of _____ ("Respondent"), executes this Confidentiality Statement ("Statement") as of the _____ day of _____, 2014.

Background:

Respondent is considering whether to respond to the Request for Qualifications ("RFQ") issued by the Requesting Entities ("the RE"), regarding the construction and operation of a broadband network. In order to assist Respondent in its preparation of its response to the RFQ, the RE will provide Respondent with certain non-public information ("Confidential Information") about the RE's infrastructure. The Confidential Information includes but is not limited to, a map or maps of the RE, showing existing lit and dark fiber, water and sewer openings, underground freight tunnels, and other sub-surface infrastructure of the RE that, for security and safety reasons, is not publicly available.

The RE consider some or all of the Confidential Information to be exempt from disclosure pursuant to the Connecticut Freedom Of Information Act and/or other laws or regulations relating to critical infrastructure information. However, in the interest of cooperating with Respondent and its exploration of possibilities relating to the RFQ, the RE is providing the Confidential Information with the understanding that it will be used only for the purpose of responding to the RFQ, and will under no circumstances be distributed publically without the express written permission of the RE.

Respondent understands that in discussing and providing Confidential Information to Respondent, the RE does not waive any exemption(s) or privilege(s) from disclosure that it otherwise possesses under the Connecticut Freedom Of Information Act, or under any other state or federal law or regulation.

In recognition of the benefits to Respondent of receiving Confidential Information from the RE, Respondent will undertake the following obligations with respect to the Confidential Information:

Respondent's Obligations:

1. Respondent will maintain the confidentiality of the Confidential Information whether transmitted in writing, verbally, or electronically.
2. Respondent will only have a duty to protect Confidential Information if it is disclosed in a manner in which Metro Government reasonably communicated, or Respondent should reasonably have understood under the circumstances, that the disclosure should be treated as confidential, whether or not the specific designation "confidential" or any similar designation is used.
3. Respondent may use Confidential Information only for the purpose of responding to the RFQ. Respondent will use a reasonable degree of care to protect the Confidential Information and to prevent any unauthorized use or disclosure of Confidential Information. Respondent may share the Confidential Information with its employees, directors, agents or third party contractors who need to know it and if they have agreed with Respondent in writing to keep the information confidential. Respondent will promptly notify the RE of any unauthorized access to Confidential Information of which Respondent becomes aware.
4. Consistent with applicable Connecticut privacy laws, and subject to the provisions of the Connecticut Freedom Of Information Act, Respondent shall:
 - (a) protect all Confidential Information using the same practices it uses to protect trade secrets, (b) notify the RE immediately upon receipt of a request if Respondent believes a response to a request requires the disclosure of Confidential Information and (c) immediately provide the RE with a copy of any request by a third party seeking inspection and copies of such Confidential Information from Respondent. Respondent may disclose Confidential Information by subpoena or otherwise when compelled to do so by law if it provides reasonable prior notice to the RE unless a court orders that the RE not be given notice. However, the RE may oppose release at the RE's expense. Respondent must provide assistance to the RE in opposing the subpoena or request.

5. Confidential Information does not include information that (a) was known to Respondent without restriction before receipt from the RE; (b) is publicly available through no fault of Respondent; (c) is rightfully received by Respondent from a third party without a duty of confidentiality; or (d) is independently developed by Respondent.
6. Respondent will make copies of the confidential Information only as reasonably necessary for Respondent to engage in the purpose of responding to the RFQ. Because Confidential Information is confidential for public safety or security reasons, all copies of such information including the original(s) must be returned to the RE or destroyed when no longer needed for the purpose of responding to the RFQ. However, in no event are copies to be retained longer than one year from the date of this Statement unless otherwise permitted by the RE in writing.
7. Respondent understands that the RE is under no obligation to proceed with any business transaction with it.
8. Respondent understands that it does not acquire any intellectual property rights to the Confidential Information except the limited rights necessary to use the Confidential Information for the purpose of responding to the RFQ.
9. By accepting the Confidential Information, Respondent understands and acknowledges that the exclusive venue for any dispute relating to it shall be the state courts of Connecticut or the U.S. District Court for Connecticut, , and that its obligations with respect to the Confidential Information will be governed by the laws of the State of Connecticut, including its conflict-of-laws principles.
10. Respondent represents and warrants that its undersigned officer has full authority and capacity to execute this Statement on its behalf.

By: _____

Name:

Title:

X. APPENDIX B – Profile of RE Municipality

• Demographics, Marketing and High Tech Profile of the Municipality

○ Demographics

- The area still to be built includes XX,xxx population, X,XXX households (XX % of which are in MDUs), X,XXX businesses, and XXX community anchor institutions.
- Municipal buildings and services, such as building inspection, meter reading, and new generation e-government services such as streaming public meetings, improving PEG TV services.
- Schools?
 - Higher education campuses: campus network description computer science, electrical, and computer engineering departments?
- Libraries?
- Healthcare facilities?
- Public safety agencies (police, fire and emergency services).
- Other community anchor institutions?
- Home to local high-technology businesses? Such as?
- Start-up innovation and commercialization facilities?
- Incubator programs active in the municipality?
- Describe any local angel investing and venture capital organizations?

• What high technology assets does your municipality possess?

- What word would be best be used about your municipality to complete this phrase:
 - [Municipality] is the “Silicon _____.” (valley, corridor, prairie, alley, island)
- What Big Data does your municipality possess; how is access to that data being developed?
- What Big Computing exists in your municipality?
- How could your selected private partner add Big Bandwidth to the local equation and enable unmatched connectivity to a major supercomputer from any home or business in the community?
- What communications infrastructure steps has the municipality taken to make companies want to relocate to this area over others in this state?

• Specify how the community has enlisted the support for this RFQ

- Resolutions of the City Councils in support for an RFI/FRP process
- Adoption of a list of community values, such as open access, to facilitate the formation of any future partnership.
- List community anchor institutions that are committed to this effort.

- What links to state government assets does your municipality have or believe could be helpful to making this Project successful?
- **Staff and municipal organizations available to work on Project**
 - Chief Information Officer?
 - Public rights of way: how are attachments and other work managed?
 - How is broadband managed organizationally by the municipality?
 - To what use can the chosen provider use municipal employees to install or maintain equipment?
- **Has a pre-commitment plan for residents and businesses been created, along the lines of the Google Fiber “fiberhood” model?**
 - What number of commitments have been achieved which these residents and businesses have contributed funds toward any potential future buildout in return for service discounts over time
 - Will these funds will be refunded if no private partner is identified.
- **What help will the municipality provide the chosen partner to maintain a local customer service presence?**
- **What help will the municipality provide the chosen partner regarding local job creation and supporting local contractors?**
- **Can the selected private partner can start generating service revenue immediately?**
 - What is the number of existing customers that a new partner can start delivering services to as soon as an agreement is completed?
 - What is the number and revenues related to municipal government customers that could be immediately transferred to the ISP’s services?
 - What use of municipal buildings will be available for this Project?
- **Technical Description of the Existing Fiber Network Infrastructure**
 - Who owns the fiber?
 - Data center facility available?
 - What arrangements will the municipality make available to the chosen partner via rental agreements for appropriate rack space and access to the telecommunications nodes that house existing core electronics?
 - What percentage of the municipality’s population currently has DSL and T-1 line service, or cable broadband service?
 - Unserved areas: XXX fiber service areas of roughly XXX homes each.
 - Maps of existing service areas, also showing unserved areas
 - maps of the proposed service areas.
 - Define these by man-made and natural boundaries and by homeowners’ association and condominium association
 - In new construction

- What backbone fiber is built?
 - Are there redundant core nodes built?
 - Do these have access to major carriers in diverse locations?
 - Is there is space in those nodes for additional core equipment?
 - What neighborhood cabinets exist, do they have redundant links to a backbone ring and FTTP fiber infrastructure in the neighborhood.
- Technical documentation of electronics, fiber, attachments, public works support available.
- **Regulatory profile of municipal rules and regulations concerning public rights of way, provision of telecommunication services**
- **Municipal financial, legal, permitting opportunities available to promote Project?**