



M² Connections – A Division of JKM Consulting, INC.

Project BEAR (Broadband for East Alabama Region)

REQUEST FOR PROPOSAL

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INTRODUCTION AND BACKGROUND

ABOUT THE PROJECT

In the rural, economically distressed east-central Alabama region that includes Calhoun, Talladega, Clay, and Randolph Counties, many valuable community organizations rely on slower, copper-based service for their Internet access, and some have no broadband service at all. JKM Consulting's Project BEAR proposes to deploy a 176-mile fiber network that includes 88 miles of new fiber to provide high-speed, affordable broadband services and directly connect more than 40 community anchor institutions in the four-county region. The project also plans to deploy six wireless access points to facilitate last-mile consumer service in isolated rural areas like Fort McClellan in Anniston, Alabama, and the Talladega National Forest. The project intends to bring fiber to local Public Safety Access Points and other emergency agencies, and strengthen healthcare delivery by connecting rural hospitals such as Clay County and Wedowee Hospital to urban hospitals, enabling telemedicine services such as participation in the Alabama Pediatric Network. The project also expects to enhance local educational opportunities by connecting six community centers, increasing the quality of local after-school and homework programs.

Project BEAR also proposes to:

- Connect as many as 44 community anchor institutions with speeds between 100 Mbps and 1 Gbps, including 11 K-12 public schools, nine public safety entities, six libraries, two community colleges and three other institutes of higher learning, five healthcare facilities, and one government building.
- Facilitate more affordable and accessible broadband service for up to 52,800 households and 3,700 businesses by enabling local Internet service providers to utilize the project's open network.
- Connect two major military installations in Alabama, one of which is now decommissioned and functioning as Small Business Administration-designated Historically Underutilized Business HUBZone.
- Interconnect in Anniston and Delta with the BTOP-funded Appalachian Valley Fiber Network project.

ORGANIZATION'S HISTORY

JKM Consulting, a woman-owned business, has been managing the deployment of advanced broadband networks since 1998, performing network process and project management services to fiber service providers throughout the southern United States. JKM's technology division, M² Connections, seeks to promote the growth of businesses, educational institutions, and nonprofit organizations with a focus on enhancements through technology.

ADMINISTRATIVE

TECHNICAL PROPOSAL CONTACT

Any questions concerning technical specifications or proposal terms must be directed to:

Name	Joey Boyd
Address	(USPS) PO Box 3250 Oxford, AL 36203 (UPS/FEDEX) 1631 Hamric Drive East Oxford, AL 36203
Phone	256.405.0613
FAX	866.708.3062
Email	jboyd@projectbear.net

DUE DATES

Confirmation of the Vendor's intent to respond to this RFP is required by 01/15/2011. All proposals are due by 3pm on 01/21/2011. Any proposal received at the designated location after the required time and date specified for receipt shall be considered late and non-responsive. Any late proposals will not be evaluated for award.

SCHEDULE

Event	Date
1. RFP Distribution to Vendors	January 12 th
2. Confirmation of Vendors with Bid Intention	January 15 th
3. Proposal Due Date	January 21 st
4. Review of Proposals . Open Sealed Bids	January 21 st . 3pm
5. Vendor Selection Discussion(s)--	January 24 th . 28 th
6. Notice of Intent to Purchase	February 1 st
7. Anticipated Order Date	March*
8. Anticipated Delivery Date	April**

*Project BEAR funds are anticipated to be released in March. Once funds are released, orders will be made in accordance with RFP.

**Project BEAR anticipates material delivery needs in April.

GUIDELINES FOR PROPOSAL SUBMISSION

PROPOSAL SUBMISSION

Award resulting from this RFP will be based upon the most responsive Vendor whose offer will be the most beneficial to *M² Connections* in terms of cost, functionality, and other factors as specified elsewhere in this RFP.

M² Connections reserves the right to:

- Reject any or all offers and discontinue this RFP process without obligation or liability to any potential Vendor
- Accept other than the lowest priced offer
- Award on the basis of initial offers received, without discussions or requests for best and final offers.

The Vendor must submit sealed bid proposal by 3pm on 1/21/2011 to address referenced in Administrative section of RFP.

TECHNICAL SPECIFICATIONS

All Fiber Cable must be Corning Cable Fiber or equivalent according to Buy American Act stated in Criteria section of Evaluation Factors.

SMF-28 . Loose Tube Armored* Gel-Free . 96 Fiber*****

- Approximately 60 Miles (+/- 10%)
- 12,000 ft Reels (Including 1 Reel on Steel Reel for Maintenance)

*Please provide pricing for both single and double armored cable for cost analysis and product availability.

**Please provide pricing for both Gel and Gel-free for cost analysis and product availability.

***Please provide pricing for both 96 and 144 Fiber for cost analysis and product availability.

SMF-28 . Loose Tube Armored* Gel-Free . 24 Fiber**

- Approximately 24,000 ft (+/- 10%)
- 12,000 ft Reels (Including 1 Reel on Steel Reel for Maintenance)

* Please provide pricing for both single and double armored cable for cost analysis and product availability.

**Please provide pricing for both Gel and Gel-free for cost analysis and product availability.

SMF-28 . Loose Tube Non-Armored Gel Free* . 96 Fiber**

- Approximately 40 miles (+/- 10%)
- 12,000 or 15,000 ft Reels (Including 1 Reel on Steel Reel for Maintenance)

*Please provide pricing for both Gel and Gel-free for cost analysis and product availability.

**Please provide pricing for both 96 and 144 Fiber for cost analysis and product availability.

DETAILED RESPONSE DETAILS

SUMMARY

Present a high-level synopsis of the Vendor's responses to the RFP. The Summary should be a brief overview of product, pricing and delivery.

DETAILED AND ITEMIZED PRICING

Present a detailed and itemized pricing of equipment and/or material listed in the Technical Specifications section of RFP.

DETAILED AND ITEMIZED DELIVERY DATES

Present a detailed and itemized schedule of delivery for all equipment and/or material listed in the Technical Specification section in accordance with the listed Schedule of RFP.

COMPANY OVERVIEW

Provide the following for your company:

- Official registered name (Corporate, D.B.A., Partnership, etc.), address, main telephone number, toll-free numbers, and fax numbers.
- Key contact name, title, address (if different from above address), direct telephone and fax numbers.
- Person authorized to contractually bind the organization for any proposal against this RFP.
- Brief history, including year established and past performance history in relation to ordering, delivery, problem solving and meeting proposal needs.

EVALUATION FACTORS

CRITERIA

Any award to be made in accordance to this RFP will be based upon the proposal with appropriate consideration given to technical, cost and management requirements. Evaluation of offers will be based upon the Vendor's responsiveness to the RFP and the total price quoted for all items covered by the RFP.

The following elements will be the primary considerations in evaluating all submitted proposals and in the selection of a Vendor or Vendors:

- Buy American . Section 1605 of the American Recovery and Reinvestment Act that specifies no funds appropriated by the Act may be used for public buildings/works project unless all iron, steel and manufactured goods uses are produced in the U.S. Exceptions are allowed for cases where the head of the Federal agency concerned determines adherence would be inconsistent with the public interest, where iron/steel/manufactured goods are not produced in the U.S. in sufficient and available quantities, or inclusion of U.S. products would increase overall project cost by 25 percent.
- Product(s) . Must meet specified technical specification requirements
- Cost . Lowest cost and competitive analysis
- Availability . Product(s) must meet anticipated delivery date
- Performance . Past performance history in relation to equipment and/or material ordering, delivery, problem solving and meeting schedule demands.

M² Connections may, at their discretion and without explanation to the prospective Vendors, at any time choose to discontinue this RFP without obligation to such prospective Vendors.



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