# Greene County Broadband RFP

# Addendum and Responses to Questions

1. *Due to Covid19 would you consider taking emailed responses?*

   A: At this time, we are requesting that proposals be submitted in writing.

2. When you refer to underserved or unserved, do you mean based on population or geography?

   A: There's not a black or white answer to this. Our immediate concern would be addressing the current population; however, we welcome plans that address strategic growth throughout the County including areas that are not largely populated currently. An ideal plan would not necessarily need to extend services to unpopulated areas, but proposing a plan on how services would extend in the future as needs change is highly recommended.

3. Can you provide maps that reflect the underserved or unserved? Is it a correct assumption that these are the only areas that you want us to provide service in the county? Or do you want the solution to be offered to the entire county even if already served?

   A: There are many different maps reflecting areas which we wish to serve. Every map we have seen has been slightly different, but for the sake of simplicity the map linked below loosely illustrates the areas we are concerned with:

   https://broadbandusa.maps.arcgis.com/apps/webappviewer/index.html?id=ba2dcd585f5e43cba41b7c1ebf2a43d0

   Additionally, we are predominately interested with providing service to areas not meeting FCC definitions of underserved/unserved.

4. Can you provide a listing of the underserved areas?

   A: Please see the above map.  Contact information for local governments is public information.

5. The areas in question are broad, highly vegetated (lots of tall trees) and sparsely populated. The technology available in radios can meet this criteria but not over the whole area because of trees/distance. Is this a minimum or a desired goal?

   A: 50 MBps download and 10 MBps is a minimum.  We would like to see speeds exceed this where possible.  We understand that this will not be possible everywhere which may make hybrid model approaches (a mix of fiber and wireless) more attractive.

6. If we can provide the wireless network to serve a currently under served area but can't provide a wired option to serve that area would our proposal still be considered?

   A: Yes, a purely wireless option would be considered as long as it hits our target metrics/areas of coverage and meets the basic RFP standards as outlined in our document.

7. Map link that you provided has serious issues.  Coverage starts and stops in clean lines which bears no resemblance to the real world.

   A: There are no perfect maps.  We are well aware of this.  Anecdotal stories rarely match what we are shown via coverage maps, and no coverage map we have reviewed thus far matches any other map we have seen.  My recommendation is to triangulate as best as possible for the sake of your proposal, using multiple sources, deliver a proposal that takes advantage of your expertise and knowledge of the area and technologies being discussed.

8 . Greene country is an interesting situation because there is a marked difference in density from west to east. A wireless option makes sense in the eastern portion where wired/fiber is the way to go in the western side. So IF the proposed solution has to work in the whole county then the bill for wiring the whole county is going to be big. If a hybrid solution is acceptable then that portion of the RFP should be modified to note that the proposed solution does not have to apply to the whole county.

If the proposed solution has to apply to the whole county will a wireless solution for Eastern Greene county be invalid?

A: There is no need to alter the RFP because the RFP explicitly states that this project is only interested in providing service to those underserved or not currently served at all. By definition, this population will be almost entirely located in the eastern portion of Greene County according to the map we have provided.

9. Will this grant push labor into the "prevailing wage" mode?

A: Yes, prevailing wage will apply.

10. If you have your heart set on 50/10 then the only way is cable or fiber. Just looking at the miles of roads and you have a substantial sum. Is there any point in covering the area with a useful system that doesn't meet you mythical 50/10 "requirement if it is 50/10 or nothing?

A: You're welcome to incorporate your alternate proposal in a formal response.

11. ….You are competing against private local small business.   Is that what you want to do?

Let me assure you that our department, nor the County, wants to displace existing businesses.  Nor are we looking to force customers into working with a new-provider if they are happy with their existing one.

That being said, everywhere I go I am met with requests for more expansive broadband options.  This sense of desperation extends outside of our region as well as large programs at both state and federal levels have been created to help subsidize broadband improvements.

Doing nothing here simply isn't an option.  The pandemic proved how vital high-speed internet is for our daily lives.  This issue effects everything from economic development, to healthcare, education and quality of life.