

DATE: December 17, 2021

DISTRICT NAME: Wayne County RESA (BEN 130926)

SUBJECT: Addendum to Universal Service Fund Request for Proposal (RFP)
Wayne RESA RFP # 21-016-651

(FY22: 2022-2023)

ASSOCIATED FORM 470: 220005529

Questions and Answers

1. Section 2.4.3 - only allowing a 3-year initial term is too short (E-Rate encourages districts to consider longer term "defensible periods of time" of 5, 7, 10 and up to 20 years. Reference: USAC website under FAQs, Question 30/Answer 30. <https://www.usac.org/e-rate/learn/faqs/eligible-fiber-services/#Selecting-the-Most-Cost-Effective-Service-Offering>) The short 3-year term intentionally or unintentionally favors the incumbent solution and does not allow for recovery of investment nor assessment over the long term to find the best financial solution. With only a short term view, you may never escape the cycle of paying more fees as you need more bandwidth (like with public/shared leased circuit solutions) compared to the opportunity for private fiber that special construction affords and our solution with unlimited bandwidth at a fixed cost. Will you consider 5-year and 10-year initial terms (with optional renewals)?

Answer: All properly submitted proposals will be considered.

2. Section 2.4.5 If the contract can be cancelled by May 1 2022 with no cost to Wayne RESA/the district (no recovery to the vendor), it makes commencing the project in the appropriate time frame in order to meet the targeted due date of June 30, 2022 a non-starter for new construction. Will you consider dropping that requirement, making it much earlier, or suggest an alternative due date taking this into account?

Answer: We will not be changing this requirement. However, Wayne RESA will make its bid determination and plan to request board approval prior to the FY22 Form 471 window closes.

3. Since E-Rate's Special Construction rules allow for recovery of the non-discounted portion of the cost of new construction over a period of four (4) years, if you only request an initial period of three years, you are not taking advantage of this. Will you consider accepting a longer initial term as an alternative?

Answer: As per the RFP, Wayne RESA is not requesting new construction costs spread over a four-year period.

4. Would you prefer a one-time upfront payment for the non-discounted portion of Special Construction or the annual payments option (assuming the initial term is at least 4 years)?

Answer: As per the RFP, Wayne RESA is not requesting new construction costs spread over a four-year period.

5. E-Rate encourages applicants to consider 20-year TCO (Total Cost of Ownership) when comparing vendor networks. You can find this information on the USAC website under FAQs, Question 30/Answer 30. <https://www.usac.org/e-rate/learn/faqs/eligible-fiber-services/#Selecting-the-Most-Cost-Effective-Service-Offering> . Will you consider asking for alternatives and/or additional renewals from all vendors so you can consider a 20-year TCO?

Answer: All properly submitted proposals will be considered.

6. For the Lit Leased Fiber solutions, does the sum of the parts (at each edge site) need to equal what is delivered to the hub? Do you permit oversubscription? By oversubscription, I'm asking do you allow the vendor to deliver less at the hub than the total of the bandwidth offered at each of the edge sites added together?

Answer: All properly submitted proposals will be considered and evaluation of the delivery services will be part of the bid consideration.

7. Please define the manufacturer and model of the District equipment at each location so that we can ensure compatible optics are included in our bid for lit solutions.

Answer: Wayne RESA has released a companion RFP for network electronics which would be used to light any self-provisioned or dark fiber bids that are selected.

8. The RFP prefers a 99.99% resilient ring topology. Are there any specifications relative to how many sites that can be along a common path back to the hub?

Answer: It is up to each service provider to provide how they can guarantee 99.99% resilient ring topology.

9. Please confirm that it is acceptable to respond only for Solution B (intra-district WANs) and not Solution A.

Answer: Partial bids will be considered.

10. For Solution A, would Wayne RESA consider an all new leased lit fiber or dark fiber solution that connects each school district back to RESA? (but no self-provisioned fiber; no third party fiber)

Answer: This is incorrect, all properly submitted proposals will be considered.

11. Please confirm the hub for each district for Solution B is the top address listed in Appendix C (as shown here) or provide the hub/headend for each of these districts:

Answer: Appendix A identifies the datacenter location for all districts.

12. Please confirm, is underground conduit available for vendor use from the ROW to the building entrance? If not, does each respective district have a specification on whether the ROW to building must be underground or aerial?

Answer: The bidder should assume there is no available conduit for building entrances. All properly submitted bids will be considered.

13. Re: Section 2.3.14, typically in our leased lit fiber solution, special construction INCLUDES the cost of the SFPs to "light" the fiber which connects directly into the District's LAN equipment. Please confirm that is acceptable.(seeking clarification on your statement that "Special Construction does not include charges for network equipment". Leased lit fiber (including the SFPs) is an eligible Category 1 service.

Answer: It is up to the bidder to provide a working solution for any service type proposed. For self-provisioned and dark fiber there is a separate RFP requesting network electronics for lighting these services.

14. Re: Section 2.3.15.2, will this option (connection to the second Wayne RESA data center) be eligible for an E-Rate discount at the respective district's discount rate?

Answer: Yes

15. I see that Detroit Public Schools is not included on Appendix A. Are they not a part of this RFP?

Answer: Detroit Public Schools is not part of this RFP.

16. There appear to be several districts listed twice on appendix A.
Line 82 district listed as Dearborn Heights School District #7, should be Ecorse?
Line 304 district listed as River Rouge, School District of the City of, should be Redford Union School District?
Line 336 district listed as South Redford School District, should be Romulus Community Schools?

Answer: This will be corrected when we release our addendum as an updated Appendix.

17. Are there set asides or equalization points for this opportunity?

Answer: No

18. In regards to the Grosse Point Schools network, what does the fiber terminate to in Detroit?

Answer: 12 stands land inside WSU's data center. The remaining 48 strands are in a handhole outside the WSU facility.

19. And can we access this building as part of our design?

Answer: Access to WSU's facility will not be necessary as the unterminated strands are in the handhole outside the facility.

20. Can we tie Harper Woods into the Gross Pointe existing infrastructure?

Answer: GPPSS is open to explore this option. Any proposed use of GPPSS owned fiber by third parties would need to be negotiated and reviewed by GPPSS administration prior to approval of asset use.

21. Fiber doesn't appear to connect to the Grosse Ile Middle School or the Board of Education Building - are they connected to the infrastructure?

Answer: There is fiber infrastructure connecting these two locations back to the high school.

22. Lincoln Park - Crowley Center does not appear tied to existing assets. Can you confirm?

Answer: Crowley Center has fiber connected back to the district headend location.

23. Mixter School does not appear to be connected via the KMZ, can you confirm?

Answer: Mixter School has fiber connected back to the district headend location.

24. Would any of the schools be willing to lease a segment of the network to the provider so that extensions to currently unreachable buildings can be shorter?

Answer: This would have to be negotiated directly with each of the districts individually. We are unable to respond to the request at this time.

25. For the few schools that share land, would the RESA be interested in connecting those schools with dark fiber if they are in the same district?

Answer: All properly submitted proposals will be considered.

26. Can it be done on school property without having to go back out to the right-of-way?

Answer: You may include a design for a district that does not go back to a right-of-way.

27. Do Melvindale and Allen Park networks need to be together or can they be separate?

Answer: This should be separate as these are separate school districts. The two districts are (1) Melvindale – North Allen Park Public Schools and (2) Allen Park Public Schools.

28. Beacon Day Treatment/Gerisch Middle School does not appear connected to existing assets. Does this need to be connected?

Answer: There is fiber between the location and the high school.

29. Would Southgate be willing to lease fiber to the ISP to reach this?

Answer: See answer to question 28.

30. What is the topology requirement for each of the intra-district WANs?

Answer: Ring Topology is preferred but all properly submitted proposal will be considered.

Crestwood admin office does not appear to be connected to Crestwood assets, can you confirm that this is correct?

Answer: Crestwood Administration is not included as part of Crestwood's assets.

31. Westwood Community Schools Data Center is not listed on Appendix D. Should Robichaud Senior High School at 3601 Janet, Dearborn Heights, MI be accounted for on this section as it is listed as a data center location?

Answer: Yes

32. Is the address for The James and Grace Boggs School of 4141 Mitchell in Detroit correct? The website is saying 7600 Goethe St in Detroit is the address. Please confirm.

Answer: 7600 Goethe St in Detroit is the address listed on the State of Michigan CEPI website.

33. Livonia Transition Program does not appear connected to existing assets, can you confirm?

Answer: The Livonia Transition Program is not included as part of Livonia's assets.