

Title SEMINOLE COUNTY BROADBAND
 ASSESSMENT
 Number RFP-604202-21/TLR
 Phase RFP-604202-21/TLR - Broadband Assessment

Terms

The following terms have been agreed upon by all evaluators that have conducted an evaluation for this bid solicitation

Conflict of Interest Statement - Policies and Procedures address employee and elected official conflicts, ss. 112.313, FL Statute; Seminole County Code; Personnel Policies and Procedures of Seminole County. Conflicts may occur when public officials or employees are in a position to make decisions which affect their private gain or the gain of family members and friends. County policy encourages the disclosure process to remind officials or employees of the obligation to put the public interest above personal considerations. I state that I have considered my obligation to put the public interest above personal interest. Congratulations on your selection as an Evaluation Team Member! Your evaluation is key in awarding quality contracts. You must examine each proposal against the evaluation criteria in the solicitation and provide supportive narrative for your selection. Are you willing to evaluate in a fair, comprehensive, and impartial manner? Are you willing to present a clear picture of the issues considered during the evaluation? I have read and will comply with the above requirement.
 Instructions: Describe strengths, weaknesses and deficiencies to support your assessment for each of the categories. I have read and comply with the above requirement.

Scores

Criteria	Conflict of Interest	Qualifications & Experience	Project Understanding	Approach & Innovation	Work Experience	Calculated Formula Pricing	Total
Weight	0	25	15	20	20	20	100
Hunt, Guillot & Associates, LLC.	0	15.9	10.48	15.52	13.01	20	74.9
Kyndryl, Inc.	0	12.37	9.28	10.96	11.97	3	47.58
Magellan Advisors, Inc.	0	22.53	13.3	16.61	18.9	8	79.34
Televate, LLC	0	19.28	13.31	17.8	15.98	6	72.37
The Antero Group	0	18.69	11.56	15.67	15.37	5	66.29

Respondent: Hunt, Guillot & Associates, LLC.

Criteria: Conflict of Interest

Evaluator: Meloney Koontz
 Comment: None.

Evaluator: Charles Wetzel
 Comment: None

Evaluator: James Garoutsos
 Comment: I have no conflicts of interest related to this solicitation.

Evaluator: Rebecca Hammock
 Comment: None

Criteria: Qualifications & Experience

Evaluator: Meloney Koontz

Comment: Opened in 1997. Background with using federal and state grant funding for projects. Provided resumes of staff that will be assigned to this project.

Evaluator: Charles Wetzel

Comment: No subconsultants. References all associated with disaster recovery; not broadband. Staff also recovery minded; except technical rep. No years exp for PM given, but tech rep has 30 years. No org chart. From LA.

Evaluator: James Garoutsos

Comment: Only one of the team members provided by the Proposer has broadband experience. This may be sufficient but it is not clear. The rest of the team does have extensive experience working with public sector agencies

Evaluator: Rebecca Hammock

Comment: Highly qualified large firm. Diverse company with all the needed disciplines to perform the scope of work. Proposal provides only four resumes for the key personnel. Based in Louisiana with offices in Texas, Alabama, Arkansas, and New York. Has grant management experience.

Criteria: Project Understanding

Evaluator: Meloney Koontz

Comment: HGA will conduct a broadband assessment that includes a needs assessment, infrastructure inventory, assessment of county policy, and gap analysis to develop and implement a strategy for a Broadband Plan.

Evaluator: Charles Wetzel

Comment: Discussed Work Breakdown Structure (WBS). Mentioned Seminole Business Park, which we don't have, so not really sure they get it.

Evaluator: James Garoutsos

Comment: Proposer responded with a reasonable plan. While they may have a good understanding of our request, they did not document a point for point response

Evaluator: Rebecca Hammock

Comment: Has a fairly good understanding of the project, however, price point may be an indication that their project understanding is too narrow in scope.

Criteria: Approach & Innovation

Evaluator: Meloney Koontz

Comment: The work plan includes a review of current trends in telecommunications technologies and an assessment of what will be required to develop additional broadband infrastructure. Review wireless technologies (5G and 6G, 60GHZ and other frequency bands, the other technical enhancements for satellite-based broadband service, and advances via optical fiber routes. Inventory Seminole County fiber assets. Conduct a residential market analysis and a broadband assessment of Seminole county's regulatory environment for zoning and permitting, utility requirements, local and national building codes, environmental impact, local ordinances, and any other regulatory items. Conduct a gap analysis related to each area in the work plan. The timeline is seven weeks from the start to the final report.

Evaluator: Charles Wetzel

Comment: 7 week schedule - seems too short to gather data on available ISPs and come up with a plan. Surveys and outreach discussed, but again 7 weeks is barely enough time to get surveys back I would think. Only firm to really discuss innovations though - RouteNAV, VistaTRAK and GIS.

Evaluator: James Garoutsos

Comment: Proposer provided a workplan that may be sufficient but is lightly documented and appears to have a rather aggressive timeline. Proposer cited a number of products that could improve the outcomes of this assessment.

Evaluator: Rebecca Hammock

Comment: Utilizes a specialized software program VistaTrak to have all information in one place as well as an application called RouteNav to help formulate the best business decisions. Very short timetable, only 7 weeks. Quick results but may not address all issues desired by the County.

Criteria: Work Experience

Evaluator: Meloney Koontz

Comment: HGA has experience with disaster recovery infrastructure program management. Participated in a National Oceanic and Atmospheric Administration (NOAA) comprehensive assessment for the future buildout of a highly complex telecommunications network. Additionally, supported East Feliciana Parish, Louisiana with an expansion of broadband services effort.

Evaluator: Charles Wetzel

Comment: Primarily recovery work, but mentioned NOAA and LA Parish Broadband projects.

Evaluator: James Garoutsos

Comment: Proposer has extensive experience in working with local governments, though none in Florida. They appear to focus on disaster relief versus broadband assessments.

Evaluator: Rebecca Hammock

Comment: The Firm has some similar project experience including other Coronavirus funding projects. Firm is familiar with ARPA and CARES Act.

Criteria: Calculated Formula Pricing

Evaluator: Meloney Koontz

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: Charles Wetzel

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: James Garoutsos

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: Rebecca Hammock

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Respondent: Kyndryl, Inc.

Criteria: Conflict of Interest

Evaluator: Meloney Koontz

Comment: None

Evaluator: Charles Wetzel

Comment: None

Evaluator: James Garoutsos

Comment: I have no conflicts of interest related to this solicitation.

Evaluator: Rebecca Hammock

Comment: None

Criteria: Qualifications & Experience

Evaluator: Meloney Koontz

Comment: Kyndryl is a recent spin-off from IBM. The Kyndryl team that has been identified, has a wealth of experience and knowledge working both in-network solutions in many public sector customers including state and local governments, public safety, school systems, utilities, and healthcare. No specific names or resumes were provided.

Evaluator: Charles Wetzel

Comment: Off-shoot of IBM - mentioned many times. No subconsultants. Based out of NYC. No specific names of team or staff working on the project given. No years exp for staff; only 30 years of company.

Evaluator: James Garoutsos

Comment: While proposer claimed the team provided would have years of experience, the actually team that would support Seminole County was not provided.

Evaluator: Rebecca Hammock

Comment: Company appears to be well qualified but no individual resumes or information provided on staff members or team.

Criteria: Project Understanding

Evaluator: Meloney Koontz

Comment: As a systems integrator, Kyndryl provides technology and carrier-agnostic recommendations based on our needs.

Evaluator: Charles Wetzel

Comment: Not sure they understand the magnitude of data collection on ISP providers.

Evaluator: James Garoutsos

Comment: Proposer responded with a reasonable plan though it was light on details. While their understanding of our request may be sufficient, they did not document a point for point response.

Evaluator: Rebecca Hammock

Comment: Kyndryl understands the basic project but makes no mention of ARPA and only appears to provide a proposal for the initial assessment.

Criteria: Approach & Innovation

Evaluator: Meloney Koontz

Comment: The broadband assessment is expected to take three months. At the conclusion of the assessment, Kyndryl will provide a detailed report outlining the as-is conditions of broadband within the county, evaluation of available services which could be expanded or extended to cover underserved and unserved regions of the county, and identify potential new services which could be introduced. Described the process the Kyndryl team will use to complete the assessment.

Evaluator: Charles Wetzel

Comment: 3 months to complete - may be too short. Kick-off meeting and 2 days on-site. No innovations listed.

Evaluator: James Garoutsos

Comment: Proposer provided a workplan that may be sufficient but is lightly documented. Proposer did not mention any innovative ways to improve the solution.

Evaluator: Rebecca Hammock

Comment: Very basic approach outlined without a lot detail or innovative approaches provided.

Criteria: Work Experience

Evaluator: Meloney Koontz

Comment: Provided four entities that were past projects: A Florida County Government with an assessment and design of a fiber-based Gige WAN for the entire school district with 241 schools, colleges, and 93 charter schools., a Florida Energy Utility -performed an assessment and design of the utility's operational and information technologies and designed 700 substations, 120 corporate office locations, etc. Ohio School District- performed an assessment and design of community-centric fiber-based Gige WAN for the entire school district with more than 68 schools. Tennessee School District - Performed an assessment and design of a school-wide fiber-based ATM and eventual Gige Wan for the school district with 214 schools.

Evaluator: Charles Wetzel

Comment: FL Co. gov't for school district and FL energy utility, although no names given (somewhat odd). Also Ohio and Tennessee school district work.

Evaluator: James Garoutsos

Comment: Proposer has extensive experience in working with local governments on broadband assessments though they did not provide specific county references (an unnamed Florida county school district).. They appear to focus on implementing networks and not assessing a holistic approach to broadband access.

Evaluator: Rebecca Hammock

Comment: Kyndryl has some related experience with government agencies and utility providers. Experience appears to be more narrow in focus and smaller in scope

Criteria: Calculated Formula Pricing

Evaluator: Meloney Koontz

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: Charles Wetzel

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: James Garoutsos

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: Rebecca Hammock

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Respondent: Magellan Advisors, Inc.

Criteria: Conflict of Interest

Evaluator: Meloney Koontz

Comment: None

Evaluator: Charles Wetzel

Comment: None

Evaluator: James Garoutsos

Comment: I have no conflicts of interests related to this solicitation.

Evaluator: Rebecca Hammock

Comment: Acknowledged.

Criteria: Qualifications & Experience

Evaluator: Meloney Koontz

Comment: Offices located in Orlando. Provided brief resume assigned to the Seminoles project.

Evaluator: Charles Wetzel

Comment: Main office Denver, but office in Orlando. Members of FAC. Strong team - FL experience. PM has 30 years exp. They have done a fiber assessment for us in the past.

Evaluator: James Garoutsos

Comment: Proposer's implementation team possesses years of experience in broadband communication as well as local government in the State of Florida.

Evaluator: Rebecca Hammock

Comment: Highly qualified local firm. Well educated, experienced staff members with the capability to fulfill the scope of work.

Criteria: Project Understanding

Evaluator: Meloney Koontz

Comment: Assess the existing environment to have a clear understanding of broadband supply and demand in the various communities, paying specific attention to the broadband environment in rural and underserved Seminole County. The next step is to identify key broadband issues and gaps that impact the residents, businesses, schools, healthcare organizations, business and industry.

Evaluator: Charles Wetzel

Comment: Combined with approach section.

Evaluator: James Garoutsos

Comment: Proposer responded to each expected task and provided a reasonable plan. The proposer demonstrated that they understand what we are looking for

Evaluator: Rebecca Hammock

Comment: Will provide a report at the end of potential projects for the County to pursue. Does not discuss rural area.

Criteria: Approach & Innovation

Evaluator: Meloney Koontz

Comment: The work plan includes - 1. Research, evaluate, and baseline the current usage, needs, and broadband supply. 2. Assess the County's current state of broadband access available in relation to the baseline. 3. Assess the implementation and operational relationships within the service area. 4. Determine the economic and community impact of broadband issues within the County. 5. Evaluate current and future demand, market, and availability of broadband products. 6. Evaluate levels of cellular coverage with the County. 7. Provide guidance in the planning for a broadband connectivity project. 8. Provide an assessment report that offers multiple options for high-speed internet service for the County. 9. Evaluation of the telecommunications environment. 10. Identify potential funding sources. 11. Develop an action plan for improving broadband availability. 12. Support the County through its decision process. 13. Provide reports to clarify with decision-makers and constituents. The timeline for the scope of work task is 5 months.

Evaluator: Charles Wetzel

Comment: Market analysis, speed tests discussed. Surveys and stakeholder meetings. Pretty detailed approach write-up. 5 month schedule seems reasonable. No innovations really given.

Evaluator: James Garoutsos

Comment: Proposer provided a detailed workplan that appears to be reasonable. Proposer did not mention or address any innovative ways to accomplish the proposed solution.

Evaluator: Rebecca Hammock

Comment: A very comprehensive approach. Mentions not only residential and commercial but also health care and schools. Approach also includes a good deal of stakeholder involvement and input from County businesses. Plans to perform interviews with private retail providers to obtain information on current network expansion and upgrade plans.

Criteria: Work Experience

Evaluator: Meloney Koontz

Comment: Indian River County - ARPA funding project for fiber and cellular assessment, expected completion November 2021. Escambia County - Cares funding project for broadband expansion for engineering and business planning to ensure shovel ready for 2021 grants. City of Chesapeake - The fiber and wireless network design project began in late 2019. In late 2020, the scope was expanded to determine how Chesapeake Connect will support organizations during and after COVID-19 focusing on telehealth and remote education. The project is expected to begin in July 2021. Provided several more examples of projects as well as a list of all recent projects.

Evaluator: Charles Wetzel

Comment: Indian River Co, Escambia Co and Ft. Lauderdale exp. Chesapeake VA and cities in TX and IA exp. Again, experience in Seminole

Evaluator: James Garoutsos

Comment: Proposer has extensive experience in Florida working with local governments on broadband assessments.

Evaluator: Rebecca Hammock

Comment: Has directly related experience and a lot similar experience in a number of Florida Counties.

Criteria: Calculated Formula Pricing

Evaluator: Meloney Koontz

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: Charles Wetzel

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: James Garoutsos

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: Rebecca Hammock

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Respondent: Televate, LLC

Criteria: Conflict of Interest

Evaluator: Meloney Koontz

Comment: none.

Evaluator: Charles Wetzel

Comment: None

Evaluator: James Garoutsos

Comment: I have no conflicts of interest related to this solicitation.

Evaluator: Rebecca Hammock

Comment: Acknowledged

Criteria: Qualifications & Experience

Evaluator: Meloney Koontz

Comment: Televate was founded in 2001. Televate will lead the project and provide expertise on broadband infrastructure deployments. They have partnered with Strategic Networks Group to provide primary research and analysis as well as benefits and costs. Provided corporate organizational structure and identified staff that will work on this project with resumes.

Evaluator: Charles Wetzel

Comment: Based in VA. Strong subconsultant - Strategic Networks Group (SNG). References in OR, FL, TN, KS, Los Angeles and Tucson. PM - 25 years exp.

Evaluator: James Garoutsos

Comment: Proposer's implementation team possesses years of experience in broadband communication.

Evaluator: Rebecca Hammock

Comment: The consultant team is made up of two companies Televate and Strategic Network Group. Strategic Network Group specializes in helping to transform economies through the expansion of broadband and digital infrastructure. Key Personnel very well qualified.

Criteria: Project Understanding

Evaluator: Meloney Koontz

Comment: Televate will conduct a comprehensive assessment of the Seminole County broadband landscape. Based on the assessment, an actionable step-by-step guide will be developed that outlines specific and realistic ways Seminole can stimulate broadband expansion and economic benefit.

Evaluator: Charles Wetzel

Comment: 6 month schedule seems reasonable.

Evaluator: James Garoutsos

Comment: Proposer responded with a very thorough and reasonable plan. The proposer documented a best practice approach to creating the deliverables and they demonstrated that they understand what we are looking fo

Evaluator: Rebecca Hammock

Comment: The Televate Team has a very good understanding of the scope of work and project. Understands the importance and need

Criteria: Approach & Innovation

Evaluator: Meloney Koontz

Comment: 1. Kick-Off Meeting with County stakeholders 2. Current Assessment and Market Demand 3. Technology Options 4. Partnership Options 5. Financing and Legal Considerations 6. Conclusion - Deliverables and Final Report

Evaluator: Charles Wetzel

Comment: Detailed approach given. Data collection, surveys, ISP interviews, stakeholder interviews, cell coverage map, options on business models and tech plans. Don't recall any innovations.

Evaluator: James Garoutsos

Comment: Proposer provided a detailed workplan that appears to be reasonable. Proposer mentioned a novel approach to collecting data which may provide better insight than other methods.

Evaluator: Rebecca Hammock

Comment: Proposal states that their approach will utilize Televate's Pinpoint carrier test in addition to FCC's Form 477 broadband data. Existing Fiber Network Inventory. Proposes establishing a Broadband Expansion Committee. Well thought-out and thorough approach including collecting and analyzing cellular data. Approach also includes mapping existing fiber and broadband equipment.

Criteria: Work Experience

Evaluator: Meloney Koontz

Comment: The response indicates that in 2003, Televate worked in collaboration with and on behalf of the District of Columbia and the 22 jurisdictions across two states in the National Capital Region. They conceived, designed, facilitated the procurement of, managed system construction, and directly operated a multi-site 3G commercial wireless network, and a fiber-optic network connecting multiple local governments in the NCR. The NCRnet launched in 2007 and many elements of the network remain operational today. Televate provided broadband strategic planning, system implementation, and operations for 14 states and US Territories, including the State of Florida.

Evaluator: Charles Wetzel

Comment: Many statewide broadband assessments with both firms. Large Los Angeles communications project. Again lots of references as mentioned above.

Evaluator: James Garoutsos

Comment: Proposer has extensive experience in working with local governments on broadband assessments. Except for the State of Florida, the proposer did not cite any Florida county experience.

Evaluator: Rebecca Hammock

Comment: The consultant team as significant experience in broadband assessments identifying gaps, needs and opportunities. SNG has performed 12 statewide broadband assessments as well as regional assessments.

Criteria: Calculated Formula Pricing

Evaluator: Meloney Koontz

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Evaluator: Charles Wetzel

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Evaluator: James Garoutsos

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Evaluator: Rebecca Hammock

Comment: Procurement Use Only - Pricing calculated by Formula - Total added to Final Score Tab for each proposal.

Respondent: The Antero Group

Criteria: Conflict of Interest

Evaluator: Meloney Koontz

Comment: None

Evaluator: Charles Wetzel

Comment: None

Evaluator: James Garoutsos

Comment: I have no conflicts of interest related to this solicitation.

Evaluator: Rebecca Hammock

Comment: None

Criteria: Qualifications & Experience

Evaluator: Meloney Koontz

Comment: The Antero Group is a planning, engineering, and strategic consulting firm located in Chicago with offices in Dallas-Fort Worth, Denver, Indiana, and Michigan. New City Infrastructure and Black Box Telecommunications will augment the Antero Groups staff. Provided brief description for each proposed team member and org chart.

Evaluator: Charles Wetzel

Comment: Out of Chicago. 2 subconsultants - NCI and Black Box. Asst. PM worked at Seminole Co. years back and now ITS/Telecomm consultant. Project experience in Michigan and Indiana, nothing really FL except any subconsultant work done in FL. PM 12 years exp.

Evaluator: James Garoutsos

Comment: Proposer's implementation team possesses years of experience in broadband communication though most of this experience appears to come from the retained subcontractors.

Evaluator: Rebecca Hammock

Comment: Antero is an engineering, economic development and planning firm. They are using technology companies as subconsultants to help perform the scope of work. Both Antero and its subconsultants have previous broadband assessment experience. The assembled team with their different areas of expertise will provide a comprehensive analysis of the issue. One of the subconsultants is a local company (located in Orlando) so will be familiar with Seminole County.

Criteria: Project Understanding

Evaluator: Meloney Koontz

Comment: The broadband assessment will include - Baseline, cost to serve, revenue, assessment

Evaluator: Charles Wetzel

Comment: FCC Broadband Assessment Model guidelines discussed. , as well as wireless w/ towers, microwave and radio.

Evaluator: James Garoutsos

Comment: Proposer responded with a reasonable plan. The proposer documented an reasonable approach to creating the deliverables and they demonstrated that they understand what we are looking for.

Evaluator: Rebecca Hammock

Comment: Antero has a good understanding of the project and have a well thought-out solution.

Criteria: Approach & Innovation

Evaluator: Meloney Koontz

Comment: Current Assessment and Market Demand-Complete an inventory of existing fiber networks including ownership, provide an overview of current broadband providers` services, pricing strategies, and coverage area, map the location of existing fiber and broadband-related electronics and available broadband speeds available by the provider, provide an assessment of the locations within Seminole County that are unserved and underserved, provide an assessment of the services available to existing and prospective businesses and how gaps in service may impact the economic development efforts. Stakeholder and community Engagement - kickoff meeting, project team coordination meetings, stakeholders coordination workshops. Determine the best technology path. Provide financing and legal considerations. The timeline is 12 weeks and anticipated completion at third quarter 2022.

Evaluator: Charles Wetzel

Comment: Baseline -> Cost to Serve -> Revenue -> Assessment. Using census block data. 2 surveys - residents and providers. Meetings/workshops. Some typos in write-up. Enhance Co. WAN and 2 expansion scenarios. 12 month schedule seems long. No innovations specifically mentioned.

Evaluator: James Garoutsos

Comment: Proposer provided a detailed workplan that appears to be reasonable. Proposer did not mention any innovative ways to improve the solution.

Evaluator: Rebecca Hammock

Comment: The Antero proposal outlines a very detailed and thorough work plan that includes GIS mapping as well coordination with existing providers. Their approach also analyzes economic impacts of broadband gaps.

Criteria: Work Experience

Evaluator: Meloney Koontz

Comment: Barry County Broadband Assessment and Implementation Support. Barry County Michigan selected Antero to engage with stakeholders in aligning and advancing regional priorities for home broadband service expansion. St. Joseph County Broadband Expansion = assisted with St. Joseph County Economic Development to secure a \$1M grant for broadband expansion. Grant-funded and expansion of 24.2-miles of redundant fiber loop. Van Buren County Broadband Feasibility Analysis-detailed assessment of existing assets analyzed the ability of Van Buren County`s infrastructure to respond to the rural business community and food production needs .

Evaluator: Charles Wetzel

Comment: Black Box and NCI has network design exp. RCDD certification. 3 County expansion projects in Michigan and Indiana.

Evaluator: James Garoutsos

Comment: Proposer has extensive experience in working with local governments on broadband assessments. The proposer did not cite any broadband assessment experience in Florida.

Evaluator: Rebecca Hammock

Comment: The team has performed other broadband assessments for other local governments in accordance with ARPA.

Criteria: Calculated Formula Pricing

Evaluator: Meloney Koontz

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Evaluator: Charles Wetzel

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Evaluator: James Garoutsos

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Evaluator: Rebecca Hammock

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