

APPENDIX E
CELLULAR AND WIRELESS ACTION PLAN (STATE BROADBAND CAPACITY
PROGRAM FUNDS) RFP BEA 2027-02
ORAL PRESENTATION EVALUATION CRITERIA

The evaluation committee may, if they deem necessary, select certain proposers for oral presentations.

Presentations apply only to the top finalist(s), as determined by the evaluation committee. This presentation will allow finalists to demonstrate their understanding of the project objectives, and to articulate their capability to meet or exceed the requirements of this RFP.

The following criteria will be used for scoring the oral interview, total points 50.

1. Understanding of Scope, New Hampshire Needs, and Proposed Approach
<ul style="list-style-type: none">• Demonstrates a strong understanding of New Hampshire’s wireless challenges and presents practical, well-defined Stage 1A, 1B, and 2 methodologies supported by a solid technical approach.
2. Knowledge of New Hampshire, Stakeholder Engagement & Outreach Plan
<ul style="list-style-type: none">• Presents an effective NH-specific stakeholder engagement plan grounded in knowledge of state geography, telecom infrastructure, wireless provider relationships, and prior engagement experience.
3. Risk Identification & Mitigation Strategy
<ul style="list-style-type: none">• Identifies key project risks with concise, practical mitigation strategies and provides brief evidence of past success managing similar risks, demonstrating readiness to adapt and stay on schedule
4. Data Analysis & Interpretation Strategy
<ul style="list-style-type: none">• Clearly describes how connectivity data and stakeholder input will be analyzed synthesized and translated into actionable insights that directly inform development of the Action Plan.
5. Technical Expertise, Qualifications & Staff Professionalism
<ul style="list-style-type: none">• Highlights relevant staff qualifications and telecom experience with professional presentation.
Score – Each worth 10 points