

Minutes from RFP 202301: Pre-Proposal Meeting

February 9, 2023 - 1:30 PM

Zoom Attendees: Aaron Baum and Wally Siembab (SBCCOG); Eric Beightel and Doug Smith (HDR); Joseph Carella (Magellan), Jeremy Jurick and Marc Violet (Michael Baker) Balakrishna V (Vasishta Consulting), Nakul Mate and Dale Robinson (Deloitte); Ed Martella and Ed Frowley (Tectonic Engineering Consultants), Keith Ponton (Arcadis, IBI Group)

1. Welcome + Housing keeping

2. Introductions

Aaron Baum and Wally Siembab (SBCCOG); Keith Ponton (Arcadis, IBI Group); Nakul Mate and Dale Robinson (Deloitte); Eric Beightel and Doug Smith (HDR); Joseph Curella (Magellan); Jeremy Jurick and Marc Violet (Michael Baker); Ed Martella and Ed Frowley (Tectonic Engineering Consultants); “Bala” Balakrishna V (Vasishta Consulting)

3. Review of Procurement Schedule:

Procurement Schedule

Deadline for submittal is: 5:00 PM Pacific Time – Wednesday, February 22, 2023

Pre-Proposal Meeting: 1:30 PM Pacific – Thursday, February 9, 2023, Pre-proposal meeting will be held via Zoom. Please email aaron@southbaycities.org to RSVP and receive the Zoom link.

Questions: all questions and requests for changes in the RFP must be submitted in writing by e-mail to: info@southbaycities.org

Final Deadline for submission of questions and requests for changes in the RFP is: 5 PM PACIFIC – Monday, February 13, 2023

Responses to all questions to be posted by close of business: Tuesday, February 14, 2023

Notice/Invitation for Proposer Interview: Friday, March 2, 2023

Proposer Interviews: Wednesday, March 8, 2023. (If necessary, based on the number of respondents, Thursday, March 9, 2023 – (Time TBD between 9 AM – 4 PM Pacific)

Steering Committee approval: Monday, March 13, 2023

Anticipated Notice to Proceed: Wednesday, March 15, 2023 (pending SBCCOG Steering Committee Contract Approval)

4. Q&A

- Question: (**Ed Martella, Tectonic Engineering**): The Master plan was originally developed in 2017, have all the goals laid out in that plan been accomplished?
- Answer (Aaron or Wally): **Wally**: The aspirations we had go way beyond our goals. We were interested in bringing competitive prices to small businesses. We have not achieved all the goals of the plan. We need to get deeper into the business community, specifically the micro business community as well as the seniors who have now been added as an underserved group. We have achieved giving better pricing to cities and better services. **Aaron**: We have achieved better, faster, and cheaper internet services. This project in particular is to address the digital divide.

- Question (**Dale Robinson, Deloitte**): What is the source of funding, and what are your thoughts on funding as we move beyond this project.
- Answer: **Aaron**: The source of funding comes directly from the CPUC (California Public Utilities Commission). A defined bucket of funds for local agency technical assistance in support of broadband to serve underserved communities and to address the digital divide. The funds, as we understand, are a planning grant and the deliverables will take us up to products that cities and public agencies can use to build out the network (the South Bay Fiber Network). Future Funds would be in support of competitive grants at the federal and state levels, through the Recovery Act and Infrastructure Act and the allocation of those funds to the state and other authorities that will be putting RFP's out. The programs are moving quickly, they are in the process of developing and rolling out the guidelines now. Products that we get from this RFP will support our cities, agencies, and perhaps the COG to compete for those funds to build out our network into the digital underserved community's.

Question (**Nakul Mate, Deloitte**): Can you please explain in further detail about task #6: Conceptual Design with Technical Engineering details. It says that the COG will review and approve the conceptual design and then the selected consultants will then provide a list of projects that include high level engineering, permitting. What do you mean and what is a deliverable in this case? Is it just a list of shovel ready projects or do you need a detailed analysis of design permitting packages and the cost that could be associated with that?

- Answer (**Aaron or Wally**): **Aaron**: The RFP details that we are hoping to receive as a part of your proposal need to be discussed with our team. Please submit your questions to info@southbaycities.org We will have an answer to this question by Tuesday February 14, 2023 end of day.

- Question (**Joseph Carella, Magellan**): Should any questions that were asked today, still be submitted in writing?
- Answer (**Aaron or Wally**): That is correct. We encourage everyone to do that, so that we do not get them wrong.

Final Comments:

All attendees were encouraged to formally submit questions to "info@southbaycities.org"

Deadline for Submission of Questions is Monday, February 13 at 5 PM

Answers to Questions (along with the Video from this meeting) will be posted to SBCCOG RFP page on February 14 by close of business:

<https://southbaycities.org/request-for-proposals-rfp-lata-tech-assistance/>

Video of Pre-Proposal Meeting: <https://youtu.be/tlHTBQ91tHo>