

## **QAC Broadband Advisory Committee Meeting**

May 30, 2019 4pm - 6 pm | Broadband Feasibility Study RFP response evaluations

### **Attendees**

#### **BAC/QAC**

- Ed Cummins
- Alison Davis
- Megan DelGaudio
- Jean Fabi
- Joyce Jones
- Stan Kosick
- Ben Schaffle
- Jacob Wargotz
- Adam Weinstein (by proxy)

The BAC scored proposals submitted by potential vendors who responded to the QAC Broadband Feasibility Study RFP.

Respondents scored (total scores in parentheses, scale of 1-6 with 6 best):

#### **Tilson (40)**

Long timeline, least experience, low cost, more engineering focus, appeared to be backtracking for QAC needs, didn't complete all information, other projects were limited to building networks and engineering

#### **Magellan Advisors (34)**

High cost, complete response, plan not too deep, no timeline but fee schedule seems too short, not good understanding of QAC environs

#### **CCG Consulting (45)**

Excellent proposal, reality-based advising, price reasonable

#### **CTC Technology and Energy (59)**

Excellent references, lot of local knowledge and expertise, concern: "up to \$75K?" still ok, risk-based architectural model – can this be adjusted later? Need to select engineering vendor next

The BAC then scored each eligible vendor according to previously identified criteria:

	Weight	Max Rating	Max Score	Example	Score x weight	TRA	Score	ACD	Score	Tilson	Score	Magella	Score	CTC	Score	CCG	Score
Complete Response (Were all questions answered in Bid Response? If no, do not review the proposal)																	
Quality of performance on similar contracts (References)																	
Complete Response to all required items (provided in required format,	0.25	3	0.75	1.5	0.375	1	0.25	1	0.25	2	0.5	1.5	0.375	3	0.75	3	0.75
Industry Experience (Knowledge of Broadband - technical and regulatory compliance expertise)	0.25	3	0.75	3	0.75	1.5	0.375	1.5	0.375	2	0.5	2	0.75	3	1.125	3	1.125
Price	0.25	3	0.75	2	0.5	1	0.25	1	0.25	3	0.75	1	0.25	2.5	0.625	3	0.75
Company Resource and Project Team (Have you completed similar project? )	0.25	3	0.75	2	0.5	1.5	0.375	1.5	0.375	2	0.5	2	0.75	3	1.125	2	0.75
<b>Total Score</b>	<b>1</b>		<b>3</b>		<b>2.125</b>		<b>1.25</b>		<b>1.25</b>		<b>2.25</b>		<b>2.125</b>		<b>3.625</b>		<b>3.375</b>
Price is evaluated by the vendors ability to absorb costs above																	
Ranking																	
1 - Does Not Meet Requirements																	
1.5 - Partially Meets Criteria																	
2 - Meets All Criteria																	
2.5 - Meets Criteria and Somewhat Exceeds Expectations																	
3 - Exceeds Criteria and Expectations																	

The group chose CTC as the best vendor, but decided to interview the top two candidates by email

Action Item - BAC members will each develop interview questions to be discussed at next meeting June 20 (due to Megan by June 6)

Action Item - Grant for next RFP Rural Maryland Prosperity Fund (up to \$100K), past experience with rural broadband, can match funds, can apply annually

- Megan typed up draft proposal of letter of intent for iterative studies – will submit by May 31 deadline

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