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"Trusted Partner and Provider of Choice"

April 29, 2022

Dear Vendors:

Subject: Addendum One to RFSQ – Installation and Operation of Community Wireless Networks to Deliver Residential Broadband Services

This Addendum Number One is issued to provide clarifications to RFSQ# ITS-I10602-S and to respond to questions asked during, and submitted in writing after, the vendor's conference held on April 8, 2022, at 11:00 a.m. Answers to questions and any clarifying statements, including attachments hereto, are presented below and attached separately in an Excel Workbook. In all, this Addendum modifies and/or supplements the original Request for Statement of Qualifications (RFSQ # ITS-I10602-S).

CORRECTIONS AND CLARIFYING STATEMENTS

- STATEMENT #1:** Attached is a list of attendees (Attachment II to Addendum One) during the bidder's conference and a copy of the Conference PowerPoint presentation (Attachment IV to Addendum One).
- STATEMENT #2:** Attached is a copy of the Community Business Enterprise (CBE) Information form (Attachment III to Addendum One).
- STATEMENT #3:** Pertaining to the attachment file size, Section 2.8 (SOQ Submission) is corrected to state that each email attachment file size is limited to 60MB per email.
- STATEMENT #4:** Vendors shall propose innovative solutions and plans for the County's project goals and objectives.
- STATEMENT #5:** Selecting a neighborhood within your SOQ response does not limit the Vendor to participate in a Work Order Solicitation for only that neighborhood.
- STATEMENT #6:** When awarded a Master Agreement, the Vendor is added to the Master Agreement list for all solicitations.
- STATEMENT #7:** Once a Work Order is awarded, payment can either be on a time and materials basis or on a fixed price deliverable basis.

- STATEMENT #8:** Pursuant to Section 2.9 (Acceptance of Terms and Conditions of Master Agreement) of the RFSQ, submission of an SOQ constitutes the Vendor's acknowledgement, understanding, and acceptance of the terms and conditions of this Master Agreement as indicated in Appendix G (Sample Master Agreement).
- STATEMENT #9:** The County of Los Angeles (County) Board of Supervisors (Board) directed the County Internal Services Department to assess viable options for the County of Los Angeles to facilitate residential access to reliable broadband service in low-income communities where greater than 20% of the households lack internet service, based on data from the United States Census Bureau's American Community Survey. The website link herein is to provide relevant information to the public on this topic, process, FAQs, and programs. [Community Wireless Network – Doing Business With \(lacounty.gov\)](#)
- STATEMENT #10:** County's Doing Business with Us website. Ensure that your firm is [registered](#) to do business with the County prior to submitting an SOQ. The banner on the landing page of the Doing Business County website will lead you to more information related to the [Community Wireless Networks Program](#), including the Affordable Connectivity Program (ACP).
- STATEMENT #11:** If submitting an alternate approach, Vendors must still address all of the areas stated in the Section 2.7.3.1 (Overall Approach) of the RFSQ. If one of the items in Section 2.7.3.1 does not apply, please state that it does not apply and provide a reason for the non-applicability. Vendors must also submit cost estimates with alternate approaches, as stated in Section 2.7.4 (Budget Capital and Operational Cost Estimates).

QUESTIONS FROM VENDORS

Refer to Attachment I (Questions and Answers)

A copy of this addendum, including any attachments hereto, is being sent to you via email for expediency. Please send a reply to the email to acknowledge receipt of this document. Should you have any procedural or contractual questions, please contact Neary Ros by email at CommunityWireless@isd.lacounty.gov

Attachments

- I Questions and Answers
- II List of Attendees
- III CBE Information Form
- IV Conference PowerPoint Presentation

**Addendum One to RFSQ # ITS-I10602-S– Installation and Operation of Community Wireless Networks
to Deliver Residential Broadband Services
April 29, 2022**

Attachment I

Questions and Answers

TECHNICAL

No.	Page/Section Reference	Question	Answer
1		I see that there are some Architectural Services might be required for Community Wireless Network. Could you give me details on how I can submit Architectural Bids?	Awarded Work Order MSPs are wholly responsible for any architectural services. Costs for such services must be included in subordinate Work Order Solicitation bids/proposals.
2		Are you expecting the MSP to be an ISP (Internet Service Provider) or can it be an MSP partnering with an ISP?	The County is open to any organization that can meet the requirements of the Managed Service Provider (MSP), including Internet Service Providers (ISPs). The County will allow for partnerships but will only contract with the MSP of record, i.e., the Prime Contractor. We also allow for subcontracting.
3		Can we assume for this project LA County provides the upstream internet provider and MSP provides the Point of Presence connection to the residence?	No, Vendors must not assume that the County will provide the upstream connectivity. The County will assess and determine if any additional County or MSP responsibilities and service requirements are needed at the time of the WOS development. These and other factors will be at the County's sole discretion. However, for the purpose of RSFQ responses, proposers should include all MSP operational costs of the CWN without assuming any County responsibility except as explicitly stated in the RSFQ.
4		For Internet Content Filtering, is the County looking for a single, centrally controlled policy that is uniformly applied to all households, or for parents to have some control over content filtering for their household. Basis for question is that ISPs are not normally in the business of determining what content households can or cannot access.	Since some ISPs offer parental controls/content filtering for customers as part of the internet service, the County is interested in understanding the MSP's approach to providing that household filtering. Also, since grant and funding sources may have filtering requirements (e.g. CIPA), the County is interested understanding the MSP's approach to provide filtering based on centralized policies.
5		Is the County seeking to protect households from Internet malware? This is a different capability than web site whitelisting/blacklisting which is typically what is meant by "content filtering"	The County is seeking the type of protection from malware that is typically provided by an ISP to residential customers. The Respondent should propose an approach to internet malware protection.
6		Hi , we expect major network service providers such as AT&T , Verizon and others to already have wireless coverage (4G/LTE etc...) isn't that enough at the moment that you require a new setup/infrastructure ?	Network service providers' 4G/LTE etc. mobile services are not fixed wireless networks, are not optimized for point-to-point service delivery, and are not likely to meet the near future requirements of 100/100 Mbps services.
7		Is the county requiring that service be provided for free to all residents in the project area, or just to those eligible for ACP? Thanks!	At a minimum, the services must be free to ACP-eligible residents. The County is reviewing the potential to expand the eligibility for the program. The County encourages innovative models to provide as many households with free or low-cost broadband access.
8		My questions is about the ownership, if you will, of the end user. In the short term, is that ownership to be represented as that of the MSP/ISP or is that to be represented as a County program user? And, I'm assuming that the payment of that user will be handled by the County to the MSP. And if that's true, what happens at the end of the period when the possible funding dries up? Is the ISP or managing entity supposed to continue working for those customers or do those customers just disappear? I'm trying to wrap my head around the long-term efficacy of this program.	The County will define specific scopes of work in the subordinate Work Order Solicitation process. The details regarding funding and continued services will be defined at a later date. However, generally, the County is open to either model. The end user could be the customer of the MSP/ISP, but the County is also open to being the programmatic owner of the end user. The service should be free to eligible end users, but the MSP/ISP could (and is expected to) be reimbursed by the Affordable Connectivity Program. Proposals should be explicit about any subsidies (federal or otherwise) required for program sustainability. Proposers are invited to provide their own solutions for how the program might remain sustainable in the case that federal subsidies are no longer available.
9		I just want to be sure because we are bidding to build infrastructure that will be owned by the County. I'm curious, if I will be able to, as a MSP service, to provide to customers outside the program on that infrastructure.	The County seeks to own or control any backhaul fiber infrastructure deployed for the project that is funded by the County. The County does not seek to own (a) any other technical equipment related to the project nor (b) any backhaul fiber that is independently funded by the private service provider or MSP. The County is open to MSP proposals that provide service to customers outside the program area or otherwise deemed ineligible, provided that it does not impact service performance for County customers and meets all of the terms and conditions of the Master Agreement and Work Orders.
10		Can you speak a little more to the business model in terms of what kind of share risk is the County going to take if adoption rates do not reach as high a level as anticipated? Obviously, the program will be funded through some combination of the County providing the capital expenditure as well as residents signing up for emergency broadband benefit type programs. Ongoing, in the case of lower than expected take rates, how will the risk be shared? In addition, who will be responsible for the marketing of this program to residents?	The County is prepared to share risk by investing in capital and operating costs related to the program--to be negotiated through this solicitation process. The County encourages innovative solutions to be submitted by vendors in their SOQ submissions. The County will partner with MSPs in advertising. A Digital Navigator Program is being pursued to, among other things, ensure that our residents are aware of the services under this Master Agreement and subordinate Work Orders, and will assist in user sign-up and digital literacy adoption.
11		Tying in with questions stated within the chat, the security requirements or the security provisions of an open network are usually minimal. They do not constitute the same type of security that would be provided to say a school or a library. So, are we to assume that under this program, we are responsible for providing some sort of CIPA level security? Or, some as yet to be defined security level for the network?	The CWN should be considered as a commercial-grade wireless network, and best-practice security design principles that a commercial provider would implement are called for and should be detailed in proposals. On the CIPA question, please see Question 4.

12		This is a general question when it comes to alternate proposals. Just to make sure because I know there's a big difference between the type of thing that would disqualify someone from even being considered if they didn't meet a minimum qualification or something. But as far as alternate proposals are concerned, if the proposal has something to do with the MSP either retaining ownership or the MSP requesting something like a monthly service subsidy instead of one time infrastructure payment, would any of those types of adjustments to the business case of the proposal, would that disqualify proposals from consideration or would that fit into what the County may consider even if it isn't the cookie cutter of what the County's looking for?	The County is open to reviewing proposals with alternative ownership structures , but the main objective of the RFSQ is to serve residents in the target service areas and such proposals will be evaluated per the criteria of the RFSQ.
13		I found one ambiguity where this solicitation is for direct internet access to individual homes. This solicitation is not for WiFi throughout a community. And that is a technical distinction so I just want to make sure because we're expected to deliver into the homes, equipment so that that household can have internet similar to what they would through an incumbent carrier. I just want to make sure that's clarified.	Yes, that is correct. The CWN is a direct broadband internet service delivered to the residents' homes; it's not a Countywide free public WiFi service.
14		What type communication has been provided to the communities in question regarding the pending Residential Broadband Wireless initiative?	Please see the information that has been provided to the public here: https://doingbusiness.lacounty.gov/ade .
15	INTENTIONALLY LEFT BLANK		
16		What type security protocols (if any) will County provide and/or recommended for the safety of both contractors and residents?	See Question 4. The MSP will be expected to provide the same types and levels of security as an ISP would utilize.
17		Question from a registered vendor with the city. A couple quick questions on this project. We are looking to partner with a WISP in area that may not be registered with City. My questions are; would they submit their proposal under us would they need to register with the city? If they need to register as an ISP would that take weeks or months?	This solicitation is being administered by the County of Los Angeles, not the City of Los Angeles. Vendors bidding as a Prime contractor need to be registered to do business with the County of Los Angeles; subcontractors do not need to be registered with the County. Businesses can register to do business with the County here: https://doingbusiness.lacounty.gov/ . The process usually takes 24 hours to be finalized.
18	Section 1.1 on page 5	Will the county consider a Managed Service Provider to provide the main infrastructure of the solution only? For example, we would set up Private 5G towers and hubs for connecting to the households. We would managed everything having to do with the Network but another provider would need to be the Internet Service Provider and supply the CPEs to the end users households and handle serving that end of the service?	We are looking for a turn-key, end-to-end broadband internet service delivered to the residents. We will allow for partnerships, but we will only contract with the MSP of record, ie the Prime Contractor. We also allow for subcontracting. The MSP will need include internet connectivity for residents as part of the proposal. Proposals that only build infrastructure and do not provide a solution that brings internet connectivity to residents as part of the proposal will be disqualified. We encourage partnering with an entity that will aid in delivering the internet connectivity as part of the proposal.
19		The Vendor may provide the capital cost for any build out that may be necessary. However, it is difficult to accurately estimate the cost up front due to the detailed analysis that needs to be done about the solution .	Please provide estimated costs as requested in the RFSQ and include any assumptions or qualifications that are necessary. You should provide the costs as you understand them necessary to complete your system design.
20		Will LA County be willing to work with 3rd party tower providers?	Yes, third party tower providers can be part of a proposed solution, but the County does not have any current arrangements with any tower providers. The MSP will be fully responsible for any tower provider arrangements. .
21		Does LA County see ACP factoring into the budget?	The County expects that funding through the Affordable Connectivity Program will be delivered as a reimbursement to the MSP.
22		Will LA County provide fiber access at no charge for public solutions if spectrum is made available for public access?	No, the County is not providing any fiber for solutions in proposals for this RFSQ. County will facilitate network infrastructure buildout, permitting and access to the buildings, lightpoles, etc. as defined in the RFSQ. As-needed access, pathways and constructions are the responsibility of the MSP who is wholly responsible for end-to-end internet service delivery to the residents.

23		Will LA County provide access to poles or other real-estate with an expedited build permit where applicable to help give community access?	County will facilitate permitting and access to the buildings, lightpoles, etc. as specified in the RFSQ, Section 1.4.4.2.
24		Will the County consider covering or reducing power costs at sites which broadcast connectivity where applicable?	The County will assess each service area and determine additional County responsibilities and service requirements at the time of the WOS development. These and other factors will be at the County's sole discretion. However, for the purpose of RFSQ responses, proposers should include all MSP operational costs of the CWN without assuming any County responsibility except as explicitly stated in the RFSQ.
25		If the Vendor builds a network and hands it over to LA County, will the county own and manage it moving forward?	The County does not seek to own, operate or manage the CWN. See answers to questions 8 and 9 above.
26	1.4.3 Community Engagement Requirements 1st paragraph PDF Page 5	MSPs shall be required to implement multilingual community outreach programs and advertising to help engage residents from a variety of cultural backgrounds. In particular, the MSP shall engage in community outreach in all of Los Angeles County's threshold languages: English, Arabic, Armenian, Chinese (oral: Mandarin and Cantonese; written: Simplified and Traditional), Farsi, Hindi, Japanese, Khmer/Cambodian, Korean, Russian, Spanish, Tagalog, Thai, and Vietnamese. In regard to section "1.4.3 Community Engagement Requirements". Will County specify what specific language(s) are required for an area specified in an actual Work Order Solicitation? Will such a requirement apply only to written communications / documentation? Please elaborate.	MSPs must be willing and capable of conduct community engagement activities in all threshold languages. Specific community engagement requirements will be specified in future work order solicitations.
27		Please define the circumstances around the 100DL/20UL throughput requirement. Is this best circumstances, average reasonable user, or the expectation of every user in every circumstance? Will an acceptable range of performance be considered?	100/20 Mbps is the minimum broadband performance expectation for every resident under the CWN program. The expectation is that a County resident with acceptable line of sight will have access to this performance. Please include any assumptions about network loading and line of sight, and indicate the percentage of time the resident will have access to this performance.
28		Please provide fiber maps for the service areas including available dark fiber strand counts	County does not have any available dark fiber strands in the service areas. The MSP is responsible for end-to-end internet delivery including, but not limited to, necessary backhauls to internet Points of Presence.
29		Please provide available space in reported county buildings, schools and libraries for the mounting of server racks and servers	Proposers can assume assets, buildings, schools and libraries will have available space to install communications equipment. Proposers should indicate their equipment space requirements in their proposals.
30		Are the projects from the pending master agreement, partially or fully funded by a Grant? If so, can County advise of a percentage of how much will be Grant funded?	The subsequent Work Orders that will be issued under this Master Agreement may be funded by various sources. Each Work Order solicitation will include the relevant details, including grant details. Such details are not necessary for this stage.
31		Are the projects resulting from the master agreement partially or fully Federally funded? From Federal Grants? If so, what percentage?	The County expects that the CWN will be at least partially funded by government grants. The percentage is not yet known and will likely change based on timing and other factors.
32		Are there requirements or funding requirements for buying products made in America and or an acceptable attestation?	For the purpose of the RFSQ requirement, do not assume there is a "Buy America" requirement. For the purpose of the RFSQ requirement, do not assume there is a "Buy America" requirement. Final supply chain requirements, if any, will be specified in future Work Order solicitations under this Master Agreement. Please see question 30 above as well.
33		If Buy America is a requirement, is the funding agency Federal Transit Administration (FTA) or other?	See Question 32.
34		What % of uptime for connectivity (stay connected) is required?	Per RFSQ the proposed network shall be available 90 percent of the time, in-home, indoors, at 95 percent of residences in the proposed service areas.
35		How critical is it to have visibility and access into the mobile routers (wireless gateways) throughout their life cycle? Examples: - View data usage - Remote management and configuration of wireless gateways - Insight into the health of the cellular network - Trouble shooting tools - Analytics	Per RFSQ 2.7.3.1 item 17, County expects visibility via reporting of MSP's CWN performance metrics and KPIs as well as customer service KPIs. Proposers should describe the visibility and access into customer premises equipment and the ability of the proposed solution to provide access to data usage, provide remote management and configuration capability, remote troubleshooting and other analytics.
36		What is the security requirement surrounding the mobile communications? Examples: - Web Content filtering - IPS/IDS - VPN Tunnel	CWN is a fixed residential broadband internet service for in-building use and not a mobile internet service.

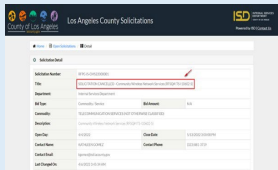
37		Can floor plans be provided for the following LA County identified properties listed below? •Imperial Courts (Watts Empowerment) 11541 Croesus Ave, Los Angeles, CA 90059 •Nickerson Gardens (Watts Community Core) 11251 Compton Ave Los Angeles, CA 90059 •New Harvest at Jordan Downs (Apartment Complex) 2212 E Century Blvd Los Angeles, CA 90002 •Estrada Courts (Apartment complex) 3232 Estrada St Los Angeles, CA 90023 •Willa Capri Apartments (Apartment building) 14220 Francisquito Ave, Baldwin Park, CA 91706	County does not have these floor plans at this time. Proposers may assume specific baselines and must annotate such assumptions in the proposals.
38		Is the 100 x 20 Mbps requirement going to be a desired target to demonstrate as possible and not something that is going to be required for the firm/final solution consistently with simultaneous users on the network? •Q: A private cellular sector with adequate loading from a capacity perspective and where the CPE's and/or users are in an optimal RF Environment could consistently perform at 100 x 20 Mbps. However, when the CPE and/or user is not located within the optimal environment and/or the serving private cellular sector is loaded from a capacity perspective a lesser throughput outcome is going to be possible, but it would still allow the user to perform the desired action (internet browsing, streaming, web calls, etc.) without disruption or noticeable issues.	100/20 Mbps is the minimum broadband performance expectation for every resident under the CWN program. This performance standard is expected for the interior of the residents' home location.
39	1.4.2. High-Level Requirements 1st paragraph P. 4	The County requires a highly available, high-quality service. Each household shall receive service of a minimum of 100 Mbps downstream and 20 Mbps upstream (100/20) with the ability to scale to 100 Mbps downstream and 100 Mbps upstream (100/100) utilizing the same infrastructure and end user equipment. For the future 100 Mbps upload requirement in 1.4.2. and when considering a private cellular based solution, is the County aware of existing limitations for the uplink bandwidth available via existing CBRS Band 48 LTE TDD configurations per a 20Mhz channel?	The phrase "utilizing the same infrastructure and end user equipment" will be struck.
40	1.4.4.1 Vertical Assets 1st paragraph P. 6	Associated with section 1.4.4.1, there is no mention to have access to each School's rooftops (Elementary, Middle Schools and High Schools) to add Private Cellular Networks (PCN) antennas to their school building to broadcast WiFi to their students and staff, are those building additional options?	LACOE school districts have agreed to make available their school buildings and vertical assets to MSPs to install radio broadcast equipment to deliver broadband internet to the adjacent target residences. We do not prohibit inclusion of this element on proposals, but serving schools and staff inside school buildings is not a requirement on the RFSQ and will not be evaluated in the scoring of proposals.
41		Is there an interest for students and staff to receive routers or modems at home to connect with the PCN Antenna's?	The CWN will provide residential broadband internet within the defined service areas. To the extent that students and staff reside within these areas and meet eligibility requirements, they would necessarily receive some type of Customer Premise Equipment to access the fixed wireless network.
42		Is the County interested in 5G Wireless?	Proposers can present any solution and technology that meets or exceeds the CWN performance requirements.
43		Can LA County identify priority areas of interest?	County will decide on specific areas of interest via subsequent Work Orders for the qualified MSPs. The RFSQ provides target service areas for use on proposals in Section 1.5.
44		How critical is it to have students and staff web sites restriction to meet LA County's many Federal Student website compliance requirements?	See Question 4.
45		Does having the National Defense Authorization Act certification important to LA County?	The County will not factor this certification into evaluation scoring.
46		Would LA County consider dual modem applications where the wireless service can failover from one Carrier to the next Carrier?	Proposers can present any solution and technology that meets the CWN performance requirements.
47		Will any of the funding be E-Rate or ECF?	County does not have a response at this time as LACOE is still engaging the appropriate regulatory agencies. For the purpose of the RFSQ response, proposers should assume that E-Rate and ECF will not be used.
48		Will LA County waive any permitting costs?	No. However, the County will facilitate MSP in obtaining and maintaining all permits required for performance of services under any resultant Work Order. Please refer to Section 1.4.4.2 for additional information on County assistance.
49		Will LA County pay all power associated with PCN Antenna's?	The County will assess and determine if any additional County or MSP responsibilities and service requirements are needed at the time of the WOS development. These and other factors will be at the County's sole discretion. However, for the purpose of RFSQ responses, proposers should include all MSP operational costs of the CWN without assuming any County responsibility except as explicitly stated in the RFSQ

50		Will LA County pay all power associated with accessories, modems and routers?	The County will assess and determine if any additional County or MSP responsibilities and service requirements are needed at the time of the WOS development. These and other factors will be at the County's sole discretion. However, for the purpose of RSFQ responses, proposers should include all MSP operational costs of the CWN without assuming any County responsibility except as explicitly stated in the RSFQ.
51		Does the wireless network that an Internet Service Provider (ISP) would build in response to a work order solicitation have to be capable of operating independently of the rest of the ISP's network?	The County will not require physical or logical separation/isolation beyond what ISPs traditionally provide to their customers. Contracted MSPs will be required to meet the SLAs regardless of how they design, implement, and operate their networks.
52		Will the subscribers served by an ISP over the network the ISP builds through a work order count as the ISP's subscribers or will they be considered subscribers of a county-provided internet access service?	See Question 8.
53	RFSQ Section 1.2 Background and Goals, Paragraph 4 Line 3	"The County seeks to begin construction of wireless networks by summer of 2022 and deliver free broadband within the next two years to County households targeting neighborhoods identified as having low adoption rates in previous broadband analyses and as identified by the County." As internet access service will be provided for free to residential customers, how will ISPs be compensated for the provision of such service?	The County is prepared to fund capital and/or operating costs through this RFSQ and subsequent Work Order solicitations. The County also encourages innovative and sustainable financial models that enable long-term service provision.
54	RFSQ Section 1.4.2 High Level Requirements, Paragraph 4 Line 2	"MSPs will be required to provide performance metrics and dashboard reports and commit to independent testing and validation for enforcement of service quality." What type of performance metrics will ISPs be required to report to the County other than speeds? How often will ISPs have to submit performance reports to the county?	MSP performance reporting to the County should be a monthly push to the County in conjunction with 24/7/365 County self service to MSP's performance dashboards. MSPs can propose industry best practices in performance KPIs. Please provide network availability, and data usage metrics. The frequency of reporting will be determined at the time of the task order.
55	RFSQ Section 1.4.2 High Level Requirements, Paragraph 4 Line 2	"MSPs will be required to provide performance metrics and dashboard reports and commit to independent testing and validation for enforcement of service quality." How often will ISPs be required to submit to independent testing and service quality validation? Who will conduct the testing and validation process?	The frequency of testing and validation will be determined at the time of the Work Order Solicitation. Testing and validation may be performed by the County or by a contractor to the County.
56	RFSQ General Information, Section 1.6 "Available Locations" Paragraph 2 Line 3	"Therefore, MSPs will be responsible for obtaining the appropriate middle mile internet service and backhaul required to operate broadband services and should include those anticipated costs in their models." We would like clarification on the fiber backhaul/middle mile restrictions in the RFSQ. If the ISP has difficulty acquiring the necessary middle-mile fiber, what assistance can the County provide?	Although the County believes there is middle-mile fiber commercially available in the demonstration neighborhoods as well as telecommunications provider circuits to support backhaul requirements, the County is not specifying the technical approach to provide the backhaul, so proposers may elect to utilize other technologies to backhaul traffic to Points of Presence.
57		Can the infrastructure an ISP builds in a given neighborhood pursuant to a work order be used to service our own customers outside the neighborhood covered by the work order?	Yes, provided the MSP is in full compliance with all Master Agreement and Work Order terms and conditions, including but not limited to CWN performance, capacity, customer satisfaction, and reporting requirements.
58	RFSQ Section 2.7.3.1.15, Line 1	"Describe how you will provide content filtering that may be required, such as the Children's Internet Protection Act (CIPA)." Under what circumstances would an ISP be required to provide content filtering?	The County will assess and determine if any additional County or MSP responsibilities and service requirements are needed at the time of the WOS development. These and other factors will be at the County's sole discretion. However, for the purpose of RSFQ responses, proposers should include all MSP operational costs of the CWN without assuming any County responsibility except as explicitly stated in the RSFQ.
59	RFSQ Section 1.4.2 High Level Requirements, Paragraph 2 Line 4	"Consistent with industry standards, the proposed network shall be available 90 percent of the time, in-home, indoors, at 95 percent of residences in the proposed service area." Are ISPs required to cover 95 percent of the neighborhood with service or serve 95 percent of the households?	90 percent is the average uptime requirement for the CWN at 95 percent of the target households. 95 percent of eligible households within a service area should be capable of being served should a resident choose to subscribe.
60		What will the protocols be to obtain access to county vertical assets that are being utilized as part of a network built in response to a work order? On what terms, including rates, will ISPs be able to use county vertical assets?	County will provide single point of contacts for all vertical asset classes. Identified County and City buildings and LACOE school assets are free to use for the CWN. LA City lightpoles and LA County DPW lightpoles have annual use fees and permit requirements. See Appendix I.
61	12	"Describe your IT Service Management practice such as Incident, Change, Problem, Request, Knowledge and Service management. This should include, but not limited to, customer service desk, helpdesk, ticketing, dispatch, etc." Are there existing ITSM processes, infrastructure, or tools currently in place that the vendor would be required to leverage?	No, the County will not require the MSP to integrate with existing County ITSM processes, infrastructure, or tools.

62		Can vendors utilize the county's existing fiber? If so, to allow for a level playing field and pricing considerations, can the county please provide the fiber maps?	County does not have any available dark fiber strands at the service areas. The MSP is responsible for end-to-end internet delivery, including but not limited to, the necessary backhauls to internet Point of Presence the MSP will utilize.
63		We have some prior knowledge of a Low Income Household Broadband program in LA County that holds the ISP responsible for maintaining service even if customer has not paid for said service. Is this RFSQ under this program, or will that same expectation apply to this RFSQ?	As the MSP is required to provide free service to residents, no eligible customer will be required to pay for service during the pilot period. The County expects that funding through the Affordable Connectivity Program will be delivered as a reimbursement to the MSP.
64	RFSQ 1.4.2 Paragraph 3 Page 5	Network Monitoring will include monitoring and measuring the performance of the network across all locations and providing performance report against service-level requirements In addition to downlink (100 mbps) and uplink (20Mbps growing to 100 Mbps) speeds and, "Consistent with industry standards, the proposed network shall be available 90 percent of the time, in-home, indoors, at 95 percent of residences in the proposed service area" (see last paragraph on page 4, are there other service-level requirements?	MSPs can propose operational best practices in areas such as capacity scaling, service optimization, lifecycle management, etc. The service level requirements are in indicated in the RFSQ.
65		What are the types of applications that end-users are likely to use? Common residential applications are browser access, email, video calling (Zoom, etc), streaming services, etc. Are there other applications? Is gaming supported? Are there other types of expected services?	The network should be able to support all applications a household would typically require to fully participate in digital society, including work, education, telehealth, and entertainment. The types of applications could include, but are not limited to, use the internet to seek employment, online training and certification, virtual classrooms, telehealth, access to social programs, etc.
66		The initial use of the network is residential. Does the County look to use the network for their operations in the future (for example for smart-city type applications)?	The CWN is primarily targeted to connect digitally disadvantaged residents of the County. The County is open to reviewing proposals that include smart-city type applications, but the main objective of the RFSQ is to serve residents in the target service areas. Proposals will only be evaluated per the criteria stated in the RFSQ. As stated in the RFSQ, the County is looking for vendors to propose business plans to make the network financially sustainable, and would be open to alternative network uses that further that stated goal.
67	RFSQ 1.4.4.1 Paragraph 2 Page 6	MSPs will have access to specified building rooftops or available tallest substructures (e.g., County administrative buildings, public housing, libraries), light poles, and towers ("Available Locations"), as indicated in subsequent WOS. MSPs may place equipment including but not limited to antennas, wireless access points, network devices, fiber optic equipment, and power supplies at the Available Locations, for the purpose of delivering the wireless broadband service. What options are available to physical secure the equipment within county premises? Will MSPs have offhours access to equipment in order to ensure "the proposed network shall be available 90 percent of the time, in-home, indoors, at 95 percent of residences in the proposed service area"	Due to the variability of available locations as well as the different technologies and equipment that MSPs may propose, the County cannot provide options on how MSPs might physically secure their equipment. The County will provide the contracted MSP with points of contacts for all applicable available assets. MSPs will be responsible for coordinating with the points of contact for access for scheduled and unscheduled access. Not all locations will have after-hours access.
68	RFSQ 2.7.3.1 Paragraph 13 and 17 Page 37 and 38	Describe your network operations center (NOC) and call center operations, notifications, escalations, incident/case management, and reporting. Explain how you chose the location of the NOC and how it will be staffed. Does the County have an IT ops center that it will to monitor the health of the network? Where are these ops center located?	The County will not provide an operations center. The MSP will operate the CWN using its own NOC.
69	RFSQ 2.7.3.1 Paragraph 8 Page 36	Provide diagrams of a core/headend facility, antenna and access point locations, and installation at premises. Demonstrate how you will build a distribution site, both on a rooftop and on a pole, from power to each radio to switching. Describe the upstream internet connection and the costs Does the County have a data center to host the core? Or, can the MSP install the core and other equipment within their data centers?	County will not provide a data center to host the core network. The MSP will deploy the CWN using their own data center or cloud. Access to County assets are outlined in Section 1.6 and Appendix I.
70	RFSQ 2.7.3.1 Paragraph 14 Page 36	Describe how you will provide content filtering that may be required, such as the Children's Internet Protection Act (CIPA) Does the county have other criteria for content filtering? Is the county looking to establish an acceptable usage policy (AUP)?	See Question 4. In regards to an Acceptable Usage Policy, the County will consider the MSP's or the MSP's ISP AUP as a sample.

71	Scope of Work Section 1.1 Page 5	Language: provide wireless network infrastructure and broadband services Question: Will the county consider that will only provide the main infrastructure of the solution, say Private 5G to connect the households, but	County does not specify or dictate technology or spectrum for the CWN. The County will not consider proposals that do not have a solution for providing internet to the residents.
72	Scope of Work	Do we need to provide end-user support to residents?	Yes, the MSP will need to provide end-user customer support to subscribers of the network.
73	Scope of Work	What radio spectrum is going to be used : Commercial (AT&T , VZ, Dish) vs CBRS (open to vendors)	County does not specify or dictate technology or spectrum for the CWN. The respondent will propose the spectrum to be used and be responsible for any licensing requirements, costs, or commercial arrangements.
74	Scope of Work	100/20 Mbps : How many users per RU is required... what are the SLA per user per radio tower	100/20 Mbps internet service SLA is per each household concurrently. County does not dictate or specify system design or technology in use. The respondent will indicate the number of users per RU for the solution. There is no specific SLA per user per radio tower beyond what is in the text of the RFSQ.
75	Scope of Work	What are the end-users services that is envisaged to be used : Open internet (eat all you can or certain services ?	See question 65.
76	Scope of Work	Does County of LA wants us to work with a specific ISP	The County does not specify internet service providers for the CWN and welcomes partnerships or subcontract arrangements led by the MSP.
77	Scope of Work	Who are the current ISP's that CoLA work with , from backhaul point of view	County currently has agreements with AT&T, Verizon, Charter, Frontier, and Crown Castle. However, MSPs do not need to utilize the same ISPs. See also Questions 5 and 76.
78	Scope of Work	Will the fiber network (fixed backhaul) be available by the county	County does not have any fiber network at the service areas. The MSP is responsible for end-to-end internet delivery including necessary backhauls to internet Point of Presence.
79	PDF Page 46, Section 2.7.7	"Vendor must furnish a copy of all applicable licenses." Can the County provide a list of the specific licenses needed here?	Vendors should include all applicable licenses, for example: California General Contractor A, B, C10 licenses; RCDD certification; fiber splicing certification; etc.

CONTRACT

No.	Page/Section Reference	Question	Answer
1		The link for the "Community Business Enterprise (CBE) Information" is broken. Will the form be provided?	The link has been validated. Also, see Statement #2 of the Addendum.
2		Other than the terms and conditions stated for "American Rescue Plan Act (ARPA)". Are there any actual compliancy forms that need to be completed?	No.
3		Are all submissions to be done so via the VSS Portal?	No, SOQs are to be sent by email in accordance with Section 2.8 (SOQ Submission) of the RFSQ to CommunityWireless@isd.lacounty.gov. No hard copies delivered in person or facsimile (faxed) responses will be accepted. Please note, each email attachment file size is limited to 60 MB per email. Multiple emails of various file types (e.g., .zip, PDF, Excel) will be accepted. Please number the emails (e.g., 2 of 4).
4		How do other low-income communities apply for this pilot?	ISD is the designated Community Wireless Network (CWN) program lead for the County and will facilitate (collect) such requests for Board of Supervisors review and approvals.
5		The actual RFSQ states a close date of 05/13/22 but in the body of the email it states, "Bid has No Closing Date".	The initial acceptance of SOQs is due no later than 3:00 p.m. (Pacific Time) on May 13, 2022. However, this RFSQ is open continuous and SOQs will be evaluated on a rolling basis. Please reference RFSQ Section 2.3, RFSQ Timetable, which states the following: SOQ's received after the due date will be accepted and reviewed at a later date.
6		How will the QA (Questions and Answers) be submitted for the this RFP? Direct or via VSS?	Please reference RFSQ Section 2.5, Vendors' Questions. Vendors may submit written questions regarding this RFSQ by e-mail to the individual identified below. Neary Ros CommunityWireless@isd.lacounty.gov All questions must be received by April 15, 2022 at 3:00 PM Pacific Time. When submitting questions, please specify the RFSQ section number, paragraph number, and page number and quote the language that prompted the question. This will ensure that the question can be quickly found in the RFSQ. All questions received by 3:00 p.m. (Pacific Time) on April 15, 2022 will be answered through a written addendum that will be posted online on the Los Angeles County Solicitations website at https://camisvr.co.la.ca.us/lacobids/BidDetail/BidDetailStart?biddocid=43676
7		Is the following accurate? If so, can County please advise as to the justification? (Shows RFSQ as cancelled on VSS) 	Due to a technical issue that does not impact the solicitation process, a duplicate solicitation was posted on our system. The duplicate solicitation posting has now been canceled and removed, and the original solicitation remains posted. The solicitation released on March 21, 2022, remains available and accessible, Solicitation Number ITS-110602-S can be found at this link: https://camisvr.co.la.ca.us/LACoBids/BidDetail/BidDetailStart?BidDocId=43676 Please note that this duplicate posting issue does not impact the solicitation process in any way. We apologize for any inconvenience. The subject solicitation was cancelled and will not be reissued because it is a duplicate of solicitation number ITS-110602-S, which is the active solicitation. Solicitation number ITS-110602-S can be found here: https://camisvr.co.la.ca.us/lacobids/BidDetail/BidDetailStart?biddocid=43676
8		Will this new Board Motion have an immediate impact on the "Residential Wireless Service" initiative; RFSQ#ITS-110602-S? On May 29, 2018, the Board of Supervisors (Board) approved County Policy 5.250, Fair Chance Employment, which requires contractors and its subcontractors to provide Fair Chance employment by complying with California Government Code Section 12952. On January 25, 2022, the Board adopted a Board Motion, Economic Opportunity for Justice-Involved Individuals: Implementing Fair Chance Hiring Countywide. This survey is in response to Directive No. 4, which requires a plan for ensuring Fair Chance provisions are included in all County contracts and ensuring compliance with those provisions through education initiatives, audits, reporting mechanisms, enforcement mechanisms and other strategies.	No, the County does not anticipate that the subject Motion will have an immediate impact on the "Residential Wireless Service" RFSQ #ITS-110602-S.
9		Is it too late to participate in the RFSQ # ITS-110602-S RESIDENTIAL BROADBAND SERVICES? We missed the Request for a Solicitation Requirements Review Due 3/31/2022. Can we join the bidders conference call and then complete the Request for a Solicitation Requirements Review?	The initial acceptance of SOQs is due no later than 3:00 p.m. (Pacific Time) on May 13, 2022. However, this RFSQ is open continuous and SOQs will be evaluated on a rolling basis. Please reference RFSQ Section 2.3, RFSQ Timetable, which states the following: SOQ's received after the due date will be accepted and reviewed at a later date. The Solicitation Requirements Review was due March 31, 2022.
10		Will you be sending out a recording of this presentation?	We will not provide a recording of this presentation. However, we will provide a copy of the deck to those who sent an email to CommunityWireless@isd.lacounty.gov during the Vendor's Conference (Attachment IV to this Addendum One).
11		For the references in Exhibit 6 and Exhibit 7, can we repeat any of these if our references are public sector?	No, Vendors must provide different references for each Exhibit.
12		Should subcontractors respond to this RFSQ directly?	No, we encourage subcontractors to reach out to a Prime and work on that subcontracting partnership. We do allow for and encourage subcontracting. However, if your firm can meet the RFSQ requirements, and is willing to act in the capacity of a Prime Contractor, you're invited to participate in this solicitation.

13		I did not see a security requirements appendix in the RFSQ package that was sent out. Please verify this is included when RFSQ Addendum is sent out. Thank you	The Information Security and Privacy Requirements Exhibit is Exhibit I in the sample Master Agreement, included in the RFSQ.
14		The Master Agreement says it is Appendix H on it, but it says Appendix G in the RFSQ	The Sample Master Agreement is Appendix G in the RFSQ and this has been corrected for accuracy throughout.
15		I noticed that in Section 2.8 of the RFSQ it says please note each upload file is limited to 20MB. And I just saw that you mentioned each file is 60MB. So which one is correct?	The size limit per email is 60MB.
16		This question is related to the process of Work Orders. When you get to the point of having multiple qualified contractors, are you going to release work orders neighborhood by neighborhood allowing for the possibility of different Contractors being selected for different neighborhoods? Or, does the County intend to release Work Orders for all of the neighborhoods at once and ultimately have one managed service provider be the lead partner for every neighborhood? Is the County open to both possibilities, or is that decision been made already?	The decision is pending and will be made at the subordinate Work Order Solicitation level. The County welcomes any feedback and suggestions on the Work Order Solicitation development process.
17		So for at least the seven neighborhoods, those will ultimately be one project.	This decision will be made at the subordinate Work Order Solicitation level.
18		Can County please provide a list of attendees of this past Friday's Residential Broadband Services meeting?	Yes, see attached List of Attendees (Attachment I to Addendum One).
19		I was on the bidders conference call Friday and thought I heard this is an "Open" bid. Does that mean we can submit our response after May 13th or is May 13th the due date?	Please see answer #6. The initial acceptance of SOQs is due no later than 3:00 p.m. (Pacific Time) on May 13, 2022. However, this RFSQ is open continuous and SOQs will be evaluated on a rolling basis. Please reference RFSQ Section 2.3, RFSQ Timetable, which states the following: SOQ's received after the due date will be accepted and reviewed at a later date.
20		Can you please send me the presentation from the other day?	Yes, we will provide a copy of the deck to those who sent an email to CommunityWireless@isd.lacounty.gov during the Vendor's Conference (Attachment IV to this Addendum One).
21		Also, we only need to do our proposal based on 1 Neighborhood correct?	Correct. Vendors must select one of the Service Areas (Neighborhoods) identified in Section 1.5, Service Areas. Using the selected Service Area, the Vendor must provide relevant information that indicates understanding of technical requirements and ability to meet County requirements. The information in proposals must use the same Service Area.
22		Will LA County be willing to sign an NDA?	No, the County cannot sign an NDA. All SOQ's submitted in response to this RFSQ, become a matter of public record, however there is an exception, those parts of each SOQ which are justifiably defined and identified by the Vendor as business or trade secrets, and plainly marked as "Trade Secret," "Confidential," or "Proprietary" can and will be redacted to protect such information.
23	Exhibit J PDF page 109 "Documentation Available" column	In regard to "Exhibit J Contractor's Compliance with Encryption Requirements" Does the vendor need to submit the supporting documentation at time of submission or does the vendor simply need to confirm or unconfirm documentation availability and can provide post submission?	No, supporting documentation does not need to be provided at this time. Vendors shall provide information about its encryption practices by just completing the Exhibit J (Contractor's Compliance with Encryption Requirements).
24	Appendix A; Exhibit 6 1st paragraph PDF P. 86 List at least five (5) projects	Section 1.8.2 states in paragraph two that the vendor-identified Broadband and Network Services, the vendor must provide three (3) reference contacts. Where stated in the actual "Exhibit 6 Prospective Vendor References". It states at least five (5) are required. Can County please confirm the minimum required number of references?	Only three references are required, reference Section 1.8.2 (Vendor's Minimum Qualifications) and Section 2.7.2.3 (Vendor's References) of the RFSQ. Vendors may provide additional references, in the event that the three provided do not respond, the County will attempt to contact references four and five. Attached is an updated Exhibit 6 (Prospective Vendor References).
25		Will County limit the number of awarded vendors for this RFSQ? If yes, can County advise of that maximum amount?	Master Agreements will be executed with all Vendors determined to be qualified, and who accept all terms and conditions of the Master Agreements, unless the Board directs ISD otherwise. Reference Section 1.9.1 (Master Agreement Process) of the RFSQ.
26		Will the County cap the number of ISPs with which it will sign a master agreement?	Master Agreements will be executed with all Vendors determined to be qualified, and who accept all terms and conditions of the Master Agreements, unless the Board directs ISD otherwise. Reference Section 1.9.1 (Master Agreement Process) of the RFSQ.
27		Are contractors with which the County signs a Master Agreement required to bid on all work solicitation orders issued by the County?	No. Upon execution of these Master Agreements, the qualified Vendors will become County Contractors, and thereafter be solicited under competitive conditions to provide as needed wireless network infrastructure and broadband services under Work Orders to be issued by County. Is is the Contractor's discretion to participate in the Work Order Solicitation process.
28		Will the County publicly release the work order solicitations for each of the pilot neighborhoods before the SOQ due date (May 13, 2022)?	No. Upon the Board's approval and the Department's execution of these Master Agreements, the qualified Vendors will become County Contractors, and thereafter be solicited under competitive conditions to provide as needed wireless network infrastructure and broadband services under Work Orders to be issued by County. Work Orders shall include a Statement of Work which shall describe in detail the particular project and the work required for the performance thereof. Payment for all work shall be either on a time and materials basis or on a fixed price per deliverable basis, subject to the Total Maximum Amount specified on each individual Work Order.

29	RFSQ Section 3.7.1, Line 2	"At such time as when Department recommends the qualified Vendor(s) to the Board of Supervisors (Board) and such recommendation appears on the Board agenda, all SOQ's submitted in response to this RFSQ, become a matter of public record, with the exception of those parts of each SOQ which are justifiably defined and identified by the Vendor as business or trade secrets, and plainly marked as "Trade Secret," "Confidential," or "Proprietary." We'd like further clarification on the confidentiality of the information we share in our SOQ. If the County determines that a particular piece of information designated as confidential in an ISP's SOQ submission does not meet the qualifications for confidential treatment, will the ISP be notified and have the opportunity to dispute the release of that information before it is released publicly?	Yes. If the County determines that a particular piece of information designated as confidential in an SOQ submission does not meet the qualifications for confidential treatment, the vendor will be notified and will have the opportunity to dispute the release of that information before it is released publicly.
30		Will the County accept revisions to the sample Master Agreement?	Vendors will be assessed on their willingness to accept the Terms and Conditions outlined in the Sample Master Agreement. It is the County's expectation that in submitting an SOQ the vendors will accept, as stated, the County's terms and conditions and the County does not anticipate amending the terms of the MA. However, if vendors take exceptions to the County's terms, conditions, or if revisions are required for the vendor's operations, please detail what changes you seek, along with a justification of such change, in your SOQ.
31	1. Section 1.8 - Vendors Minimum Qualifications Page 24 In Section 1.8.2, Paragraph 2 2. Appendix A Exhibit 6 Paragraph 1	1. "For the vendor-identified Broadband and Network Services, the vendor must provide three (3) reference contacts in Exhibit 6 (Prospective Vendor References)." 2. "List at least five (5) projects meeting the RFSQ Minimum Requirements as described in Section 1.8 for entity proposed as part of the Contractor." Please confirm that the vendor must provide 3 Prospective Vendor References and at least 5 projects meeting the RFSQ Minimum Requirements.	Only three references are required, reference Section 1.8.2 (Vendor's Minimum Qualifications) and Section 2.7.2.3 (Vendor's References) of the RFSQ. Vendors may provide additional references, in the event that the three provided do not respond, the County will attempt to contact references four and five. Attached is an updated Exhibit 6 (Prospective Vendor References).
32		We did not receive the MSA as part of the package, but the RFSQ references the insurance requirements within that. Can you please forward that document.	The Sample Master Agreement is Appendix G in the RFSQ. Please see Section 3.8 (Indemnification and Insurance) of the Master Agreement. It can be accessed here: https://api.lacounty.gov/api/v1/opensolicitations/32122808959/attachments/02
33		In order to release financial documents, the Vendor requires a signed NDA. Can we please work with the County to execute that as quickly as possible?	No, the County cannot sign an NDA. All SOQ's submitted in response to this RFSQ, become a matter of public record, however there is an exception, those parts of each SOQ which are justifiably defined and identified by the Vendor as business or trade secrets, and plainly marked as "Trade Secret," "Confidential," or "Proprietary" can and will be redacted to protect such information.
34	RFSQ Page 29, Section 1.9	"The objective of this RFSQ process is to secure one or more qualified Vendors to provide wireless network infrastructure and broadband services. Specific tasks, deliverables, etc. will be determined at the time the Department requests Work Order Solicitations." Will additional terms be agreed in relation to specific opportunities as the County decides on providers, products, and services for specific regions?	Additional terms and specific requirements (if required) may be included at the subordinate Work Order Solicitation level.
35	PDF Page 37, Section 2.7.2.3, bullet b.	"The listing must include all Public Entities contracts for the last three (3) years. A photocopy of this form should be used if necessary." For companies with significant public sector business, the total contracts for three years could number in the thousands. For ease of response and evaluation, will LA County accept a representative set of contracts or designate a maximum number of contracts to include on Exhibit 7, (e.g., "up to 5")?	The County will accept up to 15 contracts listed on Exhibit 7 (Prospective Vendor List of Public Entity Contracts)
36	PDF Page 47, Section 2.9	"Vendors understand and agree that submission of the SOQ constitutes acknowledgement and acceptance of, and a willingness to comply with, all terms and conditions of the Appendix G - Master Agreement." In addition to the Master Agreement provided from LA County, can contractors provide supplemental terms and conditions to the Master Agreement?	Vendors will be assessed on their willingness to accept the Terms and Conditions outlined in the Sample Master Agreement. It is the County's expectation that in submitting an SOQ the vendors will accept, as stated, the County's terms and conditions and the County does not anticipate amending the terms of the MA. However, if vendors take exceptions to the County's terms, conditions, or if revisions are required for the vendor's operations, please detail what changes you seek, along with a justification of such change, in your SOQ and the County will consider them.
37	PDF Page 80, Section 2.7.5, Exhibit 1a Community Business Enterprise (CBE) Information	"COMMUNITY BUSINESS ENTERPRISE (CBE) INFORMATION (right click on hyperlink to open form)" The hyperlink to the form is not working. Please provide a replacement link to the website to locate and complete form 1a.	The link has been validated. Also, see Statement #2 of the Addendum.

38	PDF Page 91, Appendix A, Exhibit 7 Prospective Vendor List of Public Entity Contracts	Can a non-Broadband public entity contract be listed here as well if the referenced entity is pertinent to LA County?	Yes; however, two (2) public entity references are preferred.
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Attachment II

List of Attendees

VENDORS

	Full Name	Company Name	Email
1	Klohe, Jay	AT&T	jk2761@att.com
2	Tom Ross	TEKWERKS	tomtech@tekwerks.com
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121	Archie		
122	Michael Finnegan	QUANTUMWI	michael.finnegan@quantumwi.com
123	Parm Sandhu (Group)	GLOBAL NTT	parm.sandhu@global.ntt
124	17132487841		
125	John Lee	JOHNQ PUBLIC AFFAIRS,	johnqpublicaffairs@gmail.com

126	Jonathan Olbrich	MOTOROLASOLUTIONS	jonathan.olbrich@motorolasolutions.com
127	John Guymon	WELINK	john.guymon@welink.com
128	Julie A. Tone	AT&T	jt3284@att.com
129	Andres M. Gonzalez	AT&T	ag9294@att.com
130	Scott E. Leach	AT&T	sl9729@att.com
131	Dan L. Revetto	AT&T	dr3728@att.com
132	Ryan D. Minniear	AT&T	RX227D@att.com
133	Michael Carr	KAJEET	mcarr@kajeet.com

COUNTY

Full Name	Company Name	Email
Selwyn Hollins	ISD	SHollins@isd.lacounty.gov
Lawrence Gann	ISD	LGann@isd.lacounty.gov
Christie Carr	ISD	CCarr@isd.lacounty.gov
Robert King	ISD	RKing@isd.lacounty.gov
Eric Sasaki	ISD	ESasaki@isd.lacounty.gov
Octavio Sahagun	ISD	OSahagun@isd.lacounty.gov
Miguelangel Tamayo	ISD	MTamayo@isd.lacounty.gov
		CommunityWireless@isd.lacounty.gov
Neary Ros	ISD	CRos@isd.lacounty.gov

Attachment III

CBE Information Form

And Link to CBE Form: https://doingbusiness.lacounty.gov/wp-content/uploads/2022/02/Exhibit_6_CBE_Form.xlsx

Instructions for Completing Form

The County seeks diverse broad-based participation in its contracting and strongly encourages participation by CBEs. Complete all fields listed on form. Where a field requests number or total indicate response using numerical digits only.

Section 1: FIRM/ORGANIZATION INFORMATION	
Total Number of Employees in California	Using numerical digits, enter the total number of individuals employed by the firm in the state of California.
Total Number of Employees (including owners)	Using numerical digits, enter the total number of individuals employed by the firm regardless of location.
Race/Ethnic Composition of Firm Table	Using numerical digits, enter the make-up of Owners/Partners/Associate Partners and percentage of how ownership of the firm is distributed into the Race/Ethnic Composition categories listed in the table. Final number must total 100%.

Section 2: CERTIFICATION AS MINORITY, WOMEN, DISADVANTAGED, DISABLED VETERAN, AND LESBIAN, GAY, BISEXUAL, TRANSGENDER, QUEER, AND QUESTIONING-OWNED (LGBTQQ) BUSINESS ENTERPRISE
If the firm is currently certified as a Community Based Enterprise (CBE) by a public agency, complete the table by entering the names of the certifying Agency and placing an "X" under the appropriate CBE designation (Minority, Women, Disadvantaged, Disabled Veteran or LGBTQQ). Enter all the CBE certifications held by the firm.

Proposer acknowledges that if any false, misleading, incomplete, or deceptively unresponsive statements in connection with this proposal are made, the proposal may be rejected. The evaluation and determination in this area shall be at the Director's sole judgment and his/her judgment shall be final.

COMMUNITY BUSINESS ENTERPRISE (CBE) INFORMATION

TITLE		REFERENCE		
1	The information requested below is for statistical			
Total Number of Employees in California:				
Total Number of Employees (including owners):				
Race/Ethnic Composition of Firm. Enter the make-up of Owners/Partners/Associate Partners into the following categories:				
Race/Ethnic Composition	Owners/Partners/ Associate Partners		Percentage of how ownership of the firm is distributed	
	Male	Female	Male	Female
Black/African American			%	%
Hispanic/Latino			%	%
Asian or Pacific Islander			%	%
American Indian			%	%
Filipino			%	%
White			%	%

[illegible]

**Addendum One to RFSQ # ITS-I10602-S– Installation and Operation of Community Wireless Networks
to Deliver Residential Broadband Services
April 29, 2022**

Attachment IV

Conference PowerPoint Presentation

VENDOR CONFERENCE



**Installation and Operation of Community
Wireless Networks to Deliver Residential
Broadband Services**

Request for Statements of Qualification

RFSQ# ITS-I10602-S

APRIL 8, 2022

1



COUNTY INTRODUCTIONS



Internal Services Department (ISD)

2



Christie Carr
Division Manager
Contract Division Services

County of Los Angeles
Internal Services
Department



3



Robert King
Los Angeles County

Program
Subject Matter Expert

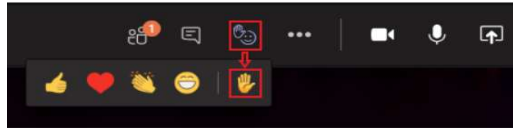
County of Los Angeles
Internal Services
Department



4

CONFERENCE INSTRUCTIONS

- Mute your device microphone
- Questions will be addressed at the end of each section
- Questions can also be submitted via email or in the Teams chat
- If you find yourself unable to hear at any point, please let us know verbally or by raising your hand.



- **This Teleconference is being recorded to ensure that we obtain all questions.**

5



VENDOR ATTENDANCE



To confirm your attendance please email your company name, attendee name and contact information to: CommunityWireless@isd.lacounty.gov

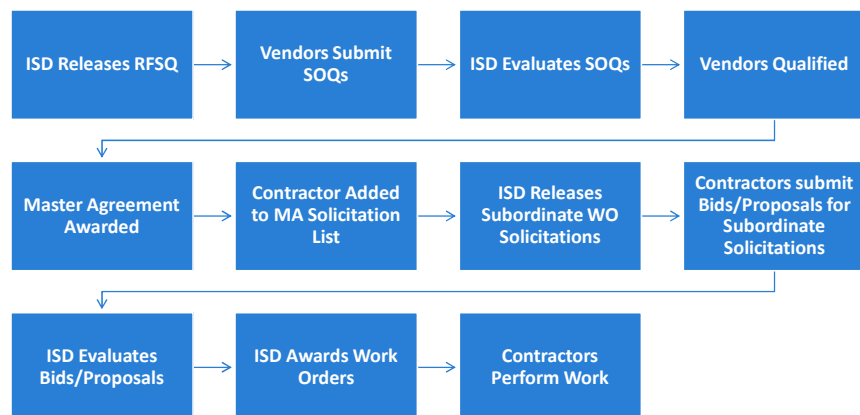
6

AGENDA

- Solicitation and Award Process
- Background, Purpose, Goals, and Objectives
- RFSQ Overview
- Minimum Qualifications
- Instructions to Vendors
- Preparation of the SOQ
- RFSQ Timetable and SOQ Submissions
- Sample Master Agreement and Exhibits Overview
- Questions
- Critical Dates

7

SOLICITATION & AWARD PROCESS



8

BACKGROUND

On November 16, 2021, the Los Angeles County Board of Supervisors (Board) unanimously adopted a motion titled “Investments to Accelerate Digital Equity” to proceed with initial plans to provide high-quality, affordable broadband internet service for unserved and underserved low-income residents of Los Angeles County.

9

PURPOSE

The County of Los Angeles (County), Internal Services Department (ISD) is seeking qualified companies to enter into Master Agreements with the County to provide wireless network infrastructure and broadband services for targeted regions and households of Los Angeles County.

Through this RFSQ, the County will competitively solicit and award work orders to deploy broadband networks in the demonstration neighborhoods. This RFSQ will expedite efforts to increase broadband access throughout the County and improve the economic and educational opportunities of Los Angeles County's residents.

10

GOALS

The primary goal of this RFSQ is to develop several new tools to accelerate the County's efforts to reshape the internet service marketplace in the County toward one that is more equitable.

After Master Agreement award, the County's goal is to begin installation of wireless networks by summer of 2022 and deliver free broadband within the next two years to County households targeting neighborhoods identified as having low adoption rates in previous broadband analyses and as identified by the County.

11

OBJECTIVE

The objective of this RFSQ is to solicit Vendor responses showing capability and experience to deliver:

- Provision of Residential Broadband and Network Services
- Establishment of effective Managed Services Provider Governance and Procedures
- Improvement of resident user accessibility

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RFSQ AT GLANCE

Section 1.0 – General Information

Section 2.0 – Instructions to Vendors

Section 3.0 – SOQ Review, Selection, & Qualification Process

Appendices

13

OVERVIEW OF THE SOLICITATION DOCUMENT (RFSQ SECTION 1.3)

This Request for Statement of Qualifications (RFSQ) is composed of the following parts:

- **GENERAL INFORMATION:** Specifies the Vendor's minimum qualifications
- **SERVICE DESCRIPTION:** Describes the services and service areas for which vendors may submit SOQs.
- **INSTRUCTIONS TO VENDORS:** Contains instructions to Vendors in how to prepare and submit their Statement of Qualifications (SOQ).
- **STATEMENT OF QUALIFICATIONS (SOQ) REVIEW/SELECTION**
- **QUALIFICATION PROCESS:** Explains how the SOQ will be reviewed, selected and qualified.
- **APPENDICES**

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SERVICE DESCRIPTIONS/REQUIREMENTS (RFSQ SECTION 1.4.1)

Service Description:

Respondents to the RFSQ are expected to demonstrate capability and experience delivering services that will be outlined in Statements of Work (SOWs) included in future Work Order Solicitations for data network services (collectively, "Residential Broadband and Network Services"), that meet the requirements that I'll describe on the following slides (referenced in Section 1.4.2 in the RFSQ).

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SERVICE DESCRIPTIONS/REQUIREMENTS (RFSQ SECTION 1.4.2)

High-Level Requirements

Each household shall receive service of a minimum of 100 Mbps downstream and 20 Mbps upstream (100/20) with the ability to scale to 100 Mbps downstream and 100 Mbps upstream (100/100) utilizing the same infrastructure and end user equipment.

- Respondents should assume that households will be served with customer-premises equipment (CPE) capable of providing Wi-Fi inside the subscribers' homes.
- The proposed network shall connect to each subscriber residence in one demonstration neighborhood using wireless technology, fiber, or a combination of both.
- Minimum speeds of 100 Mbps download and 20 Mbps upload speeds.
- Consistent with industry standards, the proposed network shall be available 90 percent of the time, in-home, indoors, at 95 percent of residences in the proposed service area.
- There shall be no caps or limits on the data consumed by any subscribers.
- Respondents can propose other models for the County to consider.

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SERVICE DESCRIPTIONS/REQUIREMENTS (RFSQ SECTION 1.4.3)

Community Engagement Requirements

The neighborhoods that are the focus of this effort are home to multi-ethnic and multilingual communities. As such, MSPs shall be required to implement multilingual community outreach programs and advertising to help engage residents from a variety of cultural backgrounds.

MSPs should also have plans for how to encourage participation by households that have disabled residents. The MSP will operate the network under County oversight, working in collaboration with community-based organizations for local hiring.

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CONSIDERATIONS (RFSQ SECTION 1.4.4)

VERTICAL ASSETS: The County will provide MSPs with access to assets owned by the County, City of Los Angeles and LACOE schools for placement of equipment.

PERMITTING ASSISTANCE: County will facilitate MSP in obtaining and maintaining all Permits required for performance of services under any resultant Work Order.

DIGITAL NAVIGATOR PROGRAM: The County will engage Digital Navigators to aid in on-boarding residents and to assist with level one customer support.

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SERVICE AREAS (RFSQ SECTION 1.5)

The County-identified seven service areas that are well-suited to a wireless internet service approach.

They comprise communities with some of the County's lowest levels of household broadband adoption, and they feature relatively uniform building topologies of single-story homes with few vertical obstructions that could interfere with wireless signals.

1. **Neighborhood 1** – Watts-Willowbrook
2. **Neighborhood 2** – South Los Angeles
3. **Neighborhood 3** – Pico-Union
4. **Neighborhood 4** – Boyle Heights
5. **Neighborhood 5** – East Los Angeles
6. **Neighborhood 6** – Panorama City
7. **Neighborhood 7** – Sun Valley–North Hollywood

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AVAILABLE LOCATIONS (RFSQ SECTION 1.6)

- MSPs will have access to certain vertical assets owned by County, LA City and LACOE schools as potential broadband infrastructure deployment locations.
- MSPs may utilize these assets in their design in addition to any other vertical assets the MSP proposes to use that may or may not lie within the neighborhoods.
- Available vertical assets are identified in, Appendix J (Service Area Data), Attachment 1 – Service Area Shapefiles and a GIS web-map (link provided within the RFSQ).

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AVAILABLE LOCATIONS (RFSQ SECTION 1.6)

1.6.1 County Buildings

1.6.4 Libraries

1.6.2 Public Housing Buildings

1.6.5 Streetlights

1.6.3 County Towers

1.6.6 Schools

(Reference Appendix J, Service Area Data for detailed specifications)

Neighborhood	Name	Address	Height ft	Elev. ft	Floors Bel	Floors Abo	Structure
Neighborhood 4	DPSS - Metro East AP District Office	2855 E Olympic Blvd Los Angeles 90023	42	241	0	3	Concrete Frame, Concrete Frame Reinforce Concrete Infill Wall, Steel Frame, Steel Frame W/Reinforce Concrete Infill Walls
Neighborhood 2	DPSS - Metro Special District Office	2707 S Grand Ave Los Angeles 90007	53.5	205	0	4	Concrete Frame, Concrete Frame Reinforce Concrete Infill Wall, Steel Frame W/Reinforce Concrete Infill Walls
Neighborhood 2	Auto Park - 46 Structure Adams & Grand Complex	318 W Adams Blvd Los Angeles 90007	81	205.5	0	2	Concrete Moment Frames, Other

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VENDOR MINIMUM QUALIFICATIONS (RFSQ SECTION 1.8)

- Vendor must have a minimum of two (2) years of experience in providing wireless network infrastructure and broadband services, or services equivalent or similar to the Services stated in subparagraph 1.1 – Scope of Work in Appendix A — Required Forms, Exhibit 1 (Vendor's Organization Questionnaire/Affidavit).
- To meet minimum qualification for Service, the vendor must identify two (2) years' experience for Broadband and Network Services deploying and operating its proposed wireless technology or comparable technology.
- The Vendor must have successfully built and operated a network delivering residential broadband internet service to 2,000 or more customers for two or more years in an urban or suburban setting. For the vendor-identified Broadband and Network Services, the vendor must provide three (3) reference contacts in Exhibit 6 (Prospective Vendor References).

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VENDOR MINIMUM QUALIFICATIONS (RFSQ SECTION 1.8) - CONT.

- Vendor must not have unresolved questioned costs identified by the Auditor-Controller, in an amount over \$100,000.00, that are confirmed to be disallowed costs by the contracting County department and remain unpaid for six months or more from the date of disallowance.

New Firm Eligibility: Vendors may submit SOQs in the event that they have not been in business for the minimum number of years required in the paragraph above. Vendors may qualify if the Vendor's principals, partners or officers personally meet the minimum qualifications from previous organizations. Vendors must explicitly state that they are seeking to qualify under this provision.

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INSTRUCTIONS TO VENDORS (RFSQ SECTION 2.0)

This Section contains key project dates and activities as well as instructions to Vendors in how to prepare and submit their Statement of Qualifications (SOQ).

- 2.7 Preparation and Format of the SOQ**
- 2.8 SOQ Submission**
- 2.9 Acceptance of Terms and Conditions of Master Agreement**

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PREPARATION OF THE SOQ

(RFSQ SECTION 2.7)

Preparation and Format of the SOQ

All SOQs must be submitted in the prescribed format. Any SOQ that deviates from this format may be rejected without review at the County's sole discretion.

The content and sequence of the SOQ must be as follows:

- Table of Contents
- Vendor's Qualifications (Section A)
- Vendor's Approach (Section B)
- Vendor's Financial Capacity (Section C)
- Required Forms (Section D)
- Proof of Insurability (Section E)
- Proof of Licenses (Section F)

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VENDOR QUALIFICATIONS AND EVALUATION

(RFSQ SECTION 2.7.2)

SECTION A - Vendor Qualifications (20%)

SECTION B - Vendor Approach (50%)

SECTION C - Budget: Capital & Operational Costs Estimates (30%)

SECTION D - Required Forms

SECTION E – Proof of Insurability

SECTION F – Proof of Licenses

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PREPARATION OF THE SOQ (RFSQ SECTION 2.7)

**SECTION A – Vendor’s Qualifications
(Evaluation Weight 20%)**

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PREPARATION OF THE SOQ (RFSQ SECTION 2.7.2)

SECTION A - Vendor Qualifications (20%)

- Vendor's Background
- Legal Entity
- Project Team Key Members
- Vendor's Experience
- Required Supporting Documents
- Vendor's References
- Vendor's Pending Litigation and Judgments
- Vendor's Financial Capacity

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**PREPARATION OF
THE SOQ
(RFSQ SECTION 2.7)**

**SECTION B - Vendor Approach
(Evaluation Weight 50%)**

29



Robert King
Los Angeles County

Program
Subject Matter Expert

**County of Los Angeles
Internal Services
Department**



30

PREPARATION OF THE SOQ (RFSQ SECTION 2.7.3)

SECTION B - Vendor Approach (50%) Overall Approach (Section B.1)

Vendors must select one of the Service Areas (Neighborhoods) identified in Section 1.5, Service Areas. The following information must be included in your response under this Section (using the same Service Area):

1. Explain your proposed technology or technologies for all portions of the network
2. Describe whether you have any unique assets to contribute, such as spectrum, fiber, data centers, etc.
3. Provide an implementation plan for deploying a community wireless network in one of the seven demonstration Service Areas described in Section 1.5.
4. Describe how construction will be executed on all parts of the networks, from backhaul to installation at residences

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PREPARATION OF THE SOQ (RFSQ SECTION 2.7.3)

SECTION B - Vendor Approach (50%) Cont. Overall Approach (Section B.1)

5. Describe your testing methodology in terms of both construction and network operation
6. Provide a high-level network architecture and system design specifying the proposed service area and number of customers served in one of the County's seven demonstration Service Areas
7. Explain the design's estimated network capacity, describing and justifying assumptions
8. Provide diagrams of a core/headend facility, antenna and access point locations, and installation at premises. Demonstrate how you will build a distribution site.

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PREPARATION OF THE SOQ

(RFSQ SECTION 2.7.3)

SECTION B - Vendor Approach Continued: **Overall Approach (Section B.1)**

9. Provide a detailed coverage map showing the peak uplink and downlink throughput for all wireless equipment
10. Provide antenna details for all wireless equipment for both base stations and subscriber stations, including antenna patterns
11. Describe your methodology and best practices in network infrastructure Planning, Design, Implementation, Measurement, and Operations
12. Describe your IT Service Management practice such as Incident, Change, Problem, Request, Knowledge and Service management

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PREPARATION OF THE SOQ

(RFSQ SECTION 2.7.3)

SECTION B - Vendor Approach Continued: **Overall Approach (Section B.1)**

13. Describe your network operations center (NOC) and call center operations, notifications, escalations, incident/case management, and reporting and how it will be staffed
14. Describe the Cyber Security Operations Center (CSOC) security operations, methodology, incident/case management and integration with the NOC
15. Describe how you will provide content filtering that is required, such as the Children's Internet Protection Act (CIPA)
16. Describe the end-user installation process. Describe how you would distribute and install customer premises equipment (CPE) to residents (including user experience utilizing the network)
17. Describe your procedures for incident management, problem management, and change management. Describe how you will provide County visibility into your service management system, and metrics

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PREPARATION OF THE SOQ (RFSQ SECTION 2.7.3)

SECTION B - Vendor Approach Continued:

Alternate Approaches

The Vendor can provide alternate approaches that meet County requirements. The following information must be included in this Section:

- Provide any other strategies as a possible alternative that meets goals and objectives as described in Section 1.2 and Section 1.4, Service Description / Requirements / Considerations
- Description of any other potential benefit, if applicable (for those approaches that include additional/alternative benefits)

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PREPARATION OF THE SOQ (RFSQ SECTION 2.7.3.2)

SECTION B - Vendor Approach Continued:

Proposed community engagement and workforce development strategy (SECTION B.2)

Describe your proposed approach to community engagement in developing and publicizing the network. Explain your approach for bringing community members onboard to help staff and operate the network.

- Explain the content of regular reporting on the network to the County and to the public
- Describe your policies on privacy, data gathering, and network neutrality

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PREPARATION OF THE SOQ (RFSQ SECTION 2.7.3.3)

SECTION B - Vendor Approach Continued:

Roadmap to improved performance (SECTION B.3)

Explain your roadmap for expansion to larger service areas.

- Describe how the network and operations model will be capable of scaling to other neighborhoods within Los Angeles County
- Explain your roadmap for upgrading network performance for residents over time to a minimum of 100/100
- Explain your plan for operating a financially sustainable network for a five-year period

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PREPARATION OF THE SOQ (RFSQ SECTION 2.7.3.4)

SECTION B - Vendor Approach Continued:

The degree to which the solution provides lasting physical assets for the County (SECTION B.4)

- Describe which locations would gain additional fiber to be owned by the County.
Describe how many strands will be owned and controlled by the county
- Describe which locations would gain improvements to additional connectivity assets

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PREPARATION OF THE SOQ

(RFSQ SECTION 2.7.4)

Budget Capital and Operational Cost Estimates (SECTION C – Evaluation Weight 30%)

The following information must be included in this Section using the same Service Area from Section 2.7.3, Overall Approach.

- Description of the Vendor's estimates for the Service Area selected. This Section must include:
 - Budgetary estimates for the project one-time capital costs
 - Estimates for the monthly operation and maintenance costs for each proposed technology in-house or outsourced.
- Provide costs for implementing and operating a network capable of serving its proposed number of residences as described above for the selected Service Area. Proposer may utilize Table 1.
- Describe your approach to operating a financially sustainable network.
- Describe how maintenance and operations will remain sustainable beyond the initial five years of service and the extent to which you would require additional funding should funding from the County no longer become available.
- Provide cost estimates for each alternative approach proposed, if applicable

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1. Table 1: Implementation Plan Cost Estimate Form

Selected Demonstration Service Area (Choose Only One)		Number of Households Served by Network
Cost Category	Capital Cost	Monthly Operating Cost
Total labor and materials capital cost for core and distribution network for one of the County's demonstration neighborhoods that proposer selected for its response, not including premises equipment or installation		
Incremental labor and materials capital cost for each residence		
Total capital cost for network		
Monthly operational cost for core and distribution network for one of the County's demonstration neighborhoods that proposer selected for its response		
Incremental monthly operational cost for each residence		
Monthly operational cost for network		

Implementation Plan Cost Estimate Form, Table 1

(RFSQ SECTION 2.7.2)

40



Christie Carr
Division Manager
Contract Division Services

County of Los Angeles
Internal Services
Department



41

**PREPARATION OF
THE SOQ
(RFSQ SECTION 2.7)**

SECTION D- Required Forms

SECTION E- Proof of Insurability

SECTION F - Proof of Licenses

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PREPARATION OF THE SOQ

(RFSQ SECTION 2.7.5, 2.7.6, 2.7.6)

Required Forms (SECTION D)

Vendor must complete and include all forms identified in Appendix A (Required Forms)

Proof of Insurability (Section E)

Vendor must provide proof of insurability that meets all insurance requirements set forth in the Appendix G - Master Agreement, subparagraphs 8.23 and 8.24

Proof of Licenses (Section F)

Vendor must furnish a copy of all applicable licenses

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SOQ Checklist			APPENDIX A		
RFSQ Section #	RFSQ Section Title	Page Limitation, single spaced on 12-point Arial font on a standard page (8.5"x11"), one sided or Exhibits, if applicable	INCLUDED?		
			YES	NO	N/A
2.7.1	Table of Contents				
2.7.2	Vendor's Qualifications (Section A) (Evaluation Weight 20%)				
2.7.2.1	Vendor's Background (Section A.1)	Section A.1 must not exceed 10 pages			
2.7.2.2	Vendor's Experience (Section A.2)	Section A.2 must not exceed 10 pages			
2.7.2.3	Vendor's References (Section A.3)	Exhibits 6, 7, and 8			
2.7.2.4	Vendor's Pending Litigation and Judgments (Section A.4)	Exhibit 18			
2.7.2.5	Vendor's Financial Capability	Financial Statements			
2.7.3	Vendor's Approach (Section B) (Evaluation Weight 50%)				
2.7.3.1	Vendor's Overall Approach (Section B.1)	Section B.1 must not exceed 25 pages			
2.7.3.2	Proposed community engagement and workforce development strategy (SECTION B.2)	Section B.2 must not exceed 5 pages			
2.7.3.3	Roadmap to improved performance (SECTION B.3)	Section B.3 must not exceed 10 pages			
2.7.3.4	The degree to which the solution provides lasting physical assets for the County (SECTION B.4)	Section B.4 must not exceed 10 pages			
2.7.4	Vendor's Capital and Operational Cost Estimates (Section C) (Evaluation Weight 30%)	Section C must not exceed 5 pages			
2.7.5	Required Forms (Section D)				
	Exhibit 1 – Vendor's Organization Questionnaire/Affidavit				
	Exhibit 1a – Community Business Enterprise (CBE) Information				
	Exhibit 2 – Certification of No Conflict of Interest				
	Exhibit 3 – Vendor's EEO Certification				
	Exhibit 4 – Request For Preference Program Consideration				
	Exhibit 5 – Familiarity with the County Lobbyist Ordinance Certification				
	Exhibit 6 – Prospective Contractor References				
	Exhibit 7 – Prospective Contractor List of Public Entities Contracts Request for Preference Program Consideration				
	Exhibit 8 – Prospective Contractor List of Terminated Contracts				

SOQ Checklist

Appendix A

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SOQ

**REVIEW
QUALIFICATION
PROCESS**

RFSQ Section 3.0

3.1.1 Adherence to Minimum Qualifications

Exhibit 1 of Appendix A, Required Forms

3.1.2 Vendor 's Qualifications (Section A)

Vendor's Background and Experience as provided in **Section A.1 and A.2** of the SOQ

3.1.3 Vendor's Approach (Section B)

Vendor's Approach as provided in **Sections B.1, B.2, B.3 and B.4** of the SOQ

3.1.4 Budget Capital and Operational Cost Estimates (Section C)

Vendor's Budget Capital and Operational Cost Estimates as provided in **Section C** the SOQ

3.1.5 Required Forms (Section D)

All forms listed in Section 2, sub-paragraph 2.7.5 must be included in **Section D** of the SOQ

3.1.6 Proof of Insurability (Section E)

Review the proof of insurability provided in **Section E**

3.1.7 Proof of Licenses (Section F)

Review the proof of licenses provided in **Section F**

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**QUALIFICATION
PROCESS**

RFSQ Section 3.3

All SOQs will be scored and ranked on the following elements:

3.3.1 Vendor's Qualifications (20%)

3.3.2 Vendor's Approach (50%)

**3.3.3 Vendor Budget Capital and Operational Cost
Estimates (30%)**

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RFSQ TIMETABLE (RFSQ SECTION 2.3)

EVENT	DATE/TIME
Release of RFSQ	March 21, 2022 
Deadline to submit request for Solicitation Requirements Review (Refer to Section 11-Protest Process)	March 31, 2022 
Virtual Vendor Conference	April 8, 2022  at 11:00AM (Pacific Time)
Written Questions Due	By 3:00 PM (Pacific Time) on April 15, 2022
Questions and Answers Released (subject to change at County's sole discretion)	April 29, 2022
SOQs Due	By 3:00 PM (Pacific Time) on May 13, 2022

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SOQ SUBMISSION (RFSQ Section 2.8)

SOQs submitted in response to this solicitation must be titled "SOQ for Community Wireless Network Services". The SOQ and any related information shall be sent via electronic mail (e-mail) to:

CommunityWireless@isd.lacounty.gov

No hard copies delivered in person or facsimile (fax) responses will be accepted.

* Please note, each email attachment file size is limited to 60 MB per email. Multiple emails of various file types (e.g., .zip, PDF, Excel) will be accepted.

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SOQ SUBMISSION (RFSQ Section 2.8) - CONT.

Friday, May 13, 2022, 3:00 PM, PST

It is the sole responsibility of the submitting Vendor to ensure that its SOQ is received before the submission deadline identified in subparagraph 2.3. Submitting Vendors shall bear all risks associated with delays in delivery by any person or entity, or electronic mail (e-mail).

SOQs submitted after the initial submission date will be reviewed on a continuous basis.

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CONTACT WITH COUNTY PERSONNEL (RFSQ SECTION 1.12)

**Neary Ros
Internal Services Department
Contracting Division**

Email: CommunityWireless@isd.lacounty.gov

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QUESTIONS



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SAMPLE MASTER AGREEMENT



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ANTICIPATED MASTER AGREEMENT TERM

Initial MA Term: Five (5) years

Option Years: Five (5) one-year options

Total Maximum MA Term: Ten (10) years

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Acceptance of Terms and Conditions of Master Agreement (RSFQ Section 2.9)

Vendors understand and agree that submission of the SOQ constitutes acknowledgement and acceptance of, and a willingness to comply with, all terms and conditions of the Appendix G (Sample Master Agreement).

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SAMPLE MASTER AGREEMENT	1.0	Applicable Documents
	2.0	Definitions
	3.0	Work
	4.0	Term of Master Agreement
	5.0	Sum
	6.0	Administration of Master Agreement – County
	7.0	Administration of Master Agreement – Contractor
	8.0	Standard Terms and Conditions

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[FOR VENDORS](#)
[CONTRACTING](#)
[RESOURCES](#)
[CONTACTS](#)

ACCELERATING DIGITAL EQUITY

CLICK HERE FOR MORE INFORMATION ON THE COMMUNITY WIRELESS NETWORK RFSQ

VENDOR SELF SERVICE

Our Vendor Self Service allows vendors to manage their accounts and much more

[REGISTER](#)
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ACCELERATING DIGITAL EQUITY

In Los Angeles County, it is estimated that approximately 365,000 households lack broadband internet service. The disproportionate impacts are mostly located in lower income communities and among populations that are predominantly Black and Latinx. Several government initiatives are underway to address this crisis, yet digital inequities persist in both rural and urban areas. The County of Los Angeles (County) Board of Supervisors (Board) directed the County Internal Services Department to assess viable options for the County of Los Angeles to facilitate residential access to reliable broadband service in low-income communities where greater than 20% of the households lack internet service, based on data from the United States Census Bureau's American Community Survey. The purpose of this website is to provide relevant information to the public on this topic, process, and programs.

BOARD ACTIONS & REPORTS:

- On August 31, 2021, the Board unanimously adopted [a motion](#) to assess options for the County of Los Angeles to facilitate residential access to reliable broadband service in low-income communities that lack affordable, high-speed internet service.
- On September 30, 2021, ISD submitted [a report](#) outlining options for the Board to consider, including the option to deploy Community Wireless Networks.
- On November 16, 2021, the Board unanimously approved [a motion](#) to advance the Community Wireless Networks by instructing ISD to coordinate implementation.
- On February 7, 2022, ISD submitted its [first quarterly progress report](#) on the status of the various workstreams.

MAPS & DATA:

- [Digital Divide Data Explorer](#)
- <https://experience.arcgis.com/experience/cb6759c16c9c4093b5254f065828fb39>
- <https://storymaps.arcgis.com/stories/b42115407a9b4c69b95f8ce84099c2f6>

COMMUNITY WIRELESS NETWORK:

- The Community Wireless Network is one of the strategies that the Board has directed the County to pursue to accelerate digital equity.
- Wireless broadband networks provide internet access using radio links rather than landlines. The County's Community Wireless Networks will rely on equipment mounted to public buildings, streetlights, and other community real estate assets to deliver high-speed connections to households or other end users who are equipped to receive the signal.
- On March 21, 2022, the County released a Request for Statement of Qualifications for the Installation and Operation of Community Wireless Networks to Deliver Residential Broadband Services.
- [Community Wireless Network - Information and FAQs](#)
- [Download a copy of the Community Wireless Network RFSQ](#)
- In order to protect the integrity and confidentiality of the solicitation process, any questions related to the RFSQ should be directed to CommunityWireless@isd.lacounty.gov.

AFFORDABLE CONNECTIVITY PROGRAM:

- On December 31, 2021, the Federal Communications Commission's (FCC) Emergency Broadband Benefit (EBB) Program was replaced by the \$14 billion Affordable Connectivity Program (ACP). Under this new program, the monthly broadband benefit is \$30. The monthly benefit is \$75 for households on qualifying Tribal lands. The income eligibility was raised from 135% to 200% of the Federal Poverty Line.
- More than 354,000 households are currently enrolled in the ACP (formerly EBB program), but this count is well below the estimated 822,000 households that are eligible.
- The County has launched an outreach campaign to ensure that eligible residents apply for the ACP.
- If you're interested in spreading the word about ACP, please check out our [Social Media/Press Toolkit](#).
- To learn more and apply, click [here](#).

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QUESTIONS



RFSQ Contact: Neary Ros, CommunityWireless@isd.lacounty.gov

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CRITICAL DATES

- **Written Questions Due:**
By 3:00 PM (PST) on April 15, 2022
Email: CommunityWireless@isd.lacounty.gov
- **Questions and Answers Released:**
April 29, 2022
- **SOQs Due:**
By 3:00 PM (P.S.T.) on May 13, 2022
* SOQ's received after the due date will be accepted and reviewed at a later date.



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