

Bountiful City, Utah



Request for Information (RFI)

Fiber To The Premise (FTTP) Partnership

Date of Issue: April 28, 2021

SECTION 1 – INTRODUCTION

Bountiful 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 Bountiful City.

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 Bountiful City.

Contact and Response Information

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

Bountiful City
Attn: Alan West
795 South Main Street
Bountiful, UT 84010-6326

Email: awest@bountiful.gov

RFI Schedule

EVENT	DATE
RFI issued	April 28, 2021
Deadline for Submission of Questions and Requests for Clarification	May 12, 2021 By 5:00 p.m.
Amendment with Responses to Questions and Requests for Clarification issued	May 19, 2021
Deadline for Submission of Responses	May 28, 2021 By 5:00 p.m.
Interviews with Potential Providers	June 1-18, 2021

Questions and Requests for Clarification

Please submit any questions or requests for clarifications about this RFI in writing to the Information Technology Director 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

Bountiful City has been 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, including electricity, streets, and water systems.

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 Bountiful residents and businesses. City staff have been asked to release a Request for Information to Potential Providers.

Bountiful 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 Bountiful City.

The City recognizes this will be a long-term project and will potentially affect every citizen and business in Bountiful. 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

Bountiful 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 43,000 residents, including 18,000 homes and businesses, have access to sustainable, leading edge broadband fiber services.

SECTION 3 – CITY-OWNED INFRASTRUCTURE

1. City-Owned Fiber Network

A redundant City-owned fiber ring circles downtown Bountiful. This fiber circuit connects the following City locations: City Hall, Police Department, Water Department, Street Department, Power Administration, Power Plant, and Bountiful Towne Square.

When this fiber network was installed, the Fire Department and Recreation Center were still part of the City (now South Davis Metro Fire District and South Davis Recreation District, respectively). Although Fire and Rec are now separate entities, fiber connections are still maintained at those locations.

2. Fiber Services

The City currently has contracts with two fiber Potential Providers. Utopia provides a 10GB fiber circuit, and CenturyLink provides a 100MB fiber circuit.

3. Bountiful Light & Power

The City owns and operates its own power company. Controlling access to all poles, conduits and other electric-network infrastructure throughout the City is a significant benefit to the City.

Please note: Although the City can grant access to City streets, right of ways, utility poles and other infrastructure, it is important to the City that the FTTP project be designed as an underground utility.

SECTION 4 – 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 Bountiful

If Potential Provider is currently offering services within Bountiful 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 Bountiful 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 18,000 homes and businesses. Identify any areas, residential or business, within Bountiful 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. Additional City Locations

Although the City’s existing fiber network connects most of the City departments and buildings, the City would like to have all City locations connected via fiber. These locations include, but are not limited to:

- a. Bountiful Ridge Golf Course
- b. Bountiful City Cemetery
- c. Bountiful Water Treatment Plant (Mueller Park Canyon) and wells at various locations
- d. Several City Parks: Creekside Park, North Canyon Park, Tolman Park, etc.
 - i. The City would like to consider providing public Wi-Fi at the parks
 - ii. The City would like to expand the existing security camera network to include more parks that do not currently have cameras
- e. Bountiful Landfill *
- f. Bountiful Police Department Gun Range *

* These sites are adjacent to each other and located on the west side of Legacy Highway in West Bountiful City approximately 1.5 miles west of Bountiful City’s western border. A wireless point-to-point system currently provides internet and telephone services to those locations.

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, 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

Bountiful 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 Bountiful 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.