



**STATE OF NEW HAMPSHIRE  
DEPARTMENT OF BUSINESS AND ECONOMIC AFFAIRS  
New Hampshire Broadband Mapping RFP  
RFP DBEA 2022-14**

**Clarifying Questions and Answers**

**Administrative**

**Q1.** Are Attachments D and E required for the respondents' Proposal Submission?

**A1.** No.

**Q2.** Will the State of NH be willing to accept bids that are partially compliant (e.g., bids that may omit sections of the RFP such as data production)?

**A2.** No.

**Q3.** Will the contract resulting from this RFP be treated as a sub-grant per the paragraph below?

*As ARPA federal funds are being used, the Grant Agreement issued will be a sub-award and BEA will be required to ensure compliance with all federal guidance, including the applicable requirements of the Code of Federal Regulations Part 200 (Uniform Guidance) or 2 CFR 200.*

**A3.** Yes.

**Q4.** Regarding Section 5 of the RFP, what is the state looking for in terms of evidence of "Offeror's financial capability to provide the work described in Section 3: Scope of Work"?

**A4.** Financial viability of the company.

**Q5.** Is there a template or required form for submission of proposed edits, or additional to the Standard Terms and Conditions that was attached to the RFP as Attachment B?

**A5.** No.

**Q6.** The Standard Terms and Conditions reference three Exhibits thereto which were not attached to the Standard Terms and Conditions. It seems two of them – (Exhibit B (Scope of Services) and Exhibit C (Contract Price) – will be subject to negotiation and agreement once the bid is awarded. But what is Exhibit A? Is that to be the document that modifies, deletes or supplements the Standard Terms and Conditions?

**A6.** Yes.

**Q7.** Section 8C of the RFP references the contract term and renewal provisions, but that Standard Terms and Conditions that was attached to the RFP as Attachment B do not include these terms. How will those terms be incorporated into the final agreement? Does the state require an 'assessment' report document be created from the items collected in the SOW?

**A7.** This is an error on the RFP. Please refer to Appendix C for the contract and renewal provisions. (p. 2) Yes, the state will require an assessment report as stated in the Scope of Work. Format and content of the report will be determined and finalized at the time of contract negotiations.

**Q8.** Is the State currently working with any broadband consultants?

**A8.** Yes.

**Q9.** Is a non-profit eligible to respond to this RFP? If so, would responses to Appendix A be supplied at the institutional level, or at the project level?

**A9.** Yes. The entity applying for the grant would fill out Appendix A. If said entity is a sub-unit of a larger organization, the institution would be listed under Q3 "Parent Affiliation" on Appendix A.

**Q10.** Can broadband mapping experience be substituted from Federal agencies, municipalities, and/or regional commissions in lieu of the "two states" requirement?

**A10.** Yes.

**Q11.** Is the state going to use the data to provide grants to service providers?

**A11.** Please see RFP Section 3 - Scope of Work.

**Q12.** Does the state have an existing grant management system?

**A12.** Not relevant for this Broadband Mapping RFP.

**Q13.** Are you seeking a specialist with deep knowledge of New Hampshire rural broadband that knows exactly who to contact to get data?

**A13.** We are seeking a mapping company to collect broadband data and create broadband mapping. If a company believes its experience with New Hampshire is relevant to providing timely and accurate broadband data – and has the capacity to map it – it should be part of the proposal.

**Q14.** In the last 24 months, has the State met with or evaluated any third-party products that might be leveraged for this project? If so, what vendor or product was evaluated?

**A14.** Not relevant for this RFP.

**Q15.** Could a generalist who knows how to work with GIS (mapping) and how to partner with federal/state/local agencies to organize data be successful in the bid?

**A15.** The State is seeking an experienced broadband mapping company. Such experience will be considered as part of the quantitative and qualitative measures for choosing a vendor.

**Q16.** Is there a cap on the allowable F&A allowable for this RFP? Is F&A considered "mark-up"?

**A16.** No, but consider that "Budget Approach/Cost Effectiveness" is worth 20 points toward the overall quantitative scoring matrix.

### **Time**

**Q17.** Does the state have a target date for the first map(s) publication?

**A17.** Preferably before the release of the FCC fabric maps or December 31, 2022, whichever is sooner.

**Q18.** Aside from building a base set of data per the RFP, what long term tracking is planned for the broadband build-out? How frequent will reporting on progress need to be?

**A18.** Please see RFP Section 3 - Scope of Work.

**Q19.** Does the state office on broadband have a dedicated GIS staff?

**A19.** No, but within the Department of Business and Economic Affairs is the Office of Planning and Development. Within that office, which is the clearinghouse for US Census and other demographic data, is a demographer that can help verify information.

**Q20.** What is your budget for the proposal's scope of work?

**A20.** The State does not have an advertised budget for this RFP.

**Q21.** Does the State have a list of data already available to it that would be used in this project?

**A21.** No.

**Q22.** How soon after Estimated Notification of Selection and Begin Contract Negotiations (7/8) would the project commence?

**A22.** August 1, 2022 at the earliest– Contract must be approved by Governor and Executive Council.

**Q23.** For the fabric data, Is it a one-time delivery or one file per year until 2026? Would updates be required on a more frequent basis, such as quarterly?

**A23.** Please see RFP Section 3 - Scope of Work.

### **Data Sharing**

**Q24.** Does the state have the authority to protect individual provider/ISP collected data for the mapping RFP?

**A24.** Yes.

**Q25.** Has the state already collected provider data on availability, speed/latency, range of services that will be shared with the contractor once the project begins?

**A25.** No.

**Q26.** To what degree will the State government be helping with acquiring key datasets from some of the existing private commercial service providers who generally do not want to share such data?

**A26.** The state's broadband office has met with all ISPs and let them know their participation is needed and expected. If ISPs are unresponsive to the contract winner, the State will work with the contract winner and ISPs.

**Q27.** Will the NH Broadband Office request access to the FCC Broadband Serviceable Location Fabric and share that data source with the successful applicant? It is our understanding that these data are only licensed to service providers and states for use in the Broadband Data Collection process.

**A27.** The State will follow the guidance and laws on any sharing of information.

**Q28.** The Agency seeks to obtain fiberoptic infrastructure maps. Proposers may find this difficult to guarantee, since companies that own and operate fiberoptic backbone and middle mile infrastructure often treat the location of this infrastructure as proprietary. Does BEA offer inducements or mandates to fiberoptic infrastructure owners to share data?

**A28.** No.

**Q29.** Are you willing to entertain service offers that make the completeness of fiberoptic infrastructure maps dependent on ISP cooperation?

**A29.** No.

**Q30.** Are you seeking proposals that detail a strategy to for collection and synthesis of fiber infrastructure mapping data from telecommunications companies or are you

seeking licensed fiberoptic infrastructure mapping data from commercial sources?

**A30.** Please see RFP Section 3 - Scope of Work.

### **Technical**

**Q31.** Is the RFP Proposal to include purchase the Fabric data (BSLF/TAL) for fixed broadband internet service or is it limited to publishing, displaying the Fabric Data?

**A31.** Please see RFP Section 3 - Scope of Work.

**Q32.** Will the State of NH provide service area polygons from existing providers? If so, in what format will the polygons be provided?

**A32.** No.

**Q33.** Does the State of NH have expectations to use the existing FCC Form 477 data format or the new FCC serviceable location fabric data?

**A33.** In addition to the mapping produced, because of this RFP, the State will continue to use all federally produced maps.

**Q34.** Has the state already requested provider/ISPs to participate in the mapping project and the fiber optic inventory?

**A34.** The state's broadband office has met with all ISPs, both cable and fiber. We have communicated to them their participation is needed and expected. If ISPs are unresponsive to the contract winner, the State will work with the contract winner and ISPs.

**Q35.** As it relates to "Documentation and Development" outlined in the Scope of Work, does the State already possess or have access to any fiberoptic mapping as detailed?

**A35.** Nothing proprietary, only what is available to the public.

**Q36.** Is the goal to focus only on fiber build-out or is any medium for providing appropriate speed being considered?

**A36.** Not relevant for this RFP.

**Q37.** In regards to soliciting service provider data, is there a defined repeat cycle or cadence (e.g. solicit data from providers once per year, twice per year, etc.)?

**A37.** Please see RFP Section 3 - Scope of Work.

**Q38.** The RFP states that the Agency wants the Proposer to “assess the accuracy of current coverage areas claimed by existing broadband provider.” Methods of doing this include (a) purchasing speed test data (e.g., from Ookla), (b) conducting interactive speed test surveys, (c) physically inspecting telecommunications field plant, and (d) desk research to confirm the consistency of company advertising with regulatory reporting. Bearing in mind that these methods differ radically in level of effort and budget, can you provide any guidance to Proposers about which methods you favor?

**A38.** The State does not favor one method over another.

**Q39.** The RFP says that maps “shall include but may not be limited to” certain data elements. Does this mean that (a) the selected contractor is invited to add other map elements at the proposal stage, (b) the selected contractor may be invited to add new map elements during implementation with requisite, negotiated expansions of scope and budget, (c) the selected contractor will be expected to add data elements to the maps on demand within the original budget, (d) multiple options from the above, or (e) something else?

**A39.** Cannot identify what this is referencing.

**Q40.** Since this mapping effort relates to BEAD planning, do you want the maps to include other data elements affecting the BEAD eligibility of locations, such as the footprints of existing federally funded broadband projects?

**A40.** This mapping does not relate to BEAD planning.

**Q41.** The RFP says that “the Agency seeks to secure... a non-exclusive, perpetual license to the data.” Does the phrase “seeks” here indicate a strict requirement, or merely a desideratum, such that you would entertain proposals that offer something less than a perpetual license if they are attractive in other respects?

**A41.** The State will consider non-exclusive, perpetual license to the data or ownership of the data.

**Q42.** Will the Agency limit itself to selecting a single Proposer for the whole scope of work, or might it consider selecting multiple Proposers for different parts of the work, e.g., treating the fabric data as a discreet product buy and the broadband mapping, community feedback, and acquisition of fiberoptic infrastructure information as separate buys?

**A42.** Single proposer. However, if multiple companies would like to partner with each other to submit one bid, that is at the discretion of the various companies.

**Q43.** In lieu of a perpetual license to fabric data, would the Agency consider offers that involve the development of broadband serviceable location fabric data as a state-owned asset (with attendant capacity building)?

**A43.** Yes

**Q44.** In seeking a perpetual license to the fabric and other data, does the Agency seek to secure perpetual access to continuously maintained and updated data, or merely the right to retain the snapshot-in-time data generated during project implementation (as it becomes increasingly outdated)?

**A44.** Please see RFP Section 3 - Scope of Work.

**Q45.** We understand the State seeks to publish and display data via an online map or in reports. Will this information be summary level or is the fabric database available for public download at the address level?

**A45.** This is not relevant for the RFP.

**Q46.** Will the community feedback be shared with the Proposer to correct anomalies within the fabric database?

**A46.** The winning proposal will include: *Continuously seek community feedback on the accuracy of all maps that are developed;*