

# Dorchester County, Maryland



Request for Proposals

For

## High Speed Internet/Broadband Services

Date Issued 06/17/2018

### Proposal Submission Deadline:

August 2, 2018 - 3:30 p.m. EDT

### Mail or Hand Deliver Proposal to Primary

#### Contact:

Jeremy Goldman  
County Manager  
501 Court Lane  
Cambridge, MD  
21613

WARNING: Prospective Proposer who have received this document from a source other than the Issuing Office should immediately contact the Issuing Office and provide their name and mailing address so that amendments to the RFP or other communications can be sent to them. A prospective Proposer who fails to notify the Issuing Office with this information assumes complete responsibility in the event that they did not receive communications from the Issuing Office prior to the closing date

## Table of Contents

Advertisement..... 3  
Summary ..... 4  
RFP Schedule ..... 4  
General Conditions..... 4  
Background ..... 5  
Description of Services Required ..... 9  
Proposal Content and Format Requirements..... 10  
Selection Procedures ..... 11  
Attachment A..... 12

ADVERTISEMENT

Dorchester County Government is requesting proposals from Internet Service Providers (ISP) that will provide customer acquisition and support services that will serve educational, residential, commercial and government constituents within the boundaries of Dorchester County.

An electronic copy of the information package may be downloaded from [www.dorchestercountymd.com](http://www.dorchestercountymd.com).

Each proposal received in response to this RFP will be evaluated on the criteria experience, coverage, speed, and the readiness to proceed. These criteria shall determine all applicants that meet the minimum qualifications. It is the County's intent to offer this proposal to one company who meets the minimum qualifications.

All proposals must be sealed, clearly marked "PROPOSAL – High Speed Internet Service" and must include all elements described in the information package.

One original and one (1) copy of the proposal must be delivered to Dorchester County Council Office ATT: Jeremy Goldman, 501 Court Lane, Cambridge, Maryland 21613 before 3:30 PM EDT August 2, 2018. Further information or questions can be addressed to Jeremy Goldman at [jgoldman@docogonet.com](mailto:jgoldman@docogonet.com).

Access to County data for the identification of demand and assets is available by request.

**1. SUMMARY**

Dorchester County, hereinafter referred to as “County,” is requesting proposals from all Internet Service Providers (hereafter “Internet”) that will provide customer acquisition and support services that will serve educational, residential, commercial and government constituents within the boundaries of Dorchester County.

The term “offeror” shall refer to providers submitting proposals in response to this Request for Proposals (RFP). The term “Contractor” or “Provider” is also used to describe the successful offeror(s) in the context of providing services under an agreement resulting from this RFP.

Each proposal received in response to this RFP will be evaluated on the criteria described herein. All proposals must be sealed, clearly marked “PROPOSAL – High Speed Internet Service” and must include all elements described in the **PROPOSAL CONTENT AND FORMAT REQUIREMENTS** section of this RFP.

One original and one (1) copy of the proposal must be delivered to the address below before the date and time listed in the **RFP SCHEDULE** section of this RFP. The County will not be responsible for proposals delivered to a person or location other than that specified herein, and reliance on the postal service will not excuse late proposals.

Access to County data for the identification of demand and assets is available by request.

Any amendment or addendum to this RFP is valid only if issued in by Dorchester County.

**2. RFP SCHEDULE**

Publish RFP	June 17, 2018
Proposal Submission Deadline	August 2, 2018

**3. GENERAL CONDITIONS**

- 3.1. Prime Responsibility: The selected provider will be required to assume full responsibility for all services and activities offered in its proposal(s), whether or not provided directly. Further, the County will consider the selected Contractor(s) to be the sole point of contact with regard to contractual matters.
- 3.2. Assurance: Any agreement executed under this RFP must be carried out in full compliance with all laws of the State of Maryland.
- 3.3. The selected provider will enter into the agreement, without exception.
- 3.4. Independent Contractor: In performance of the work, duties and obligations assumed by the offeror, it is mutually understood that the offeror, and all of the offeror’s officers, agents and employees, will at all times be acting and performing in an independent capacity and not as an officer, agent, servant, employee, joint venture, partner or associate of the County.
- 3.5. The County reserves the right to reject any and all proposals, in whole or in part, to negotiate specific terms, conditions, compensation, and provisions on any agreements that may arise from this solicitation; to waive any informalities or irregularities in the proposals; and to accept the proposal(s) that appear(s) to be in the best interest of Dorchester County.
- 3.6. Dorchester County reserves the right to:
  - Request clarification of any submitted information;
  - Not enter into any agreement;
  - Not select any applicant;
  - Amend or cancel this process at any time;

- Interview applicants prior to award and request additional information during the interview;
- Negotiate a multi-year contract or a contract with an option to extend the duration;
- Issue similar RFPs in the future.
- Award agreements to multiple offers

### 3.7 Amendments and Addenda to the RFP

If the County finds it necessary to revise any part of this RFP, an amendment or addendum will be provided to all vendors known to have received the RFP. Amendments and addenda will also be posted on the County's website in the Request for Proposals section, [www.dorchestercountymd.com](http://www.dorchestercountymd.com).

### 3.8 Incurred Expenses

Neither Dorchester County nor any of its offices or employees shall be responsible for any cost incurred by a proposer in preparing and/or submitting a proposal.

### 3.9 Insurance Requirements

The selected vendor shall not commence services until original certificates of insurance evidencing all required insurance has been submitted to and approved by the County. The selected vendor shall be required to maintain, at its own expense, and provide satisfactory evidence of the required insurance, throughout the term of the agreement.

## 4. BACKGROUND

- 4.1. Dorchester County is looking for an Internet solution that will serve residents, business governments throughout the County. Because areas of Dorchester County are currently underserved or have no internet service, Dorchester County wishes to obtain access to high quality Internet services as that term is defined by the FCC (see <https://www.fcc.gov/document/fcc-finds-us-broadband-deployment-not-keeping-pace>) for its citizens and to encourage economic development.
- 4.2. The County is looking for an ISP that will be able to install and facilitate broadband services to the underserved rural areas of the County.
- 4.3. Proposed solutions must be highly reliable (90% or better) and provide low-link-latency capable of carrying multicast, real time streaming and video conferencing.
- 4.4. The County is willing to provide access to its vertical assets such as listed below for deployment of wireless services that will augment the internet deployments throughout the county. Fiber access is available at these sites.
- 4.5. The County may be willing to provide limited funding assistance for up to two (2) years of access to two (2) S non-county owned towers, located within Dorchester County. The County will not pay more than \$50,000 over the term of the agreement.
- 4.6. The selected entities will be required to market their offerings to customers in Dorchester County.
- 4.7. Preference may be given to firms that can get high-speed internet to residents the quickest.

List of Cell Towers:

Property Owner	Owner Type	Tower Owner	Carrier	Address	City	Verified with 2016 Imagery	Households within 5 Miles
Spocott	Private	American Tower Corp	Not Provided	Near 5802 Castle Haven Road	Cambridge	No	1,579
MTS Broadcasting	Private	MTS Broadcasting	Not Provided	1403 Bay Street	Cambridge	Yes	6,558
C & P Telephone	Private	C & P Telephone	Not Provided	413 High Street	Cambridge	Yes	6,702
Chesapeake Utilities	Private	Chesapeake Utilities	Not Provided	405 Cherry Street	Cambridge	Yes	6,702
Dorchester County Commissioners	Government	Dorchester County	Not Provided	829 Fieldcrest Road	Cambridge	Yes	6,985
Comcast Cablevision of Delmarva	Private	Comcast Cablevision of Delmarva	Not Provided	Near 1500 Bavyly Road	Cambridge	Yes	6,812
Jackson	Private	Crown Castle	Capacity 5 users	2059 Pig Neck Road	Cambridge	No	6,531
Delmarva Power	Private	Delmarva Power	Not Provided	316 Cedar Street	Cambridge	Yes	6,895
Hoffman	Private	Crown Castle	Not Provided	5445 Mount Holly Road	East New Market	Yes	6,496
Webster	Private	Pinnacle Towers, Inc	Bell Atlantic, Nextel, Shore Communication	3847 Vincent Road	Linkwood	Yes	2,615
Baja Development Corp	Private	Not Provided	Not Provided	4812 Madison Canning House Road	Madison	Yes	1,096
Fry	Private	Not Provided	Sprint	4509 Harrisville Road	Woolford	Yes	925
Spicer	Private	American Tower Corp	Not Provided	Near 3465 Golden Hill Road	Church Creek	No	386
Dorchester County Commissioners/Luthy Farm	Government	Dorchester County	Not Provided	2946 Greenbrier Road	Cambridge	Yes	278
Reid	Private	Not Provided	Not Provided	4325 Maiden Forest Road	Vienna	No	1,012
State of Maryland EMS	Private	State of Maryland EMS	Not Provided	4710 Ocean Gateway	Vienna	Yes	599
McDowell	Private	Pinnacle Towers, Inc	Cellular One, Nextel, Shore Communication	4873 Ocean Gateway	Vienna	Yes	569
Hackett	Private	BTO Towers	Nextel, capacity 6 users	5865 Puckum Road	Rhodesdale	Yes	1,966
Harper	Private	Sprint	Sprint	4646 East New Market Rhodesdale Road	Hurlock	Yes	2,420
Schufelt	Private	American Tower Corp	Not Provided	Near 3985 Secretary East New Market Road	Hurlock	No	3,437
Hadagro	Private	Crown Castle	Not Provided	Near 4042 Baker Road	East New Market	Yes	3,387
Warwick Corp/WAAI	Private	Warwick Corp/WAAI	Not Provided	6301 Meadow Drive	Hurlock	Yes	3,499
Bradley	Private	Not Provided	Not Provided	6400 Eldorado Road	Federalburg	No	2,020
Koski	Private	Crown Atlantic Co, LLC	Not Provided	Near 4811 Milligantown Road	Hurlock	Yes	2,871
Lankford	Private	Sprint PCS	Sprint, 3 users	6840 Eldorado Road	Federalburg	Yes	975
Wright	Private	Thine Wireless	Nextel, capacity 6 users	7225 Hynson Road	Hurlock	Yes	2,023
United States	Government	United States	Not Provided	1436 Phillips Gunning Club Road	Crocheron	Yes	307
C & P Telephone	Private	C & P Telephone	Not Provided	2425 Lakesville Crapo Road	Crapo	Yes	520
Spicer	Private	Not Provided	Not Provided	2025 Old Field Road	Church Creek	No	1,072
State of Maryland DNR	Private	Not Provided	Not Provided	Near 4165 Griffith Neck Road	Cambridge	No	150
Dorchester Dumin Co LLC	Private	Not Provided	Not Provided	5749 Holly Road	East New Market	Yes	2,954
Fish and Wildlife Service	Private	Not Provided	Not Provided	3635 Smithville Road	Taylor's Island	Yes	292
<b>Total Households:</b>			<b>15,919</b>	<b>** Total Households Served:</b>			<b>15,398</b>

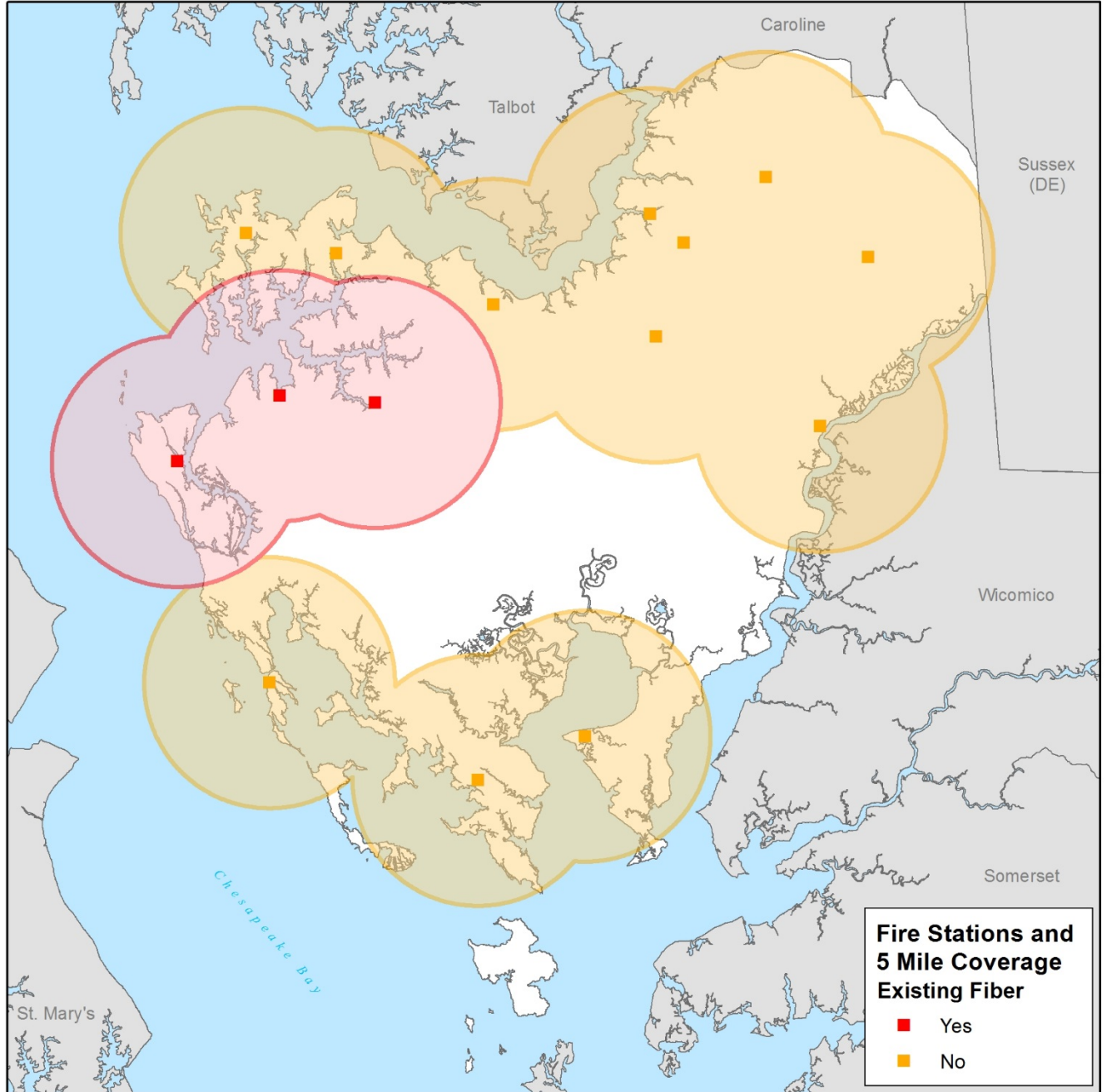
\*\*This number is not a sum of the table above due to overlapping coverage

List of Fire Stations with Fiber:

Firehouse Name	Address	City	Fiber Status	Households within 5 miles
Taylors Island Volunteer Fire Company	510 Taylors Island Road	Taylors Island	Existing	338
Madison Volunteer Fire Company	1154 Taylors Island Road	Madison	Existing	1,084
Rescue Fire Company	8 Washington Street	Cambridge	Potential Expansion	6,945
Hurlock Volunteer Fire Company	300 Charles Street	Hurlock	Potential Expansion	3,521
Neck District Volunteer Fire Company	954 Cooks Point Road	Cambridge	Potential Expansion	793
Elliotts Volunteer Fire Company	2317 Elliott Island Road	Vienna	Potential Expansion	353
Lakes and Straits Fire Company	2103 Farm Creek Road	Wingate	Potential Expansion	550
Linkwood Salem Volunteer Fire Company	3905 Ocean Gateway	Linkwood	Potential Expansion	2,430
Vienna Volunteer Fire Company	301 Old Route 50	Vienna	Potential Expansion	508
Eldorado-Brookview Volunteer Fire Company	5752 Rhodesdale Eldorado Road	Rhodesdale	Potential Expansion	1,578
East New Market Volunteer Fire Company	4020 East New Market Hurlock Road	East New Market	Potential Expansion	3,453
Secretary Volunteer Fire Company	115 Myrtle Street	Secretary	Potential Expansion	3,106
Hoopers Island Volunteer Fire Company	2756 Hoopers Island Road	Church Creek	Potential Expansion	522
Station 36	1604 Hudson Road	Cambridge	Potential Expansion	2,094
Church Creek Volunteer Fire Company	1902 Church Creek Road	Church Creek	Existing	1,262
<b>Total Households:</b>		<b>15,919</b>	<b>**Total Households served:</b>	<b>15,178</b>

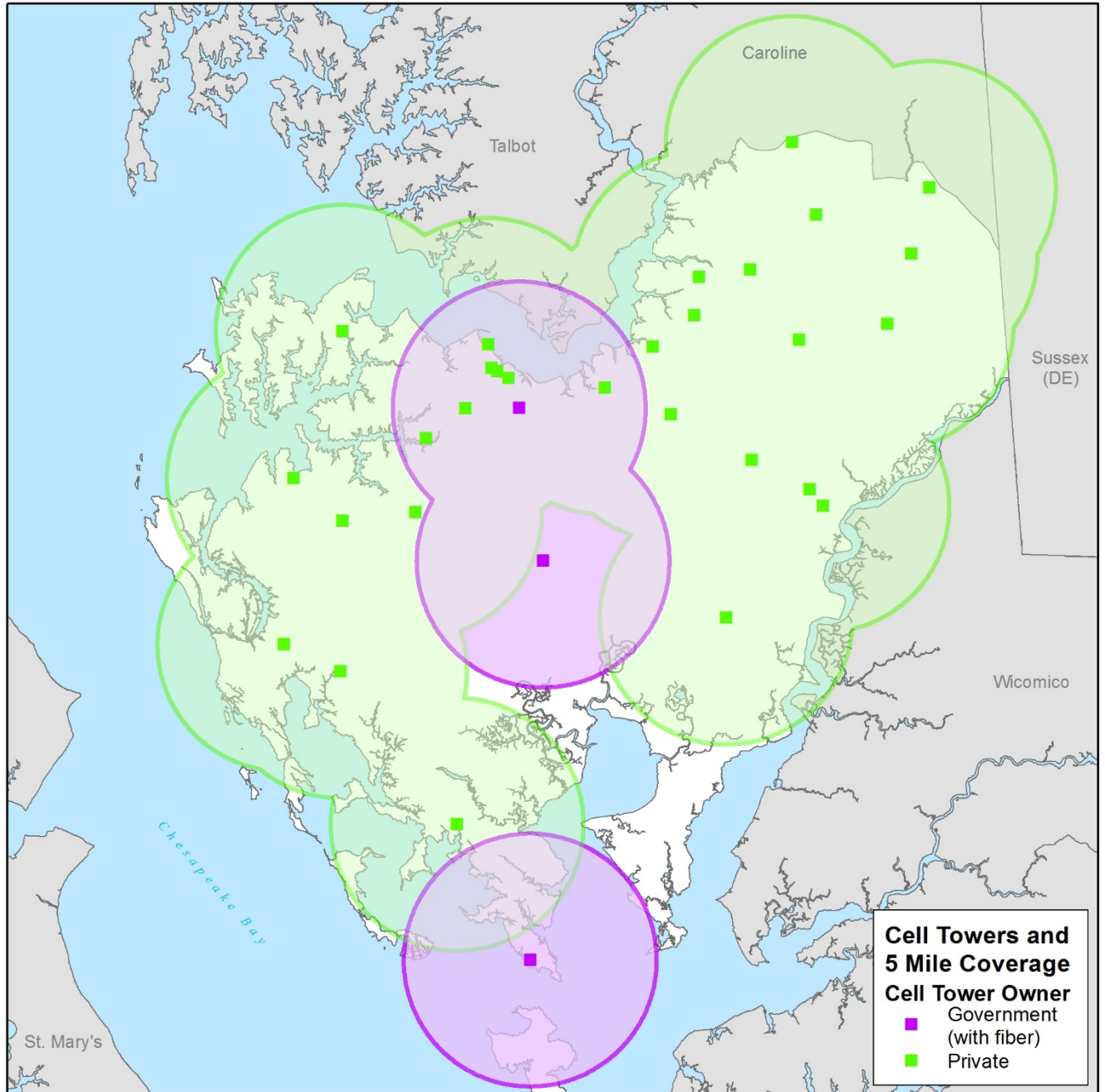
\*\*This is not a sum of values because of overlapping coverage.

Map of Fire Stations with Fiber Coverage:





Map of Cell Towers with Coverage:



**5. DESCRIPTION OF SERVICES REQUIRED**

5.1. Scope of Services

- 5.1.1. Provide turn-key Internet access;
- 5.1.2. Provide local sales and technology support;
- 5.1.3. Provide pricing for residential internet access along with time-to-market for implementation to residential areas. This includes providing for the first year, plus promotional discounts.

5.2. Detailed Description(s) of Services Required

- 5.2.1. Residential wireless network
  - a. High Speed Internet delivery of Internet access for remote customers;

- b. Best Effort offering of at least 5Mbps down / 1Mbps up, with additional delivery speeds available;
  - c. Longest connection distance from tower is 5 miles 'Line of Sight';
  - d. Initial residential offers must be made available within three (3) months of towers becoming active.
- 5.2.2. Commercial wireless network
- a. Wireless backhaul to proposed towers;
  - b. 99.99% reliability (or better);
  - c. Low-link-latency (preferably 25ms or less);
  - d. Network speed of not less than 10Mbps preferably closer to 50Mbps;
  - e. Longest connection distance is no more than 5 miles 'Line of Sight';
  - f. Equipment located on any roof must be efficiently placed to minimize roof footprint;
  - g. Installation is preferred to be on the roof and set back from the roof edge so that any dish or antenna is not visible from the streets, or as approved by County.
- 5.2.3. Space on County-owned Structures
- a. Agreement not to exceed 5-year term at an agreed upon free rate.
  - b. New agreement may be able to be entered at a fair market rate.

## 6. PROPOSAL CONTENT AND FORMAT REQUIREMENTS

Interested offerors shall submit one original plus one (1) copy of their proposal.

Proposals shall be delivered no later than the date and time listed in the RFP SCHEDULE and shall contain at a minimum the following items:

### 6.1. Cover Sheet (Attachment A)

- 6.1.1. Provide the full legal name of the Contractor who will execute the contract. Provide specific information concerning the agency, including: the agency's legal name, type of entity, and Federal Tax ID #.
- 6.1.2. The cover sheet must be signed by an owner, corporate officer, or agent authorized by the Contractor.

### 6.2. Wireless Network

- 6.2.1. Provide a detailed description of the Primary Wireless Solution that you are providing.
  - a. Provide equipment specifications in adequate detail to document the performance.
  - b. Provide the electrical requirements for the proposed system.
  - c. Provide installation sketches or drawings showing what the vertical asset installations will look like and what connections you are proposing.
  - d. Describe any benefits that your proposed system may provide that exceed specifications or enhance performance in ways that are not otherwise documented in your proposal.

- 6.2.2. Provide details on residential access
  - a. Provide maps detailing when each underserved or unserved area will have access to Internet.
- 6.2.3. Provided a detailed description of your proposal for use of County-owned towers
  - a. Provide Installation sketches or drawings showing what the roof installations will look like and what connections that you are proposing to make to the building.
  - b. Describe any electrical requirements you may wish to include in the lease agreement.
  - c. Describe any other requirements you have for your proposed lease agreement.

**6.3 Organization Information**

- 6.3.1 Background and Experience
  - a. Provide at least three references that substantiate your organization's experience in providing wireless solutions.
- 6.3.2 Provide a description of all available equipment and installation warranties provided in your proposed system(s).

**7. SELECTION PROCEDURES**

Proposals will be evaluated on the criteria experience, coverage, speed, and the readiness to proceed.

The County may negotiate with 1 contractor without terminating negotiations with another contractor and may negotiate with 1 or more contractors during the same period. At any point in the negotiation process, the County may, at its discretion, terminate negotiations with any or all firms.

It is the intent to award this arrangement with multiple vendors who meet the minimum criteria listed in the **PROPOSAL CONTENT AND FORMAT REQUIREMENTS** section.

The Contractor(s) selected for this project will be required to accept the County's agreement and to comply with insurance standards listed in the agreement. No agreement with the County is in effect until both parties have signed an agreement.

**ATTACHMENT A: COVER SHEET**

<b>Name of Person, Business or Organization:</b>	
<b>Type of Entity:</b> (e.g. Sole-Proprietorship, Partnership, Corp., Non-Profit, Public Agency)	
<b>Federal Tax ID Number:</b>	
<b>Contact Person – Name</b>	
<b>Contact Person – Address</b>	
<b>Contact Person – Phone Number (s)</b>	
<b>Contact Person – e-mail address</b>	

By signing this **Cover Sheet** I hereby attest: that I have read and understood all the terms listed in the RFP; have read and understood all terms listed in this proposal; that I am authorized to bind the listed entity into this agreement; and that should this proposal be accepted, I am authorized and able to secure the resources required to deliver against all terms listed within the RFP as published by Dorchester County Government, including any amendments or addenda thereto except as explicitly noted or revised in my submitted proposal.

\_\_\_\_\_  
Signature of Authorized Representative

\_\_\_\_\_  
Printed Name of Authorized Representative

\_\_\_\_\_  
Date

\_\_\_\_\_  
Printed Title of Authorized Representative