

Request for Proposal (RFP) - New Mexico Fiber to the Home (FTTH) Three Project Areas - Raton / Casa Colorada / Borderlands (Veguita)

1. Introduction

Resound Networks, LLC is seeking proposals from qualified firms to design, install, and provide ongoing maintenance on a Fiber to the Home (FTTH) network. Preference will be given to subcontractors that provide a turnkey proposal including Design, Permitting Coordination (City/County/State/Railroad), Joint Use Pole Attachment Coordination, Material Procurement, OSP Construction, and End to End testing. The project will provide high-speed internet access to residents, businesses, and community anchor institutions in the following New Mexico communities: Raton, New Mexico / Casa Colorada, New Mexico, / Veguita (Borderlands), New Mexico. Subcontractors may elect to bid full turnkey including: Engineering, Permitting, Material Procurement, and Construction, or bid on any of the following services individually. Preference will be given to Turnkey Bid Responses:

1. Design Engineering Including Permitting Coordination and Joint Use Pole Attachment Coordination
2. Material Procurement
3. Electrical Permitting and Complete Electrical Termination for resounds provided Broadband Equipment Cabinet
4. Outside Plant Construction, including:
 - a. Broadband OSP Cabinet Installation and coordination and delivery of commercial power
 - b. Aerial OSP Construction
 - c. Underground OSP Construction
 - d. Splicing
 - e. End to End Fiber Testing per resounds OSP Testing Procedures
5. Customer Service Drops are NOT included in this RFP. Service Drop pricing may be provided as separate unit price for consideration.
6. Post Construction Maintenance Support is NOT Required to submit a response to this RFP. That said, on-going Operational Maintenance Support Proposals may be submitted providing information on subcontractor's capabilities to provide ongoing Operational Maintenance Support in the constructed area for a minimum period of one year. If maintenance is quoted, please provide hourly rates and service level commitments and SLA commitment response times by area.
7. **RESPONSES TO THIS REQUEST FOR PROPOSAL ARE DUE NO LATER THAN 12/06/2024, AT 5:00PM CENTRAL TIME**

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100 N. Cuyler St
Pampa, TX 79065
800-806-1719



2. Background

Resound Networks, LLC primary office is located at 100 N. Cuyler St, Pampa, TX 79065

Mailing Address: P.O. Box 1741, Pampa, TX 79065

Resound has been awarded a Federally Funded Grant from the State of New Mexico Office of Broadband Office Access and Expansion. Grant funding is associated to the Connect New Mexico Fund and all requirements related to the grant must be taken into consideration in subcontractor responses. **See Exhibit A for specific project requirements related to the grant.**

The selected subcontractor must have a Master Service Agreement (MSA) in place between subcontractor and resound or sign a MSA and MNDA upon notification of award. **See Exhibit B – Standard Master Service Agreement.** No further action is required if MSA and MNDA are already in place.

The selected subcontractor must comply with resound's safety procedures listed in the resound Safety Manual. **See Exhibit C – resound Safety Guidelines.**

The selected subcontractor must comply with resound's OSP Construction Procedures and Guidelines. **See Exhibit D - resound Outside Plant Construction Procedures and Guidelines.**

The selected subcontractor must comply and Design to resound's Technical Architecture Guidelines and End to End Fiber Optic Test Procedures. **See Exhibit E – resound Technical Architecture Guidelines and End to End Test Procedures.**

Pricing Format is outlined in **Exhibit F – resound Unit Pricing Table and Summary Pricing Table**

Project Timeline:

- Engineering & Permitting Phase: Q4-24 thru Q1-25
- Material Procurement: Q1-25 thru Q2-25
- Construction: Q2-25 thru Q3-25
- Closeout Q4-25 (all work completed by December 31, 2025)
- Preference will be given to subcontractors that can accelerate the timeline and complete all three projects by June 30, 2025

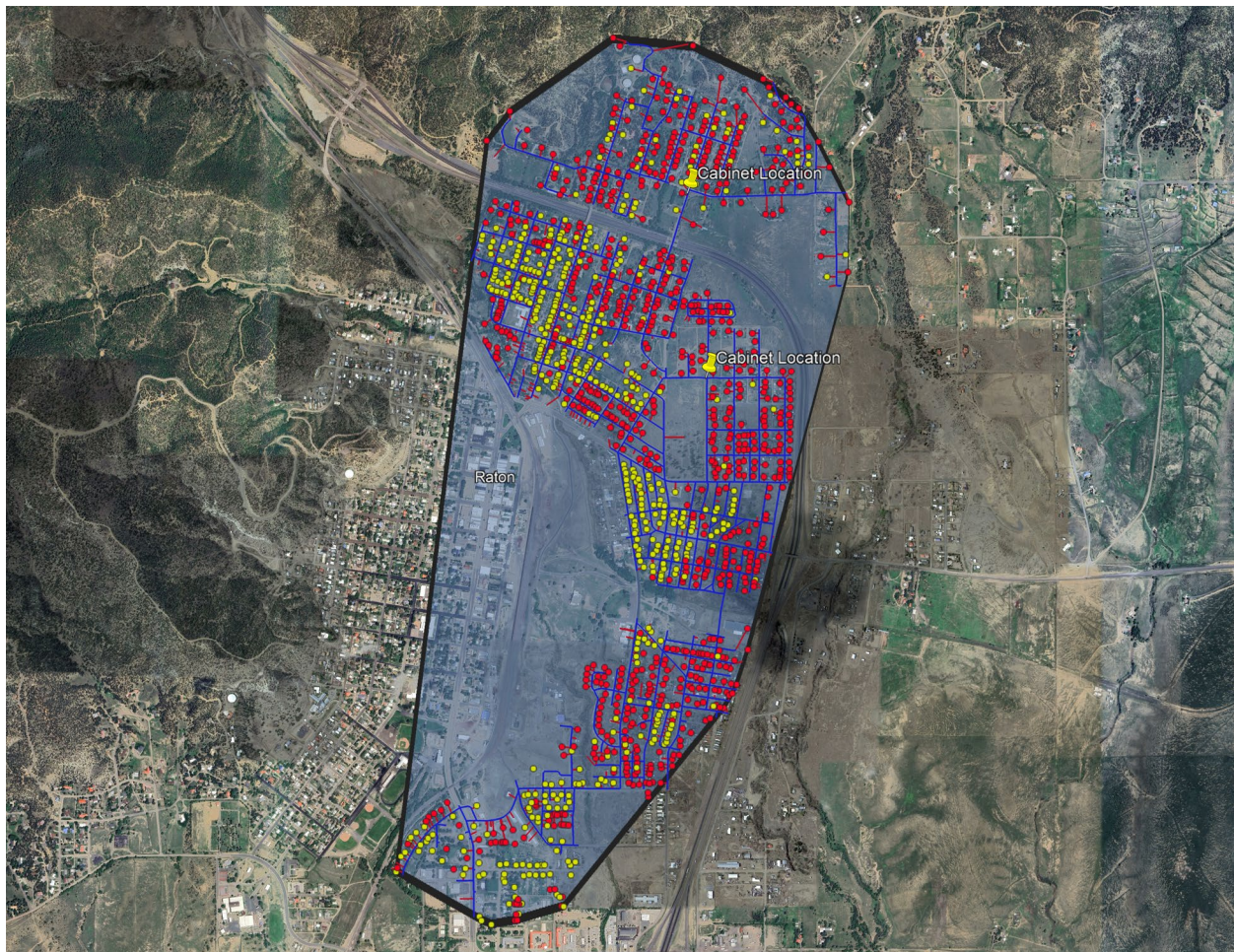
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Geographic Area: Raton, New Mexico / Casa Colorada, New Mexico, Borderlands (Vegueta), New Mexico:

- **Raton, New Mexico**
 - 1,370 Total Locations Served by Network
 - Approximately 177,000 Total Footage
 - Approximate Aerial Footage 150,000 Feet
 - Approximate Underground Footage 27,000 Feet
 - Resound will provide KMZ file identifying all locations requiring service
 - Objective is to Engineer as much aerial as possible

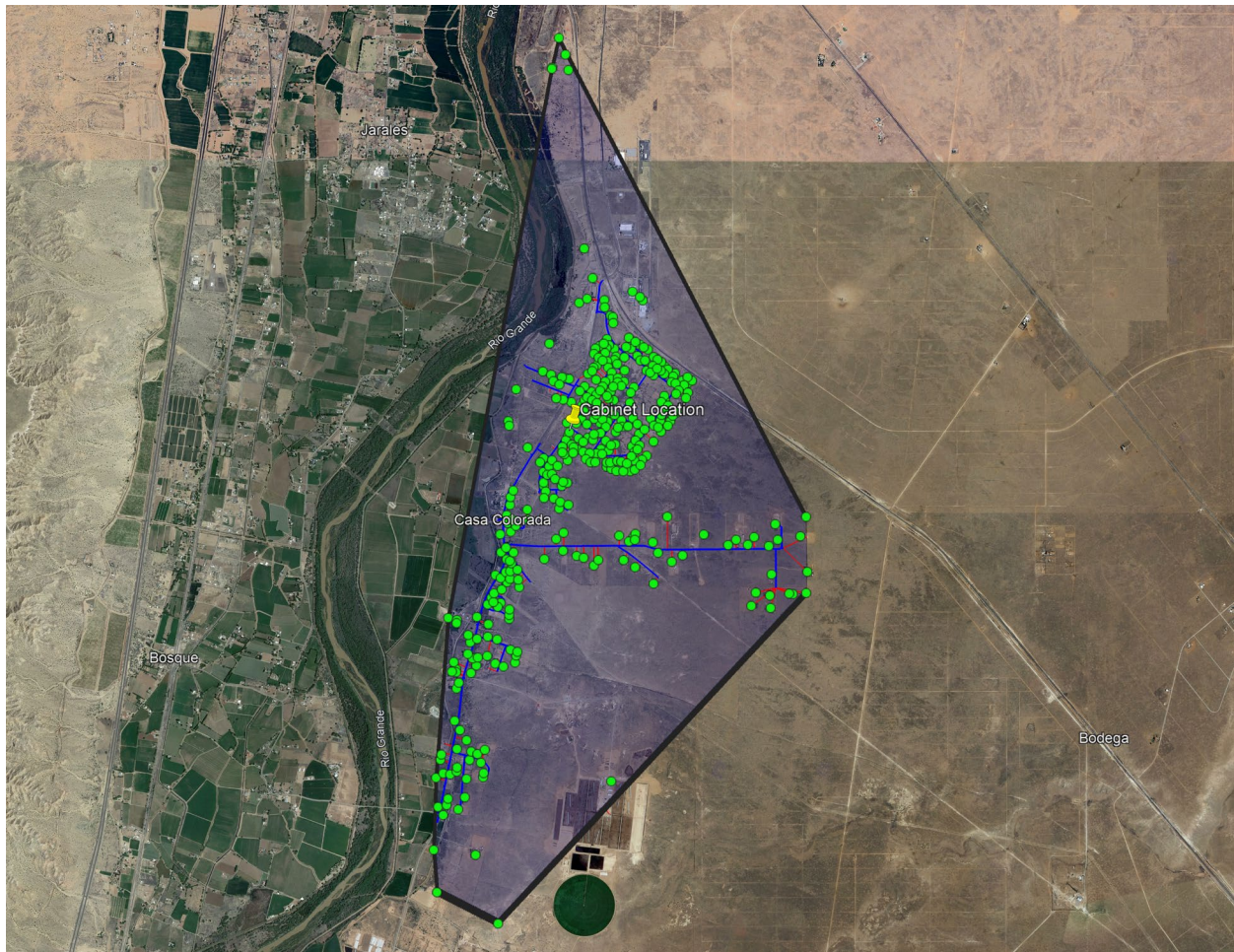


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- **Casa Coloadada, New Mexico**
 - 361 Total Locations Served by Network
 - Approximately 105,000 Total Footage
 - Approximate Aerial Footage 75,000 Feet
 - Approximate Underground Footage 30,000 Feet
 - Resound will provide KMZ file identifying all locations requiring service
 - Objective is to Engineer as much aerial as possible

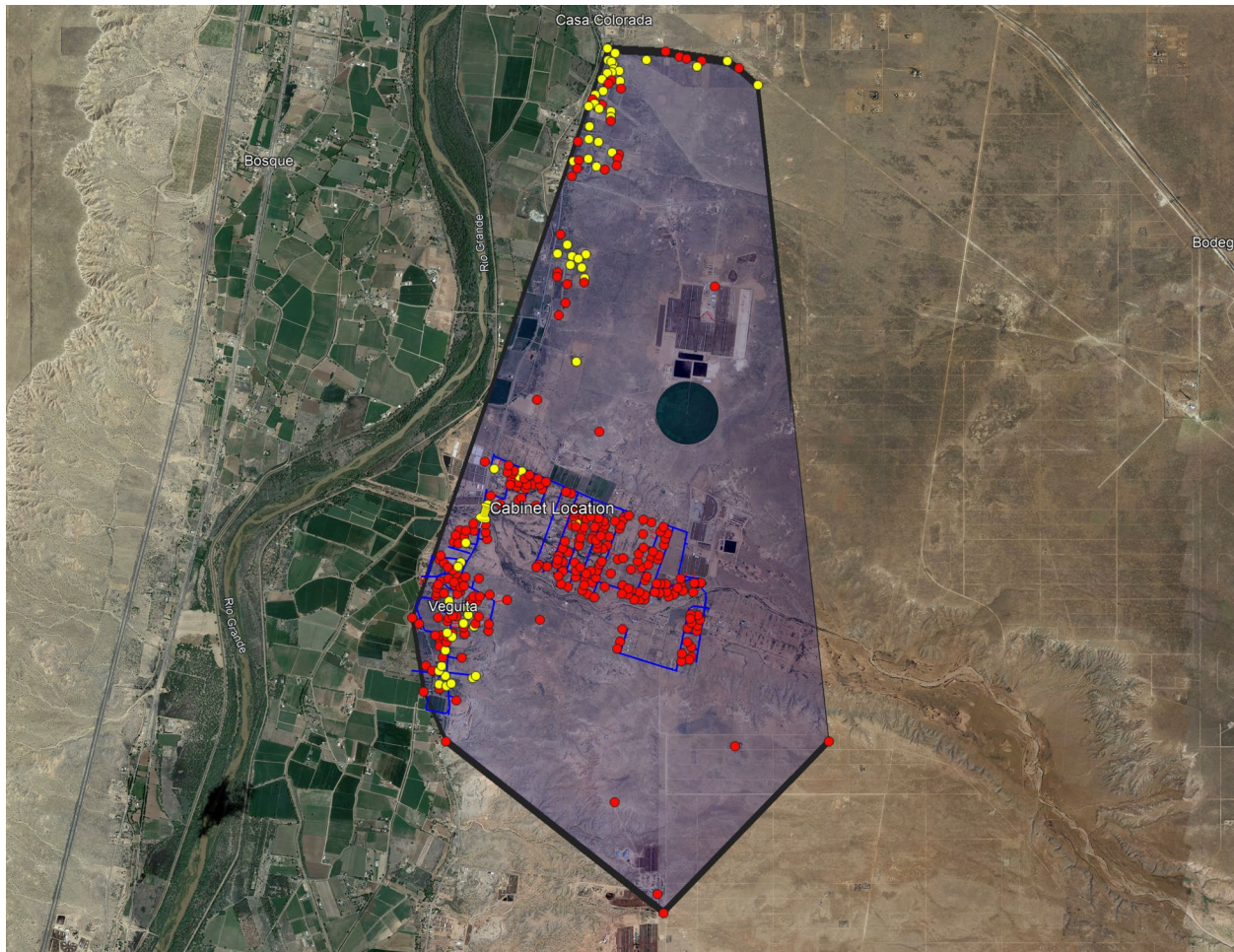


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- **Borderlands (Veguita), New Mexico**
 - 338 Total Locations Served by Network
 - Approximately 115,000 Total Footage
 - Approximate Aerial Footage 92,000 Feet
 - Approximate Underground Footage 23,000 Feet
 - Resound will provide KMZ file identifying all locations requiring service
 - Objective is to Engineer as much aerial as possible



3. Scope of Work

The selected firm will be responsible for the following tasks:

Design and Engineering: Develop detailed engineering construction prints for the FTTH network, including both aerial and underground installations. Design Engineering deliverables must be compatible with resound's Vetro Engineering System. The selected subcontractor must adhere to resound's Vetro Attribute Table. Proposed Engineering Pricing should be listed as a unit price per foot and a summary total price based on the estimated footage.

Resound Technical Architecture Approach:

- Calix Broadband Equipment
- Corning FlexNAP Technology
- 1/32 Centralized Split

Permitting and Approvals: Obtain all necessary permits and approvals from city, county, state, railroad owners, utility (pole attachment), and federal authorities. All documentation required to obtain permits or pole attachment approval are the responsibility of the subcontractor, including but not limited to: construction drawings, permit applications, traffic plans, and job safety assessment. Resound will provide general business information to subcontractors to facilitate required permitting. Jurisdiction, Utility, or Railroad Permitting fees and/or joint use pole attachment fees will be paid directly by resound or reimbursed to the subcontractor as a pass-through cost. Permit fees or pole attachment fees incurred by subcontractor will be reimbursed as a pass-through cost at cost plus 10% (Change Order). Permit coordination pricing should be bundled in the subcontractors Engineering per foot pricing.

Material Procurement, Material Handling, Secure Material Storage at Subcontractor's Yard:

Preference will be given to subcontractors who propose full turnkey material procurement, material handling, and material storage at subcontractors' local warehouse facility or local yard.

- All respondents must provide information on capabilities for procuring outside plant material, warehousing, and managing inventory in the designated geographic areas. Resound intends to utilize Corning FlexNAP technology. Resound will provide subcontractor with Resound pricing for Corning FlexNAP material and/or any other OSP material needs. Subcontractor may utilize their direct material vendors to supply the required OSP material.
- The awarded subcontractor must provide a detailed itemized Outside Plant Material BOM and final material pricing upon completion of Detailed Engineering.
- Resound reserves the right to procure all materials direct and ship to subcontractor's local warehouse facility or local yard. Decision on procurement responsibility will be made upon completion of Detailed Engineering and final subcontractor material pricing.
- Subcontractor is responsible for securing material and subcontractor is responsible for any loss off material due to theft, damage, fire, flood, or any other force majeure event or act of God. Once material is delivered to the Subcontractor's premise, the subcontractor is wholly responsible for the material and/or its replacement.

Broadband Equipment Cabinet Installation and Electrical Commercial Power Activation:

- Resound will procure and provide the Active Broadband equipment cabinet, pre-form slab, all Calix Broadband equipment, Network Routers, DC power supply, and backup battery equipment.
- Resound will provide the Passive FDH cabinets and pre-form slab.
- The subcontractor is responsible for installation of the Active and Passive Cabinets and coordinating with the utility to provide 100 amp commercial electrical service to the Active Cabinet. Subcontractor is responsible for up labor and licensed electrician to delivery electrical service to the cabinet including permitting, coordinating electrical inspections, and completing electrical grounding per local codes. Resound will reimburse subcontractor for all required electrical material at cost plus 10%, Including but not limited to conduit, wire, hframe, weatherhead, meter can, disconnect grounding material, and any other miscellaneous commercial power material required to complete the electrical connection requirement per local code. Resound will reimburse for any special utility requirements like transformer upgrades, power pole set/install, or other extraordinary cost items. Resound will pay these items direct to utility or reimburse subcontractor at cost plus 10% if cost is incurred by subcontractor.
- Resound will complete the utility service order to order the electrical utility service and meter activation to the cabinet.
- The Subcontractor should provide fixed price fee to install the Active and Passive Equipment Cabinets and Coordinate Electrical AC Power to the Active Cabinet, including the local electrical permit, permit coordination, and support all required electrical inspections.

OSP Construction:

- Install fiber optic cables (Aerial or Underground as Engineered), including necessary infrastructure such as poles, aerial attachment, conduits, flowerpots, handholes, vaults, pedestals, active and passive cabinets, and any other Engineered material or equipment.
- The subcontractor will coordinate with local utility on any make ready work required to be completed prior to construction start.
- The subcontractor is responsible for calling in and coordinating all underground utility locates prior to starting construction.
- The subcontractor will complete all fiber splicing per resound and industry standards.
- The subcontractor is responsible for all restoration to roads, right of way, residential yards, or any damage to local utilities (gas, water, sewer, power, or telecom facilities).
- The subcontractor will notify resound Construction Manager within one (1) hour of any utility or privately owned infrastructure damage and provide an action plan to repair within twelve (12) hours.

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- Resound at their discretion may provide vehicle/truck door magnets with resound logo. The Subcontractor will apply magnets to vehicles while performing work on behalf of resound.
- The Proposed Pricing should be listed as a unit price per foot and a summary total price based on the estimated footage listed in the RFP. Final pricing will be based on detailed Engineered footage. **See Exhibit F – Unit Pricing Table and Summary Pricing Table.**

Testing and Commissioning:

- Conduct thorough end-to-end testing to ensure the network meets performance standards. End to End fiber optic test procedures and acceptable test results, metrics, criteria are referenced in Exhibit E - Technical Architecture and End to End Fiber Optic Test Procedures.
- Proposed Pricing should be bundled in subcontractors per foot OSP Construction Unit price. There will be no additional testing unit pricing.

Project Closeout:

- Redline Drawings incorporated into a final set of As Built Drawings and Uploaded to resound's Engineering's Vetro System (Engineering System of record).
- All excess material dispositioned and returned to resound.
- End to End Test Results Accepted by Resound Construction Manager.
- All videos, photos, or documents collected via Talonview mobile app, Vetro mobile app, and/or Monday.com mobile applications will be reviewed and accepted by Resound Construction Manager.
- Resound Construction Manager final drive out and inspection is completed by resound Construction Manager.
- Closeout Pricing should be bundled in the subcontractors per foot OSP Construction Unit price. There will be no additional closeout unit pricing.

Maintenance and Support: On Going Maintenance and Support is excluded from this RFP. However, subcontractors are encouraged to elaborate and provide information on what maintenance and technical support capabilities they may have to provide ongoing maintenance and technical support for the geographic region.

Project Management Approach: resound will utilize the following approach to and expect the selected subcontractor to report status on a regular basis:

- Pre-Bid Conference Call and Q&A Session.
- Bids Evaluation, Subcontractor Selection, Notification of Award.
- Project Kick-Off Call with Selected Subcontractor.

- Resound will host weekly project status calls. Subcontractor required to have representation on weekly project status call.
- The subcontractor will report work completed to the resound construction manager and utilize resound's Talonview Mobile application for capturing Photo and or Video as required by the resound Construction Manager. Vetro Mobile application may also be utilized for workflow management and/or Change Control.
- All Requests for change order must be sent to the resound Construction Manager for review and approval prior to work proceeding.
- Resound Construction Manager will be present in market during construction phase of the project.
- Subcontractor may provide information for consideration on the subcontractors proposed Project Management Approach and tools utilized by subcontractor.

4. Proposal Requirements

Proposals should include the following information:

Company Profile: Overview of the firm, including experience with similar projects.

Project Team: List with names and qualifications of key personnel.

Technical Approach: Detailed description of the proposed approach to the project, including design, construction, and maintenance capabilities.

Project Management Approach: Describe Subcontractor's approach to project management and outline any proposed tools and/or processes utilized to manage similar size and scope projects.

High Level Milestone Timeline: Estimated project timeline with key milestones.

- Engineering Timeline
- Permitting Timeline
- Material Procurement Timeline
- Construction Timeline

Pricing: Provide Response to Unit Pricing Table listed in **Exhibit F – Unit Pricing Table**. In addition, provide a summary high level price for Engineering and estimated Construction using the Unit Pricing being proposed, see **Exhibit F for Summary Pricing Table**. Summary Pricing should be provided for each Geographic Area and include:

- Design Engineering Price per foot (including permitting coordination and joint use pole attachment coordination)
- Construction Budgetary Rough Order Magnitude Estimate based on the estimated Aerial footage assumption and estimated Underground footage assumption listed in this RFP. Final Construction Cost will be finalized after Engineering is complete. Unit Rate per foot must remain constant as quoted in this RFP for Aerial Construction and Underground Construction.

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- Post Construction Maintenance: Subcontractor may provide details on capabilities for ongoing maintenance post project completion.
- Final Material BOM and Material Pricing to be delivered after Engineering milestone is complete.

References: Contact information for at least three references from similar projects.

Workmanship and Warranty: Subcontractor will provide a warranty period of one year for latent defects and return to repair at no cost to resound.

Pricing should be summarized in table format or on a Microsoft Excel Sheet in the format below:

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Unit Pricing Table – See Appendix F – Unit Pricing Table

Summary Pricing Table – See Appendix F – Summary Pricing Table

Example below: Please provide summary pricing table for each Geographic Area

Borderlands (Vegutia) Milestone Description / Phase	Footage	Until Price	Extended Price
Design Engineering & Permitting - Labor	115,000		\$0.00
Outside Plant Construction - Underground Directional Bore (Assume 50% of Underground Footage is Directional Bore - Labor	11,500		\$0.00
Outside Plant Construction - Underground Plow/Trench (Assume 50% of Underground Footage is Plow/Trench - Labor	11,500		\$0.00
Outside Plant Construction - Aerial - Labor	92,000		\$0.00
Total Labor Cost		0	\$0.00

5. Evaluation Criteria

Proposals will be evaluated based on the following criteria:

Overall Cost of Project: Reasonableness and completeness of the cost proposal including providing a full response to all unit elements listed in the Unit Pricing Table.

Experience and Qualifications: Relevant experience and qualifications of the firm and project team.

Technical Approach: Quality and feasibility of the proposed technical approach.

Project Management Approach, Timeline, and Project Resource Availability.

References: Feedback from references on past performance.

Vendor is Based in State of New Mexico.

Criteria / Score (1-10)	Weight (%)	Vendor A	Vendor B	Vendor C	Vendor D	Vendor E
Unit Pricing and Summary Project Pricing	40%	10	9	5	10	8
Experience and Qualifications	30%	5	9	8	10	8
Technical Approach	10%	8	9	3	10	8
Timeline and Resource Availability	10%	10	9	4	10	8
References	5%	5	9	3	10	8
Vendor is Based in New Mexico	5%	5	0	0	0	0
Total Score 100%	100%	7.8	8.55	5.25	9.5	7.6

6. Milestone Billing Schedule:

- **Design Engineering Milestone Payments:**

- Detailed Low-Level Design Complete and Material Detailed BOM Complete = 60% Payment Release of the Engineering Value
- Permits Complete, Pole Attachment Submitted, and Revised Prints Finalized = 30% Payment Release of the Engineering Value
- Project Complete and Redline Prints Revised and Final As Built Drawings Delivered to resound in Vetro =10% of the Engineering Value

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- **Permitting and Approvals Coordination:** Permit coordination should be included in the Design Engineering price per foot. Permit or pole attachment fees incurred by subcontractor on behalf of resound (if any), will be reimbursed by resound at cost plus 10%. Resound will make every effort to pay the cost of permitting or pole attachment fees direct to the entity.
- **Material Procurement / Material Handling / Material Storage**
 - **Material** may be invoiced to resound upon delivery of the equipment to the designated material storage facility in the construction market. Material invoices will be paid Net 60-day terms
 - Resound reserves the right to order materials direct and ship to subcontractor's warehouse facility or local yard
- **OSP Construction Milestone Payments:**
 - Active and Passive Cabinet Installation and Electrical AC Power to Cabinet - Fixed Price Fee, Payable Net-60 Days on Completion
 - OSP Construction invoices may be submitted as follows:
 - 20% Milestone Payment (20% of Footage Complete, Tested, and Inspected)
 - 20% Milestone Payment (40% of Footage Complete, Tested, and Inspected)
 - 20% Milestone Payment (60% of Footage Complete, Tested, and Inspected)
 - 20% Milestone Payment (80% of Footage Complete, Tested, and Inspected)
 - 10% Milestone Payment (100% of Footage, Complete, Tested, and Inspected and all excess materials dispositioned and returned to resound)
 - 10% Milestone Final Payment (90 Days after Completion – Post resound Network Assurance performance and acceptance testing)

7. Submission Instructions

Proposals must be submitted by **12/06/2024, 5:00 PM Central Time** via email to Robert Taylor at email address: robert.taylor@resoundnetworks.com

8. Contact Information

For any questions regarding this RFP, please contact:

Robert Taylor

Vendor Management

Resound Networks, LLC

Mobile: 256-617-2054

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The logo for Resound Networks, featuring the word "resound" in a bold, blue, lowercase sans-serif font.

Email: robert.taylor@resoundnetworks.com

For any Technical or Architecture questions, please contact:

Dennis Durden

Director OSP Engineering & Construction

Resound Networks, LLC

Mobile: 225-281-4121

Email: dennis.durden@resoundnetworks.com

APPENDIX

Exhibit A: Specific Project Requirements or Grant Related Requirements and New Mexico Prevailing Wage Table

Exhibit B: Standard Master Service Agreement

Exhibit C: resound Safety Guidelines

Exhibit D: resound Outside Plant Construction Procedures and Guidelines

Exhibit E: Technical Architecture and End to End Fiber Optic Test Procedures

Exhibit F: Unit Pricing Table and Summary Pricing Table