New Hampshire Department of
BUSINESS AND
ECONOMIC AFFAIRS

Cellular and Wireless Action Plan (State Broadband Capacity Program Funds)

RFP BEA 2027-02

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Table of Contents

1. Vendor Eligibility, Registration, Experience, and Certifications 3
2. Proposal Format, Submission, and Evaluation 5
3. Budget, Pricing, Payment, Equipment, and Insurance 6
4. Project Scope, Objectives, Technologies, and Public Safety 8
5.Drive Testing, Coverage, Methodology, and KPIs 10
6. Existing Data, Carrier Information, Confidentiality, and Licensing 15
7. Stakeholder Engagement, Outreach, and Public Comment 17
8. Deliverables, Maps, Business Cases, and Reference Models 20
9. Funding Source, Available Programs, Schedule, and Staffing 22

Clarifying Questions and Answers

1. Vendor Eligibility, Registration, Experience, and Certifications

Question	State Response
1. Please confirm whether a for-profit corporate entity is eligible to submit a proposal under this RFP, or whether eligibility is limited to cooperatives, nonprofits, or government-affiliated entities identified in Section 8.A.	*For-profit entities, including corporations, are eligible to submit a proposal under this RFP.*
2. If for-profit firms are eligible, what documentation satisfies the Section 8.A certification requirement, such as New Hampshire Secretary of State registration or a Certificate of Good Standing?	*To satisfy the certification requirement in Section 8.A, a for-profit entity should provide documentation demonstrating that it is legally authorized to conduct business in New Hampshire. Acceptable documentation may include a current registration with the New Hampshire Secretary of State or a current Certificate of Good Standing issued by the Secretary of State. The State reserves the right to request additional documentation during the evaluation process or prior to contract execution.*
3. Does the Section 8.A eligibility requirement apply to for-profit consulting firms? If a for-profit firm is not eligible as a prime, may it participate as a subcontractor to an eligible prime?	*Yes. The eligibility requirements in Section 8.A apply to for-profit consulting firms. However, for-profit firms are exempt from the requirement to provide evidence of certification as a cooperative, nonprofit, or government-affiliated entity authorized to do business in New Hampshire.* *If a for-profit consulting firm is not eligible to serve as the prime contractor, it may participate as a subcontractor to an eligible prime contractor, provided all other applicable RFP requirements are met.*
4. If authorization to do business in New Hampshire is required, must it be in place at proposal submission, or may it be obtained before contract execution?	*The authorization to do business in New Hampshire is required and must be obtained before contract execution.*
5. Please confirm whether a nonprofit corporation registered and in good standing with the New Hampshire Secretary of State meets Section 8.A. What evidence is required, such as a Certificate of Good Standing, an IRS 501(c) determination letter, or both?	*A nonprofit corporation that is properly registered and in good standing with the Secretary of State may satisfy the organizational eligibility requirements of Section 8.A, provided it is legally authorized to conduct business in*

Question	State Response
	New Hampshire. Vendors should provide sufficient documentation to demonstrate both their legal status and organizational standing. Acceptable documentation may include a current Certificate of Good Standing issued by the New Hampshire Secretary of State, an IRS determination letter confirming tax-exempt status under Section 501(c) of the Internal Revenue Code, or other equivalent documentation demonstrating nonprofit status and authority to operate. Vendors are encouraged to submit both documents when available. The State reserves the right to request additional documentation or clarification during the evaluation process or prior to contract execution.
6. May the five-year experience requirement in Section 1.A be met collectively by the proposing team, including subcontractors?	*BEA is seeking a Vendor that demonstrates at least five (5) years of experience providing research, analysis, marketing, design, and stakeholder engagement services related to telecommunications infrastructure, preferably with a focus on wireless and cellular connectivity. The five-year experience requirement applies to the full scope of work described in Section 2 of the RFP. The vendor may demonstrate this experience through the combined qualifications and experience of the proposing team, including subcontractors, provided the team collectively meets the requirement across the entire scope of work.*
7. Please provide the required forms for debarment, anti-lobbying, and telecommunications equipment prohibition (CTR Ex E-3) certifications, or confirm that vendor-prepared certifications are acceptable.	*Vendors may submit vendor-generated certifications addressing debarment, anti-lobbying, and telecommunications equipment prohibition requirements in lieu of specific forms at the proposal stage. Any vendor selected for award must execute all State and federally required certification forms prior to contract execution.*

2. Proposal Format, Submission, and Evaluation

Question	State Response
1. Other than the three-page limit on the introductory statement, are there page limits, font requirements, or file-format requirements for the technical proposal?	*No. Other than the three-page limit for the introductory statement, the RFP does not impose page limits, font requirements, or file-format requirements for the technical proposal. Vendors should ensure their submissions are clear, complete, and submitted in accordance with the instructions provided in the RFP.*
2. Should the cost proposal, including Appendix D and the itemized cost breakdown, be included in the single proposal document or submitted as a separate file?	*The cost proposal should be included with the Vendor's proposal submission. Vendors must submit a completed Appendix D Project Budget and Budget Worksheet and provide an itemized cost breakdown as part of their proposal. A separate cost proposal file is not required, although Vendors may submit Appendix D as a separate attachment within the same proposal submission email for formatting purposes.*
3. How will the 50-point oral presentation score in Appendix E be combined with the 100-point technical score?	*The Oral Presentation Evaluation Criteria contained in Appendix E are intended solely as a structured tool for evaluating oral presentations and refining previously assigned Technical Proposal scores. cost breakdown as part of their proposal. The Oral Presentation Evaluation Score will not be added as a separate 50-point category. Final rankings will be based on the 100-point Technical Proposal Score as adjusted following oral presentations, if conducted.*

Question	State Response
4. How will hourly rates and the line-item detail in Appendix D factor into evaluation of the 20-point Cost Proposal, given the $800,000 ceiling?	*The 20-point Cost Proposal evaluation will consider both the total proposed price and the supporting detail provided in Appendix D. Vendors must not exceed the $800,000 ceiling; however, cost scoring will be based on the reasonableness, completeness, and cost-effectiveness of the proposed budget relative to the scope of work, staffing plan, and technical approach. BEA will review the line-item detail, including hourly rates, level of effort, staffing allocations, subcontractor costs, and other budget elements, to evaluate whether the proposed costs are reasonable and adequately support successful project delivery. The lowest-cost proposal will not necessarily receive the highest score.*

3. Budget, Pricing, Payment, Equipment, and Insurance

Question	State Response
1. Please confirm whether the $800,000 not-to-exceed project cost includes travel and other direct expenses, or whether those costs should be proposed separately.	*The not-to-exceed cap includes all travel and other direct expenses*
2. Will payments be made upon deliverable or milestone acceptance, or through periodic invoices against the line-item budget? Is there a required payment schedule or retainage?	*Payment terms can be negotiated. Payment terms, including the timing and method of payments, may be negotiated with the selected vendor during contract negotiations. This may include consideration of payments upon deliverable or milestone acceptance, periodic invoicing against the line-item budget, and any agreed-upon payment schedule or retainage provisions.*
3. May vendors enter fully burdened or fully loaded billing rates in Appendix D instead of separate salary and fringe data? If not, where should indirect costs, overhead, and fee or profit be shown?	*Fully loaded billing rates may be used. For each position, enter the billing rate in column C of Appendix D "Salaries and Wages Breakdown" tab. Column G may be left blank.*

Question	State Response
4. How should Vendors represent fully loaded rates and costs in the Project Budget and Budget Worksheet (Appendix D)? For example, may vendors report all labor on Line 1 at fully loaded rates, enter zero for Fringe Benefits and indirect costs, mark Columns G and H of the Salary & Wages Breakdown as "N/A," and explain the approach in the Budget Narrative?	*Yes, the example approach is permissible.*
5. The grand total formula in cell E19 of the Budget Sheet tab (=SUM(B19:C19)) appears to omit Stage 2. May vendors correct the formula to include all stages?	*Yes*
6. Goes with previous question 5. Is the "Budget to Print" tab required?	*No*
7. Does BEA expect vendors to use drive-test equipment they already own? If so, how should usage costs be shown: included in labor or unit rates, as a usage or rental charge under "Other," or another way?	*Usage cost can be shown in the "other" category.*
8. Does BEA expect any equipment to be purchased with project funds? If so, will the State take title to the equipment or require delivery at the end of the contract?	*If equipment is purchased with project funds, the State will not take title or interest in the equipment at the end of the contract.*
9. Are rental or lease costs for drive-test equipment and vehicles allowable direct costs, and on which budget line should they appear?	*Yes, they should be included in the equipment budget line*
10. May vendors purchase or license third-party mobile performance data? If so, is it an allowable cost under Appendix D and 2 CFR Part 200?	*Yes. Vendors may purchase or license third-party mobile performance data when reasonably necessary to perform the scope of work. The cost may be allowable under 2 CFR Part 200 if it is necessary, reasonable, allocable to the project, consistent with the terms and conditions of the applicable Federal funding award, this RFP, and the resulting contract, consistent with the Vendor's accounting practices, and adequately documented. Inclusion in Appendix D does not by itself establish allowability.* *Vendors should identify the provider or type of data, license term, cost, intended use, and supported deliverables in the Budget Narrative. Subscription or platform-based costs should generally be reported under Line 7, Software. Stand-alone data purchases may be reported under Line 8(b), Other – Other. All*

Question	State Response
	costs must be included within the proposed firm fixed-price/not-to-exceed budget and remain subject to BEA review. *Third-party data may supplement, but does not replace, the required statewide drive-testing unless otherwise approved by BEA in writing.*
11. What minimum limit is required for automobile liability coverage?	*Specific coverage limits will be addressed with the selected vendor during contract negotiations and prior to contract execution.*
12. Is professional liability, or errors and omissions coverage, required?	*Insurance requirements will be finalized with the selected vendor during contract negotiations and prior to execution of the contract.*

4. Project Scope, Objectives, Technologies, and Public Safety

Question	State Response
1. Would New Hampshire be developing new tower locations for use by wireless carriers?	*No*
2. Are satellite-based broadband services an option, or is the project limited to terrestrial wireless services?	*The Action Plan is intended to evaluate and recommend strategies related to terrestrial cellular and wireless networks and associated infrastructure.*
3. Is the primary focus commercial mobile broadband, including 4G LTE, 5G, and fixed wireless, or all wireless technologies?	*BEA does not intend to limit the analysis exclusively to specific wireless technologies. Vendors may consider other wireless technologies where they are relevant to understanding New Hampshire's connectivity landscape. However, proposals should maintain a clear focus on technologies and strategies that advance the Action Plan's core objective of improving statewide cellular and wireless connectivity.*

Question	State Response
4. Should the analysis include private wireless networks, CBRS deployments, and other hosted infrastructure?	*The RFP does not require an analysis of private wireless networks, CBRS deployments, or other hosted wireless infrastructure; however, it does not prohibit their consideration where relevant to the Action Plan. Any such analysis should remain secondary to, and in support of, the Action Plan's core objective of improving statewide cellular and wireless connectivity.*
5. Is BEA seeking recommendations limited to infrastructure deployment, or should the plan also address policy, regulatory, permitting, and funding strategies?	*No. BEA is not seeking recommendations that are limited solely to infrastructure deployment. BEA welcomes recommendations that extend beyond infrastructure deployment where such recommendations are supported by the vendor's analysis and are relevant to advancing New Hampshire's cellular and wireless connectivity goals.*
6. Does BEA have specific statewide economic development goals or performance indicators that should be incorporated into the Action Plan?	*BEA is not prescribing a specific set of statewide economic development performance indicators. BEA encourages vendors to recommend appropriate goals, performance measures, and evaluation frameworks that can be used to assess progress and inform future private or public investment decisions.*
7. Is public safety coverage part of the analysis, including FirstNet use and cellular 911 calls? Are municipal public safety two-way radio systems out of scope?	*Yes. Public safety considerations are an important component of the Action Plan. However, the primary focus of the RFP is cellular and wireless connectivity available through commercial and related wireless networks. Municipal public safety two-way radio systems are not a required focus of the analysis and are generally outside the primary scope of the Action Plan, except where they may provide relevant context regarding public safety communication needs, infrastructure assets, coordination opportunities, or coverage challenges.*

Question	State Response
8. To what extent should backbone fiber availability and transport infrastructure, and “backend infrastructure capacity” be evaluated, including new fiber builds supported through State broadband initiatives? What relevant information will the State make available?	*The level of analysis regarding backbone fiber availability, transport infrastructure, and backend infrastructure capacity is left to the vendor's professional judgment and proposed methodology.* *At this stage, BEA is not providing a definitive inventory of data sources or infrastructure information that may be available. Vendors should describe in their proposals the types of information they anticipate needing and their approach to obtaining and validating that information. Additional discussions regarding data availability, existing resources, and coordination opportunities will occur with the selected vendor during project initiation and implementation.*
9. Does BEA intend to use this plan to support future grant applications, legislative requests, or investment decisions?	*BEA intends for the Cellular and Wireless Action Plan to serve as a strategic planning resource that informs the State's understanding of wireless connectivity needs, gaps, and opportunities. The Action Plan is intended to serve as a resource for both public and private sector decision-makers, helping to inform future infrastructure investment, partnership opportunities, and deployment strategies across New Hampshire.*

5.Drive Testing, Coverage, Methodology, and KPIs

Question	State Response
1. What level of statewide drive-test coverage does BEA expect, such as route miles, sample density, geographic distribution, counties, road classes, or priority areas?	*BEA intentionally leaves the level and methodology of data collection and validation to the vendor's professional judgment. Vendors should propose an approach that they believe is appropriate to support a*

Question	State Response
	comprehensive assessment of cellular and wireless connectivity conditions across New Hampshire and to identify service gaps, priority areas, and opportunities for improvement. Specific expectations, areas of emphasis, and implementation details may be further discussed with the selected vendor following contract award.
2. Does BEA expect drive testing to cover all public road mileage, or may vendors propose a targeted or representative sampling approach to assess coverage and performance across the state?	*No. BEA does not expect drive testing to cover all public road mileage in New Hampshire. BEA encourages vendors to describe the rationale for their proposed approach, including how geographic areas, roadway types, rural locations, population centers, economic activity centers, public safety considerations, and other relevant factors would be incorporated into the assessment. The proposed methodology should provide confidence that the resulting analysis reasonably reflects statewide conditions and supports the objectives of the Action Plan.*
3. Which carriers and technologies should be measured, such as AT&T, Verizon, T-Mobile, UScellular, 4G LTE, and 5G NR?	*BEA anticipates that the analysis should be sufficiently comprehensive to evaluate existing service availability, coverage, performance, and infrastructure conditions; however, the specific carriers, network technologies, and data sources included in the assessment are left to the vendor's professional judgment and proposed methodology.*
4. Which metrics are required, such as coverage or signal level, throughput, latency, and voice call performance?	*Vendors should propose a methodology and set of evaluation criteria that they believe are appropriate to assess cellular and wireless connectivity across New Hampshire and support the development of a comprehensive statewide Action Plan. BEA is not establishing required metric thresholds or minimum testing parameters at this time. The appropriateness and sufficiency of the proposed metrics will be evaluated as part of the vendor's overall technical methodology. Additional discussion regarding specific*

Question	State Response
	metrics, data sources, and analytical approaches may occur with the selected vendor during project initiation.
5. Does BEA have preferred methodologies or standards for coverage validation and performance testing?	*BEA intentionally provides flexibility for vendors to propose the methodologies, tools, data sources, and validation techniques they believe are most appropriate to support a comprehensive assessment of cellular and wireless connectivity across New Hampshire. BEA is primarily interested in a methodology that can effectively identify service gaps, evaluate existing cellular and wireless connectivity conditions, inform stakeholder discussions, and support development of recommendations that are scalable and relevant to current and future cellular and wireless connectivity needs.*
6. Is there a preferred data format or GIS deliverable format for drive-test results?	*At this stage, BEA is not establishing specific requirements regarding GIS platforms, file types, data structures, or reporting formats. Vendors should propose data and GIS deliverables that they believe are appropriate to support the objectives of the Action Plan and facilitate the State's future use of the information. Data management, GIS deliverables, and related technical requirements may be further discussed and refined with the selected vendor during project initiation.*
7. Are supplementary data sources acceptable alongside drive-test results, including FCC National Broadband Map data, mobile challenge data, crowdsourced data, prior studies, or third-party performance data?	*Yes. BEA recognizes that a comprehensive assessment of cellular and wireless connectivity may benefit from the use of multiple data sources and analytical approaches. Vendors should clearly describe any proposed data sources, their intended use, limitations, and how information from multiple sources will be validated, reconciled, and incorporated into the overall methodology. The goal is to provide a reliable and actionable assessment that supports development of the statewide Cellular and Wireless Action Plan.*

Question	State Response
8. What geographic areas and environments should be assessed: roadways, indoor locations, homes, parks, forests, or other areas with limited road access?	*BEA anticipates that vendors will consider the geographic areas and environments most relevant to understanding current connectivity conditions, identifying service gaps, assessing demand, and developing actionable recommendations. Depending on the proposed methodology, this may include consideration of transportation corridors, population centers, business and economic activity areas, public safety needs, residential areas, recreational destinations, rural and remote locations, and other areas where cellular and wireless connectivity is important to residents, visitors, businesses, and public institutions. Additional discussion regarding areas of emphasis and analytical priorities may occur with the selected vendor during project initiation.*
9. Should coverage be measured against the FCC broadband benchmark of 100 Mbps download and 20 Mbps upload? How should indoor coverage or building-loss assumptions be addressed?	*Vendors should propose the performance metrics, benchmarks, and evaluation methodologies they believe are appropriate to assess cellular and wireless connectivity across New Hampshire and to support the development of a comprehensive statewide Action Plan. Vendors should explain the rationale for any benchmarks used and how those benchmarks relate to the objectives of the analysis and resulting recommendations. The RFP does not prescribe assumptions or requirements regarding indoor coverage evaluation, building penetration losses, or other propagation factors. Vendors may address indoor coverage, building-loss assumptions, and related considerations to the extent they believe such factors are relevant to assessing service availability, user experience, public safety needs, or other connectivity objectives identified through the project.*
10. Has BEA identified specific Key Performance Indicators (KPIs), such as minimum download and upload speeds, latency, signal strength thresholds, 4G or	*BEA intentionally provides flexibility for vendors to propose the metrics, benchmarks, and evaluation framework they believe are most appropriate to support*

Question	State Response
5G availability, or coverage along specified corridors? If so, please describe them. If not, should vendors develop recommended KPIs as part of the scope of work?	*a comprehensive assessment of cellular and wireless connectivity throughout New Hampshire. As part of their proposed methodology, vendors may recommend KPIs and performance measures that can be used to evaluate existing conditions, identify service gaps, prioritize investments, and measure progress toward the objectives of the Action Plan. Vendors should clearly describe any recommended KPIs, the rationale for their selection, and how they would support actionable planning and future decision-making.*
11. Would BEA consider reversing the order of Stages 1A and 1B, running them concurrently, or using a geographically phased approach in which drive testing informs local engagement?	*Yes. BEA is open to alternative approaches to completing the work, including sequencing, concurrency, or phased implementation strategies, provided the proposed approach supports the objectives and deliverables identified in the RFP. Vendors may propose modifications to the sequencing of activities, including conducting certain tasks concurrently, integrating technical assessment activities with stakeholder engagement efforts, or employing a geographically phased approach, if they believe doing so will improve the quality, efficiency, or effectiveness of the analysis and resulting Action Plan.*
12. Does BEA have existing drive-test or cellular coverage data that the selected vendor may incorporate into the broader analysis?	*No. Vendors should not assume the availability of any particular State-provided drive-test or coverage data when developing their proposals.*

6. Existing Data, Carrier Information, Confidentiality, and Licensing

Question	State Response
1. What existing data will BEA or partner agencies provide, including state-owned tower or radio sites, Office of Information Technology assets, public safety or 911 coverage data, prior coverage studies, and stakeholder contact lists?	*At this time, BEA is not committing to the availability of any specific datasets, inventories, studies, contact lists, or agency resources for use by the selected vendor. Following contract award, BEA expects to work collaboratively with the selected vendor to identify and discuss relevant information and resources that may be available from BEA and other state, regional, local, federal, or industry stakeholders. Because data ownership, confidentiality requirements, security considerations, and interagency permissions may vary, vendors should not assume access to any particular dataset, system, or contact list unless and until such access is confirmed after contract award. The availability, applicability, and permissible use of any such information will be evaluated during project initiation.*
2. Have previous statewide cellular or wireless assessments been performed or coordinated with providers, and will those data be made available to the selected vendor to use as leverage and outreach to existing providers?	*Vendors should not assume that particular studies, analyses, provider data, or carrier relationships will be available to support their proposed methodology.*
3. Which existing New Hampshire plans, studies, programs, and related activities should the Stage 1A benchmarking assessment cover? Please identify or provide links to publicly available materials.	*Vendors should use their professional judgment to identify the plans, studies, programs, and activities that are most relevant to the project objectives.*
4. How will BEA protect commercially sensitive carrier data, such as tower locations, capacity, backhaul, and network plans, considering Form P-37 Section 10 and the Right-to-Know Law, RSA 91-A?	*BEA recognizes that this project may involve commercially sensitive or proprietary information. Consistent with Section 10 of the Appendix A RFP BEA 2027-02 P-37 Standard Contract Form, disclosure of data and records is governed by N.H. RSA 91-A and other applicable law. Stakeholders should clearly identify any information they consider proprietary, confidential, or security-sensitive and provide the basis for the claimed protection. BEA will evaluate such claims in accordance with applicable law and State*

Question	State Response
	procedures but cannot guarantee that submitted information will be exempt from public disclosure.
5. The three cellular providers are typically quite hesitant to provide network details as they consider them proprietary. As such, an objective technical assessment of capacity needs and challenges is difficult at best. Therefore, the only source for capacity analysis or assessment is data from carriers themselves. If carriers provide capacity data that cannot be independently verified, will BEA consider those data acceptably conclusive for the capacity analysis?	*BEA does not intend to establish a blanket policy that carrier-provided data will be deemed conclusive solely because it cannot be independently verified. Rather, the State expects vendors to evaluate and present available information in a balanced and transparent manner, acknowledging the extent to which conclusions are based on carrier-provided data, other supporting information, stakeholder input, observed conditions, industry practices, or other analytical methods. The objective of the Action Plan is not to perform a regulatory audit of carrier networks, but to develop a practical, statewide understanding of cellular and wireless connectivity needs, infrastructure challenges, service gaps, and opportunities for future investment and improvement.*
6. If comprehensive carrier network plans and detailed facility locations cannot be obtained, what level of infrastructure analysis does BEA expect beyond the service results observed through drive testing?	*BEA is not defining a specific level of infrastructure analysis where detailed carrier information is unavailable. Rather, vendors should propose a practical and defensible methodology that produces actionable findings and recommendations while clearly identifying any limitations resulting from data availability, proprietary information restrictions, or other constraints. Specific expectations regarding data sources, infrastructure analysis, and assessment techniques may be further discussed with the selected vendor during project initiation. [nheconomy.com]*
7. Is the FCC National Broadband Map intended to be a source for this initiative, or is the RFP seeking more accurate or granular information?	*The objective of the Action Plan is to develop a practical and actionable understanding of current cellular and wireless connectivity conditions, service gaps, infrastructure needs, and opportunities for improvement. Accordingly, BEA welcomes methodologies that supplement or enhance existing datasets where doing so would improve the accuracy*

Question	State Response
	or usefulness of the analysis and resulting recommendations.
8. What data licensing terms apply to purchased or licensed third-party mobile performance data, including the State's right to retain or publish the data or derived maps after the contract ends?	*Under Section 10 of the Appendix A RFP BEA 2027-02 P-37 Standard Contact Form, data, maps, analyses, reports, and other materials developed or obtained under the contract, including data purchased with contract funds, are considered Property of the State. The State therefore retains ownership of such Property following contract completion, subject to applicable law and any valid third-party licensing restrictions. Vendors must identify and describe any third-party data license terms that limit the State's rights to retain, reproduce, publish, disclose, redistribute, or continue using underlying datasets or derivative products after the contract ends. Any such restrictions should be clearly stated in the proposal.*

7. Stakeholder Engagement, Outreach, and Public Comment

Question	State Response
1. How many in-person stakeholder engagement events and virtual sessions does BEA expect, and what regional distribution is anticipated?	*BEA intentionally provides flexibility for vendors to propose the engagement approach they believe is most appropriate to achieve meaningful participation from relevant stakeholders, including businesses, municipalities, cellular and wireless providers, public safety organizations, community organizations, state agencies, and other interested parties. BEA is not establishing required regional coverage areas or minimum participation targets at this time. The adequacy of the proposed engagement strategy will be evaluated as part of the vendor's overall technical approach. Specific engagement activities, areas of*

Question	State Response
	emphasis, and outreach priorities may be further discussed with the selected vendor during project initiation.
2. Does BEA expect the selected vendor to facilitate public meetings in all counties or only in specified geographic regions?	*The RFP calls for a robust stakeholder and community engagement strategy but allows vendors flexibility in designing an approach that supports the project objectives. Vendors should propose an engagement approach that they believe will effectively gather input from a broad and representative range of stakeholders across New Hampshire*
3. Will BEA facilitate introductions to cellular providers, state agencies, tribal entities, regional planning commissions, utilities, transportation agencies, and other stakeholders, or co-sign project outreach?	*Vendors should assume responsibility for developing and implementing a stakeholder engagement strategy, including identification of key stakeholders and execution of outreach activities necessary to complete the scope of work. BEA anticipates working collaboratively with the selected vendor to support stakeholder identification and engagement throughout the project. Following contract award, BEA may, at its discretion and as appropriate, assist in identifying relevant stakeholders, sharing existing contacts, coordinating with partner organizations, or facilitating introductions where doing so would support the objectives of the project.*
4. Will BEA provide venues, attendee lists, or other stakeholder recruitment and coordination support, or is the selected vendor expected to manage all outreach?	*Vendors should assume responsibility for planning, coordinating, and conducting the outreach and engagement activities necessary to achieve the objectives of the project, including stakeholder identification, communications, meeting facilitation, and participant recruitment. Following contract award, BEA may, at its discretion and as appropriate, assist with stakeholder identification, awareness, coordination, or other engagement-related activities where such support would advance the goals of the project. The nature and extent of any support will depend on project*

Question	State Response
	needs, resource availability, stakeholder relationships, and other considerations at the time.
5. Should vendors include event logistics costs, such as venue, advertising, and materials, in the proposed budget?	*Yes. Vendors should include in their proposed budget all costs necessary to complete the scope of work described in the RFP.*
6. Does BEA have a preferred or required platform for the Stakeholder Outreach Log (Section 2 of the RFP), such as Microsoft 365, SharePoint, Excel, or a CRM tool? Should licensing costs be included in the budget?	*Vendors may propose the platform, tool, or system they believe is most appropriate for managing stakeholder engagement activities and documenting outreach efforts. Vendors should clearly describe their proposed approach for maintaining and providing access to stakeholder outreach records and should ensure that any proposed solution supports the reporting and deliverable requirements of the project. Any platform used for maintaining the Stakeholder Outreach Log should allow information to be shared with the State at any point during the project. If the proposed platform requires specific software, user licenses, credentials, security configurations, or other access requirements for State personnel to review project information, those requirements should be clearly identified and described in the vendor's proposal. If a vendor's proposed methodology requires software subscriptions, platform access, user licensing, or other associated costs to perform the work and deliver the required project outputs, those costs should be included in the vendor's proposed budget.*
7. What role should the selected vendor play in the Summer 2028 public comment period, such as hosting sessions, receiving comments, or preparing a response summary, versus supporting a BEA-administered process?	*BEA anticipates administering and facilitating the public comment process, including determining the structure, timing, and mechanisms for receiving public input. The selected vendor should anticipate providing support to BEA during the public comment period as reasonably necessary. Such support may include assisting with presentations or informational materials, providing technical expertise regarding the Draft Action Plan, reviewing and analyzing comments received, and*

Question	State Response
	recommending revisions based on public feedback. The specific roles and responsibilities associated with the public comment process may be further discussed and refined with the selected vendor during project planning and Action Plan development.

8. Deliverables, Maps, Business Cases, and Reference Models

Question	State Response
1. What level of detail is expected for the "Priority Area Identification Map & Summary," such as census block, municipality, or county?	*BEA expects the Priority Area Identification Map & Summary to provide sufficient geographic detail to support future investment decisions and infrastructure planning. Vendors should propose the geographic scale and methodology they believe is most appropriate based on available data and industry best practices. At a minimum, priority areas should be identifiable at the municipal level, with more granular analysis (such as census block, road segment, coverage grid, or other location-specific mapping) provided where feasible and necessary to accurately depict service gaps and investment opportunities. BEA anticipates that the final deliverable may include multiple levels of analysis, including statewide, regional, municipal, and sub-municipal views, to effectively communicate findings to policymakers, stakeholders, and potential funding partners.*
2. What level of analysis and financial modeling does BEA expect for the Stage 1B business cases, including publicly funded and privately financed infrastructure projects and opportunities for matching or complementary investments?	*BEA anticipates that the Stage 1B business cases will consist of strategic, investment-level analyses of potential cellular and wireless infrastructure projects, including both publicly funded and privately financed options. Business cases should include a proposed solution concept, anticipated benefits, implementation*

Question	State Response
	considerations, major cost drivers, order-of-magnitude capital cost estimates, potential funding or financing strategies, opportunities for matching or complementary investments, and project prioritization rationale. Detailed engineering designs, RF propagation studies, construction-ready plans, site acquisition analyses, permit-level cost models, or carrier-grade engineering analyses are not anticipated as part of this deliverable. The intent is to support informed investment and planning decisions through technically informed business cases rather than detailed engineering or construction documents. Consistent with the framework reflected in Maine's Interim Demand Report, vendors should focus on evaluating and prioritizing potential infrastructure investments using high-level technical and financial analyses.
3. The State of Maine published an Interim Demand Report as part of its cellular and wireless planning effort. Does BEA consider that report representative of the expected scope, detail, and format for this project, particularly the Stage 1A Interim Demand Report? If not, how do BEA's expectations differ, and are there other preferred examples that BEA consider a good model?	*Yes. BEA considers the State of Maine's Interim Demand Report to be representative of the expected scope, level of detail, and overall format for this project, including the Stage 1A Interim Demand Report. While the specific content and findings will naturally reflect the conditions and data sources applicable to this project, Vendors may use the Maine report as a reasonable model for organizing and presenting the Stage 1A deliverable. BEA does not have a preferred alternative example and generally expects a comparable level of analysis, documentation, and reporting.*

9. Funding Source, Available Programs, Schedule, and Staffing

Question	State Response
1. The RFP title references State Broadband Capacity Program funds, while Sections 1.A and 3.D reference Northern Border Regional Commission awards. Please confirm the funding source and any program-specific requirements beyond 2 CFR Part 200, Appendix II.	*The Northern Border Regional Commission gave an award to the State of New Hampshire. The award given to the State is the "State Broadband Capacity Program". The funding source is federal funds received by the Northern Border Regional Commission.*
2. Has BEA identified federal, state, or other programs that could fund solutions to the coverage gaps identified by this project? If so, please list them so the Action Plan's recommendations can align with realistically available resources.	*No. At this time, BEA has not identified specific federal, state, or other funding programs to address the coverage gaps identified through this project. The Action Plan's recommendations should therefore focus on documented needs and potential implementation strategies.*
3. Does BEA expect vendor staff to be physically located in New Hampshire for the duration of the project?	*No. BEA does not require vendor staff to be physically located in New Hampshire for the duration of the project. However, the selected vendor should be prepared to support both virtual and in-person activities as needed, including stakeholder engagement, outreach events, meetings, and field work associated with the project scope. Vendors should describe how their proposed staffing approach will ensure availability, responsiveness, and effective engagement with New Hampshire stakeholders throughout the contract term.*