

QAC Broadband Advisory Committee Meeting

June 20, 2019

4pm - 6 pm | Broadband Feasibility Study RFP

Attendees

BAC/QAC

- Ed Cummins
- Alison Davis
- Megan DelGaudio
- Dave McGlashan
- Joyce Jones
- Stan Kosick
- Jacob Wargotz
- Adam Weinstein

ABB

- Bernard Hazelwood

The BAC finalized selection of RFP awardee: **CTC Technology and Energy**

Key attributes driving this decision include:

- Of all 6 respondents, three tiers of respondents (2 unresponsive, 2 marginally responsive, 2 very responsive). Of the very responsive, one is considered superior based on the following points:
 - Qualitative, comprehensive approach to gathering input from community and measuring return on investment
 - Local knowledge and connections to legislative and commercial contacts
 - Not lowest cost but overall best offerings – cost was similar to the runner-up (CGC)

Two ABB projects subsidized by state (\$100K each)

- QAC commissioners want to fund the smaller one (Grove Creek) based on costs and availability of funds, will decide at July 9 meeting
 - QAC's decision and commitment due to state in end of July

July 18 – discussion with FCC contact Mr. Jonathan Sallett

Tabulation of BAC scoring leading to the BAC decision is below:

	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
Total Score	1		3		2.125		1.25		1.25		2.25		2.125		3.625		3.375
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																	

Update from Jack Wilson

Choptank is considering beginning fiber installation – although most QAC is Delmarva power

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