

Example Request for Proposal

Medium Consortium (26 to 100 HCPs) Leased Services

This example RFP is provided to guide applicants in preparing their own RFPs. Using this example as a template does not guarantee that the RFP will be approved by USAC. Applicants are responsible for reviewing FCC rules. Applications should pay particular attention to the following elements; conforming their RFP to meet the requirements of the Healthcare Connect Fund:

- [47 C.F.R. § 54.642](#), for competitive bidding requirements
- [47 C.F.R. § 54.634](#), for eligible services
- [47 C.F.R. § 54.635](#), for eligible equipment
- [47 C.F.R. § 54.636](#), HCP owned network facilities (for consortium applicants)
- [47 C.F.R. § 54.637](#), off-site data centers and off-site administrative offices
- [47 C.F.R. § 54.638](#), upfront payments
- [47 C.F.R. § 54.639](#), ineligible expenses
- [47 C.F.R. § 54.646](#), site and service substitutions

RFP 01 for
[Consortium Name]

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1. Project Overview

The [Consortium Name] is seeking proposals for a long term leased fiber/Ethernet service that provides the engineering, materials, construction, implementation, maintenance, and sustaining network support for a dedicated, managed switch/firewall service over a secure fiber broadband (private Intranet) network. The service will provide 100 Mbps or 1 Gbps connectivity over fiber connections to the participating entities of [the Consortium]. Public Internet service is also being sought as part of the managed broadband service. [The Consortium] is seeking proposals, which will receive partial funding through the Healthcare Connect Fund (HCF), for the non-recurring costs (NRC) associated with provisioning the leased service and six (6) years of monthly recurring costs (MRC) for all of the [Consortium] locations.

The [Consortium] is a regional initiative to create a fiber optic telecommunications/telemedicine network that will connect participating [Consortium] entities located at sites operating in [the geographic areas served by the Consortium]

The purpose of this RFP is to solicit proposals from Offerors who wish to provide leased broadband/Intranet services and public Internet services to support the participants of [the Consortium]. Offerors must bid on both services (broadband: managed switch/firewall service over a secure fiber broadband network, and public Internet) in order to be considered for this RFP. Offerors who are not able to provide both services may team with other providers in order to submit a complete proposal.

[The Consortium] is not requesting any excess capacity. Any offeror that submits a bid that includes carrier infrastructure upgrade expense is not authorized to add additional capacity on segments connecting [Consortium] locations that will be funded through the Healthcare Connect Fund.. [The Consortium] will only pay for a leased service that supports the amount of bandwidth requested in this RFP.

Proposal Submission Process

Proposals shall be submitted to:

NAME:

TITLE:

ORGANIZATION:

ADDRESS:

TELEPHONE NO.:
FAX NO.:
EMAIL ADDRESS:

Closing date for submitting the proposal is **5:00 PM on the 30th day after the posting of the RFP**. Proposals received after the specified closing date and time will not be accepted.

Number of copies required = 7

Format for the Proposal:

- **Bids are to be submitted in printed and electronic form. The electronic copy must be searchable.** Electronic bids shall be in either Microsoft Word or Adobe PDF file format.
- **Offeror proposals will include the following sections:**
 - Cover Letter
 - Executive Summary
 - Description of Proposed Managed Firewall/Switch Leased Broadband Service
 - Description of Proposed Public Internet Service
 - Description of Proposed Hardware and Software
 - Project Management Description
 - Status/Usage Reports
 - Qualifications and References of Offerors and All Subcontractors
 - Schedule/Timeline
 - Pricing Section
 - Contact Information

- **Questions about the RFP should be submitted to:**

NAME:
TITLE:
ORGANIZATION:
ADDRESS:

TELEPHONE NO.:
FAX NO.:
EMAIL ADDRESS:

- **Questions regarding the RFP can be submitted for the first 5 business days from the posting of the RFP.**
- **[The Consortium] will post answers to all questions received within 4 days, following the initial 5 business day period, to the following location: [Webpage of Consortium or Consortium Leader]**
- **Offerors will be notified within 7 days after the end of the RFP posting period (28 days) as to which Offeror has been selected for a contract award.**

- All materials submitted in response to the RFP become the property of [the Consortium].
- Proposals and supporting materials will not be returned to Offerors.
- Offerors are advised that:
 - Pricing will be considered as part of the proposal evaluation process.
 - The award of the contract will not necessarily go to the proposal with the lowest bid.
 - The Adirondack – Champlain Telemedicine Information Network reserves the right to reject any or all proposals.

Participating Sites

The participating [Consortium] members are located at [#] sites and include primary care clinics, rural hospitals, urban hospitals, dialysis and rehabilitation clinics and an imaging center.

[The Consortium] Participating Entities							
Site	Organization	Address	County	City	Zip Code	Bandwidth Option 1	Bandwidth Option 2
1						1 Gbps	100 Mbps
2						100 Mbps	100 Mbps
3						100 Mbps	100 Mbps
4						100 Mbps	100 Mbps
5						100 Mbps	100 Mbps
6						100 Mbps	100 Mbps
7						1 Gbps	100 Mbps
8						1 Gbps	100 Mbps
9						100 Mbps	100 Mbps
10						100 Mbps	100 Mbps
11						1 Gbps	100 Mbps
12						100 Mbps	100 Mbps
13						100 Mbps	100 Mbps
14						100 Mbps	100 Mbps
15						100 Mbps	100 Mbps
16						1 Gbps	100 Mbps
17						100 Mbps	100 Mbps
18						100 Mbps	100 Mbps
19						100 Mbps	100 Mbps
20						100 Mbps	100 Mbps
21						1 Gbps	100 Mbps
22						100 Mbps	100 Mbps
23						100 Mbps	100 Mbps
24						100 Mbps	100 Mbps
25						1 Gbps	100 Mbps
26						100 Mbps	100 Mbps
27						1 Gbps	100 Mbps
28						100 Mbps	100 Mbps
29						100 Mbps	100 Mbps
30						100 Mbps	100 Mbps
31						100 Mbps	100 Mbps
32						100 Mbps	100 Mbps
33						100 Mbps	100 Mbps
34						100 Mbps	100 Mbps
35						100 Mbps	100 Mbps
36						100 Mbps	100 Mbps
37						100 Mbps	100 Mbps
38						100 Mbps	100 Mbps
39						100 Mbps	100 Mbps
40						100 Mbps	100 Mbps
41						100 Mbps	100 Mbps
42						100 Mbps	100 Mbps
43						100 Mbps	100 Mbps
44						100 Mbps	100 Mbps
45						100 Mbps	100 Mbps
46						100 Mbps	100 Mbps
47						100 Mbps	100 Mbps
48						100 Mbps	100 Mbps
49						100 Mbps	100 Mbps
50						100 Mbps	100 Mbps

1-1 [Consortium] Site Locations

2. Project Administration

A. Background

The [Consortium Leader] will be the legal entity to administer the contract awarded to the Offeror.

The consortium is currently functioning as an advisory board for the project. Eventually, [the Consortium] is expected to become its own 501(c)(3) entity that will assume control of the project. Such actions will not significantly alter the parameters of the project or the participants that will benefit from the network and will require the approval and guidance of USAC and the FCC. The [Consortium Leader] will continue to serve in its fiscal agent role until it is no longer necessary.

B. Vision and Mission

The mission of [the Consortium] was developed to fulfill the tasks set before it and to reach the vision for [regional] healthcare held by the leadership of the organization.

1. Vision Statement

Transform our current healthcare delivery system into a healthcare delivery model that partners regional hospitals and clinics to augment their respective primary care capability with specialty care and inpatient services.

2. Mission Statement

The mission of [the Consortium] is to ensure that our rural health care facilities have high quality, affordable digital connectivity in order to share telemedicine and telehealth services that will provide residents of the region with the best health care possible.

3. Goals

Assist regional health care providers to increase access to an information system that will be fully utilized to:

- a. Improve *patient safety* (alert for medication errors, drug allergies, and emergency response);
- b. Improve *healthcare quality* (make available complete electronic medical records, test results and x-rays at the point of care, integrate health information from multiple sources and providers,

incorporate the use of decision support tools with guidelines and research results, etc); and,

- c. Create a health information system for the purpose of sharing common patient medical information among [Consortium] members to improve quality of care and maximize cost efficiencies.

C. [Consortium] Organization

The [Consortium] Organization Chart is shown below:

[Chart displaying Consortium organizational relationship to Lead Entities and Consultants]

1-2 [Consortium] Organizational Chart

[Consortium] Partner Internal Organization for Telemedicine Project

[Chart displaying relationship among member HCPs on the Consortium's Telemedicine Committee]

1-3 [Consortium] Organizational Chart for Telemedicine Project

3. Technical Requirements

Offerors shall provide a detailed description of the proposed leased broadband (fiber) private Intranet and public Internet service, which addresses the following items:

Offerors are required to provide bids for both the broadband (fiber) private Intranet and the public Internet services. [Consortium] members (listed in [Chart 1-1](#)) must be able to access the public Internet connection via the broadband private Intranet backbone. Offerors who do not typically offer both services (private backbone Intranet and public Internet) may team with other providers in order to submit a complete solution. Offerors who team with other providers will be viewed by [the Consortium] as having entered into a "Prime contractor/sub-contractor" relationship. Only the Prime Contractor can submit a fully completed bid in response to this RFP. The Prime Contractor will be responsible for providing [the Consortium] with a single bill for both services (broadband private Intranet and public Internet) as they apply to non-recurring charges (NRC) and monthly recurring charges (MRC). The Prime Contractor will also be the initial point of contact for all issues relating to the operation and maintenance of the leased network and the leased network services. Please keep in mind that [The Consortium] is seeking proposals, which will receive partial funding through the Healthcare Connect Fund (HCF), for the non-recurring costs (NRC) associated with provisioning the leased service and six (6) years of monthly recurring costs (MRC) for all of the [Consortium] locations.

- a. Construction, installation, implementation, and delivery of full-duplex 100 Mbps and 1 Gbps managed switch/firewall broadband fiber based private Intranet leased service to the facility telecommunications demarcation point at the [#] [Consortium] sites as stipulated in [Chart 1-1](#). This managed service must

also bundle public Internet services which will be available to all [#] [Consortium] sites as stipulated in [Chart 1-1](#). The broadband infrastructure (private Intranet) connection rate and for each [Consortium] site is listed in [Chart 1-1](#), Bandwidth Options 1 and 2.

- b. Offeror's shall provide connectivity to the [Specific member HCP] facility. Offeror's can either build out (carrier infrastructure upgrade) a circuit from their provider network to the [Specific member HCP] facility in the same manner as the other [#] [Consortium] locations (as described in the previous bullet) or they can present an alternate plan that will allow this facility to connect to the proposed private intranet [Consortium] locations and the public Internet.
 - 1) Offeror's who choose to present an alternate plan for the [Specific Member HCP] facility connection to the other [Consortium] member sites and the public Internet shall provide all non-recurring cost (NRC) and monthly recurring costs (MRC), as detailed in [Section 6](#), on a separate pricing document.
 - 2) The alternate plan **MUST** allow the [Specific member HCP] facility to connect to all of the other [Consortium] member sites and the public Internet.
 - 3) The alternate plan can include scenarios that allow the [Specific Member HCP] to connect to the provider's closest central office (CO) using Ethernet circuits owned or leased by the [Specific member HCP]. The connection from the provider's CO to the [Specific member HCP] facility will be the responsibility of the [Specific member HCP] community. The offeror will not be responsible for SLA requirements on the connection between the offeror's CO and the [Specific Member HCP] facility, but the offeror will make every effort to baseline the connection to meet or exceed the [SLA](#) requirements defined for all other [Consortium] member locations.
- c. Describe the broadband infrastructure (private Intranet) and architecture, including network diagrams for how the private broadband network will connect to regional and national systems and how users will access the local service to support technologies for broadband communication of data, voice and video. Include a network diagram that shows physical and virtual connections from each [Consortium] site to the provider's network (private broadband connections and public Internet connections).
- d. Every site connected to the network will have the capability of having secure virtual circuit connections to every other site on the network. This shall include support for layer 2 virtual local area networks (VLANs), which shall be the default service connection between [Consortium] locations, on the managed switch/firewall. Virtual private networks (VPNs), SSL and IPSec, shall also be supported by the managed switch/firewall. VLAN support shall be the default service.
- e. Describe the maximum number of VLANs that may be configured on each type

of managed switch/firewall that is bid. The number of VLANs provided to each [Consortium] site, at no additional charge, will be as follows:

- 1) 10 Mbps sites get 1 default VLAN and 2 additional VLANs
- 2) 100 Mbps sites get 1 default VLAN and 10 additional VLANs
- 3) 1 Gbps sites get 1 default VLAN and 20 additional VLANs

- f. Every site connected to the network will have the capability of accessing the public Internet. Offeror's shall provide a minimum of 300 Mb of full-duplex public Internet access which shall be shared by all of the [Consortium] member locations. Offeror's shall provide pricing for 300 Mb, 500 Mb, 750 Mb and 1000 Mb of total public Internet access (full-duplex) that will be shared by all of the [Consortium] member locations. Offeror's can provide a single full-duplex connection (pipe) to the public Internet or, for the purpose of redundancy, they can provide 2 or more full-duplex connections (pipes) whose aggregate bandwidth meets the total public Internet connection requirement (300 Mb, 500 Mb, 750 Mb or 1000 Mb). Offeror's who provide multiple full-duplex public Internet connections should ensure that each of the full-duplex public Internet connections has a different upstream provider.
- g. Offeror's shall devise a plan to allow all of the [Consortium] member's access to the public Internet bandwidth. All [Consortium] member hospital locations must have a minimum committed information rate (CIR) of 50 Mbps of full-duplex bandwidth to the public Internet with the ability to burst above the CIR to take advantage of unused public Internet bandwidth. All other locations must have a minimum CIR of 10 Mbps of full-duplex bandwidth to the public Internet with the ability to burst above the CIR to take advantage of unused public Internet bandwidth. There will be no additional fees for bursting above the CIR. (The Offeror may wish to consider adding a layer 3 device at the egress/ingress to the public Internet connection(s) and provide separate VLANs back to each [Consortium] member location as a means of sharing, monitoring and provisioning the public Internet bandwidth among the [Consortium] member locations.) The proposed public Internet connection may be oversubscribed but in the event 100% of the available public Internet bandwidth is in use the offer must be able to prioritize the traffic and drop packets based on [the Consortium's] recommendations of which locations require higher precedence over other locations (the prioritization order will be determined after contract award).
- h. Every site connected to the network will be provided with a managed firewall service.
The firewall must be able to analyze traffic up to layer 3 of the OSI model and must forward packets at the line rate of the private Intranet connection as listed in [Chart 1-1](#) for Bandwidth Options 1 and 2. The managed firewall may be part of the managed switch or it can be a stand-alone device.
- i. The managed firewall must support 3DES and AES encryption. Encrypted traffic is also required to be forwarded at the line rate of the private Intranet connection as listed in [Chart 1-1](#) for Bandwidth Options 1 and 2.

- j. [Consortium] members must be able to originate and terminate virtual private network (VPN) connections on their own equipment located behind or parallel to the offerors managed firewall. [Consortium] members must be able to configure these types of VPN connections (i.e.: those that originate and terminated behind or parallel to the offerors managed firewall) at will and without the assistance or permission of the offeror.
- k. [The Consortium] would be interested in seeing solutions that include an intrusion detection system (at a minimum) and/or an intrusion prevention system (preferred). Offerors who provide either or both of these systems should list them as an enhanced service offering (managed switch/firewall/IDS/IPS) in the pricing presented to [the Consortium]. This is further explained in [Section 6](#). This is not mandatory but those offerors who include this in their leased service offering will be awarded additional points during the scoring of the RFP responses.
- l. [The Consortium] would like the proposed public Internet service to include a public block of static IP addresses, at no additional charge, as part of an enhanced Internet service offering for each [Consortium] location. This is not mandatory but those offerors who include this in their public Internet service offering will be awarded additional points during the scoring of the RFP responses.
- m. Any public IP address block given to [the Consortium] will have at least 1 IP address assigned to the managed switch/firewall appliance used to terminate the leased fiber/Ethernet private broadband service. [The Consortium] member locations may want additional IP address for their internal mail server, file servers or web servers. Describe how the addressing could be modified in the future to support IPv6.
- n. Offerors who include public IP addresses/block will get the addresses/block from the American Registry for Internet Numbers (ARIN) and will confirm that none of the addresses have been blacklisted.
- o. Describe how the proposed service will meet the specified broadband connectivity requirements of the project.
- p. List the industry technical standards that the Offeror will use for this project.
Describe how the equipment could support IPv6 when that becomes a defacto standard.
- q. Describe how the broadband service (private Intranet, fiber) will connect to the specific customers identified in the RFP. Clearly describe the steps [the Consortium] members will need to take in order to connect their LAN equipment to the Offeror's managed switch/firewall equipment.
- r. [Consortium] members may have VPN connections in their current network environment (SSL and IPSec). Describe how the Offeror will help the [Consortium] members at each site to migrate their current VPN assignments from

- their current network to the Offerors proposed network. Provide a management plan that describes this process and include a timeline (i.e.: how long will it take to migrate 1-25 VPNs, 26-50 VPNs, 51-100 VPNs, more than 101 VPNs).
- s. All private broadband (fiber) Intranet traffic between [Consortium] member sites must stay on the private Intranet without connecting through the public Internet. Describe how traffic will traverse through the network for:
 - 1) Traffic originating at 1 [Consortium] member location and terminating at a different member location.
 - 2) Traffic originating at 1 [Consortium] location and terminating at a non-member location via the public Internet.
 - t. Include the terms under which a third party service provider would interconnect to the Offeror's facilities to offer their own broadband services.
 - u. Describe the scalability of the proposed broadband service:
 - 1) How the service can be extended to new customers who may wish to sign up for the service at a later date.
 - 2) How level of service can be upgraded to provide a higher level of service to the customers who have already signed up for the service. This should be accomplished without purchasing new equipment (i.e., no "fork-lift" upgrades). [The Consortium's] preference is the ability to increase bandwidth via a change to the software configuration without having to install any new hardware modules. This is not a requirement but more points will be awarded for this type of configuration.
 - v. Describe the redundancy (if any) of the proposed vendor hardware. Additionally, the proposed Offeror CPE equipment shall include an option for redundant AC or DC power (as applicable). (Note: The Offeror should make recommendations for UPS and battery back-up requirements to support the proposed equipment.)
 - w. Describe the redundancy (if any) of the proposed vendor connection to the [Consortium] member location.
 - x. Describe how all data, voice, and video traffic transmitted within the network and between the network, the Internet, and other external networks can be encrypted using 3DES and AES.
 - y. The Offeror will be providing a managed firewall service as part of the leased offering. The Offeror shall describe what contractual safeguards will be provided to [Consortium] members to protect them from problems that arise due to accidental or intentional issues that may occur and could harm a [Consortium] members local area network (i.e.: improperly configured firewall rules that allow

unauthorized access to the [Consortium] members network).

- z. The network must have the capability of interfacing with Internet2, and other public, statewide, regional, and national healthcare networks.
- aa. This request for proposals is to enable the existence of the requested network and six years of network services delivery (based on funding commitment), allowing participating entities the option to continue services at the same pricing, or less, for an additional eight years.
- bb. Include a timeline for how the requested network will be completed and ready for testing and deployment within 8-12 months of contract award (weather permitting and assuming timely approval of permits and 3rd party permitting/approval; also dependent on award of Healthcare Connect Fund funding commitment letter (FCL)).
- cc. Include a timeline and description of how the Offeror will conduct network testing and certification of all fiber transmission media in accordance with industry-standard practices. The Offeror will be required to produce a report that documents the results of network testing and certification.
- dd. Provide a detailed description of how the Offeror will provide Network Management Services for Monitoring and Alerting network status. Additionally, the Offeror shall provide online reports that can be accessed via the public Internet. On-line reports should include the following information for each [Consortium] location:
 - 1) Daily/5 minute average
 - 2) Weekly/30 minute average
 - 3) Monthly/2 hour average
 - 4) Yearly/1 day average
 - 5) Differentiate between private Intranet bandwidth usage and public Internet bandwidth usage

Failure to demonstrate the ability to meet the following requirements will result in rejection of the Offerors proposal:

Service Level Agreement (SLA) Requirements
Service Response Times Listed in the SLA Table

Service-Level Agreement

The leased service shall include a Service Level Agreement (SLA) specifying basic service levels, trouble-management response times, circuit availability and latency. The Offeror must submit a representative SLA with the proposal response. The submitted SLA shall reference the following minimal elements and corresponding requirements:

SLA Element	[Consortium] Requirements
Service Availability Objective (per month)	99.999%
Network Monitoring & Alerts	24 x 7
Mean Time to Respond	30 Minutes
Mean Time to Respond Updates	2 Hours
Mean Time to Repair	4 Hours
Latency Within [Consortium] Network	<10 Milliseconds Port-to- Port
Management Reports	On-line, weekly and upon request

1-4 [Consortium] Service Level Agreements

The offeror shall include the terms of the SLA in any contract agreement with [the Consortium].

4. Project Management Requirements

Offerors shall include a Detailed Project Management Plan for implementing the private broadband Intranet and the public Internet Services project. The Detailed Project Management Plan shall include narrative information and detailed project milestone and schedule information presented in Microsoft Project file format. The Offeror shall include an estimated start time and completion date for the project.

Offerors shall outline their implementation plan for the project described in the RFP. The plan should include timetables that address the following issues:

Project Management: Provide a description of the Offeror's management team for this project. List all key personnel and their qualifications.

Project Schedule: Provide an implementation schedule for the proposed service, including delivery dates, implementation milestones, task relationships and dependencies, and a timeline.

Broadband System (private Intranet) and public Internet Services System Architecture and Development: Provide descriptions of how the service(s) will be designed, including details of customer testing and final implementation, the extent to which broadband (private Intranet) and public Internet connectivity to participating [Consortium] entities will be guaranteed; how the private Intranet and public Internet service will deliver differentiated levels of service depending on the different bandwidth needs; quality of service (QoS) requirements of the [Consortium] users.

Ongoing Service Maintenance and Assistance: Offerors shall provide details of all maintenance activities and how assistance will be provided to [Consortium] users.

This data shall include, but not be limited to:

- How 24/7 maintenance support will be provided. The response times for

major and minor problems.

- How the service will be monitored on a continuous basis for any problems and what proactive steps will be taken to ensure the quality of the service.
- How reports will be made available to [the Consortium] management on-line via the public
- Internet or through the newly created private Intranet.
- Description of what software will be used to generate reports containing the following minimum information:
 - Circuit Bandwidth Utilization (private intranet and public Internet)
 - Peak Bandwidth Analysis (private intranet and public Internet)
 - Circuit Up-time (private intranet and public Internet)
 - Circuit Down-time (private intranet and public Internet)

5. Offeror Qualifications and References

Offerors shall demonstrate their ability and competency to complete the project by providing the information below.

- A brief description of the Offeror Company and services offered,
including: Full legal company name
 - Year business was established
 - Number of people currently employed
 - Most recent annual report, if a public company
 - A description of the qualifications, experience, capability and/or capacity of the Offeror to successfully provide the broadband service and complete the project in a timely manner.
 - A description of the qualifications of the members of the proposed project team that will be assigned to the project.
 - Information on current broadband clients including: Total number of current clients
 - A list of broadband services provided to similar communities
 - Evidence of successful completion of a project of a similar size and complexity
 - References: Contact information for three references from projects

similar in size, application and scope and a brief description of their broadband installations

- Evidence of Offerors financial bonding status
- The Offeror will be required to provide to [Consortium Leader] a Performance Bond for the full amount of the contract within 10 days of notification of acceptance of the Offeror's bid by the responsible [Consortium] entity. No contract will be executed without a Performance Bond in place. The [Consortium] will be designated the "Owner" of the performance bond.

6. Budget and Pricing

Costing

Offerors shall provide a **Detailed Breakdown and Summary of Costs** to provide broadband/private Intranet and public Internet as described in this RFP.

Offerors shall provide a cost breakdown of the proposed **Service(s)** as follows:

Installation/Non-Recurring Charges (NRC) should be broken down as follows:

- Carrier infrastructure upgrades¹
- HCP owned equipment expenses necessary to implement the requested network
- Each NRC cost for private broadband (fiber) Intranet costs and public Internet costs should be listed separately.

Monthly Recurring Charges (MRC) for Service Delivery/Sustaining Maintenance Support. The private broadband (fiber/Ethernet) connection (private Intranet) MRC and the public Internet MRC should be listed separately.

Provide [the Consortium] with pricing options as follows:

- a. Provide NRC/MRC pricing for all locations listed in [Chart 1-1](#) at the connection rate specified in the chart for "Bandwidth Option 1."
- b. Provide NRC/MRC pricing for all locations listed in [Chart 1-1](#) at the connection rate specified in the chart for "Bandwidth Option 2."
- c. The total amount of public Internet bandwidth available to all of the [Consortium] members shall be priced in 4 increments:
 - 300 Mb
 - 500 Mb
 - 750 Mb

¹ Offeror's must only require the Consortium to pay its "fair share" of the expenses related to any carrier infrastructure upgrades that are required to provide the requested services. Upgrades to facilities that include increasing capacity for all of Offeror's network beyond what is necessary for the Consortium must not and cannot be charged to the Consortium.

- 1000 Mb

Each of the pricing options listed above (6a – 6d) shall include pricing for all 4 public Internet bandwidth options.

- d. Those offerors who include IDS and/or IPS solutions shall provide all of the pricing described in Section 6a and 6b. They shall also provide an additional “Enhanced Managed Switch/Firewall/IDS/IPS” pricing that includes all of the locations and requirements for Sections 6a-6b plus the additional cost to support IDS and/or IPS equipment and services.
- e. All pricing must be broken down into non-recurring charges (NRC) and monthly recurring charges (MRC). All NCR and MRC pricing must differentiate between private Intranet costs and public Internet costs. The pricing shall also include the total cost of the solution (NRC and MRC) over six (6) years. This pricing shall be good for a period of six (6) years.
- f. Offeror’s who present an alternate connection scenario for the [Specific member HCP] facility shall provide separate pricing for this location when responding to Sections 6a through 6f.

Keep in mind that [Consortium] is seeking proposals that will utilize funding from the Healthcare Connect Fund (HCF) to pay for 65% of the non-recurring and monthly recurring charges incurred under the resulting contract.

[The Consortium] will accept only complete solutions for the following **Service** from a Prime Offeror: leased managed switch/firewall broadband/private Intranet and public Internet. [The Consortium] has the right to reject any offer that may violate the rules and regulations of the Healthcare Connect Fund.

For those Offerors using sub-prime(s) contractors, the prime Offeror shall assume responsibility for all work and will be the primary contact for all services provided by the primer Offeror and any sub-prime Offerors.

The [Consortium] will provide a Payment Schedule and Terms that links payments to deliverables.

Once source selection is made, a contract will be negotiated with the contractor, or prime contractor, including payment schedule for work.

Pricing shall be good for a minimum of six (6) years from the date of contract with [the Consortium]. The Offeror shall provide an option to extend the contract for an additional five (5) years at the same pricing, or lower, if all the concerned parties agree to the new terms. Sites will negotiate a rate of speed for services (100 Mbps or 1 Gbps) for a period of time in the initial contract. At the end of the initial contract sites have the right to reduce or increase bandwidth as needed in a new contract.

[Consortium] Bid Selection

Process for

Private Broadband and Public Internet Services

1. Basis of Award

Proposals will be evaluated on the basis of cost per quality points. A [Consortium] evaluation committee will choose the selected Offeror. Committee participants will review, evaluate, and score each responsive proposal received in accordance with predetermined scoring criteria. The [Consortium] committee will meet as a group to score the RFP responses. The selection process will be broken down into three phases.

2. Phase I -- Offeror Qualification Assessment

To be considered responsive and to continue in the scoring process, the Offeror must:

- a. Provide all required documentation by the requested due date per the [Consortium] RFP, page 3, Section 1.
- b. Provide a proposal that is complete and complies with the instructions and requirements as stated herein and per the [Consortium] RFP.
- c. The Offeror shall demonstrate to the [Consortium] evaluation committee their experience in providing this type of service by providing:
 - (1) A description of the qualifications, experience, capability and/or capacity of the Offeror to successfully provide the leased managed switch/firewall Intranet (broadband) and public Internet service and complete the project in a timely manner.
 - (2) A list of broadband and public Internet services provided to similar communities.

Attachment 1 – [Consortium] Scoring Matrix, Cont'd.

3. Phase II

Offerors who satisfactorily meet the Phase I criteria will have their submitted proposals qualified for detailed scoring process. In this phase, the Offeror's response will undergo intensive evaluation. The following criteria (not in priority order) will be utilized to select a "short list" of finalists:

- a. Service Features: Provisioning, implementation and delivery, as described in Section 3 of the [Consortium] RFP, of the following services to [the Consortium]:
 - (1) Managed switch/firewall broadband Intranet Service (125)
 - (2) Public Internet Service (125)
- b. Prior Experience: Qualifications, experience, capability and/or capacity of the Offeror to successfully provide the managed switch/firewall broadband Intranet and public Internet service.
- c. Qualifications & Experience of Personnel: Qualification of the members of the proposed project team that will be assigned to the project in implementing this type of network.
- d. Project Management & Timelines: Detailed Project management Plan for implementing the managed switch/firewall broadband Intranet and public Internet services.
- e. Enhanced Features & Scalability: Support for IDS and/or IPS (50); free block(s) of static public IP addresses (25); redundant hardware (5); redundant public Internet routes (5); equipment that can support higher connection rates without installing new hardware. (15)
- f. Financial Sustainability: Evidence of Offerors financial bonding status and a copy of the Offeror's most recent annual report, if a public company.

Attachment 1 – [Consortium] Scoring Matrix, Cont’d.

- g. Completion of [the Consortium] RFP: Provide a proposal that is complete and complies with the instructions and requirements as stated in the RFP.
- h. Cost: [The Consortium] will review each Offeror’s Detailed Breakdown and Summary of Costs. An award will be based primarily, but not solely* on lowest cost per quality point ranking. [The Consortium] also reserves the right to reject any bid that exceeds the total funds that have been budgeted for this phase of the [Consortium] Network.

Each Offeror will receive a total point score known as quality points.

Quality points will be assigned as follows:

Evaluation Criteria	Point System (Maximum)
Service Features	25
Prior Experience	10
Qualifications & Experience of Personnel	10
Project Management & Timelines	10
Enhanced Features & Scalability	10
Financial Sustainability	5
Completion of ACTION RFP	5
Cost	25

4. Phase III

At the sole discretion of [the Consortium], a finalist Offeror may be directly selected from the group of semi-finalists, based upon point scores. Alternatively, [the Consortium] may elect to schedule Offeror oral presentations. Semi-finalist will be required to submit best and final pricing (BAFO) prior to the oral presentation.

At the end of Phase III, a finalist Offeror will be selected, *based primarily, but not solely** on lowest cost.

5. *FCC Order and Offeror Selection

Pursuant to sections 54.642 of the Commission’s rules, the Consortium must participate in a competitive bidding process and follow any additional applicable state, local, or other procurement requirements to select the most cost-effective provider of services eligible for universal service support under the Healthcare Connect Fund support mechanism. To satisfy the competitive bidding requirements, selected participants must submit an FCC Form 461 that includes a description of the services for which the health care provider is

seeking support and wait at least 28 days from the date on which this information is posted on USAC's website before making commitments with the selected

Following evaluation of this RFP and Offeror selection, [the Consortium] expects to negotiate a contract with the selected Offeror.