

March 7, 2017

TO: ALL APPLICANTS  
FROM: CARMEN HERRERA  
PROCUREMENT OFFICER  
SUBJECT: ADDENDUM TO DELAWARE BROADBAND FUND PHASE II

**ADDENDUM #2**

This addendum is to advise all Applicants of the following:

1. Section 5.2 of the Grant Phase II Applicant Guide, dated November 2016, is amended as follows:
  - 5.2 Step Two – Applicants must complete the PDF form Application, and return the original form along with any required and supplementary exhibits and six (6) copies of the entire Application, including Exhibits, to the Procurement Officer at: Department of Technology and Information, Attention: Procurement Officer, 801 Silver Lake Boulevard, Dover, DE 19904 by **no later than 3:00 PM (EST) on Thursday, April 6, 2017.**
2. All questions and answers are published on pages two through five of this Addendum #2.
3. All other terms and conditions remain the same.

## **Seaford Site Visit Questions**

1. **Will access to the site be permitted 24/7?** *Safety and security of the water facility is paramount. Vendor access to site would have to be negotiated with the proposed solution.*
2. **What type of Backhaul options are currently at the tower site? Will “Company X” have access to existing Backhaul? Will there be a cost for using the existing backhaul?** *Unknown. As stated in #3.8 of the Grant Phase II Applicant Guide, awarded vendors will be required to acquire a dedicated Internet backhaul service. Currently a 12 pair fiber service is located at the site and 6 pair may be available for this project as needed. Fiber lease and splicing rates would apply for a long term project, but no charge for the 90-day pilot. If splicing or other “make ready” work is required to the City fiber network for the 90 day pilot; it would be a project cost.*
3. **Tower Specs**
  - a. **Elevation?** *Approximately 115’ to the overflow. All carbon steel construction.*
  - b. **Is equipment allowed on the top of the tower using a epoxy tripod mount (meaning no holes in the tank), or is it expected that “Company X” will use the railing?** *Possibly, pending review of data provided. Equipment must meet wind loads (100) MPH and epoxy must be compatible with the tower’s coating.*
4. **What will access to an electrical supply be? Cost?** *There is 110 V power available in the City water facility (receptacle) at no charge for the Pilot. Any future use would require its own service and meter.*
5. **Is there any communications equipment currently on the tower? Who and what frequencies?** *No.*
6. **Are there any factors that would prevent “Company X” from transmitting on a specific azimuth?** *No, but no equipment should block visibility of the City logos on the equator of the tower at any time.*
7. **When “Company X” is awarded the contract, when will the subsidy funds from DE be made available?** *As stated in #3.5 of the Grant Phase II Applicant Guide, application submissions are not a commitment for funds, not does it obligate the State or Delaware or any State agency to lend any form of financial assistance.*
8. **Delaware Certificate of Good Standing is required in the application. These come in 2 forms. Do you want the long form or the short?** *Since Section B Certificate of Good Standing and Business License located on page 6 of 6 of the application does not list a preference, either format will be considered sufficient.*
9. **How will the demo be considered successful? Are there aspects that are given more weight than others? If the demo is considered a failure, what happens then?** *As stated in #3.3 and #3.4 of the Grant Phase II Applicant Guide, participation in the Pilot does not guarantee implementation and Phase III of the Delaware Broadband Grand Fund has not yet been planned.*

- 10. Please be specific about what will be necessary to meet the requirements regarding serving the economically challenged population.** *The maximum coverage area practical given the pilot limitations including outside city limits. Potential areas within corporate limits that may be viable – Seaford Apartments, Meadowbridge Apartments, Woodside Manor.*
- 11. Since the town of Seaford proper has existing internet options available (Comcast), is it correct to assume that more weight will be given to serving unserved areas around the town?** *Weights are as shown in the application.*
- 12. Is the goal a mixture of free and/or reduced fee based service?** *The goal of second phase of the Delaware Broadband Fund Grant is to award funds to incentivize the implementation of one or more fixed wireless or municipal wireless broadband pilot projects. In each case, services shall be provided to Pilot Participants at no cost for a minimum 90-day trial period as a condition of accepting Broadband Grant Fund monies.*
- 13. Will the State consider alternative solutions besides the water tower within the same footprint of the water tower site?** *No.*
- 14. Are there key areas where WIFI hotspots are needed and/or expected?** *All information is located in the Grant Phase II Applicant Guide.*
- 15. Do you want other wireless technologies in addition to WIFI?** *The two categories are as states in 1.6 & 1.7 of the Grant Phase II Applicant Guide.*
- 16. Will the selected vendor be responsible for any services provider coordination?** *Yes. As stated in #3.2 of the Grant Phase II Applicant Guide, applicants are expected to propose a complete turnkey solution.*
- 17. Is there a Data Center or Technology Center or a preferred local point of presence were the wireless services will interact with the service providers?** *No. If possible, the City of Seaford would prefer to have a POP within their corporate limits.*
- 18. Is there any current wireless infrastructure in place?** *Not in the specified area.*
- 19. Will the selected vendor be utilizing existing fiber for and planned Micro Cells?** *Capacity of the City fiber network could be a potential concern. Otherwise, the awarded vendor will have to outline their infrastructure design.*
- 20. Will the selected vendor be expected to design the fiber network that is needed to support the wireless system?** *Yes, as well as accommodating the existing traffic on the City's fiber network.*
- 21. Given the short duration of the 90 day time frame, are we allowed to go direct to the preselected pilot participants upon award?** *There are no preselected pilot participants, only preselected pilot locations. Upon award, awarded vendors shall be responsible for any and all required participation and hardware agreements with the pilot participants and pilot location partners.*

## Marydel Site Visit Questions

1. **After viewing the antenna location and specifications, is there a minimum coverage area requirement for the pilot or minimum number of Pilot Participants to be met for a valid trial? In other words, given the height, weight, and existing structure loading, a directional antenna system may not provide adequate coverage (if there is a minimum), or reach a minimum number of Pilot Participants (if required).** *No minimums were stated in the Grant Phase II Applicant Guide.*
2. **Do you know the make and model of the tower on the Marydel premises?** *No.*

## Rehoboth Beach Site Visit Questions

1. **If the length of the trial is 90 days, we assume that is 90 days from service turn-up. How does this influence the timing of receiving bandwidth?** *The 90 days starts when the system is put into production.*
2. **How is the bandwidth to “power” the trial system provided? Who pays? Carriers require more than 90 days service. As stated in #1.8 of the Grant Phase II Applicant Guide, services shall be provided to Pilot Participants at no cost for a minimum 90-day trial period as a condition of accepting Broadband Grant Fund monies.**
3. **What are the trial success criteria?** *The trial success criteria will be meeting the deliverables outlined in the proposal as confirmed by the committee in coordination with the site representatives.*
4. **How much of a subsidy is given for the costs of the trial?** *Per Section E of the application, requested funds shall not exceed 50K per project.*
5. **What is the exact coverage area contemplated for the trial?** *The maximum coverage area practical given the pilot limitations.*
6. **What is the planned allocation of the \$750,000 grant between the two fixed wireless sites and Rehoboth Beach?** *Per Section E of the application, requested funds shall not exceed 50K per project.*
7. **How will the grant be awarded (i.e. as a lump sum to cover capital expenses or as a recurring amount to cover ongoing costs)?** *Lump sum.*
8. **What are the business terms/waivers/access rights/permits associated with state facilities such as towers, municipal infrastructure such as water towers, public rights of way, pole attachment fees, etc.?** *Any business terms of use, access rights, fees, etc. will be dependent on the proposed solution with respect to technology, required locations, and scope of service(s).*

- 9. What access to these facilities is included in the award?** *Vendor access to facilities would have to be negotiated with the proposed solution and may vary based on the facility.*
- 10. What recurring revenue streams are available to the service provider? For example, are all Rehoboth Beach businesses in the Wifi coverage area going to be required to pay a monthly assessment for access to the system?** *As stated in #1.8 of the Grant Phase II Applicant Guide, services shall be provided to Pilot Participants at no cost for a minimum 90-day trial period as a condition of accepting Broadband Grant Fund monies.*
- 11. Is the cost of the internet access to provide the required bandwidth to support the platform subsidized in any way?** *Per Section E of the application, requested funds shall not exceed 50K per project.*
- 12. Is the shelter across from the water tower with the generator available as an alternate location for the equipment?** *The shelter and generator are owned by the State Division of Communications and is reserved for the 800 MHz radio system infrastructure. As such, it would be unavailable for this project.*
- 13. There is an existing tower with police antennas on it, can that be utilized?** *I believe the existing tower that is referenced is the property of the Rehoboth Beach Volunteer Fire Department. It is not City property, and we cannot authorize installation of equipment.*
- 14. Can other government facilities in the area be used to form a Micro Cell network?** *The City owns other property/facilities within the municipal boundary that may be available for use with this project. Further discussion regarding locations and solution requirements would be necessary.*
- 15. They had mentioned that they were looking at dark fiber as a resource, but had not gotten any traction on its development. If a survey for its potential route was conducted, can we get a copy look at it to see if it can be used to assist in developing coverage antennas?** *At this time, there is no official initiative/plan for a fiber implementation.*
- 16. Can we get a copy of the master plan that they currently have?** *The Comprehensive Development Plan (CDP) is available online at <https://www.cityofrehoboth.com/government/city-planningcdp>.*