



# **ALACHUA COUNTY**

## ***Budget and Fiscal Services***

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### ***Procurement***

Theodore "TJ" White, Jr. CPPB  
Procurement Manager

Thomas J. Rouse  
Contracts Supervisor

October 15, 2024

### **MEMORANDUM**

**To:** Theodore "TJ" White, Jr. CPPB, Procurement Manager

**From:** Leira Cruz Cáliz, NIGP-CPP, CPPB, Procurement Agent III <sup>LCC</sup>

**SUBJECT: INTENT TO AWARD**  
**RFP 24-485-PM Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County**

<u>Solicitation Deadline:</u>	2:00 PM, Wednesday, August 28, 2024
<u>Solicitation Notifications View Count:</u>	1408 Vendors
<u>Solicitation Downloads:</u>	40 Vendors
<u>Solicitation Submissions:</u>	4 Vendors

#### **Vendors:**

COX Florida Telecom,L.P.  
Gainesville, FL 32653

IBT Group USA, LLC.  
Miami Lakes, FL 33016

Pavlov Media  
Champaign, IL 61821

Windstream Florida, LLC  
Little Rock, AR 72212

**RECOMMENDATION:**

The board approves the Evaluation Committee’s award ranking below for RFP 24-485-PM Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County.

1. Windstream Florida, LLC
2. COX Florida Telcom,L.P.
3. Pavlov Media
4. IBT Group USA, LLC

Approve the above ranking and authorize staff to negotiate agreement with the top three (3) ranked firms.

The actual RFP award is subject to the appropriate signature authority identified in the Procurement Code.



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TJ White (Oct 24, 2024 09:34 EDT)

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Theodore “TJ” White, Jr., CPPB  
Procurement Manager

TW/lc

**Vendor Complaints or Grievances; Right to Protest**

Unless otherwise governed by state or Federal law, this part shall govern the protest and appeal of Procurement decisions by the County. As used in Part A of Article 9 of the Procurement Code, the term “Bidder” includes anyone that submits a response to an invitation to bid or one who makes an offer in response to a solicitation (e.g., ITB, RFP, ITN), and is not limited solely to one that submits a bid in response to an Invitation to Bid (ITB).

- (1) *Notice of Solicitations and Awards.* The County shall provide notice of all solicitations and awards by electronic posting in accordance with the procedures and Florida law.
- (2) *Solicitation Protest.* Any prospective Bidder may file a solicitation protest concerning a solicitation.
  - (a) *Basis of the Solicitation Protest:* The alleged basis for a solicitation protest shall be limited to the following:
    - i. The terms, conditions or specifications of the solicitation are in violation of, or are inconsistent with this Code, Florida Statutes, County procedures and policies, or the terms of the solicitation at issue, including but not limited to the method of evaluating, ranking or awarding of the solicitation, reserving rights of further negotiations, or modifying or amending any resulting contract; or
    - ii. The solicitation instructions are unclear or contradictory.
  - (b) *Timing and Content of the Solicitation Protest:* The solicitation protest must be in writing and must be received by the Procurement Manager, [twhite@alachuacounty.us](mailto:twhite@alachuacounty.us) by no later than the solicitation’s question submission deadline. Failure to timely file a solicitation protest shall constitute a total and complete waiver of the Bidder’s right to protest or appeal any solicitation defects, and shall bar the Bidder from subsequently raising such solicitation defects in any subsequent Award Protest, if any, or any other administrative or legal proceeding. In the event a solicitation protest is timely filed, the protesting party shall be deemed to have waived any and all solicitation defects that were not timely alleged in the protesting party’s solicitation protest, and the protesting party shall be forever barred from subsequently raising or appealing said solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. The solicitation protest must include, at a minimum, the following information:
    - i. The name, address, e-mail and telephone number of the protesting party;
    - ii. The solicitation number and title;
    - iii. Information sufficient to establish that the protesting party has legal standing to file the solicitation Protest because:
      1. It has a substantial interest in and is aggrieved in connection with the solicitation; and
      2. That the protesting party is responsive, in accordance with the criteria set forth in the solicitation, unless the basis for the Solicitation Protest alleges that the criteria set forth in the solicitation is defective, in which case the protesting party must demonstrate that it is responsive in accordance with the criteria that the protesting party alleges should be used;
    - iv. A detailed statement of the basis for the protest;
    - v. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;
    - vi. All supporting evidence or documents that substantiate the protesting party’s alleged basis for the protest; and
    - vii. The form of the relief requested.
  - (c) *Review and Determination of Protest:* If the Solicitation Protest is not timely, the Procurement Manager shall notify the protesting party that the Solicitation Protest is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Solicitation Protests and may conduct any inquiry that the Procurement Manager deems necessary to make a determination regarding a protest. The Procurement Manager shall issue a written determination granting or denying the protest. The written determination shall contain a concise statement of the basis for the determination.

(d) *Appeal:* If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based, including all supporting documentation. The scope of the appeal shall be limited to the basis alleged in the Solicitation Protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was sent to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said Solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. After considering the appeal, the County Manager must determine whether the solicitation should stand, be revised, or be cancelled, and issue a written determination and provide copies of the determination to the protesting party. The determination of the County Manager shall be final and not subject to further appeal under this code.

(3) *Award Protest.* Any Bidder who is not the intended awardee and who claims to be the rightful awardee may file an award protest. However, an award protest is not valid and shall be rejected for lack of standing if it does not demonstrate that the protesting party would be awarded the Solicitation if its protest is upheld.

(a) *Basis of the Award Protest:* The alleged basis for an Award Protest shall be limited to the following:

- i. The protesting party was incorrectly deemed non-responsive due to an incorrect assessment of fact or law;
- ii. The County failed to substantively follow the procedures or requirements specified in the solicitation documents, except for minor irregularities that were waived by the County in accordance with this Code, which resulted in a competitive disadvantage to the protesting party; and
- iii. The County made a mathematical error in evaluating the responses to the solicitation, resulting in an incorrect score and not *protesting party not being selected for award*.

(b) *Timing and Content of the Award Protest:* The Award Protest must be in writing and must be received by the Procurement Manager, [twhite@alachuacounty.us](mailto:twhite@alachuacounty.us) by no later than 3:00 PM on the third business day after the County's proposed Award decision was posted by the County. Failure to timely file an Award Protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal the County's proposed Award decision in any administrative or legal proceeding. In the event an Award Protest is timely filed, the protesting party shall be deemed to have waived any and all proposed Award defects that were not timely alleged in the protesting party's Award Protest, and the protesting party shall be forever barred from subsequently raising or appealing said Award defects in any administrative or legal proceeding. The Award Protest must include, at a minimum, the following information:

- i. The name, address, e-mail and telephone number of the protesting party;
- ii. The Solicitation number and title;
- iii. Information sufficient to establish that the protesting party's response was responsive to the Solicitation;
- iv. Information sufficient to establish that the protesting party has legal standing to file the Solicitation Protest because:
  1. The protesting party submitted a response to the Solicitation or other basis for establishing legal standing;
  2. The protesting party has a substantial interest in and is aggrieved in connection with the proposed Award decision; and
  3. The protesting party, and not any other bidder, should be awarded the Solicitation if the protesting party's Award Protest is upheld.
- v. A detailed statement of the basis for the protest;
- vi. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;

- vii. All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and
  - viii. The form of the relief requested.
- (c) *Review and Determination of Protest:* If the Award Protest is not timely, the Procurement Manager shall notify the protesting party that the Award Protests is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Award Protests and may conduct any inquiry that the county Procurement Manager deems necessary to resolve the protest by mutual agreement or to make a determination regarding the protests. The Procurement Manager shall issue a written determination granting or denying each protest. The written determination shall contain a concise statement of the basis for the determination.
- (d) Appeal:
- i. If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based. The scope of the appeal shall be limited to the basis alleged in the award protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was mailed to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said award defects in any administrative or legal proceeding.
  - ii. After reviewing the appeal, the County Manager will issue a written final determination and provide copies of the determination to the protesting party. Prior to issuing a final determination, the County Manager, in his or her discretion, may direct a hearing officer, or magistrate, to conduct an administrative hearing in connection with the protest and issue findings and recommendations to the County Manager. Prior to a hearing, if held, the Procurement Manager must file with the hearing officer the protest, any background information, and his or her written determination. The protesting party and the County shall equally share the cost of conducting any hearing, including the services of the hearing officer. If applicable, the County Manager may wait to issue a written final determination until after receipt of the findings and recommendations of the hearing officer. The determination of the County Manager shall be final and not subject to further appeal under this code.
- (4) *Burden of Proof:* Unless otherwise provide by Florida law, the burden of proof shall rest with the protesting party.
- (5) *Stay of Procurements during Protests.* In the event of a timely protest, the County shall not proceed further with the solicitation or with the award of the contract until the Procurement Manager, after consultation with the head of the using department, makes a written determination that the award of the solicitation without delay is:
- (a) Necessary to avoid an immediate and serious danger to the public health, safety, or welfare;
  - (b) Necessary to avoid or substantial reduce significant damage to County property;
  - (c) Necessary to *avoid or substantially reduce interruption of essential County Services; or;*
  - (d) Otherwise in the best interest of the public.

## Public Meeting Minutes (Start Recording)

### RFP 24-485-PM Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County

Date: Tuesday, October 15, 2024

Start Time: 10:30 AM

Location: 12 SE 1 Street  
3<sup>rd</sup> Floor Conf. Room  
Gainesville, FL 32601

#### 1. Call Meeting to Order

#### 2. RFP Process Overview for Today’s Meeting

- 2.1. Good morning, I am **Leira Cruz Cáliz** and Precious Merriweather, with Procurement, and I will be administrating this meeting as the Committee Chair (non-voting member), introduce committee, Ethan Long, Dennis Garraty and Ken McMurry.
- 2.2. Thank you, committee for taking the time out of your busy schedule to evaluate these proposals. Welcome to the citizens attending this Public Meeting; this meeting is open to the public and you will have an announced time (3 minutes; no response required) for public comments. Please review the agenda that is on the screen.
- 2.3. The RFP team will be evaluating vendors’ presentations, discussing their scores, and approving the Team’s Ranking. This Team’s final ranking will be submitted to the BoCC with the negotiated contract(s) for approval.

#### 3. RFP Committee Members Process Instructions

- 3.1. **First**, in OPENGOV, all evaluators have certified that they have no Conflict of Interest, and I will show them on screen, discuss if necessary.
- 3.2. **Second**, due to the cone-of-silence imposed on the committee members, this is the first occasion members have been able to talk and work together as a committee.
- 3.3. *As committee members you have broad latitude in your discussions, deliberations and ranking provided you are not arbitrary and capricious.*
- 3.4. **Third**, provide procurement points to members for the – Volume of Previous Work (VOW), Small Business Enterprise Participation (SBE), Location Points.
- 3.5. **Fourth**, we will record and discuss the preliminary scores on the screen. Call for validation of scores to ensure they are the scores the members entered in OPENGOV.

[Export to CSV](#)

Vendor	dennis garraty	Ethan Long	Ken McMurry	Total Score (Max Score 200)
Windstream Florida, LLC	171	164	157	164
COX Florida Telcom,L.P.	164	133	142	146.33
Pavlov Media	139	163	120	140.67
IBT Group USA, LLC	159	99	150	136

- 3.6. The team will discuss, evaluate, and rank all vendor submittals one by one. Starting with the team leader allow each member to give feedback. (Encourage dialog)
  - 3.6.1. Discuss scores and make Changes if pertinent.
  - 3.6.2. Discussion record and Update: **Evaluation Scores**
    - 3.6.2.1. Encourage discussion on the proposals, scoring and until all members are satisfied.
    - 3.6.2.2. NOTE: Agents will monitor the discussion, keep it on track; keep it on topic.
  - 3.6.3. Call for validation of RFP team Evaluation Scores for the Team’s Final Ranking.

4. Motion to Approve Ranking: Ethan Long motioned to approve the above ranking and authorize staff to negotiate agreement with the top 3 ranked firms. Ken McMurry seconded the motion.  
Vote 3-0 in favor.
5. Public Comments (3 minutes): None
6. Motion to Approve the Meeting Minutes: Ethan Long moved to approve the Minutes, Dennis Garraty seconded the motion.  
Vote 3-0 in favor.
7. Meeting Adjourn at 11:07 AM



Alachua County, Florida

# Procurement

Theodore "TJ" White, Jr. CPPB, Procurement Manager  
County Administration Building, Gainesville, FL 32601  
(352) 374-5202

## EXECUTIVE SUMMARY

### RFP No. RFP 24-485-PM

## Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County

RESPONSE DEADLINE: August 28, 2024 at 2:00 pm

Wednesday, October 23, 2024

## SOLICITATION OVERVIEW

<b>Project Title</b>	Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County
<b>Project ID</b>	RFP 24-485-PM
<b>Project Type</b>	Request For Proposal
<b>Release Date</b>	July 10, 2024
<b>Due Date</b>	August 28, 2024
<b>Procurement Agent</b>	Precious Merriweather
<b>Evaluators</b>	Ethan Long, Ken McMurry, dennis garraty
<b>Project Description</b>	<p><b>Purpose:</b> Alachua County is soliciting proposals for a Broadband Deployment grant to identify Internet Service Providers (ISPs) to bring reliable and high-quality broadband connectivity in order to expand, provide, and make affordable high-speed broadband services available to as many households and businesses to unserved and underserved areas in Alachua County.</p> <p>ISPs will extend the current broadband infrastructure to provide broadband and other cable-related services to Alachua County residents and will design, construct, and maintain state-of-the-art broadband network in service extension areas designated by the parties.</p>

## Introduction

### Summary

Alachua County Board of County Commissioners (hereinafter, the "County" or "Alachua County") is seeking proposals from qualified individuals or entities (hereinafter, referred to as "Consultant" or "Proposer") for the provision of RFP 24-485-PM Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County.

EXECUTIVE SUMMARY

Request For Proposal - Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County



EXECUTIVE SUMMARY  
RFP No. RFP 24-485-PM

Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County

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The following apply to this request for proposal: Instruction to Proposers, Terms and Conditions, Insurance, Scope of Work, Proposal Requirements and Organization, Request for Proposal Selection Procedures, Evaluation Phases, Attachments, Submittals and Sample Agreement.

**Purpose:** Alachua County is soliciting proposals for a Broadband Deployment grant to identify Internet Service Providers (ISPs) to bring reliable and high-quality broadband connectivity in order to expand, provide, and make affordable high-speed broadband services available to as many households and businesses to unserved and underserved areas in Alachua County.

ISPs will extend the current broadband infrastructure to provide broadband and other cable-related services to Alachua County residents and will design, construct, and maintain state-of-the-art broadband network in service extension areas designated by the parties.

Background

**Location:** Alachua County is located in North Central Florida. The County government seat is situated in Gainesville. Gainesville is located 70 miles southwest of Jacksonville, 129 miles southeast of Tallahassee, 140 miles northeast of Tampa - St. Petersburg and 109 miles northwest of Orlando. Alachua County has a population of over 270,000 and a regional airport. The County itself consists of a total area of 969 square miles.

**Form of Government:** Alachua County is governed by a Board of five (5) elected County Commissioners and operates under the established County Manager Charter form of government. In addition to the five County Commissioners, there are five elected Constitutional Officers: Supervisor of Elections, Sheriff, Clerk of the Court, Tax Collector and the Property Appraiser.

Contact Information

**Precious Merriweather**

Procurement Agent I

Email: [pmerriweather@alachuacounty.us](mailto:pmerriweather@alachuacounty.us)

Phone: [\(352\) 337-6269](tel:(352)337-6269)

**Department:**

Office of Management and Budget

Timeline

Solicitation Release Date	July 10, 2024
2nd Advertisement Date	July 17, 2024

EXECUTIVE SUMMARY  
RFP No. RFP 24-485-PM

Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in  
Alachua County

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<p><b>Pre-Solicitation Meeting (Non-Mandatory)</b></p>	<p>July 22, 2024, 9:30am  Join Microsoft Teams meeting  Join on your computer, mobile app or room device  Click here to join the meeting</p> <p><a href="https://teams.microsoft.com/l/meetup-join/19%3ameeting_OTFjNWM4ZWQtYzEwZi00ZWJlTg4M2YtOThhYTc2M2YyMWQ5%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%2294b8c9af-b3ad-4936-84ec-688266cf3236%22%7d">https://teams.microsoft.com/l/meetup-join/19%3ameeting_OTFjNWM4ZWQtYzEwZi00ZWJlTg4M2YtOThhYTc2M2YyMWQ5%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%2294b8c9af-b3ad-4936-84ec-688266cf3236%22%7d</a></p> <p>Meeting ID: 250 659 578 70  Passcode: GuKbBq</p> <hr/> <p>—  Dial in by phone  +1 469-998-7938,,975612214# United States, Dallas  Find a local number  Phone conference ID: 975 612 214#</p>
<p><b>Question Submission Deadline</b></p>	<p>August 18, 2024, 12:01am</p>
<p><b>Solicitation Submission Deadline</b></p>	<p>August 28, 2024, 2:00pm</p>

<p><b>Solicitation Opening – Teams Meeting</b></p>	<p>August 28, 2024, 2:00pm The scheduled solicitation opening will occur via Teams Meeting; the information to join is provided below. Attendance (live viewing) of the proposals opening is not required.</p> <p>Join Microsoft Teams meeting Join on your computer, mobile app or room device Click here to join the meeting</p> <p><a href="https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTQyYzk5YzMtZDc4ZS00N2lxLTljMWUtMjAwNTQwN2NjNTNi%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d">https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTQyYzk5YzMtZDc4ZS00N2lxLTljMWUtMjAwNTQwN2NjNTNi%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d</a></p> <p>Meeting ID: 259 625 692 241 Passcode: yX9G3Q Download Teams   Join on the web Or call in (audio only) +1 469-998-7938,,366862554# United States, Dallas Phone Conference ID: 366 862 554#</p> <p>If you have a disability and need an accommodation in order to participate, please contact the Alachua County ADA Coordinator at <a href="mailto:ADA@alachuacounty.us">ADA@alachuacounty.us</a> or Equal Opportunity Office at 352-374-5275 at least 7 business days prior to the event. If you are unable to notify the Office prior to the event, please inform an Alachua County employee that you need assistance. TDD/TTY users, please call 711 (Florida Relay Service).</p>
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## SOLICITATION STATUS HISTORY

EXECUTIVE SUMMARY  
RFP No. RFP 24-485-PM

Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County

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Date	Changed To	Changed By
Feb 20, 2024 4:00 PM	Draft	Leira Cruz Cáliz, NIGP-CPP, CPPB
Apr 17, 2024 11:56 AM	Review	Leira Cruz Cáliz, NIGP-CPP, CPPB
Jul 10, 2024 1:31 PM	Final	Leira Cruz Cáliz, NIGP-CPP, CPPB
Jul 10, 2024 1:32 PM	Post Pending	Leira Cruz Cáliz, NIGP-CPP, CPPB
Jul 10, 2024 3:14 PM	Open	Leira Cruz Cáliz, NIGP-CPP, CPPB
Aug 28, 2024 2:00 PM	Pending	OpenGov Bot
Aug 28, 2024 2:36 PM	Evaluation	Leira Cruz Cáliz, NIGP-CPP, CPPB

### PROPOSALS RECEIVED

Status	Vendor	Contact Info	Submission Date
No Bid	C3 of FL LLC	Richard Chesser rick@c3skids.com (386) 402-1263	Jul 10, 2024 8:01 PM
Submitted	COX Florida Telcom,L.P.	Julie Moran julie.moran@cox.com (404) 269-3897	Aug 15, 2024 9:33 AM
Submitted	IBT Group USA, LLC	KEYVAN SANGELAJI estimating@ibtgroup.com (305) 358-5055	Aug 28, 2024 10:33 AM
Submitted	Pavlov Media	Laura Lindsey llindsey@pavlovmedia.com (217) 766-0142	Aug 28, 2024 1:49 PM
No Bid	Unipak Corp.	Brian Marcus customer@unipakcorp.net (888) 808-5120	Jul 10, 2024 3:21 PM
Submitted	Windstream Florida, LLC	Andrew Kincaid andrew.kincaid@windstream.com	Aug 27, 2024 11:30 AM

### VENDOR QUESTIONNAIRE PASS/FAIL

Question Title	COX Florida Telcom,L.P.	IBT Group USA, LLC	Pavlov Media	Windstream Florida, LLC
Corporate Resolution Granting Signature	Pass	Pass	Pass	Pass
State Compliance	Pass	Pass	Pass	Pass

EXECUTIVE SUMMARY  
RFP No. RFP 24-485-PM

Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County

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Question Title	COX Florida Telcom,L.P.	IBT Group USA, LLC	Pavlov Media	Windstream Florida, LLC
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	Pass	Pass	Pass
Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request	Pass	No Response	No Response	Pass
Small Business Enterprise Option 1: SBE Proposer	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 2: 30% SBE Proposer Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	No Response	No Response	No Response
Small Business Enterprise Option 3: 15% - 29% SBE Prosper Participation	Pass	Pass	Pass	Pass
Alachua County Small Business Enterprise Certificate	No Response	Fail	No Response	No Response
Small Business Enterprise Option 4: No Subcontractors	Pass	Pass	Pass	Pass
Consultant Small Business Enterprise Good Faith Effort Option 5.	Pass	Pass	Pass	Pass

Question Title	COX Florida Telcom,L.P.	IBT Group USA, LLC	Pavlov Media	Windstream Florida, LLC
Alachua County Government Minimum Wage	Pass	Pass	Pass	Pass
Alachua County Location Preference	Pass	Pass	Pass	Pass
Drug Free Workplace	Pass	Pass	Pass	Pass
Vendor Eligibility	Pass	Pass	Pass	Pass
NON-SBE Subcontractors	Pass	Pass	Pass	Pass
Responsible Agent Designation	Pass	Pass	Pass	Pass
Conflict of Interest	Pass	Pass	Pass	Pass
Request for Proposal Submittal Documentation	Pass	Pass	Pass	Pass
Acknowledgement of Requirements	Pass	Pass	Pass	Pass

## QUESTIONS AND ANSWERS

### Approved, Unanswered Questions

### Approved, Answers Provided

#### 1. Project Area

*Jul 12, 2024 1:36 PM*

**Question:** If we have fiber-served locations within the project area(s) how should we indicate that to Alachua County?

*Jul 12, 2024 1:36 PM*

**Answered by Ethan Long:** Please indicate those fiber-served locations in your bid proposal. We will review all Broadband Service Location Data as it becomes available.

*Jul 15, 2024 2:05 PM*

## 2. Funding Source

*Jul 12, 2024 1:35 PM*

**Question:** Could you please confirm the funding Source, is this CPF funding?

*Jul 12, 2024 1:35 PM*

**Answered by Ethan Long:** This RFP is funded with allocated resources from the Alachua County General Fund

*Jul 15, 2024 2:00 PM*

## 3. No subject

*Jul 19, 2024 11:49 AM*

**Question:** Do you have these polygons in shapefile or other vector format that you're able to share?

*Jul 19, 2024 11:49 AM*

**Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB:** Shapefiles have been released in the Addenda and Notices

*Jul 19, 2024 3:37 PM*

## 4. wage requirement

*Jul 19, 2024 4:18 PM*

**Question:** Please clarify the prevailing wage rate, since the rate provided in the Sample Agreement differs from the rate included in the Submittals section - thank you

*Jul 19, 2024 4:18 PM*

**Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB:** Alachua County Government Minimum Wage is: \$17 an hour with health benefits \$19 an hour without health benefits

*Jul 22, 2024 8:04 AM*

## 5. Sample Agreement

*Jul 19, 2024 4:19 PM*

**Question:** Would we be able to review a Sample Agreement?

*Jul 19, 2024 4:19 PM*

**Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB:** The sample agreement posted with the solicitation is public for review. Any concerns and questions regarding the sample agreement will be handled with the selected vendor during contract negotiations.

*Jul 22, 2024 10:00 AM*

## 6. shape files

*Jul 19, 2024 5:12 PM*

**Question:** when I download the shape files there is nothing in them.

*Jul 19, 2024 5:12 PM*

**Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB:** An open link has been added to the Notices tab.

*Jul 22, 2024 10:00 AM*

## 7. No subject

*Aug 9, 2024 4:22 PM*

**Question:** What is the maximum funding available?

*Aug 9, 2024 4:22 PM*

**Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB:** Estimated total amount is \$14 million, and may be distributed towards different awards dependent on the number of proposals received and awarded.

*Aug 16, 2024 11:26 AM*

# ADDENDA & NOTICES

ADDENDA ISSUED:

### Addendum #1

*Jul 15, 2024 11:56 AM*

This addendum adds Pre-Solicitation Meeting to the Advertisement for Media section and information to access it.

### Addendum #2

*Aug 6, 2024 3:56 PM*

Extended due date to August 21, 2024.

Please use the [See What Changed](#) link to view all the changes made by this addendum.

### Addendum #3

*Aug 21, 2024 1:00 PM*

This addendum extends solicitation deadline to Wednesday, August 28, 2024

ADDENDA ACKNOWLEDGEMENTS:



EXECUTIVE SUMMARY  
RFP No. RFP 24-485-PM

Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County

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**Addendum #1**

Proposal	Confirmed	Confirmed At	Confirmed By
COX Florida Telcom,L.P.	X	Aug 14, 2024 9:34 AM	Julie Moran
Windstream Florida, LLC	X	Aug 19, 2024 9:25 AM	Andrew Kincaid
IBT Group USA, LLC	X	Jul 29, 2024 11:34 AM	Maria Esparza
Pavlov Media	X	Jul 30, 2024 11:55 AM	Laura Lindsey

**Addendum #2**

Proposal	Confirmed	Confirmed At	Confirmed By
COX Florida Telcom,L.P.	X	Aug 14, 2024 9:34 AM	Julie Moran
Windstream Florida, LLC	X	Aug 19, 2024 9:26 AM	Andrew Kincaid
IBT Group USA, LLC	X	Aug 14, 2024 6:44 PM	Maria Esparza
Pavlov Media	X	Aug 6, 2024 4:14 PM	Laura Lindsey

**Addendum #3**

Proposal	Confirmed	Confirmed At	Confirmed By
COX Florida Telcom,L.P.	X	Aug 22, 2024 8:17 AM	Julie Moran
Windstream Florida, LLC	X	Aug 21, 2024 1:05 PM	Andrew Kincaid
IBT Group USA, LLC	X	Aug 21, 2024 1:05 PM	Maria Esparza
Pavlov Media	X	Aug 27, 2024 12:17 PM	Laura Lindsey

NOTICES ISSUED:

**Notice #1**

*Jul 19, 2024 3:36 PM*

Download and review the shapefiles attached below.

*Attachments:*

- [AC Broadband RFP Target Areas](#)
- [AC Broadband RFP Target Areas](#)
- [AC Broadband RFP Target Areas](#)
- [AC Broadband RFP Target Areas](#)
- [AC Broadband RFP Target Areas](#)
- [AC Broadband RFP Target Areas](#)
- [AC Broadband RFP Target Areas.shp.OMB-2022005LT.11784.13552.sr](#)
- [AC Broadband RFP Target Areas.shp](#)
- [AC Broadband RFP Target Areas](#)

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**Notice #2**

*Jul 22, 2024 10:00 AM*

To view the Sharefile documents, click on the following link: [Alachua County Broadband RFP Target Areas - Overview](#).

**Notice #3**

*Jul 22, 2024 10:04 AM*

See recording to Non-Mandatory Pre Bid Meeting

*Attachments:*

· [RECORDING Broadband Pre-Bid Meeting](#)

**Notice #4**

*Aug 28, 2024 2:20 PM*

Bid Tabulation for Bid Tabulation RFP 24-485-PM Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County, receiving only

*Attachments:*

· [BT RFP 24-485-PM Broadband Deployment](#)

**Notice #5**

*Sep 17, 2024 9:23 AM*

Alachua County Procurement announces a public meeting to which all persons are invited to attend an Evaluation Committee Meeting on **Tuesday, October 15, 2024 at 10:30 AM**, to evaluate technical and written proposals and make final recommendations of the proposals for competitive solicitation for RFP 24-485-PM Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County. The final recommendations will be sent to the Board of County Commissioners.

Topic: Public Notice of Evaluation Committee Meeting RFP 24-485-PM Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County

Time: Tuesday, October 15, 2024, at 10:30 AM Eastern Time (US and Canada)

Location: Alachua County Administration Building

Third Floor Conference Room

12 SE 1st Street, Gainesville, FL 32601, Third Floor

**Microsoft Teams**

[Join the meeting now](#)

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[https://teams.microsoft.com/l/meetup-join/19%3ameeting\\_N2ZkOTAyNjEtMWEwYS00MTI3LTllOGUtYmVkZGI3NWUxZTE4%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%2294b8c9af-b3ad-4936-84ec-688266cf3236%22%7d](https://teams.microsoft.com/l/meetup-join/19%3ameeting_N2ZkOTAyNjEtMWEwYS00MTI3LTllOGUtYmVkZGI3NWUxZTE4%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%2294b8c9af-b3ad-4936-84ec-688266cf3236%22%7d)

Meeting ID: 231 481 124 051

Passcode: 7MYE6k

**Dial in by phone**

+1 469-998-7938,,261623457# United States, Dallas

*Attachments:*

· [PM Notice RFP 24-485-PM](#)

## EVALUATION

### PHASE 1

#### EVALUATORS

Name	Title	Agreement Accepted On
dennis garraty	security and telecom manager	Sep 19, 2024 8:42 PM
Ethan Long	Data Analyst Coordinator	Jul 15, 2024 2:05 PM
Ken McMurry	Senior Planner	Sep 16, 2024 4:27 PM

#### EVALUATION CRITERIA

Criteria	Scoring Method	Weight (Points)
Ability and Competency of the Proposer	Points Based	45 (22.5% of Total)

Description:

- A. Did the proposal provide a brief statement of background, organization, and size?
- B. Does the proposal have experience with past work of similar scope and budget?
- C. Has the proposal recently done this type of work for a state, or local government in the past?
- D. Does the Proposer’s workload and ability satisfy County requirements for this project?
- E. Is any of this work to be subcontracted? If so, what are the abilities of the firm(s) to be subcontracted?

Based on questions above, award points as follows:

- A. 45 - 30 points - Exceptional Experience

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- B. 29 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Manager and Project Team's Competency and Qualifications	Points Based	20 (10% of Total)

Description:

- A. Was a project team identified?
- B. Do the Project Manager, Project Team and Key Staff have experience with projects comparable in size and scope?
- C. Do the Project Manager, Project Team and Key Staff have experience with state or local government?
- D. Does the Project Manager have a stable job history?
- E. Is the team makeup appropriate for the project?
- F. Are there factors, such as unique abilities, which would make a noticeable (positive) impact on the project?
- G. Was a point of contact identified?
- H. Was there an alternate to the point of contact identified?
- I. Are the subcontractors, if any, identified?
- J. Does the subcontractor have experience with projects comparable in size and scope?

Based on questions above, award points as follows:

- A. 20 - 10 points - Exceptional Experience
- B. 9 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Project Understanding and Approach	Points Based	60 (30% of Total)

Description:

- A. Did the proposal indicate a thorough understanding of the project, the scope, and objectives through a concise narrative?
- B. Did the proposal address each component of the Scope of Services?

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- C. Did the proposal indicate providing services in the entire area selected, or only a portion?
- D. Did the proposal describe the approach to the provision of services as required and the specific work plan to be employed to implement it?
- E. Is the appropriate emphasis placed on the various work tasks?
- F. Did the firm develop a workable approach to the project?
- G. Does the proposal specifically address the County's needs or is it "generic" in content?
- H. Does the proposal indicate how this project fits into the total workload of the Proposer during the project period?

Based on questions above, award points as follows:

- A. 60 - 40 points - Exceptional Experience
- B. 39 - 20 points - Average Experience
- C. 19 - 0 points - Minimal Experience

Criteria	Scoring Method	Weight (Points)
Ability to Meet Project Schedule and Budget Requirements	Points Based	40 (20% of Total)

Description:

- A. Did the Proposer provide a draft project schedule that includes: milestones, individual tasks and major deliverable deadlines?
- B. Is the draft project schedule reasonable based on quantity of personnel assigned to the project?
- C. Did the Proposer provide a cost-share for the project?
- D. Is the amount requested reasonable for the project's tasks and Proposer's financial commitment?
- E. Is the pricing amount requested in line with the County's budget?
- F. Does the information contained in the proposal indicate that the firm will, or will not, meet time and budget requirement?

Based on questions above, award points as follows:

- A. 40 - 20 points - Exceptional Experience
- B. 19 - 10 points - Average Experience
- C. 9 - 0 points - Minimal Experience

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Criteria	Scoring Method	Weight (Points)
Proposal Organization	Points Based	5 (2.5% of Total)

Description:

- A. Was the proposal organization per the RFP? Did the Proposer include a letter of interest?
- B. Was all the required paperwork submitted and completed appropriately?
- C. Did the proposal contain an excessive amount of generic boilerplate, resumes, pages per resume, photographs, etc.?

Criteria	Scoring Method	Weight (Points)
Volume of Previous Work (VOW) awarded by the County	Points Based	5 (2.5% of Total)

Description:

Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Location	Points Based	10 (5% of Total)

Description:

Points Provided by Procurement.

Criteria	Scoring Method	Weight (Points)
Small Business Enterprise Participation (SBE)	Points Based	15 (7.5% of Total)

Description:

Points Provided by Procurement.

**AGGREGATE SCORES SUMMARY**

EXECUTIVE SUMMARY  
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Broadband Deployment Assistance to Deliver Reliable Internet to Unserved and Underserved Areas in Alachua County

Vendor	dennis garraty	Ethan Long	Ken McMurry	Total Score (Max Score 200)
Windstream Florida, LLC	171	164	157	<b>164</b>
COX Florida Telcom,L.P.	164	133	142	<b>146.33</b>
Pavlov Media	139	163	120	<b>140.67</b>
IBT Group USA, LLC	159	99	150	<b>136</b>

**VENDOR SCORES BY EVALUATION CRITERIA**

Vendor	Ability and Competency of the Proposer Points Based 45 Points (22.5%)	Project Manager and Project Team's Competency and Qualifications Points Based 20 Points (10%)	Project Understanding and Approach Points Based 60 Points (30%)	Ability to Meet Project Schedule and Budget Requirements Points Based 40 Points (20%)
Windstream Florida, LLC	41.3	17	51.3	36
COX Florida Telcom,L.P.	41.3	17	48	22.3
Pavlov Media	39.3	17.3	47	27
IBT Group USA, LLC	40	19.3	42	19.7

Vendor	Proposal Organization Points Based 5 Points (2.5%)	Volume of Previous Work (VOW) awarded by the County Points Based 5 Points (2.5%)	Location Points Based 10 Points (5%)	Small Business Enterprise Participation (SBE) Points Based 15 Points (7.5%)
Windstream Florida, LLC	4.3	4	10	0
COX Florida Telcom,L.P.	4.7	3	10	0
Pavlov Media	5	5	0	0
IBT Group USA, LLC	5	5	0	5

Vendor	Total Score (Max Score 200)
Windstream Florida, LLC	<b>164</b>
COX Florida Telcom,L.P.	<b>146.33</b>

Vendor	Total Score (Max Score 200)
Pavlov Media	140.67
IBT Group USA, LLC	136

**INDIVIDUAL PROPOSAL SCORES**

**COX Florida Telcom,L.P.**

**Ability and Competency of the Proposer | Points Based | 45 Points (22.5%)**

dennis garraty: 44

Ethan Long: 40

Cox is a key ISP in the County and has Infrastructure in the area.

Ken McMurry: 40

+ Extensive federal and state program experience connecting un- and underserved homes and businesses - All subcontractors’ abilities not clear

**Project Manager and Project Team's Competency and Qualifications | Points Based | 20 Points (10%)**

dennis garraty: 16

Ethan Long: 20

Full team identified and high experience.

Ken McMurry: 15

+ Organizational chart in support of the RFP provided, higher level staff resumes and experience provided. + Has existing local fiber network, institutional capacity to build from. - Resume/experience for project manager and subcontractors not provided.

**Project Understanding and Approach | Points Based | 60 Points (30%)**

dennis garraty: 54

Ethan Long: 40

Great Approach and good Digital Equity, but poor pricing for customer

Ken McMurry: 50

+ Proposed service speeds exceed County minimum standards. + Affordable multi-tiered pricing structure options. + Proposes redundancy capability for resilient network. + Experience with methods and strategies for community outreach and engagement, and digital equity, literacy. + Included letters of community involvement and support. - Lacks detail on individual target areas workplans and itemized costs, percent of location service to achieve.

**Ability to Meet Project Schedule and Budget Requirements | Points Based | 40 Points (20%)**



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dennis garraty: 32

Ethan Long: 15

Little Cost Sharing. Timeline is good

Ken McMurry: 20

+ Draft project schedule provided. + Provides cost-share for the project. - Funds requested from County exceed budget for the project.

**Proposal Organization | Points Based | 5 Points (2.5%)**

dennis garraty: 5

Ethan Long: 5

Ken McMurry: 4

**Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)**

dennis garraty: 3

\$288,969.82

Ethan Long: 3

\$288,969.82

Ken McMurry: 3

\$288,969.82

**Location | Points Based | 10 Points (5%)**

dennis garraty: 10

6020 NW 43rd Street Gainesville, FL 32653

Ethan Long: 10

6020 NW 43rd Street Gainesville, FL 32653

Ken McMurry: 10

6020 NW 43rd Street Gainesville, FL 32653

**Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)**

dennis garraty: 0

Ethan Long: 0

Ken McMurry: 0

**IBT Group USA, LLC**

**Ability and Competency of the Proposer | Points Based | 45 Points (22.5%)**

dennis garraty: 40

Ethan Long: 35

Good competency, has done some work. Not in County.

Ken McMurry: 45

+ Extensive national and state program experience including Florida Counties connecting un- and underserved homes and businesses. + Subcontractors' abilities included.

**Project Manager and Project Team's Competency and Qualifications | Points Based | 20 Points (10%)**

dennis garraty: 18

Ethan Long: 20

Ken McMurry: 20

+ Experience for all team personnel provided. + Subcontractors have comparable/applicable experience.

**Project Understanding and Approach | Points Based | 60 Points (30%)**

dennis garraty: 56

Ethan Long: 20

Proposal for One area, Fully underground. High Cost to customer. Only goes to 1 GB/s

Ken McMurry: 50

+ Thorough understanding of project, scope, and objectives. + Multi-tiered pricing structure options (lowest tier does not meet minimum speed requirement). + Detailed plans and strategies for community outreach and engagement, and digital equity, literacy. + Provides reasoning for broadband expansion in a non-targeted area (capacity of wireless system to serve additional un- and underserved locations). + Detailed descriptions and itemized costs for 3 proposed options and specific work plans to implement. - Proposes no option that fully meets RFP requirements, however provides backup detail and analysis. - Proposes redundancy capability for resilient network only for option that exceeds County budget. - Proposes to meet somewhat less (90%) of service locations specified by County (in the 3 target areas included in proposal).

**Ability to Meet Project Schedule and Budget Requirements | Points Based | 40 Points (20%)**

dennis garraty: 30

Ethan Long: 9

No Cost Share / High Cost for RFP. All underground

Ken McMurry: 20

+ Provides detailed timelines for the proposed project scenarios. - Options within County budget for the project propose service to either 3 or 1 of 4 target areas (detail provided on reason). Third option is over

budget and proposes service to 3 of 4 target areas. - Costs not provided per individual target area (except for second option referenced above). - Proposes no cost-share for proposer.

**Proposal Organization | Points Based | 5 Points (2.5%)**

dennis garraty: 5

Ethan Long: 5

Ken McMurry: 5

+ Proposal contained relevant information and detail and not excessive generic language.

**Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)**

dennis garraty: 5

Ethan Long: 5

Ken McMurry: 5

**Location | Points Based | 10 Points (5%)**

dennis garraty: 0

14261 Commerce Way Suite 101 Miami Lakes, FL 33016

Ethan Long: 0

14261 Commerce Way Suite 101 Miami Lakes, FL 33016

Ken McMurry: 0

14261 Commerce Way Suite 101 Miami Lakes, FL 33016

**Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)**

dennis garraty: 5

Fiberpro

Ethan Long: 5

Fiberpro

Ken McMurry: 5

Fiberpro

**Pavlov Media**

**Ability and Competency of the Proposer | Points Based | 45 Points (22.5%)**

dennis garraty: 38

Ethan Long: 40

Good statements directly responding to RFP. In County and Expanding.

Ken McMurry: 40

+ Local government experience (Texas) connecting unserved homes through ARP grant. + Subcontractor's abilities included.

**Project Manager and Project Team's Competency and Qualifications | Points Based | 20 Points (10%)**

dennis garraty: 17

Ethan Long: 20

Good Identification and current in county team

Ken McMurry: 15

+ Experience for all team personnel provided. + Subcontractors have comparable/applicable experience. - Less previous experience than other proposers.

**Project Understanding and Approach | Points Based | 60 Points (30%)**

dennis garraty: 48

Ethan Long: 58

Using Aerial fiber to reach houses with underground being "backbone". BEST customer price and only to propose and use Digital Navigators. Can do more Fiber underground for bigger match.

Ken McMurry: 35

+ Indicates thorough understanding of project, scope, and objectives. + Proposes redundancy capability for resilient network. + Discussed plans for community outreach and digital literacy. - Tiered pricing structure options and details not provided, doesn't address affordability. - Workplans include some detail but could be further developed to demonstrate ability to reach remote and rural areas. - Itemized costs not provided. - Proposal indicates providing services in only a portion of the entire area. - Does not state what percent of service locations are proposed to met.

**Ability to Meet Project Schedule and Budget Requirements | Points Based | 40 Points (20%)**

dennis garraty: 26

Ethan Long: 35

Competing on best price

Ken McMurry: 20

+ Provides timelines for the proposed project scenarios. + Provides cost-share for the project. + Pricing amount requested is in line with County's budget. - Need further itemization and detail of timelines and costs.

**Proposal Organization | Points Based | 5 Points (2.5%)**

dennis garraty: 5

Ethan Long: 5

Ken McMurry: 5

+ Project organized per the RFP. + Does not include excessive boilerplate material.

**Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)**

dennis garraty: 5

Ethan Long: 5

Ken McMurry: 5

**Location | Points Based | 10 Points (5%)**

dennis garraty: 0

601 N Country Fair Dr Champaign, IL 61821

Ethan Long: 0

601 N Country Fair Dr Champaign, IL 61821

Ken McMurry: 0

601 N Country Fair Dr Champaign, IL 61821

**Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)**

dennis garraty: 0

Ethan Long: 0

Ken McMurry: 0

**Windstream Florida, LLC**

**Ability and Competency of the Proposer | Points Based | 45 Points (22.5%)**

dennis garraty: 44

Ethan Long: 40

Proposer in county, has many small RDOF grants to fulfill in county. Has completed many similar projects

Ken McMurry: 40

+ National, state, and local rural program experience - Use of subcontractors not clear.

**Project Manager and Project Team's Competency and Qualifications | Points Based | 20 Points (10%)**

dennis garraty: 16

Ethan Long: 20

Ken McMurry: 15

+ Has existing local fiber network, institutional capacity to build from. - Project manager and team identified by name, title, and responsibility (e.g. Project Manager) but no resumes or other info given. Windstream's previous experience as a company was described but not that of the specific assigned personnel. - Use of subcontractors not clear.

**Project Understanding and Approach | Points Based | 60 Points (30%)**

dennis garraty: 54

Ethan Long: 50

Overall great Approach. Fiber is "predominately" underground but percent unknown. Second best customer pricing. Okay Digital Equity. More Fiber laid than others, potentially getting more/all households. Unsure of how ISPs are counting

Ken McMurry: 50

+ Good indication and detail of providing services in the entire area specified in RFP. + Total and itemized costs included for each target area with total amounts by proposer and County. + Proposes redundancy capability for resilient network. + Proposes to exceed the 95% of service locations specified by County. - Single timeline did not differentiate by target area. - Methods and strategies for community outreach and engagement, and digital equity, literacy, and affordability not well developed. - Some responses were generic in content.

**Ability to Meet Project Schedule and Budget Requirements | Points Based | 40 Points (20%)**

dennis garraty: 38

Ethan Long: 35

Possibly best price depending on percent of underground. Area B they already have an RDOF grant for much of the area.

Ken McMurry: 35

+ Pricing amount requested is in line with County's budget. Project schedule very detailed though generic.

**Proposal Organization | Points Based | 5 Points (2.5%)**

dennis garraty: 5

Ethan Long: 5

Ken McMurry: 3

- Proposal included generic and redundant language.

**Volume of Previous Work (VOW) awarded by the County | Points Based | 5 Points (2.5%)**

dennis garraty: 4

\$53,626.46

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Ethan Long: 4  
\$53,626.46

Ken McMurry: 4  
\$53,626.46

**Location | Points Based | 10 Points (5%)**

dennis garraty: 10  
13715 West State Road 235 Alachua FL 32615

Ethan Long: 10  
13715 West State Road 235 Alachua FL 32615

Ken McMurry: 10  
13715 West State Road 235 Alachua FL 32615

**Small Business Enterprise Participation (SBE) | Points Based | 15 Points (7.5%)**

dennis garraty: 0

Ethan Long: 0

Ken McMurry: 0






# ITA 24-485 RFP Broadband

Final Audit Report

2024-10-24

Created:	2024-10-23
By:	Leira Cruz Caliz (lcruzcaliz@alachuacounty.us)
Status:	Signed
Transaction ID:	CBJCHBCAABAASYMjlZOHGruwprJN4RPM1cYKiwLCjFId

## "ITA 24-485 RFP Broadband" History

-  Document created by Leira Cruz Caliz (lcruzcaliz@alachuacounty.us)  
2024-10-23 - 12:12:10 PM GMT
-  Document emailed to TJ White (twhite@alachuacounty.us) for signature  
2024-10-23 - 12:12:57 PM GMT
-  Email viewed by TJ White (twhite@alachuacounty.us)  
2024-10-24 - 1:33:25 PM GMT
-  Document e-signed by TJ White (twhite@alachuacounty.us)  
Signature Date: 2024-10-24 - 1:34:21 PM GMT - Time Source: server
-  Agreement completed.  
2024-10-24 - 1:34:21 PM GMT