QUESTIONS AND ANSWERS (Q&A)

The City of Lucas Request for Proposal (RFP)
Broadband Network Design and Financial Model

January 9, 2020

1. 01/07/2020 – Regarding Section III, Special Considerations: When a response to an RFP is created, we do not have enough information at that point to provide a recommended technology solution for the city. A typical deliverable of our completed study includes an evaluation of potential technology suitable specifically for the area and a recommended technology solution. A detailed recommendation cannot be determined until data is reviewed and analysis is complete. Is that acceptable?

    Answer: We do not expect a detailed response to the RFP. Our primary goals are to get a general idea of what you will propose, and the cost for performing the work in the RFP.

2. 01/07/2020 – Regarding Section V, Under B and C: It describes the deliverable being an adjustable and dynamic financial model. Our financial model includes proprietary calculations and structures that are not typically shared, however the results of the calculations of that model are shared. To clarify, is the model itself (calculations, file, etc) required to be given to the City, or is the result of the model's calculations the deliverable?

    Since we cannot deliver our propriety calculations and tools, if you need to adjust some of the parameters of the model, is it acceptable for us to work with you to receive any requested changes and deliver the new results to you?

    Answer: We understand the proprietary nature of the model, and your desire to keep control of the asset. Our goal is to ensure speedy (instant), dynamic adjustments to the model within to cost quoted for performing the work. We are not interested in a static result that is difficult to adjust, and where additional cost is incurred for requested changes.

3. 01/07/2020 – Is the City anticipating that the vendor will provide the dynamic financial model so that the City can manipulate the data after the project is complete? Does the City want to see the formulas used to generate the spreadsheets?

    Answer: The City would like the model, but it is not required. The formulas aren't necessary, but an explanation of how the numbers are calculated is. We welcome the vendor to provide us with their modeling tool, but this is not required. However, it is required that the vendor be able to support speedy (instant) and dynamic changes to the model according to city input for no additional cost.

4.   01/08/2020 – In "III. Special Considerations", RFP states that responses should include technology solutions consultant intends to recommend to City and reasons supporting those recommendations. However, "VII. Evaluation Factors" does not include a review or assessment of those technologies.

   a.   How will City be using those technology recommendations in evaluation of proposals?

   Answer: Section III, Special Considerations provides further information on what the actual work product should include after the proposal has been selected and a contract has been executed between the City and the selected consultant. The City will not be evaluating technology recommendations as part of the RFP evaluation process. Section III is meant to help prospective consultants understand what the City is looking for in the final report after the consultant has been selected.

   b.   Can consultant broaden technology options in final report, as long as analysis in final report includes at least those options offered in proposal?

   Answer: The consultant can certainly broaden the technology options in the final report. The City is not asking for specific technology options in the proposal, but it will be expected in the final report after the consultant has been selected.

5.   01/08/2020 – What is planned timing of delivery of supporting data (survey data, GIS data, etc.) be, measured from executed contract?

   Answer: After a consultant has been selected, the planned timing of the delivery of supporting data will be determined between the City and the consultant during the kick-off meeting and work session. The date for this meeting will be scheduled after a contract has been executed between the City and the consultant.