

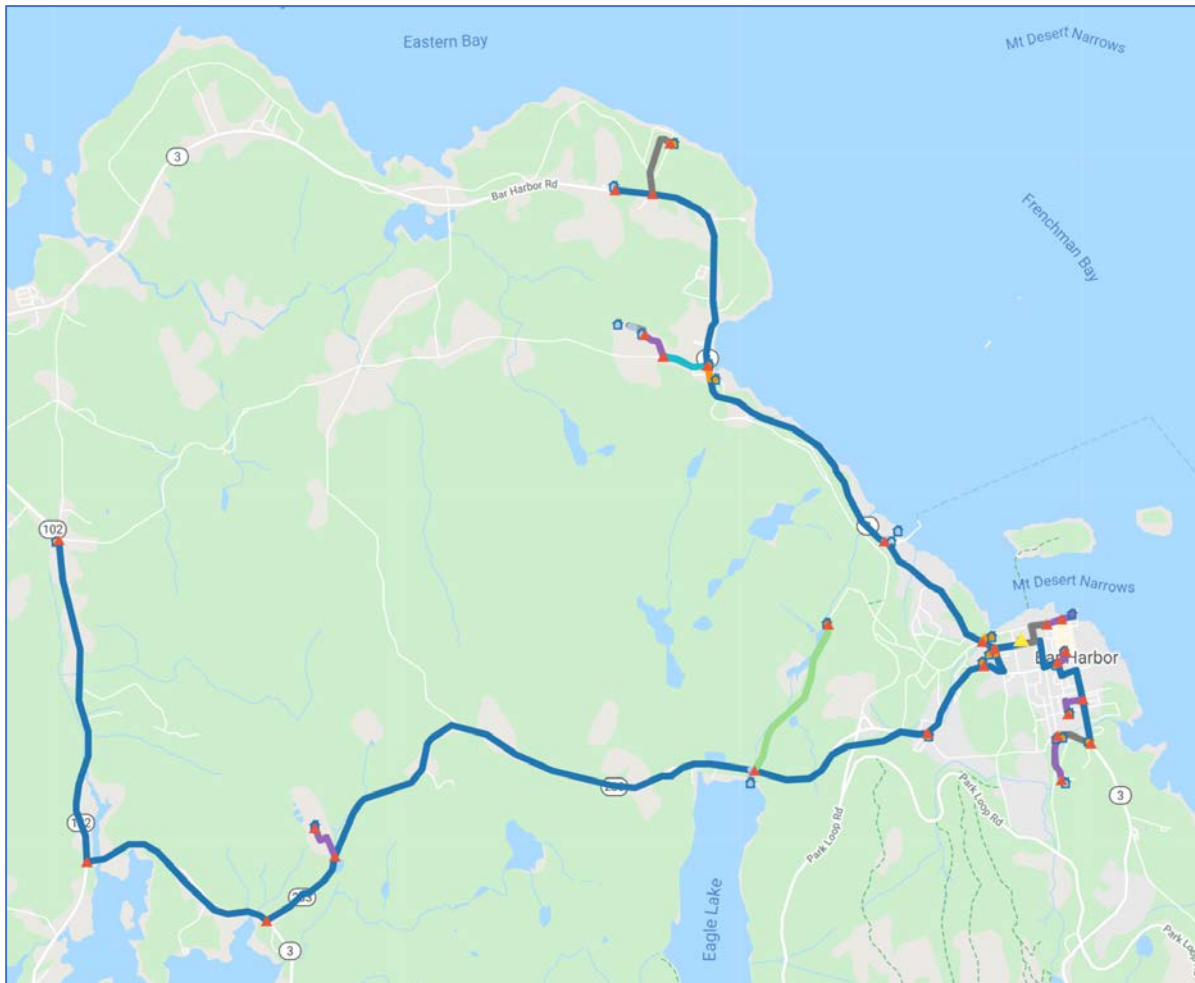


Casco Bay Advisors, LLC
Broadband/Telecom Consulting



BAR HARBOR MAINE

Municipal Fiber Construction Project



Prepared by
Casco Bay Advisors, LLC
August 29, 2021



Table of Contents

1	OVERVIEW	4
1.1	GENERAL INFORMATION	4
1.2	RFP SCHEDULE	5
1.3	PROJECT COMMENCEMENT	5
2	GENERAL INFORMATION	6
2.1	RESPONSE INFORMATION	6
2.1.1	<i>Single Point of Contact</i>	6
2.1.2	<i>Pre-Bid Meeting</i>	6
2.1.3	<i>Questions and Answers</i>	6
2.1.4	<i>Revisions to RFP</i>	7
2.1.5	<i>Proposal Deadline</i>	7
2.1.6	<i>Bid Opening</i>	7
2.2	OTHER PREPARATION INFORMATION	7
2.2.1	<i>Proposal Acceptance</i>	7
2.2.2	<i>Business Good Standing</i>	7
2.2.3	<i>Costs of Preparation</i>	7
2.2.4	<i>Other Response Information</i>	8
2.3	CONTRACT AWARD INFORMATION	8
2.4	CONTRACT EVALUATION	8
2.5	STANDARD TERMS AND CONDITIONS	8
2.6	PUBLIC RECORDS	8
3	INFORMATION ON THE NETWORK	9
3.1	PROPOSED NETWORK	9
3.2	POLE ATTACHMENT LICENSING	9
4	SCOPE OF WORK	10
4.1	CENTRAL OFFICE	10
4.2	STRAND / DOWN GUYS / ANCHORS	10
4.3	FIBER AND SPLICING	10
4.4	MICRO-TRENCHING	11
4.5	LOCATION INVENTORY	12
4.5.1	<i>Core Network Locations</i>	12
4.5.2	<i>Optional Locations</i>	12
4.6	INSTALLATION MATERIALS	14
4.7	STAGING AREAS	14
4.8	INSTALLATION REQUIREMENTS	14
4.9	SPLICING REQUIREMENTS	15
4.10	TESTING REQUIREMENTS	16
4.11	DOCUMENTATION REQUIREMENTS	17
4.12	JOB COMPLETION	18
4.13	SAFETY REQUIREMENTS	18
4.14	WARRANTY REQUIREMENTS	18
5	PROPOSAL REQUIREMENTS	19
5.1	COMPANY INFORMATION	19



5.2	INDUSTRY EXPERIENCE	19
5.3	INSURANCE REQUIREMENTS	20
5.4	CONFORMANCE TO REQUIREMENTS	20
5.5	VALUE ENGINEERING	20
5.6	PROJECT MANAGEMENT	20
5.7	SCHEDULE REQUIREMENTS	20
5.8	APPROVALS AND CERTIFICATIONS	20
5.9	SAFETY	21
5.10	WARRANTY	21
5.11	PRICING.....	21
6	PROPOSAL EVALUATION CRITERIA	22
7	BILL OF MATERIALS	23
8	APPENDIX A – CONSTRUCTION DRAWINGS	24
9	APPENDIX B - SITE ENGINEERING PACKAGES	24

1 Overview

1.1 General Information



Casco Bay Advisors, LLC (Casco Bay) is pleased to present this Request for Proposal (RFP) on behalf of the Town of Bar Harbor (Town) Municipal Fiber Network, designed to interconnect twenty-five (25) specified Town-owned and operated locations (Locations).

The RFP includes detailed routes connecting each location (*required and optional*) in the shortest manner available, identifies all the utility pole and conduit infrastructure required to be utilized, provides detailed mapping and Bill of Materials (BOM) of the proposed network for construction and maintenance of the network. In addition, there are detailed engineering plans for connection of each location to the network.

The purpose of this network is to replace an existing dark fiber network provided by Charter (Spectrum) connecting many but not all the 25 locations.

The network is designed with a 288-count fiber backbone with laterals of sufficient size to enable its use as the foundation for a Fiber-to-the-Home (FTTH) network and for dark fiber leasing to commercial and service provider clients. Importantly, the Town has no intention of providing FTTH services itself but is willing to lease dark fiber to others who may be interested in providing FTTH services.

Alternatively, bidders are invited to respond to this RFP with the intent to own the infrastructure themselves and provide dark fiber to the Town for its needs on a one-time fee basis.

All pole data has been collected and the Owners Project Manager (OPM) will be managing the make-ready application process. Make ready fees will be paid directly by the Town and management of the make-ready process is not included in this RFP.

Most of the utility poles have been upgraded and replaced along the routes over the last few years and current communications space attaches appear to be attached high enough in that space to permit the Town attachment to occur below existing attaches. As such, construction may be easier than what is normally experienced.

The Construction Contractor (Contractor) will be responsible for deployment of all outside plant assets, splicing and fiber optic testing, from the Fiber Termination Panel (FTP) in the Town office, to the FTP in each Location. The Contractor will be responsible for testing each fiber on the reel before deployment and testing of each fiber that has been spliced after deployment.

The Contractor shall include a pricing proposal for on-call restoration and maintenance for all outside plant for a period of 3-years post construction.

1.2 RFP Schedule

All deadlines are 4:00 PM Eastern Time on the date listed.

RFP Schedule	
RFP Released	Monday, August 30, 2021
Pre-Bid Meeting via Zoom	Thursday, September 9, 2021
Questions due	Monday, September 20, 2021
Notification of Intent to Respond (Mandatory)	Monday, September 20, 2021
Responses to Questions Posted Online	Monday, September 27, 2021
RFP Responses due	Monday, October 18, 2021
Finalists Named (Expected)	Monday, November 1, 2021
Bid Award Announced (Expected)	Monday, November 15, 2021

1.3 Project Commencement

The budget for construction has been approved by the Town at its annual Town Meeting. The Town intends to submit pole applications immediately upon bid award, if not sooner, and construction may begin as soon as pole licenses have been received. While we anticipate receiving pole licenses by April 1, 2022, we recognize bidders may not desire to construct during the tourist high season during spring/summer 2022. As such, we anticipate construction will be completed no later than December 31, 2022.



2 General Information

2.1 Response Information

2.1.1 Single Point of Contact

All communications concerning this RFP are to be sent to the Single Point of Contact (SPOC) by email to:

Steve Cornell
Town of Bar Harbor
93 Cottage Street
Bar Harbor, ME 04609
steve@barharbormaine.gov
207-288-1799

With a copy to:

Brian Lippold
Casco Bay Advisors, LLC
brian@cascobayadvisors.com
207-233-2976

2.1.2 Pre-Bid Meeting

Each Bidder to this RFP is requested to attend the pre-bid meeting via Zoom at the date/time listed in Section 1.2. Those wishing to attend the pre-bid meeting should email the SPOC for the Zoom link. The Town disclaims all responsibility for injury to Bidders, their agents or others while examining the site or at any other time. Bidders are responsible for all their costs in preparing and submitting proposals hereunder.

2.1.3 Questions and Answers

Questions about the RFP and the proposal contents need to be in writing and submitted to the SPOC on or before the date listed in Section 1.2. All questions and answers will be answered in writing and posted to the Town website at a location to be determined.

2.1.4 Revisions to RFP

If the Town determines that it is necessary to revise any part of this RFP, or if additional data is necessary to clarify any of its provisions, a supplement will be posted to the Town website. The Town reserves the right to amend the RFP at any time prior to the deadline for submission of responses and will notify all bidders who are on the pre-bid meeting attendance sheet or who have provided their notice of intent to bid

2.1.5 Proposal Deadline

Please submit via email a copy of the firm's proposal with the subject heading "Bar Harbor Municipal Fiber Network", addressed to the Town SPOC on or before the date and time listed in Section 1.2. Please also submit an original plus eight (8) hardcopies of the firm's proposal in a sealed envelope, marked "Bar Harbor Municipal Fiber Network", addressed to the Town SPOC within seven (7) days of the deadline listed in Section 1.2. Proposals received after that date and time will not be considered.

2.1.6 Bid Opening

Bids shall be opened by the SPOC, or their designee, in public at a stated location and specific time to be determined, but no later than seven (7) calendar days after the Proposal Deadline. A tabulation of all received bids will be made available for public inspection.

2.2 Other Preparation Information

2.2.1 Proposal Acceptance

The Town reserves the right to accept or reject any or all proposals, in whole or in part, as deemed to be in the best interest of the Town. The Town may elect to negotiate with multiple entities prior to making final decisions.

2.2.2 Business Good Standing

To be awarded a contract by the Town, a Respondent must demonstrate that it is authorized to conduct business in Maine as evidenced by a certificate of good standing from the Maine Secretary of State's Office.

2.2.3 Costs of Preparation



The Respondent shall be solely responsible for all expenses incurred in the preparation of a response to this RFP and shall be responsible for all expenses associated with any presentations or demonstrations associated with this request and/or any proposals made.

2.2.4 Other Response Information

Unless otherwise specified in the RFP, all communications responses, and documentation must be in English, and all cost proposals or figures in U.S. currency. All responses must be submitted in accordance with the specific terms of this RFP.

The Town may provide reasonable accommodations, including providing material in an alternative format, for qualified Respondents with disabilities or other hardships. Respondents requiring accommodations shall submit requests in writing, with supporting documentation justifying the accommodations, to the SPOC.

2.3 Contract Award Information

The Town may award one or more contracts and reserves the right to make additional awards to the same bidder at any time during the contract term if such award is deemed to be in the best interest of the Town.

2.4 Contract Evaluation

The Town intends to evaluate all submitted proposals as quickly as possible. Upon completion of the evaluation process, the Town may select one or more Contractors with which to simultaneously execute contracts, based on the evaluation findings and other criteria deemed relevant for ensuring that the decision made is in the best interest of the Town.

2.5 Standard Terms and Conditions

The successful Bidder(s) shall be required to sign a Contract with the Town. Bidders shall provide a template of such proposed contract that references the RFP and the Contractors bid as part of their proposal.

2.6 Public Records

The successful response will become part of the contract file and will become a matter of public record as will all other responses received.



3 Information on the Network

3.1 Proposed Network

Construction drawings (PDF maps) of the proposed network are included as an Appendix to this RFP. The construction drawings are formatted on 17" x 22" pages, at a 1:2400 scale (1" = 200') but can also be provided in other scales and page sizes upon request.

- Total network = 18.93 miles
- Totals poles = 662
- Average quantity of poles per mile = 35
- Average span length (distance between poles) = 151 feet

3.2 Pole Attachment Licensing

At the time of this RFP issuance, while the utility pole data (*coordinates, owner IDs, street and town*) has been collected, the Town has not commenced the process of licensing pole attachments on the utility poles. At the time of contract negotiations between the Town and Contractor, the Town will advise as to status.

The quantity of down guys, anchors and auxiliary anchor brackets required are not included in the BOM. The quantity of these materials cannot be known until the pole owners survey the poles to determine where additional guys will be required to maintain the integrity of the pole structures with the additional fiber cables attached.

We have identified the quantity of down guys deployed by CCI for the identified poles. For those poles, we also identified the availability of open space for down guy attachments on the existing anchors.

- 291 of the 662 poles have existing CCI down guys
- 6 of the 291 poles have two CCI down guys
- 242 of the existing anchors supporting CCI and Versant down guys do not have space for an additional down guy attachment



4 Scope of Work

4.1 Central Office

The basement of the Town Office will serve as the central office and is considered one of the twenty-five (25) Locations.

4.2 Strand / Down Guys / Anchors

Contractor shall install ¼" strand along entire network along with all attachment hardware. Down guys and anchors are to be placed in accordance with the engineering design and the pole attachment licenses issued by Consolidated Communications and Versant Power. Placement of down guys and anchors should be included in the respondents pricing on a per unit basis. Actual quantities of down guys and anchors will not be known until final pole licenses are received from the pole owners.

4.3 Fiber and Splicing

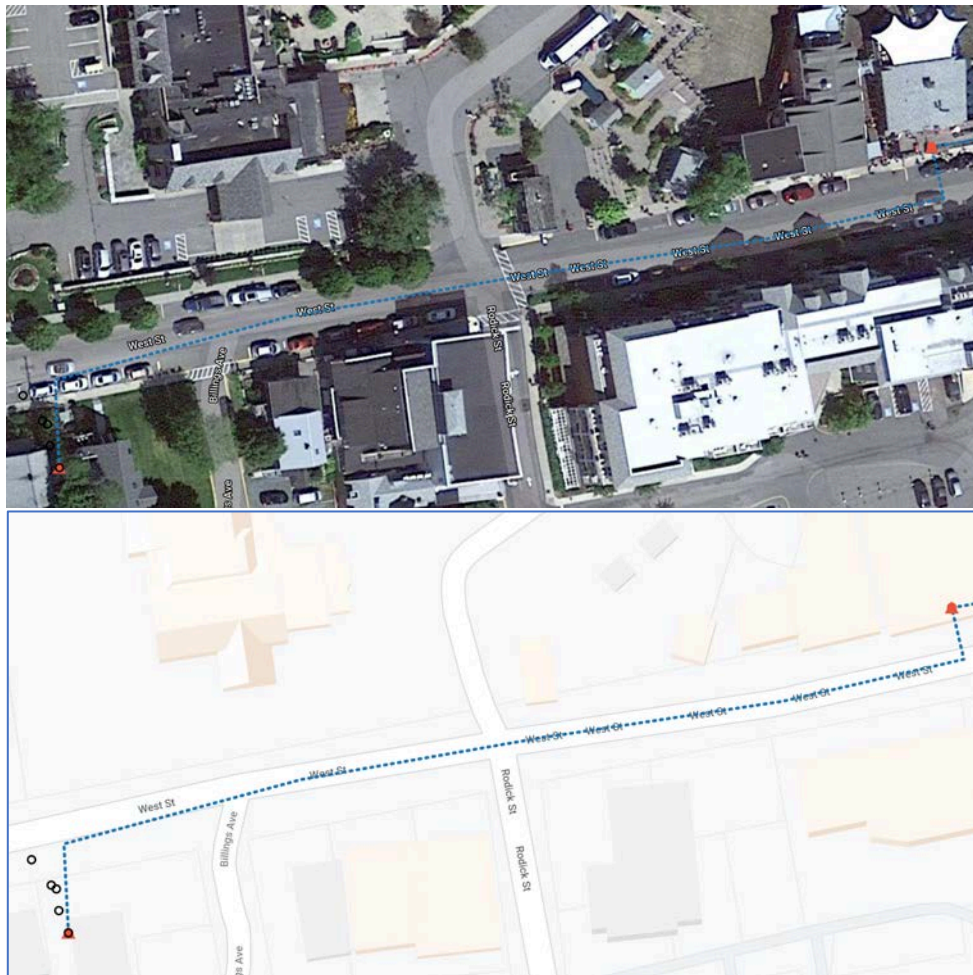
All splice enclosures will be placed eighteen (18) inches to the right of the serving pole. The only exceptions will be dead end poles and road crossings, where the terminal will be placed eighteen (18) inches to the left of the serving pole. During the construction process, all terminal locations will require one hundred (100) feet of slack to enable all splicing to occur on the ground. Remaining slack not used for splicing will be lashed to the strand with one or more snowshoes. All terminals will require proper labeling inside the terminal, such as fiber direction, cables, fiber assignments, etc. Outside plant labeling and naming standards will be developed by the Contractor in collaboration with the OPM.

All butt splice locations will be fully spliced. All other splicing will be according to the schedule below.

The preliminary splicing plan assumes four (4) fibers will be spliced through the network from each Location to the Town Office (central office). Eight (8) fibers will be spliced through the network from each of the three (3) schools to the Town Office.

4.4 Micro-trenching

The route along West Street in downtown Bar Harbor transitions from aerial (electric pole ID = 221155) to underground. Our research indicates there is no available conduit capacity in the existing duct banks. As such, the Town has agreed that “micro-trenching” along this route from the aerial transition to the exposed backboard under the boardwalk in front of Stewman’s Lobster Pound is a suitable solution. The Contractor should assume the route will be micro-trenched, but the Town is willing to consider alternative solutions.



Bidders proposing micro-trenching shall provide an overview of their experience with the technology or the experience of their subcontractor if the work will be subcontracted.

4.5 Location Inventory

The overall project includes twenty-five (25) Town-owned locations. The core network will serve the fourteen (14) Core Network locations listed below. Eleven (11) additional “Optional” Locations are identified but may not be included in the final construction plan. Inclusion of these optional locations will be determined based upon several factors including the overall cost of the project and a determination of their importance for inclusion based upon a cost/benefit analysis once the construction costs are determined.

Site Engineering Packages for each location are included in the Appendix. These packages provide all the pertinent information and illustrations to enable the selected Contractor to accurately bid the job and guide the installation of the fiber cable from the drop pole to the interior location where the Fiber Termination Panel (FTP) shall be installed.

4.5.1 Core Network Locations

Connor Elementary School - 3 Eagle Lake Rd
Degregoire Park Treatment Plant - 57 Degregoire Park Rd
Emerson Middle School – 3 Eagle Lake
Hulls Cove Treatment Plant - 37 Wilcomb Lane
Jesup Library - 34 Mt Desert St
MDI High School – 1081 Eagle Lake Rd
Old Highway Garage - 135 LedgeLawn
Port Security/Harbormaster - 21 Ells Pier
Public Safety – 37 Firefly St
Public Works Complex - 50 Public Works Way
Solid Waste Transfer Station – 9 White Spruce
Town Hill Fire Department – 1328 Main St (Route 102)
Town Office - 93 Cottage St (*head-end / central office location*)
Wastewater Treatment Plant – 136 LedgeLawn

4.5.2 Optional Locations

Canadian National Pump Station - 8 Terminal Way
Comfort Station - 30 Park St
Duck Brook Pump Station – 226 Duck Brook Rd
Eagle Lake Intake - 422 Eagle Lake Rd
Eddie Brook Pump Station - 138 West St
Ferry Terminal – 121 Eden St
Hulls Cove Pump Station - 1 State Hwy 3

Ireson Hill Tower – 329 Route 3
 Kebo Pump Station - 138 Eagle Lake Rd
 Main Street Pump Station - 1 Cromwell Harbor Rd
 Ocean Ave Pump Station - 27 Ocean Ave

Contractor will be responsible for extending a 12-count fiber cable into each of the Locations according to the Site Engineering Packages included as attachments to this RFP. 14 of the 25 Locations are included with the Core Network and the cost for these locations shall be included in the overall construction price.

11 of the 25 Locations are identified as “Optional Locations” and priced separately. Each of these Optional Locations are in very close proximity to the Core Network, except for:

- Ireson Hill Tower** – The 1,250 feet of 288-count backbone fiber cable along Route 3 between Sand Point Rd and the drop pole for Ireson Hill Tower should be included in the optional pricing for Ireson Hill Tower. Should this location subsequently be excluded, no fiber will be constructed beyond the intersection of Route 3 and Sand Point Dr.

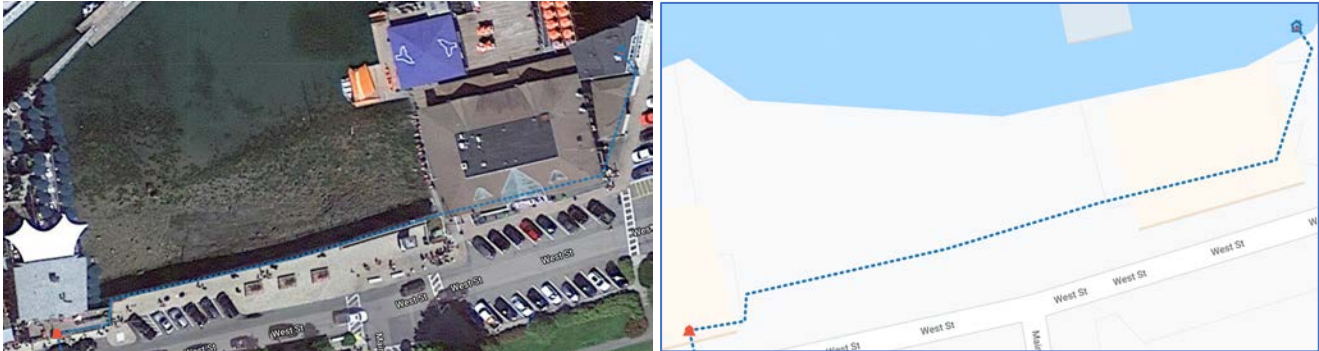


- Duck Brook Pump Station** – The 5,751 feet of fiber along Duck Brook Rd will not be required if the Town is successful in acquiring the existing fiber cable serving this location. As such, this Location and the route along Duck Brook Rd should be priced separately.



While included in the Core Network, special attention should be paid to the conduit installation from the backboard below the boardwalk in front of Stewman’s Lobster Pound and the **Port Security /**

Harbor Master Location. The route, for which the Town has a right-of-way easement, will require conduit to be attached to the retaining wall and under any structures between Stewman’s Lobster Pound and the Port Security / Harbor Master Location at a height above the high tide line.



4.6 Installation Materials

The construction phase of this project will consist of all materials. The Contractor shall be responsible for procuring both major and minor materials, and providing warranty for all the major materials, which are listed in Bill of Materials (BOM), or their functional equivalents. All substitutes made to the bill of materials must meet or exceed warranty specifications of the materials listed in BOM.

The Contractor is held responsible for all materials through the Town’s acceptance of the network. If the materials supplied by the Contractor are found to be defective, or do not conform to the specifications upon testing, the Town reserves the right to have the Contractor immediately replace the materials at the Contractor’s expense, and through its procurement process. Excess materials purchased but not used during the construction will be property of the Town upon acceptance of the network.

4.7 Staging Areas

The staging area for the outside plant construction will be determined in collaboration with the successful bidder. Temporary security fencing should be included in the bidder’s price as a separate line item.

4.8 Installation Requirements

The Contractor shall be experienced in outside plant facilities installation on utility poles and conduits. The Contractor shall install fiber optic cable and associated items according to the following:

1. As designed in the Appendix.



2. All fiber optic cable to be installed along the aerial pole line and in conduit shall be outside plant fiber optic cables as listed in the BOM.
3. All fiber optic cable shall be installed as per manufacturer's best practices and tensioned as per manufacturer's specifications.
4. The Contractor is responsible for installing all necessary pole hardware suitable for the provided cable.
5. High visibility cable tags or markings containing the Town contact information shall be installed at every pole, splice enclosure and riser guard, and be visible while standing on the ground.
6. All fiber optic cable installed, or to be installed in a building must be riser rated cable.
7. Industry approved cable lubrication shall be used as required during the cable placement in innerduct or conduits.
8. All conduits shall be weather sealed at both ends.
9. Splice enclosures are to be installed approximately 18 inches to the right of the pole, and drop ports are to be installed on the left side of the splice enclosure.
10. A 100-foot slack loop shall be placed at all splice enclosure locations for splicing. The remaining slack not used for splicing is to be over-lashed to the strand and supported by snowshoe(s).
11. Labeling of the cable sizes and direction is required. All fiber strands spliced will be tagged and identified per terminal splice design.

The Construction Contractor shall follow the cable manufacturer's installation recommendations and guidelines. At a minimum, fiber optic cables shall be installed and tested in accordance with NECA/FOA 301, *Standard for Installing and Testing Fiber Optic Cables*.

All Work shall conform to the current National Electrical Code, National Electrical Safety Code, the Telcordia Bluebook and all state and local codes and ordinances. ANSI/TIA/EIA Standards shall be adhered to during all installation activities.

4.9 Splicing Requirements

1. All fibers and connector assemblies shall be fusion spliced.
 - a. All splices are to be organized and secured within an approved fiber optic splice closure.
 - b. The Contractor shall follow the manufacturer's recommended cable preparation and routing procedures for cable entry into the provided fiber optic splice closure.
2. All splicing shall be completed as per splice details provided prior to the start of construction for each identified splice location. Any changes shall be approved by the OPM prior to completion.
3. The Construction Contractor shall maintain a Splice Log Book for each splice enclosure.
 - a. Each splice enclosure will have a unique identifier as per the design prints and shall be large enough to be visible from the ground.
 - b. The Splice Log Book shall include a copy of the original splice detail sheet, a red-lined copy of the as-built detail, LID readings from the fusion splicer, Optical Time Domain



Reflectometer (OTDR) test results of the fibers spliced at that location, pictures of the organization and layout of the interior of the enclosure, and pictures of the enclosure on the cable or strand.

- c. The Splice Log Book shall also include any additional pertinent information not listed.
 - d. The Splice Log Book shall be delivered to the OPM electronically upon request and at the end of the project.
4. All splicing shall be monitored with an OTDR and tested to ensure acceptable splice loss values are achieved.
 5. Labeling of cable sizes and direction is required. All fiber strands spliced will be tagged and identified per terminal splice design.
 6. All tools and equipment used shall be in excellent working order.
 - a. The Contractor’s cleaving, splicing and cable preparation equipment will be reviewed and approved by the OPM prior to the beginning of any splicing work.
 - b. All splicing equipment shall be calibrated within 6-months of use on this project. Certificates of calibration for splice equipment shall be submitted to the OPM for review and approval.

4.10 Testing Requirements

1. The Contractor shall test all optical fiber cables upon receipt at the project site prior to installation.
2. Optical fiber cables shall be tested while on reels with an OTDR to verify the cable length and locate cable defects, splices, and abnormalities, recording the loss value of each.
3. The Contractor shall compare all pre-installation reel test data with factory results provided by the cable manufacturer and report any deficiencies to the OPM.
4. The Contractor shall retain pre-installation reel test data and include in the record with as-built data.
5. All completed fiber spans shall be acceptance tested to determine cable length and splice attenuation using an OTDR. Each strand shall be tested bi-directionally @ 1310nm and 1550nm.
6. Each strand shall be tested for end-to-end dB loss and continuity using a Single mode light source and power meter @ 1310nm and 1550nm.
7. Optical fiber end-to-end link tests shall be performed in accordance with TIA/EIA-568-B.1 and TIA/EIA-568-B.3.
8. The Contractor shall prepare loss budget calculations for each circuit. The loss budget shall itemize expected dB loss. The following formulas shall be used:

- i. Measuring at a wavelength of 1310 nm:
- ii. _____ km X .35 dB/km = _____
- iii. _____ SC connectors X 0.4 dB/mated pair = _____



- iv. _____ Splices X 0.05 dB = _____
- v. _____ Total maximum (end-to-end) loss = _____

- vi. Measuring at a wavelength of 1550 nm:
- vii. _____ km X .25 dB/km = _____
- viii. _____ SC connectors X 0.4 dB/mated pair = _____
- ix. _____ Splices X 0.05 dB = _____
- x. _____ Total maximum (end-to-end) loss = _____

- 9. Strands shall meet current EIA/TIZ-568 specifications.
- 10. Attenuation test results shall be less than that calculated according to equation in TIA/EIA-568-B.1.
- 11. The Contractor shall correct any fiber strands that demonstrate excessive attenuation due to breaks, bends, bad splices, defective connectors, and bad installation practices.
- 12. The Contractor shall submit test results in electronic format and in hard copy to the OPM for acceptance and sign off. The Contractor shall perform any repair required by the OPM to correct any deficiencies, at no additional cost to the Town.

4.11 Documentation Requirements

The Contractor will provide an as-built package by updating the network design using the VETRO Fibermap Fiber Management and Design system (VETRO) at the completion of this project. This package shall include at a minimum the following items:

- Updated splice documentation consisting of:
 - Network
 - FDHs
 - CO
 - Splice cases
 - Terminals
- Fiber span footages
- Terminal splice locations
- Strand grounding locations
- Slack loop locations
- Routes of all strand/cables installed

The Contractor shall also provide:

- Test results for optical fiber testing
- Warranty Package to include dates (Product Warranty)

- Certificate of Acceptance (pre- and post-installation)
- Summary sheet of test results for quick reference

4.12 Job Completion

Job completion of the network construction occurs when the Contractor:

1. Submits last invoice
2. Notifies the OPM that construction is complete
3. Final inspection has occurred
4. All punch list items have been completed
5. All equipment and materials warranties have been transferred to the Town
6. All construction materials and fiber reels have been returned to the staging area with a list of remaining items
7. All the documentation for the project is submitted

4.13 Safety Requirements

The Contractor shall provide all safeguards, safety devices and protective equipment and take any other needed actions to reasonably protect the public and private property in connection with the performance of the work covered by the contract.

The Contractor shall take the necessary precautions and bear the sole responsibility for the safety of the methods employed in performing the work. The Contractor shall at all times comply with the regulations set forth by Federal, State or local laws, rules, and regulations concerning "OSHA" and all applicable state labor laws, regulations and standards.

4.14 Warranty Requirements

1. The Contractor shall warrant that all materials furnished shall be new, and free from defects.
2. The Contractor shall warrant that the materials and workmanship used in the installation are as herein specified and shall provide all material and labor required to make good any defects due to faulty materials or workmanship which becomes apparent within a one-year period from completion.
3. The equipment and materials manufacturers are expected to recognize that they are responsible for the failure of their products to perform in accordance with data furnished by them or their authorized representatives, as well as misrepresentations of such data. When the products have been installed in accordance with the manufacturer's published or written instructions and recommendations, and such products fail, then the Contractor and the



manufacturers are responsible for replacement of the products and all associated work and materials without additional cost to the Town.

4. Warranty information is required for all materials supplied by the Contractor.
5. Damage by vandals, fire, traffic accidents or “acts of God” is excluded from warranty.

5 Proposal Requirements

Each Proposal must answer each of the following sections to be considered for evaluation. If a Respondent fails to meet any material terms, conditions, requirements or procedures, its response may be deemed unresponsive and disqualified.

5.1 Company Information

1. Provide your company information, including legal name, state of incorporation, year of incorporation, type of entity, all contact information, and a list of affiliated companies or other names you have done business as.
2. Please identify whether you are currently authorized to operate in the State of Maine and whether you maintain a physical presence within the state.
3. What other states or locations, if any, do you maintain an office or operations?
4. How many employees comprise your workforce: a) full time; b) part time; c) contract?
5. Please identify awards or recognition received by your company in the past 3 years.
6. Please list any licenses, certifications or accreditations awarded to your company.
7. Are you currently under contract or negotiations for a contract with the State of Maine? Any other state or municipality? Please list.
8. If selected as a vendor of choice, how soon can your company begin providing construction services for the Town?
9. Please provide evidence that you can comply with the bond and insurance requirements of this project.

5.2 Industry Experience

Please provide the following for your company and all sub-Contractors:

1. Please provide three (3) customer/client references including name, email, address, project timeline, and description of work.
2. Please list the training certifications that your technicians hold and any experience with standards such as NECA 301 Standard and OTDR/loss testing.
3. Please provide your company’s safety program, as well as any OSHA reportables within the past 3 years.



4. Which activities of the Scope of Work will your company sub-contract?
5. Are your technicians trained and experienced with NECA 301 standards?
6. Are your technicians trained in OTDR/Loss testing?
7. Do your technicians hold certifications for splicing?

5.3 Insurance Requirements

Proof of insurance is required upon notification of award. The successful bidder shall provide proof of workers compensation insurance, comprehensive general liability insurance, and comprehensive automobile insurance in their response.

5.4 Conformance to Requirements

Please identify how your company will conform to all requirements identified in the Scope of Work. Please identify any subsections you do not believe you can or will conform to. Please identify any subsections that you do not believe are necessary or will change your proposal.

5.5 Value Engineering

Respondents are invited and encouraged to submit an alternative design or operating model on all or part of this RFP for the Town's review that provides equal or greater function at lower cost.

5.6 Project Management

1. List what primary tools, equipment, software, and hardware you use for project management.
2. Identify how you make your work effective and efficient.
3. Describe your recommended project management approach for coordination and communication.

5.7 Schedule Requirements

Describe the schedule you will meet for this project. Also, specifically describe how you intend to meet that schedule and what kind of guarantees or assurances you can provide.

5.8 Approvals and Certifications

Affirm that your proposal to the RFP will be valid for all parts of the network identified even if some of that work must be completed by a subcontractor.

5.9 Safety

The Contractor shall provide all safeguards, safety devices and protective equipment and take any other needed actions to reasonably protect the public and private property connection with the performance of the work covered by the contract.

5.10 Warranty

Please describe how you will meet the minimum warranty requirements specified and appropriate within the document. Description must meet minimum requirements, but additional items or lengths of time will be viewed favorably.

5.11 Pricing

Please provide proposed pricing for the work described in the Scope of Work. The Town of Bar Harbor is a municipal corporation organized and existing under the laws of the State of Maine. Our sales tax exemption number will be provided to the selected Contractor(s).

The adjacent table provides a suggested format and components for pricing. If bidders have a proposed alternative format you would like to suggest, please submit the proposed format as a question prior to the question deadline identified in Section 1.2.

Core Network	
Conner Elementary School	
Degregoire Park Treatment Plant	
Emerson Middle School	
Hulls Cove Treatment Plant	
Jesup Library	
MDI High School	
Old Highway Garage	
Port Security / Harbor Master	
Public Safety	
Public Works Complex	
Solid Waste Transfer Station	
Town Hill Fire Department	
Town Office (Central Office)	
Waste Water Treatment Plant	
Core Network Cost	
Optional Locations	
Canadian National Pump Station	
Comfort Station	
Duck Brook Pump Station	
Eagle Lake Intake	
Eddie Brook Pump Station	
Ferry Terminal	
Hulls Cove Pump Station	
Ireson Hill Tower	
Kebo Pump Station	
Main Street Pump Station	
Ocean Avenue Pump Station	
All Optional Locations Total Cost	
Miscellaneous Items	
Down Guy Installed per unit	
Anchor Installed per unit	
3-year Outside Plant Maintenance	



6 Proposal Evaluation Criteria

The Town will review the RFP responses in accordance with the submittal requirements and using the criteria generally described as follows. Criteria are not necessarily listed in order of importance.

1. The thoroughness and comprehensiveness of each response.
2. The ability to meet the construction requirements, network installation and testing requirements.
3. The qualifications, experience and knowledge of the Respondent and the proposed project personnel.
4. Ability to meet schedules and deadlines.
5. Price of the work.
6. Familiarity with the proposed project areas and areas of similar geography.
7. Ability to work in a safe manner.
8. Ability to control and minimize costs as demonstrated in the response and through experience in prior projects.

7 Bill of Materials

Bill of Materials				
Part	Description	Manufacturer or Equivalent	Part # or Equivalent	Quantity
10M Strand	1/4" Extra High Strength Galvanized Steel Strand, including all associated hardware, lashing and down guys. Installation to include all necessary grounding.	Contractor to specify	1/4"EHSD	100,020
Snow Shoe (pair)	31.25 length, .900 channel width, 16.25 diameter	Contractor to specify	Contractor to specify	96
Splice Case	Fiber Optic Splice Enclosure (Aerial)		FOSC450D	26
Pole	30' Class 5 Pole	Bell Lumber & Pole	35' class 5	2
Micro Duct	Contractor to specify	Contractor to specify	Contractor to specify	586
2" conduit	PVC			464
288 Count Fiber Cable	All-Dielectric Cable, Loose tube, Gel-Filled, 12F per tube, SMF-28 Ultra fiber, Single Mode	Corning	Contractor to specify	87,339
96 Count Fiber Cable	All-Dielectric Cable, Loose tube, Gel-Filled, 12F per tube, SMF-28 Ultra fiber, Single Mode	Corning	Contractor to specify	6,455
24 Count Fiber Cable	All-Dielectric Cable, Loose tube, Gel-Filled, 12F per tube, SMF-28 Ultra fiber, Single Mode	Corning	Contractor to specify	8,303
12 Count Fiber Cable	All-Dielectric Cable, Loose tube, Gel-Filled, 12F per tube, SMF-28 Ultra fiber, Single Mode	Corning	Contractor to specify	14,692
12-Port Fiber Termination Panel (FTP)	PANEL, WM 2 SLOT 12 PORT, 12F SC-APC 250UM 4M PIGTAIL, SIMPLEX ADAPTERS, 2 SPLICE TRAYS, BLACK	Supply Solutions	SSPNL-2WM12SASM5-SSL	17
6-Port Fiber Termination Panel (FTP)	PANEL, WM 1 SLOT 6 PORT, 1 X 6 FIBER SM SC-APC 250UM 3M PIGTAIL, SIMPLEX ADAPTERS, SPLICE CHIP, BLACK	Supply Solutions	SSPNL-1WM06SASM5-ML	3
6-Port Fiber Termination Panel (FTP) - Exterior weather tite	PANEL, WM 2 SLOT 6 PORT, 1 X 6 FIBER SM SC-APC 900UM 3M PIGTAIL, SIMPLEX ADAPTERS, SPLICE CHIP, GRAY PLASTIC	Supply Solutions	SSPNL-FET2G06SASM9-TII	4
672-Port Fiber Termination Panel (FTP)	Contractor to specify	Contractor to specify	Contractor to specify	1
Cable Identifier Tags	Fiber Optic Cable Marker	ACP International	1151	664

Core Network			Optional Locations		
	FTP Port Size			FTP Port Size	
Conner Elementary School	12		Canadian National Pump Station	6	Exterior
Degregoire Park Treatment Plant	12		Comfort Station	12	
Emerson Middle School	12		Duck Brook Pump Station	12	
Hulls Cove Treatment Plant	12		Eagle Lake Intake	6	
Jesup Library	12		Eddie Brook Pump Station	6	Exterior
MDI High School	12		Ferry Terminal	12	
Old Highway Garage	12		Hulls Cove Pump Station	6	
Port Security / Harbor Master	12		Ireson Hill Tower	12	
Public Safety	12		Kebo Pump Station	6	Exterior
Public Works Complex	12		Main Street Pump Station	6	
Solid Waste Transfer Station	12		Ocean Avenue Pump Station	6	Exterior
Town Hill Fire Department	12				
Town Office (Central Office)	672				
Waste Water Treatment Plant	12				



8 Appendix A – Construction Drawings

See separate file

9 Appendix B - Site Engineering Packages

See separate site engineering package files