



Making Connections/Creating Opportunity

**Medina County Fiber Network (MCFN)
Respondents Conference
November 28, 2006**

Meeting Agenda

- Introduction of Participants
- History of MCFN
- Key Issues
- Policy Goals
- Proposal Criteria
- Events and Dates
- Evaluation Criteria
- Fiber Backbone and Requirements
- Backbone Options and Facilities
- Proposal Details
- Open Forum for Questions
- Response to Questions

History of the MCFN

- The Medina County Fiber Network (MCFN) project was developed as a result of a Medina County Economic Development Corporation Task Force
- The Task Force recommended a fiber optic system to promote business and economic development, as well as the implementation of governmental, educational, health care, research, community and other development goals for the County and MCFN users.
- In developing a fiber optic plan for the County, several key tasks were performed to create the plan for development of the MCFN. The goals and tasks for development of the MCFN were discussed with County officials having responsibility and MCEDC and MCPA representatives; and open forums for discussion with the community and potential users of a fiber optic system.
- The Task Force developed an industry analysis and an overview defining the telecommunications offerings, trends, and services available in the County. The results of the open meetings and recommendations from the Task Force made it apparent that increased and continued cooperation among the public sector and business community was essential in the development of the MCFN.

Key Issues

- Three key issues that the County has felt the need to address include:
 - Convergence of voice, video, and data networks (data content networks).
 - Connectivity obstacles in Medina County
 - Growing importance of connectivity services for economic development including,
 - Retention of existing businesses
 - Attraction of new businesses
 - Facilitate education and job training.

Policy Goals

- **Universal Service** – All government employees, MCFN users, businesses and visitors to the County deserve to have high-speed broadband services available to them;
- **Affordability** – Services shall be priced at a level that creates cost savings and competitive services for the County and other political subdivisions and governmental entities, is affordable for all MCFN users, businesses and visitors, and promotes economic and social benefit;
- **Use of County and Partner Assets** –The County expects to apply its rights-of-way and assets, as well as those for which the County may negotiate rights to with the local electric and water utilities, in a way that maximizes the benefit for the County and the community;
- **Competition and Consumer Choice** – Strong competition for broadband services is good for the County's economy. County and municipal agencies, MCFN users, businesses and visitors shall have a choice of providers and products;
- **Network Neutrality** – The MCFN and any provider or operator of the MCFN shall not discriminate against any content, application or service provider, except in cases to prevent abuse of the MCFN under guidelines acceptable to the County and the MCPA; and
- **Private Sector Cooperation** – The County and MCPA expect the MCFN to serve as a catalyst - to improve and enhance the market for broadband services in and throughout the County. The County and MCPA seek to fulfill this role by cooperating with and contracting

Proposal Criteria

- **PRACTICALITY:** The MCPA and the County will review Proposals to determine whether all aspects of each Proposal can reasonably be implemented. All proposed technologies must have a demonstrated and demonstrable capacity to provide the proposed services to the identified portions of the County.
- **CONTROL OF FIBER:** The County and MCPA require Proposals that provide MCPA or the County with control of the fiber assets and provide the maximum amount of flexibility to the MCPA and the County for implementation and expansion of the MCFN in support of the MCPA mission and the Vision and Policy Goals described below. The MCPA will consider all reasonable and legal forms of consideration.
- **FINANCEABILITY:** To the extent, if any, that a Proposal calls for or requires up-front payments by the County or MCPA, the County and MCPA will prefer Proposals that permit the issuance of County or MCPA notes or bonds to finance such costs, and will prefer Proposals that permit the financing of the costs thereof with “tax-exempt” obligations to the extent permitted by the Code.
- **TIMING AND NUMBER OF USERS TO BE SERVED:** The County and MCPA are interested in extending services to the largest number of MCFN users within a reasonable distance of any existing fiber routes as quickly as practical, and will prefer Proposals that enhance that value.

Proposal Criteria Continued

- **OPEN ACCESS PLATFORMS:** The County and MCPA will require proposals that include or are capable of serving as an open access platform for other telecommunications and network service providers.
- **FINANCIAL WHEREWITHAL:** The MCPA is concerned that any Respondent will have in hand financial support or adequate capital to initiate and complete all obligations of the Respondent under the Proposal. Successful Proposals must show adequate resources to complete all such obligations within the proposed timeframes. This information may be identified as confidential information and, to the extent permitted by law, will not be subject to general disclosure. Summary or preliminary information may be submitted initially with the Proposal, with further details to be provided upon request. This is in addition to the required security described above.
- **REFERENCES AND WARRANTY PROVISIONS:** The County and MCPA are interested in assurances of performance, especially as represented by experience or qualifications of key personnel, by references that the Respondent may provide of services provided elsewhere, and warranties of performance that the Respondents propose to provide. MCPA and the County reserve the right to require additional references and warranties at any time.

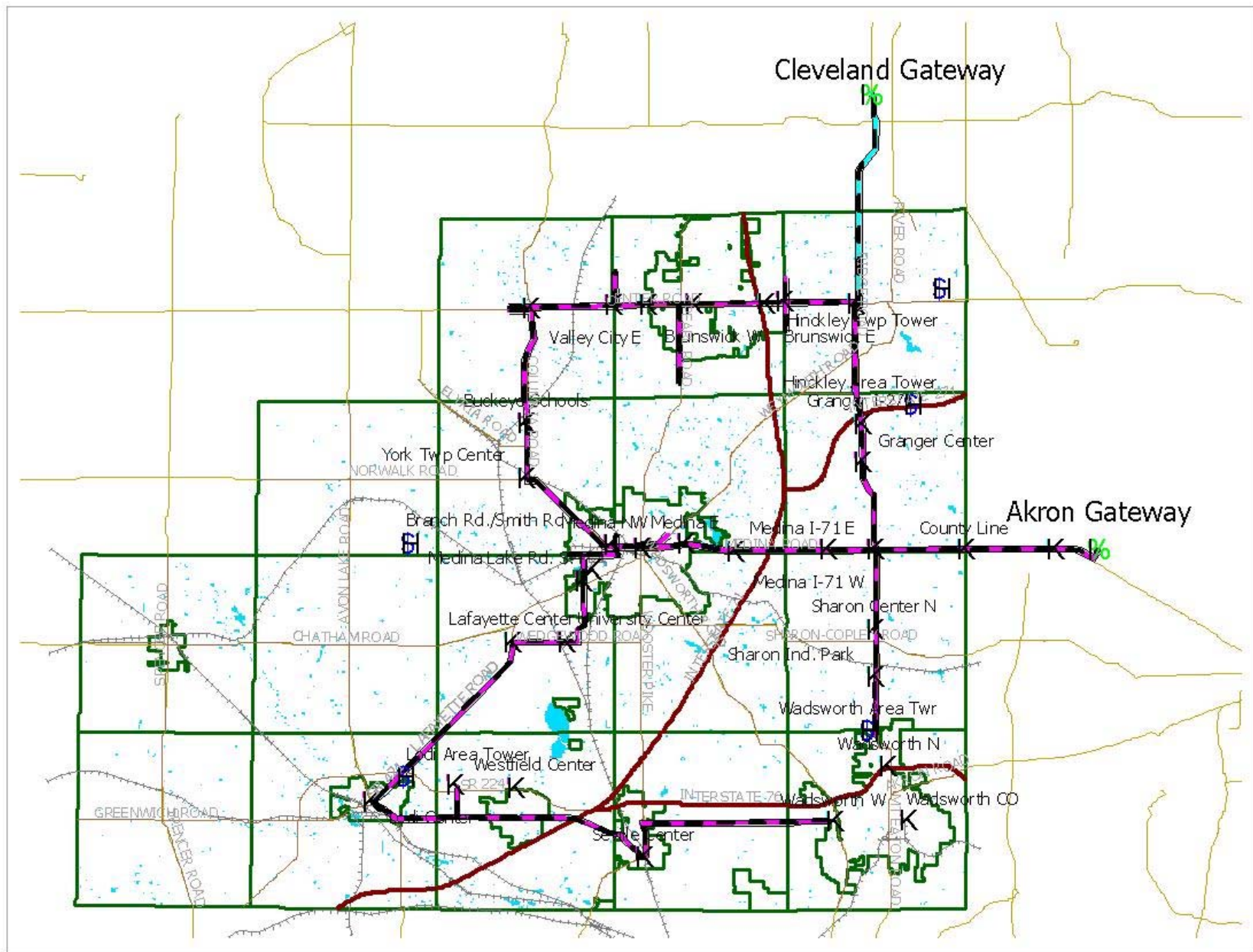
Events and Dates

RFP Event	Projected Schedule
RFP Release	November 17, 2006
Respondents Conference	November 28, 2006
Intent to Respond Notification; All Questions Submitted by	December 1, 2006
MCPA-Issued Responses to All Respondent Questions by	December 8, 2006
Proposals Submitted to MCPA	January 12, 2007
Proposal Review Begins	January 15, 2007
Respondent Presentations	Week of February 5, 2007
Proposal Selection	March 2007

Evaluation Criteria

Understanding of Scope of Work	25 Points
Administrative (Compliance) Requirements	25 Points
Contracting and Financing Options and Prices	75 Points
Operational and Project Management Requirements	25 Points
Technical Requirements & Proposal Checklist	100 Points
Presentation, Demonstration, References	50 Points
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	Total: 300 Points

Initial Medina Fiber Backbone Design



How to interpret the MCFN Initial Design and Site Exhibits

- Initial Design based on baseline from the Task Force:
 - Exhibit A - Proposal Response and Checklist
 - Exhibit B - Fiber Gateway
 - Exhibit C - Core Fiber Sites
- Additional Design Considerations
 - Exhibit D - Additional Sites
 - Existing or alternate proposed core fiber for the MCFN backbone
 - New construction and/or fiber IRUs
 - Methods of financing

Fiber Backbone Options

Option 1: New Dark Fiber Construction
128 Single mode fiber count
Bond finance or lease purchase

Option 2: Lease-Purchase by MCPA with Respondent for dark fiber (MCPA ownership of fiber facilities)
Lease-Purchase for dark fiber pairs in 10, 15 or 20 year terms.

Minimum of 12 fibers for Core Fiber Backbone and Service Access
Options with first right of refusal for 36 additional fibers

Option 3: Indefeasible Right of Use (IRU)

IRUs for dark fiber pairs in 10, 15 or 20 year increments. If less than 20 years, Respondents will provide options with right of first refusal for extension in 5 year increments at costs commensurate with the 20 Year IRU without penalty for shorter terms

Minimum of 12 fibers for Core Fiber Backbone and Service Access,
Options with first right of refusal for 36 additional fibers pairs

Option 4: Any combination of Option 1 through 3

Fiber Access Facilities

- Option 1:** New Dark Fiber Construction for attachment to the MCFN
24 Single mode fiber count to nearest backbone fiber splice point
Bond finance or lease purchase
- Option 2:** Lease-Purchase by MCPA with Respondent for dark fiber (MCPA ownership of fiber facilities)
24 Single mode fiber count to nearest backbone fiber splice point
- Option 3:** Indefeasible Right of Use (IRU) for attachment to the MCFN
IRUs for dark fiber pairs in 10, 15 or 20 year increments, If less than 20 years, Respondents will provide options with right of first refusal for extension in 5 year increments at costs commensurate with the 20 Year IRU without penalty for shorter terms
Minimum of 4 fibers for service access to the core fiber backbone
- Option 4:** Wavelength or MetroEthernet Access Service Loop to Medina Gateway or collocation facility
Connection/termination from remote site via service provider network to Medina Facility, terminating on Medina cross connect
- Service definitions;
From 5 Mbps to 10 Gbps for metro Ethernet
From 1 to 40 G Waves
Indefeasible Right of Use (IRU)
IRUs for dark fiber pairs in 10, 15 or 20 year increments, If less than 20 years, Respondents will provide options with right of first refusal for extension in 5 year increments at costs commensurate with the 20 Year IRU without penalty for shorter terms
Service Option - 3 and 5 year service arrangements

Additional Requirements

- **Collocation Requirements**
- **Cross Connect and Open Interconnection Requirements**
- **Meet-Me Pole, Manhole and Mid-Span Interconnection Splicing**
- **Remote Hands Support**

Contractual and Pricing Details

- Provide pricing for construction of fiber backbone, fiber access and collocation sites identified in Exhibit F - Financial Schedules
 - Alternatively:
 - Provide pricing for 20 Year IRU on each fiber segment by filing out fiber segment cost sheets
 - Provide County ownership and MCPA control of fiber and attachments to the fiber networks
- Provide pricing for 5 Year Maintenance contract on IRU with 3 renewal options of 5 years each
- Provide all non-recurring and recurring cross connect costs on cross connect cost sheets
- Provide detail of interconnection, meet-me and local services from each site
- Provide sample contracts for the construction, IRU's, services and maintenance proposed
- Provide a sample invoice including taxes and other miscellaneous fees
- Respond to remote hands and facility access charges
- Respond to price protection for future purchases

Operational Details

- Provide project management plan and schedule
 - Identify gating issues/milestones for project
- Clearly identify risks and alternative approaches
- Include collocation facility access policy
- Describe standard maintenance practices
- Describe emergency maintenance practices
- Describe testing and turn-over practices for new fiber assignments
- Describe remote-hands capability

Technical Details

- Provide overall fiber segment distances and projected or measured losses
- Provide a map of the fiber with the addresses or locations of each running line or access point on the network
- Provide detail maps of the areas surrounding sites of interest to the MCPA and the County, or preferably provided a full detail map of the entire infrastructure.
- Provide splice point or zero-manhole information as requested
- Detail all fiber types on each segment
- Describe power and redundancy standards for all facilities and any exceptions

Questions

- Proposal Framework
- Proposal Criteria
- Technical Issues
- Procedure and Events
- Questions Submission and Response