Public Private Partnership Industry Forum

Georgia Interstate Broadband Deployment
(PI 0015924)

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*State Traffic Engineer*

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*Senior Design-Build Project Manager*

April 30, 2018
Disclaimer Statement

At this meeting the Department will provide information about the Project’s delivery goals, anticipated scope and anticipated P3 procurement process. Participants will be encouraged to ask questions during this meeting; however, any information provided by the Department shall be considered as informational only and is subject to change.
Meeting Purpose

• Inform potential proposers about the upcoming DBFOM opportunity
• Receive feedback and comments from interested parties
Today’s Agenda

• Project Overview
• Project Scope
• Public Private Partnership (P3) Procurement Overview
• Question and Answers
Project Overview

• The design, build, finance, operation, and maintenance of:
  • The existing GDOT NaviGAtor fiber optic network;
  • Fiber optic expansion on interstates and other routes identified in RFP ("Interstate" for purpose of this presentation); and
  • Wireless antenna support structure expansion on interstates and other routes identified in the RFP

• Commercialization Opportunity
  • Generate revenue through marketing of existing and future fiber optic and wireless broadband network, on a wholesale, nondiscriminatory, open access basis

• Funding
  • GDOT funding/financing is not anticipated
Georgia Interstate Broadband Deployment Project

Andrew Heath, PE
State Traffic Engineer
Project Opportunity Summary

• For GDOT
  • Well-maintained communication network
  • Expansion of the Intelligent Transportation System (ITS) Infrastructure

• For the Citizens of Georgia
  • Increase in safety and reliability for drivers
  • Provide expanded broadband opportunities in Georgia

• For Private Partner
  • Enable rapid deployment of vital network sections, by eliminating cost and time for land acquisition and ROW
  • Generate revenue from marketing broadband fiber optic and wireless network on a wholesale, non-discriminatory, open access basis
  • Enable fiber linkage for national network
  • Supply and link the Georgia metropolitan areas
Base Scope
Statewide NaviGAtor Expansion

Private Partner Provides:

- Operation and maintenance of the existing GDOT network assets
- Operation and maintenance of the programmed GDOT network assets
- Expansion of Statewide GDOT NaviGAtor fiber optic network on GDOT interstates
- Defined quality of services of GDOT NaviGAtor network communications

Legend:
- Proposed fiber and conduit
- Existing fiber and conduit
Project Base Scope

Private Partner receives from GDOT:

- Full access to GDOT NaviGAtor Network Assets and access to GDOT Interstate ROW for broadband expansion
- Permission to install, operate and maintain new fiber network within the GDOT interstate ROW
- Permission to use certain GDOT interstate poles and structures for the installation, operation and maintenance of a wireless network, within the existing NaviGAtor network limits
- Permission to install, operate and maintain new poles for mounting of wireless network installations, within the existing NaviGAtor network limits
Existing GDOT NaviGAtor Assets

- Fiber Optic Cable
  - Approx. 307 centerline miles of Fiber and Conduit along limited access facilities
- ITS Poles
  - Approx. 2,000 Intelligent Transportation System (ITS) poles
- Access Points
  - Over 4,000+ pull box/access points
- Hub/Regeneration Buildings
  - 25 GDOT-owned regeneration locations
- Existing asset inventory currently being developed
  - Will be provided as Reference Information Document with the RFP
Existing GDOT NaviGAtor Assets/Limits

Metro Atlanta Assets

Macon Assets

Legend
- Existing Fiber & Conduit

Legend
- Existing Fiber & Conduit

Base Scope
Example Assets

Legend
- Green: Partner has access
- Red: Partner does NOT have access

- ITS Pole
- Light & Pole
- Bridge
- Sign Structure
Variable Scope by Segment

Small Cell Wireless Only
Added Value Bid by Segment

• A segmented approach that would allow installation of small cell wireless devices along interstate ROW.

• If Private Partner includes a segment in their Proposal, Private Partner will provide:
  • “Device Site” at density/spacing requirement based on individual segment type (urban, suburban/small city, or rural)
  • Operation and maintenance for new device sites
  • The proposed segments will be contractual.

• If Private Partner includes a segment in their Proposal, Private Partner will receive:
  • Use of existing right of way to install small cell wireless devices along limited access facilities segments

Variable Scope by Segment
Statewide Segments

• 18 Segments Contemplated
  • Minimum Segment Length approx. 5 miles
  • Maximum segment length approx. 142 miles
  • Segments completed/bid in sequence set by GDOT, TBD
Added Value Bid by Segment

• Typical “Device Site” elements:
  • ITS cabinet and base
  • Power to ITS cabinet
  • Fiberoptic drop cable to ITS cabinet, connected to Base Scope Project
  • Communication network switch to be installed in cabinet
  • Communication network switch to be installed in aggregation location
  • Required conduit to install fiberoptic drop, power, and pole conduit
  • Network management of new switches/communication network from segment build out

Variable Scope by Segment
Typical Device Site

Partner Responsibility

Key
- Conduit
- Cable Bundle
- Copper Wire

Variable Scope by Segment
Typical Device Site

**GDOT Buildout**

**Key**
- Conduit
- Cable Bundle
- Copper Wire
- GDOT Responsibility

**Variable Scope by Segment**
## Summary of Project Scope and Limits

### Base Scope:

<table>
<thead>
<tr>
<th>Base Project Scope and Limits</th>
<th>Fiber Optic Cable and Conduit</th>
<th>Wireless Support Structures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scope Limits</td>
<td>Statewide Interstate ROW</td>
<td>Existing NaviGAtor Limits (Interstate ROW Only)</td>
</tr>
<tr>
<td>Install New Assets</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Utilize Existing Assets</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Utilize Programmed Assets</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Operate and Maintain</td>
<td>✓</td>
<td>✓</td>
</tr>
</tbody>
</table>
# Summary of Project Scope and Limits

## Variable Scope by Segment:

<table>
<thead>
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<th>Variable Project Scope and Limits</th>
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<th>Wireless Support Structures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scope Limits</td>
<td>Statewide expansion completed under Base Project Scope</td>
<td>Remaining Statewide Interstate ROW outside of Existing NaviGAtor Limits, Segment Basis</td>
</tr>
<tr>
<td>Utilize Existing Assets</td>
<td></td>
<td>✔</td>
</tr>
<tr>
<td>Install New Assets</td>
<td></td>
<td>✔</td>
</tr>
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Public-Private Partnership Procurement Overview

Andrew Hoenig, PE
Senior Design-Build Project Manager
Anticipated Procurement Process

1. Issue Public Notice Announcement (PNA)
2. Issue Request for Qualifications (RFQ)
3. Proposers submit Statement of Qualifications (SOQ)
4. Short-Listed Proposers submit Proposal
5. One-on-one meetings with Proposers
6. Determine Short-Listed Proposers
7. Public Comment on Proposals
8. Issue Draft Request for Proposals (RFP)
9. Best Value Selection and Award
10. Commercial/Financial Close
11. Notice to Proceed (NTP) 1
Anticipated RFQ Evaluation Criteria

• Relevant project experience, qualifications, and past performance. Qualifications may include:
  • Technical Qualifications Evaluation Criteria (70% Weighting)
    • Design and Construction Experience and Capability (25% Weighting)
    • Operation and Maintenance Experience and Capability (35% Weighting)
    • Project Management Approach (10% Weighting)
  • Financial Qualifications Evaluation Criteria (30% Weighting)
    • Financing and Commercialization Experience (10% Weighting)
    • Financial Capacity (10% Weighting)
    • Financial and Commercialization Approach (10% Weighting)

• Short-listed proposers will be comprised of the 2-5 highest qualified teams
Anticipated RFP Best Value Selection Criteria

• Technical Proposal - 40%
  • Technical score is based on 400 maximum points.
  • Evaluation criteria may include:
    • Technical Approach
    • Base Scope Schedule

• Variable Scope/Commercial/Financial Proposal - 60%
  • The Variable Scope/Commercial/Financial Proposal score is based on 600 maximum points
    • Number of Achieved Segments
    • Variable Scope Schedule
    • Revenue Commitment
Anticipated Technical Proposal Evaluation Criteria (RFP)

Technical Proposal (400 Points) distributed between:

• **Operations and Maintenance**
  • Reliability requirements
  • Network security

• **Base Scope Schedule**
  • Acceptable project schedule/duration in days

• **Incorporation of GDOT Equipment**
  • Both existing and programmed GDOT assets

• **Impacts to Traveling Public**
  • Maintenance and work zone plan requirements

• **Turnover/Transition Plan**
  • Transition plan approach
Anticipated Variable Scope/Commercial/Financial Proposal Evaluation Criteria (RFP)

Variable Scope/Commercial/Financial Proposal (600 points) distributed between:

- Achieved Segments/Scope
- Other Considerations
  - Variable Scope Schedule
    - Schedule measured in days
  - Revenue Commitment
    - Revenue commitment will be net present value amount
# Procurement Schedule

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. GDOT issues Public Notice Announcement (PNA)</td>
<td>02/16/2018</td>
<td></td>
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<tr>
<td>b. Industry Forum – GDOT</td>
<td>04/30/2018</td>
<td>10:00 AM EST</td>
</tr>
<tr>
<td>c. GDOT issues Request for Qualifications (RFQ)</td>
<td>05/24/2018</td>
<td></td>
</tr>
<tr>
<td>d. Statement of Qualifications (SOQs) due</td>
<td>07/12/2018</td>
<td>2:00 PM EST</td>
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<td>e. Short Listed Proposers Announced</td>
<td>08/27/2018</td>
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<td>f. GDOT issues Draft Request for Proposals (RFP)</td>
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<tr>
<td>g. Proposals due to GDOT</td>
<td>04/11/2019</td>
<td>2:00 PM EST</td>
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<tr>
<td>h. Best Value Proposer Selection</td>
<td>TBD</td>
<td></td>
</tr>
</tbody>
</table>

*Tentative dates listed are subject to change. Refer to RFQ and subsequent RFP.*
Questions & Answers

Program Information and Contract Opportunities:
http://www.dot.ga.gov/PS/Innovative/P3
P3 Program Information

http://www.dot.ga.gov/PS/Innovative/P3

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