



County of Gloucester  
Central Purchasing Department  
6467 Main Street  
Gloucester, Virginia 23061  
(804) 693-6235 V (804) 693-0061 F

June 19, 2019

**ADDENDUM NO. 1**

Reference:

Request for Proposals: #20-001- BL- Professional Consulting Services for Broadband Design

Listed below are questions and responses received for this solicitation. Pursuant to the solicitation, the deadline for submitting questions has expired and further responses may not be issued.

1. When we design fiber and hybrid infrastructure for our clients, we first develop the network utilizing desktop engineering application, followed by 100% onsite verification by our Outside Plant Designers. I am not confident that we would provide construction ready documentation for a network build by the end of July.  
**RESPONSE:** The requirement for proof/testing -would be by the grant's submission date of September 3<sup>rd</sup>.
2. Our focus on number one leads to an intense financial model which also takes time and requires validation – we would sitting with our technical teams – then with you to ensure we were on the same page financially – again requiring time.  
**RESPONSE:** I am hoping that the Take Rate survey results will help. But, we didn't track addresses purposefully. We will have an idea of how many people are interested and at what general pay rate – obviously depending upon speed. I would note in your response in additional time frame needed for any specific tasks. In my opinion, this would be for over and above what would be required by the RFP deadline.
3. We work with a variety of service providers. I understand the rationale of strengthening your grant application by having multiple components “ready to go.” Have you identified service providers, or do we need to reach out to our contacts to enlist one or more. Our issue is that with the ongoing Reconnect Grant applications, and buildouts in VA, MD, NC and GA, it is somewhat hard to grab the attention of a service provider without suggesting potential incentives for them...  
**RESPONSE:** I sent out a “pre-notice” to a few firms and would love to add names to the list. I want to have the provider RFP ready to go. I've attached a copy of what I sent out. Feel free to forward it to anyone that you would like to.

Pursuant to Paragraph 4 of the Special Terms and Conditions of the solicitation, this Addendum concludes the period for responding to questions.

***Note: A signed acknowledgment of this addendum should be attached to your offer, but will not disqualify your offer if not included.***

Bill Lindsey, CPPO, C.P.M.  
Purchasing Agent

\_\_\_\_\_  
Name of Firm

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title



**Gloucester County**  
***Administrator's Office***

Telephone 804-693-4042

P. O. Box 329, Gloucester, Virginia 23061

Fax 804-693-6004

June 17, 2019

Attention Broadband Service Providers:

Gloucester County will be releasing a Request for Proposal (RFP) in July 2019 soliciting for a broadband service provider to reach the approximately 2,800 underserved residents throughout the County. We are checking with companies to see if they are interested in receiving the packet. We're also sending this notice to let you know about our short timeframe for the RFP to reach companies that are interesting in partnering with the County as an applicant or co-applicant for a Virginia Telecommunications Initiative (VATI) grant. The grant application is due on September 3, 2019.

In preparation for working with a broadband provider, the County issued an initial Request for Proposal (RFP) for a broadband network design. The RFP for a service provider will be released as soon as the engineer's design work is completed. While the County prefers fiber to the home, we recognize that due to cost, outlying areas may require fixed wireless service, other means and/or a hybrid approach.

The County has the addresses of residents and businesses that don't have broadband access and is in the process of conducting a take-rate survey that will assist with the VATI application as well as help a prospective provider with their business model. The survey results will be included with the RFP. In the meanwhile, please feel free to look at the RFP for Engineering Services which included numerous attachments on the County's vertical assets, maps of the unserved, etc. This can be found at:

<https://www.gloucesterva.info/DocumentCenter/View/7283/RFP-20-01-BL-complete?bidId=>

It's imperative the companies interested in partnering with Gloucester to provide service to the unserved meet the VATI grant requirements:

- Reliable and consistent minimum speeds of at least 25 Mbps download and 3 Mbps upload. Higher speeds that are cost effective are preferred.
- Ability to demonstrate how the proposed technology solution will deliver the promised speeds in the proposed area once operational.
- Provide proof that they have filed an FCC Form 477 for two years prior to submission of application. If provider has not been required to submit an FCC Form 477 in previous years, equivalent data must be provided.

- Document current assets, (i.e. total amount of available cash and equivalents, callable capital, in an amount no less than the proposed committed funding, or a commitment letter for financing) in the amount of match funds committed for the project at the time of application.
- Be in good standing in performance of any and all existing Commonwealth of Virginia contracts, and compliance with all federal, state, and local laws.

The RFP process will be much faster than normal to meet the short time frame for the grant deadline. If you are interested in receiving a copy of the RFP, please email Bill Lindsey, Purchasing Director, at [blindsey@gloucesterva.info](mailto:blindsey@gloucesterva.info). Thank you for your time and attention.

Sincerely,



Carol E. Steele  
Assistant County Administrator