



**Procurement Division**  
Public Services Building  
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## REQUEST FOR INFORMATION (RFI) #2018-11

Issue Date: February 26, 2018

Project Name:	CBX Broadband Expansion		
RFI Due Date/Time:	May 3, 2:00 PM		
Procurement Analyst:	Patricia Bride	Phone:	(503) 742-5447
		Email:	<a href="mailto:pbride@clackamas.us">pbride@clackamas.us</a>

**SUBMIT RESPONSES VIA EMAIL TO [PROCUREMENT@CLACKAMAS.US](mailto:PROCUREMENT@CLACKAMAS.US)  
OR MAIL/HAND DELIVERY TO THE ABOVE ADDRESS**

**PLEASE NOTE: EMAIL SUBMISSIONS SHOULD HAVE  
“CBX BROADBAND EXPANSION” IN THE SUBJECT LINE**

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### 1. ANNOUNCEMENT AND SPECIAL INFORMATION

It will be the responsibility of potential Respondents to refer daily to the Bids and Contract Information Page ([www.clackamas.us/bids/index.html](http://www.clackamas.us/bids/index.html)) to check for any available addenda, response to clarifying questions, cancellations or other information pertaining to this RFI.

All questions regarding this RFI are to be directed to the Procurement Analyst named above. Respondents may not communicate with County employees or representatives about the RFI during the process.

Respondents are responsible for all costs associated with the preparation, submittal, and presentation of their responses.

#### **Pre-Response Conference:**

An *optional* Pre-Response conference will be held on April 9, 2018 at 2:00 PM PT at the following location:

150 Beaver Creek Road  
Conference Room 115 (Auditorium)  
Oregon City, Oregon 97045

Drawings can be located at: <http://www.clackamas.us/cbx/>

### 2. BACKGROUND INFORMATION AND OBJECTIVES

#### **Introduction**

Clackamas County Technology Services with the support of the County Board of Commissioners is exploring strategies for the structuring of Public-Private Partnership (PPP) opportunities, and/or private sector co-investment strategies. These PPP opportunities can involve collaboration across many functional areas to deploy broadband, including but not limited to: planning, investment, build-out, network operations and maintenance, marketing, broadband adoption facilitation, and delivery of Internet and other advanced services. The County is seeking creative solutions for the purposes of broadband expansion, operations, and maintenance of this advanced broadband network for:

1. The expansion of broadband services throughout the County offering high speed access and affordable/competitive rates to all businesses and residents; and

2. The continued expansion of the Clackamas Broadband Exchange (“CBX”) for use of data, A/V, security and Internet services, etc. to all County government facilities and access points including, but not limited to, government offices, public schools, libraries, community centers, health clinics, traffic facilities, public safety locations (e.g., sheriff’s office facilities, courts, detention facilities, fire & rescue facilities).

The County, therefore, issues this RFI to convey its interest in identifying one or more motivated, high-caliber partners (Respondent) to assist Clackamas County in bringing low cost, ubiquitous Gigabit-class broadband internet services to every public agency, business, educational institution and household in Clackamas County.

The County welcomes the responses of all legally-qualified respondents, including incumbent service providers, as well as competitive providers, nonprofit organizations, public cooperatives, and other entities that are traditional Internet service providers (ISPs) interested in offering service under innovative business models. Providers may respond as part of a partnership with other ISP’s or may provide separate responses outlining their approaches.

The County encourages respondents to share their expertise, which may be used to shape the direction and form of the partnership expanding the network. Respondents may work together to respond to this RFI. The County is open to creative solutions that will maximize investment while providing reliable and high-quality services to meet its diverse communities’ needs.

Respondent shall describe how they will be participating as a PPP and if not how that would work. If respondent proposes to use connectivity other than the CBX, describe how would that work.

### **Background**

In 2000, Clackamas County commissioned a Communications Needs Assessment and Feasibility Study as a means to better understand the County’s communications status and requirements. The study revealed that the County was in need of access to affordable, high-speed communications infrastructure and services.

In 2009, Clackamas County applied for an American Recovery and Reinvestment Act of 2009 (“ARRA”) grant under the Broadband Technology Opportunities Program (“BTOP”) administered by the National Telecommunications and Information Administration (“NTIA”).

In 2010, Clackamas County was awarded a BTOP grant for \$7.8 million to develop the CBX.

Since October 2013 the CBX project has successfully converted to a self-sustaining dark fiber service for the County with revenue based on affordable rates for public and private agencies utilizing the fiber infrastructure.

The CBX has continued to grow in the past several years since its formation. This growth has given CBX a network footprint that serves 260 locations which include both public and private sectors as well as telecom providers. Today’s current fiber plant encompasses approximately 275 route miles and 34,045 fiber miles. This dark fiber is providing a great service to its customers and an even greater benefit to the County as a whole.

The CBX currently maintains a staff of two and contracts with local communications companies for call center and emergency response to fiber breaks. This process has helped the CBX realize one of its stated goals of providing jobs through local economic development.

## **3. OBJECTIVES**

### **Vision and Goals**

Across the country, fiber broadband networks and, increasingly, high-capacity wireless networks, are becoming drivers and enablers of robust economic development and global competitiveness, fostering

educational opportunities, creating access to more affordable modern healthcare, and addressing the digital divide. These networks can simultaneously support sophisticated new manufacturing technologies, data-driven companies, intelligent transportation systems, smart electric grids, and many more high-bandwidth applications. The County believes that expanding the CBX is critical to its continued growth and prosperity as a manufacturing, research, and technology hub in Oregon.

While the initial goal of establishing a large public sector fiber backbone has been accomplished, proving significant savings and opportunities to the whole county, there are still many areas in the county desiring to be connected with low-cost, high volume bandwidth. CBX will continue to find ways to expand the public network and increase its services with the ultimate goal of ensuring low cost, high-speed internet services to every public entity, business, and residence within Clackamas County.

With several regional telecommunication providers now utilizing CBX to expand their services, the goal of providing a backbone to all residences and businesses for new services is developing. This RFI hopes to stimulate new negotiations with several additional providers to build upon this success and develop new opportunities including new construction service areas.

One of the greatest challenges for CBX is in the partnering with these other agencies and businesses in the development of economic opportunities for Clackamas County. CBX (in concert with other agencies) is already coordinating with some potential new businesses and industries to locate to Clackamas County and utilize CBX as a crucial service related to their business. CBX developing partnerships with local telecommunications providers to design, construct and market broadband solutions for data-centric industries is a key to this success. This is new territory for Clackamas County as such partnerships develop to expand economic opportunities on multiple levels and services.

CBX has become financially self-sufficient, relying totally on generated revenue from the lease of dark fiber, both by connection and complete fiber strands. CBX maintains an annual review of the program costs, construction opportunities, and contingency requirements to constantly tune the rates to maintain CBX funding while providing the most cost-effective rates possible. The challenge is to maintain construction funding for expanding services and contingency to maintain services while balancing the need to hold rates at a minimum.

The County views broadband as an important factor in lowering business costs, attracting and retaining highly skilled residents, attracting new data driven industries, and creating sustainable new jobs in an entrepreneurial economy based on innovation and creativity. A high-capacity broadband network empowers and enables county residents and local businesses to be network economy producers—not just consumers of network information and data services—ultimately advancing Clackamas County and its businesses' standing in the regional and global economy. Robust residential and institutional connectivity will also expand opportunities for local students in K-12 and beyond, and enable more open government and civic engagement.

Clackamas County CBX sees its successes to date as a solid foundation for the expansion of services and offerings to include products that will benefit all residents and businesses of the County and stimulate future economic growth. To this end, the CBX has a vision of ensuring the provision of low-cost, high bandwidth fiber and services to every residence, business, and public agency within Clackamas County.

The County expects respondents to this RFI to be sensitive to this vision. This initiative may also entail Respondent sharing the costs and risks associated with providing these services.

The County is open to creative ideas with regard to design, construction, operation, and ownership models for the expanded network and services. The County and respondents will together determine the most mutually beneficial collaborative structure. The County is also open to creative and innovative ideas about cost-sharing, infrastructure leasing, and profit-sharing arrangements. The County seeks recommendations and ideas regarding various business models that may help the County fulfill its vision as well as benefit our PPP Partners.

Clackamas County wants to ensure that all residents, especially low-income families and individuals, will benefit from high-capacity broadband services and capabilities. This may require drastically discounted services, support for neighborhoods participating in County revitalization programs, and other targeted programs.

It is the intention of the CBX fiber network program to use this technology to expand low-cost, high-speed internet service into County Businesses and ultimately fiber-to-the-Premises (“FTTP”).

#### **4. SCOPE**

Respondents to this RFI should indicate how their proposals will serve the following specific County goals:

1. Build and expand in partnership / utilizing CBX in such a way as to stimulate the County’s economic growth and global competitiveness, drive job creation, foster innovation, enhance healthcare delivery, improve education, and serve multiple new areas of development in the County;
2. Make broadband connectivity at symmetrical speeds of at least 100Mbps available to businesses, institutions and home residents on an affordable basis throughout the County with plans to then upgrade to 1Gbps in the next 5 years.;
3. Introduce competitive choice to ensure that businesses, institutions, and residents have access to the services of their choice from the service providers of their choice;
4. **Consider innovative models, including, but not limited to:**
  - a. Leasing County-built and -owned dark fiber and other assets as available as part of a network to provide services;
  - b. Working with the County to construct and operate an FTTP network;
  - c. Fostering private investment partnerships and innovation;
  - d. Laying the foundation for the network to scale over time and expand to all areas of the County;
  - e. Provide cost-effective services for price-sensitive customers and flexible pricing plans to help narrow the digital divide and ensure access to all County residents;
  - f. In basic terms provide low cost, reliable, high-speed internet services for business, residential and others within Clackamas County; and
  - g. Work with County and other local officials to find ways to streamline permitting processes, etc to make expansion quicker and more efficient. This could also include permitting less common used installation methods such as micro-trenching.

At this stage, the County has no firm preference as to technology or business model and is willing to consider any approach that will enable it to obtain high-quality, gigabit-level services and capabilities for households, businesses, educational institutions and other agencies in the County. For the network to have the intended economic and quality-of-life impacts, the County also considers cost and availability of service to be important. As a result, the County encourages responses that address both to maximize adoption of service.

#### **5. Response**

Responses should address the following information:

- A. Company experience in these types of projects;
- B. Current coverage capabilities;
- C. Plans to provide new proposed coverage at proposed service levels;
- D. Areas where service levels are a challenge or cost prohibitive;
- E. What Customer Service and Technical Support would you offer;
- F. How would a partnership with CBX benefit your company’s growth;
- G. Future plans to lower service costs; and
- H. Any additional information that Clackamas County should take into consideration for the project or qualifications.