

RFI Review Matrix for Broadband RFI, Town of Cranberry Isles Broadband Communications Working Group

RFI Topics	Cover Letter	Company Desc.	Example Project	Services Offered	Operations	Subtotal Score
RFI Sections	6, P 2	6.1 P1	6.1 P2	6.2	6.3 & 6.4	Out of 18
Ex. Company	Yes (no scoring)	Yes, 3 (1 for being established, and serving a modest number of customers given a good number of employees, 1 for having headquarters or field office nearby, and 1 for identifying key technical/managerial expertise)	Yes, 3 (1 for being a comparable size and environ. to CI, 1 for providing speeds/tech. comparable to CI goals, and 1 for being about a 2-year project)	Yes, 6 (1 for offering high upload speeds for businesses, 1 for serving rural areas, 1 for offering speeds & tech. comparable to CI goals, 1 for having a high take rate (75-80% or higher), 1 for offering affordable pricing/packaging, and 1 for offering bundles)	No, 5 out of 6 (see Questions column) (6 pts: 1 for doing in-house, affordable service drops in timely manner; 1 for in-house customer service with good hours; 1 for in-house tech services with good hours and having field tech in area or quick turnaround visits; 1 for offering individual billing, in-house, with reasonable payment options; 1 for active marketing to ensure high take rates; and 1 for high retention rate, e.g., 90% over 3 years)	17
Axiom	Yes	3	3	4	5	15
FairPoint	Yes	3	1	4	4	12
Redzone						

RFI Topics	Comm. Goals	Service Levels	Network	Approach	Assets	Subtotal Score
RFI Sections	6.5 P1	6.5 P2	6.5 P3	6.5 P4	6.5 P5	Out of 16
Ex. Company	Yes, 2 (1 for not countering community's goals, bonus point for indicating willingness/ability to meet goals)	Yes, 3 (1 for proposed deployment of tech achieving at least 25/10 to 90% or more premises; 1 for proposed deployment of scalable/upgradable technology, i.e., not just double-bonding; 1 for proposed deployment of service drops, i.e., not just construction to the curb/pole)	Yes, 3 (1 for not countering community's need for a min. 10-year solution; 1 for proposed operational checks and maintenance; 1 for timely responsiveness)	Yes, 4 (2 for providing network schematics or 1 for at least referencing Tilson schematics, including backhaul; 1 for listing hardware or committing to tech., e.g., cable lines, DSLAM, fiber optics, etc., including backhaul; 1 for including quality assurance, implementation, and future improvement plans)	Yes, 4 (1 for owning or leveraging assets in the area, e.g., cable on the mainland, backhaul, etc.; 1 for highlighting points of interconnection and/or backhaul; 1 for offering more than one build-out option that meets community's goals; and bonus point if indicating ability to collaborate with municipality on needed property)	16
Axiom	2	3	3	4	3.5	15.5
FairPoint	0	2	2	4	2	10
Redzone	0	0	1	1	1	3

RFI Topics	Timeline	Ownership	Project Cost	Business Model	Subtotal Score
RFI Sections	6.5 P6	6.6	6.6	6.6	Out of 22
Ex. Company	Yes, 4 (1 for providing clear timeline comparable to RFI goals; 1 for proposing start date by summer 2017 and service availability on Islesford by Oct; 2 for proposing completion and universal service availability by end of 2018, or 1 for incremental service availability starting no later than end of 2018)	Yes, 6 (2 for proposing town ownership, or 1 for initial town ownership; 2 for open-access or 1 for economic/affordable approach; 1 for proposing operation as well as construction; 1 for proposing hardware as well as software upgrades)	Yes, 6 (2 for proposed cost of \$1 mil or less, or 1 for at least a project that meets goals; 2 for willingness to cover at least 1/2 the cost of the project, or 1 for at least 1/4 of the project; 2 for proposing all grant funds cover town's share of project, or 1 for willingness to collaborate on grants)	Yes, 6 (1 for providing at least a high-level business model or ownership, cost, and payment/ revenue; 1 for not requiring a single-payer system; 1 for affordable subscription fees; 1 for providing advertisement/ outreach plan; 1 for willingness to collaborate on digital literacy to ensure take rates; 1 for demonstrating prior experience with grant-funded projects)	22
Axiom	4	4	4	5	17
FairPoint	1	2	1	6	10
Redzone					

Companies	Sheet 1 Score	Sheet 2	Sheet 3	Total Score (56)
Ex. Company	17	16	22	55
Axiom	15	15.5	17	47.5
FairPoint	12	10	10	32
Redzone	1	3	1	5

Companies	Questions
Ex. Company	Section 6.4: What is your billing and collections system, including payment options available to subscribers?
Axiom	
FairPoint	
Redzone	