



**STATE OF NEW HAMPSHIRE
DEPARTMENT OF BUSINESS AND ECONOMIC AFFAIRS
Broadband Consultant RFP (Coronavirus Capital Project Funds)
RFP DBEA 2023-06**

1. Identifying Unserved and Underserved Locations

- 1.1** Will round 2 applicants have access to information about locations being connected under round 1, and if so, how?

Upon approval by the NH Executive Council, the State will publish information on the BEA Broadband website that will include town lists and maps that indicate specific locations to be serviced under round 1. With the application deadline of November 28 for round 2, this provides ample time for applicants to compare locations.

- 1.2** How can providers, who don't already have complete address lists from current services, get an accurate list so all possible homes and businesses are mapped and provided for? This is currently not publicly available information.

Providers can and should use all the tools available to them to identify Unserved properties.

- 1.3** Is the "Most unserved properties to be served" calculated as an aggregated state-wide number or based on a different geographic area or political subdivision?

This is a statewide RFP.

- 1.4** Will awarded applicant under round 2 be able to adjust their submitted addresses to avoid any duplication with round 1 locations?

Yes.

2. Scoring

- 2.1** For each of the four scoring criteria, how are the total points awarded? Is it a sliding scale? what are the measures? What is required to score a 25 in each of the areas – would you provide an example?

Points are awarded on a sliding scale. There will be multiple individuals on the scoring committee. The State cannot assume how each scorer will score each of the criteria.

2.2 Would you specify how you could achieve the full 25 points by being government affiliated with a community?

There will be multiple individuals on the scoring committee. The State cannot assume how each scorer will score each of the criteria.

2.3 If the ISP is a non-profit, but they are sub-contracting some or most of the work to another company that is 'for profit,' are they still eligible to receive the full 25 points?

Yes.

2.4 In the "Overall strategy and approach, methodology" scoring criteria, of the possible 35 points how many will be awarded to the applicant proposing to serve the 2nd and 3rd most unserved properties to be served?

Overall Strategy and Approach and Most Unserved properties are both considered in scoring.

2.5 In the "Offered Speeds" scoring criteria, of the possible 25 points, how many points will be awarded to the applicant proposing to build a network capable of "100/100 symmetrical"?

There will be multiple individuals on the scoring committee. The State cannot assume as to how each scorer will score each of the criteria.

2.6 Will applicants who propose to build a network capable of the same speeds, but using different technologies, be awarded the same point value?

There will be multiple individuals on the scoring committee. The State cannot assume how each scorer will score each of the criteria.

2.7 Can you please explain the rationale on asking for most addresses served, when it is the more rural underserved areas that are not getting internet, and fewer addresses will be served.

The State is asking for the most unserved addresses to be served.

2.8 What is the rationale behind giving bidders that are either a cooperative, non-profit, or government-affiliated organization authorized to perform business in NH the ability to score 10 additional points?

The State is following “Guidance for the Coronavirus Capital Projects Fund for States, Territories, and Freely Associated States” from the US Treasury.

- 2.9** Can you please explain the rationale on the criteria for the lowest cost per mile, as that also incents the wrong behavior – the most underserved rural areas are generally the most expensive to build.

Lowest cost per mile is taken into consideration in the overall Strategy and Approach. It is not a specifically scored criteria.

- 2.10** In the “Overall strategy and approach, methodology” scoring criteria, what does the agency mean by “overall strategy”? In the “Overall strategy and approach, methodology” scoring criteria, what does the agency mean by “methodology?”

Strategy is the approach the applicant will take to achieve its stated goal. Methodology is the steps the applicant will take to execute the strategy.

3. Challenges

- 3.1** What mechanisms are in place for existing ISPs to dispute proposed plans that will overbuild existing fiber routes?

There is not a challenge process in place to challenge submitted proposals. Please see Section 7-I, “Challenges on Form or Process of the RFP.

4. Timing

- 4.1.** Will BEA consider extending the deadline for Round 2 submissions to allow review of the awarded project in Round 1?

The Proposal Due Date has been extended to November 28, 2022