

ADDENDUM #1
SNA-RFP-2021-02



on Behalf of the Southside Network Authority

**Southside Hampton Roads Regional Fiber
Connectivity Ring**

June 10, 2021

ADDENDUM #1

SNA-RFQ-2021-01

This addendum is issued to clarify questions received by the Hampton Roads Planning District Commission (HRPDC) pertaining to Request for Proposals (RFP) No. SNA-RFP-2021-02.

1. Is the SNA fiber network going to provide end user services directly to residential customers or will it only provide middle mile service to ISPs who want to use the fiber ring to more easily reach end user residential customers?

The SNA is open to proposals that utilize the fiber capacity for any combination of middle mile and last mile services. The SNA does not intend to provide managed services of any type directly to residential or commercial customers. Without limitation, see items 6 and 7 under Operation and Maintenance Approach evaluation criteria in Section VI and bullet points 3, 5, and 9 under Section III.B in the RFP. It is the responsibility of the proposer to determine the best strategy to meet the goals of the Authority and its members as laid out in section III.B and lay out the operational, financial, and legal way to achieve them.

2. Is the SNA fiber network going to provide end user services directly to business customers or will it only provide middle mile service to ISPs who want to use the fiber ring to more easily reach end user business customers?

The SNA is open to proposals that utilize the fiber capacity for any combination of middle mile and last mile services. The SNA does not intend to provide managed services of any type directly to residential or commercial customers. Without limitation, see items 6 and 7 under Operation and Maintenance Approach evaluation criteria in Section VI and bullet points 3, 8, 9, 11, and 12 under Section III.B in the RFP. It is the responsibility of the proposer to determine the best strategy to meet the goals of the Authority and its members as laid out in section III.B and lay out the operational, financial, and legal way to achieve them.

3. Can we obtain a copy of the creative proposals submitted to the Southside Network Authority, that were not awarded, as part of any previous RFPs released by the Southside Network Authority?

You may make arrangements to review prior procurement files of the Authority, with confidential sections redacted, at a mutually convenient date and time by contacting Authority Executive Director Steven DeBerry directly at stevenhdeberry@gmail.com.

4. If we are planning to offer solutions with more than one option for the structure of the public/private partnership - are we allowed to submit one proposal addressing all options— or are separate proposals required?

A single proposal addressing multiple options will be accepted, provided that all response requirements specified in the RFP are met for each proposed option, including a complete Partner Responsibility Matrix (RFP Appendix G). Only options for which the proposal provides a complete response to the RFP requirements will be considered.

It is the responsibility of the proposer to determine the best method to present the information required by the RFP clearly for the Authority's understanding and analysis. See the discussion in the first paragraph of Section IV and the instructions in Section V of the RFP.

5. In the RFP, it references that the design includes “*spare conduit to enable expansion of fiber capacity to meet longer term needs of the region.*” How much spare conduit is requested?

The current design standard anticipating an SNA-operated infrastructure specifies three 2-inch conduits, of which one will contain a 288-strand cable. Proposals from candidate partners need not be limited by this standard. Each respondent should determine the appropriate capacity necessary to accomplish its business objectives.

6. What is SNA's main goal with a private-public partnership?

The goal of the RFP is to identify if there is a partnership opportunity that would enable the SNA to more effectively address the priorities listed in the RFP compared to constructing and operating the Regional Connectivity Ring (RCR) on its own. This might include some or all of the following objectives:

- Reduce total costs to the SNA for construction and/or maintaining the RCR;
- Facilitate availability of competitive broadband services by promoting private-partner investment in infrastructure and services; and
- Create opportunities for greater alignment of the RCR infrastructure with stated priorities.
- See Section III.B of the RFP for a summary of the main goals of the Authority.

7. We understand the 60% design is confidential but would like to make arrangements to review the technical information. Can this be viewed by means of a secure sharepoint site or do we have to review onsite? How do we arrange this?

You may make arrangements to review the 60% design at a mutually convenient date, time, and place by contacting Authority Executive Director Steven DeBerry directly at stevenhdeberry@gmail.com

8. Just to confirm - SNA is not expecting pricing in this initial conceptual phase – correct?

Without limitation, see Section IV.D of the RFP for the proposal submission requirements relating to cost, financing, and revenue generation.