



The District of Columbia Government

Request for Information and Comment (RFI)

DC-CAN Last-Mile Service Providers

Released: November 29, 2010

Pre-Response Informational Conference: December 9, 2010

Responses Due: January 10, 2011

Request for Information and Comment

Statement of Need

The District of Columbia's Office of the Chief Technology Officer (OCTO) operates the DC-Net citywide fiber-optic network dedicated to serving the District and its constituents.

Recently, the District was awarded \$17.4 million in federal funds for its DC-Community Access Network (DC-CAN) broadband infrastructure project. The DC-CAN infrastructure aims to deliver affordable, value-added, middle-mile services to community anchor institutions in the city's economically distressed areas, and create points of interconnection for last-mile service providers to deliver affordable broadband access to residents and businesses in these areas.

This fact-finding RFI is released for the purpose of understanding the needs of potential DC-CAN last-mile service providers. This information will assist in finalizing the DC-CAN network design and defining the network services offered to participating service providers. **No contracts will result from this RFI.**

Though no contracts or formal relationships will be established through this RFI, it will provide valuable information that will significantly influence the DC-CAN project. It will also enable the District to understand the capabilities and interests of potential stakeholders and partners and determine how to best include them. All interested, or potentially interested, last-mile service providers are strongly encouraged to respond.

Background

The District of Columbia was awarded \$17.4 million in federal funds in early July for its DC-Community Access Network (DC-CAN) broadband infrastructure project. A high-speed middle-mile broadband infrastructure, DC-CAN promises to bring a new era in broadband access and opportunity to economically distressed areas of the city.

This grant was issued under the Department of Commerce's National Telecommunications and Information Administration Broadband Technology Opportunities Program (BTOP) as part of the American Recovery and Reinvestment Act (ARRA).

DC-CAN will create 10 points of interconnection (MegaPOPs) throughout the city. Last-mile service providers may interconnect with DC-CAN at these MegaPOPs, or they may interconnect at other negotiated meeting points.

Through DC-CAN, service providers will be able to access network services at a reasonable cost using any preferred last-mile technology to deliver services to end-use customers.

DC-CAN is specifically intended to expand and strengthen broadband access within the District's economically distressed communities. Of the District's eight wards, Wards 5, 7 and 8

Request for Information and Comment

can be classified as “economically distressed” as defined in the BTOP program. Wards 5, 7 and 8, along with parts of Wards 6, 4, and 1, form a contiguous underserved service area.

Qualifications

All video, voice or data service providers (whether using wired and wireless technologies) are encouraged to respond to this RFI. Firms already providing services to residential and/or business customers are strongly encouraged to respond.

Also, property managers or firms responsible for providing broadband services to tenants within office complexes or residential multiple dwelling unit establishments are welcome to respond.

Each respondent must be a duly recognized business entity in good standing and able to conduct business within the District of Columbia. Also, all respondents must possess a valid Federal Tax Identification (EIN) number, DUNS number, and a Central Contractor Registration CAGE code.

The intention of DC-CAN is to provide reasonably priced middle-mile infrastructure and related services to last-mile providers. Each last-mile provider will be responsible for establishing a business plan sufficient to fund all necessary startup and last-mile capital costs along with ongoing operational expenses. DC-Net will not provide capital dollars or financial support to last-mile providers.

Under the grant requirements, the DC-CAN project must be substantially completed by June 30, 2012 and fully completed by June 30, 2013. Therefore, initial last-mile providers are encouraged to begin offering services to end-use customers by June 30, 2011 with the intention that a reasonable subscriber base is served by June 30, 2013.

Response Procedure

All interested respondents are asked to submit a letter of intent to dccan@dc.gov by December 20, 2010. Final RFI submissions must be received by January 10, 2011.

To complete the RFI, please fill out the form provided in Appendix 1 and attach any other information deemed helpful. Please email the completed Appendix 1, and any pertinent accompanying material, to dccan@dc.gov by January 10, 2011.

Please identify any proprietary and/or confidential information as such.

Questions related to this RFI should be emailed to dccan@dc.gov or submitted at the Last-Mile Provider and Carrier Symposium on December 9, 2010. This symposium will be held in Room 1107 at 441 4th Street, N.W. from 9:00 AM to 12:30 PM. During the RFI period, the District will publish responses to written questions as they become available. Any questions considered

Request for Information and Comment

confidential must be noted as such when submitted. All interested parties should email dccan@dc.gov to be included on the distribution list.

The following schedule for this RFI is subject to change:

November 29, 2010 – RFI Released

December 9, 2010 – Last-Mile Provider and Carrier Symposium

(9:00 AM to 12:30 pm in Room 1107 at 441 4th Street, NW.)

December 17, 2010 – Last Date for Submitting Questions

December 20, 2010 – Submission Deadline for Letter of Intent to Respond to RFI

January 10, 2011 – RFI Responses Due

The District of Columbia thanks you in advance for your thoughtful response. With your help, DC-CAN will usher in a new era of broadband access and adoption within the economically disadvantaged areas of the District.

Request for Information and Comment

Company Information	
Company Name	
Company Address	
Company Web Page	
Federal Tax ID Number	
DUNS Number	
CCR CAGE Code	
Ownership Structure	
Year Established	
Existing Products / Services	
Communities Served	
Existing Customer Count	
Number of FTE Employees	
Contact Information	
Primary Contact Name	
Title	
Address	
Telephone	
Email	
Secondary Contact Name (Optional)	
Title	
Address	
Telephone	
Email	

1. In which District of Columbia wards would you consider providing last-mile services (check all that apply):

- | | |
|---------------------------------|---------------------------------|
| <input type="checkbox"/> Ward 1 | <input type="checkbox"/> Ward 5 |
| <input type="checkbox"/> Ward 2 | <input type="checkbox"/> Ward 6 |
| <input type="checkbox"/> Ward 3 | <input type="checkbox"/> Ward 7 |
| <input type="checkbox"/> Ward 4 | <input type="checkbox"/> Ward 8 |

2. Are you interested in providing services in economically disadvantaged areas?

- Yes
 No
 Maybe

Request for Information and Comment

3. Do you **currently** provide broadband services to any of the following (check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Residential Homes | <input type="checkbox"/> Hotels and Motels |
| <input type="checkbox"/> Apartments or Condominiums | <input type="checkbox"/> Retail or Small Business Offices |
| <input type="checkbox"/> Dormitories or Senior Housing | <input type="checkbox"/> Large Business Facilities |

Other: _____

4. Through DC-CAN, are you **interested** in providing services to any of the following (check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Residential Homes | <input type="checkbox"/> Hotels and Motels |
| <input type="checkbox"/> Apartments or Condominiums | <input type="checkbox"/> Retail or Small Business Offices |
| <input type="checkbox"/> Dormitories or Senior Housing | <input type="checkbox"/> Large Business Facilities |

Other: _____

5. When making your decision whether or not to provide last-mile services within DC wards, how important is market or demographic data?

- Very Important Somewhat Important Not Important

6. Do you **currently** serve customers using any of following last-mile technologies (check all that apply):

- | | |
|---|--|
| <input type="checkbox"/> FTTH (xPON) | <input type="checkbox"/> Wi-Fi (IEEE 802.11) |
| <input type="checkbox"/> FTTH (Active Ethernet) | <input type="checkbox"/> WiMax (IEEE 802.16) |
| <input type="checkbox"/> Twisted Pair (xDSL) | <input type="checkbox"/> Mobile Data (3G / 4G) |
| <input type="checkbox"/> Coax (DOCSIS) | <input type="checkbox"/> None |
| <input type="checkbox"/> Power Line Carrier (BPL) | Other: _____ |

7. What last-mile technology are you **interested** in deploying through DC-CAN (check all that apply):

- | | |
|---|--|
| <input type="checkbox"/> FTTH (xPON) | <input type="checkbox"/> Wi-Fi (IEEE 802.11) |
| <input type="checkbox"/> FTTH (Active Ethernet) | <input type="checkbox"/> WiMax (IEEE 802.16) |
| <input type="checkbox"/> Twisted Pair (xDSL) | <input type="checkbox"/> Mobile Data (3G / 4G) |
| <input type="checkbox"/> Coax (DOCSIS) | |
| <input type="checkbox"/> Power Line Carrier (BPL) | Other: _____ |

Request for Information and Comment

8. Which type of middle-mile fiber services are desired through DC-CAN:

- | | |
|--|---|
| <input type="checkbox"/> Dark Fiber | <input type="checkbox"/> Ethernet over MPLS |
| <input type="checkbox"/> Fiber Wavelengths (Lambdas) | <input type="checkbox"/> IP VPN |
| <input type="checkbox"/> GigE Circuits | <input type="checkbox"/> SIP Trunking |
| <input type="checkbox"/> OC-x Circuits | Other: _____ |

9. Please describe the type of interface or technical standard desired for interconnecting to DC-CAN:

10. Please select the approximate size of the circuit desired:

- | | |
|-----------------------------------|-----------------------------------|
| <input type="checkbox"/> 100 Gbps | <input type="checkbox"/> 100 Mbps |
| <input type="checkbox"/> 10 Gbps | <input type="checkbox"/> 10 Mbps |
| <input type="checkbox"/> 1 Gbps | Other: _____ |

11. Which last-mile broadband services are you considering offering to end-use customers through DC-CAN (check all that apply):

- Video (RF)
- Video (IP)
- Residential / Small Commercial Voice
- Commercial PBX-style Voice
- PRI / T-1 Interfaces
- Internet Access
- Point-to-Point Private Networks
- Hosted Data Services (Data Backups, Email, Exchange, Sharepoint, etc.)

Other: _____

Request for Information and Comment

12. Given your preferred last-mile technology, what is the optimal distance from the middle-mile point of interconnection to the end-use customer (i.e. how much distance would you prefer between your network access equipment and the customer premise equipment)?

1 Kilometer or Less

1 Mile

2 Miles

5 Miles

10 Miles

Other: _____

13. For your application, how important is redundant routing and reliability in the middle-mile network?

Expect service restoration within a few hours

Expect service restoration within a few minutes

Expect service restoration in less than 5 seconds

Expect service restoration in less than 250 milliseconds

14. How much space do you anticipate needing for your equipment at the interconnection point?

6U or Less

Half Rack

Full Rack

Two Full Racks

Other: _____

15. How important is access to the interconnection point?

Escorted access within four to six hours of notice

Escorted access within an hour or two of notice

Unlimited access during business hours, escorted access afterhours

Unlimited access 24x7x365

Request for Information and Comment

16. Would you be interested in purchasing middle-mile network services from DC-Net if the services were (check all that apply):

- Priced 10% MORE than current market providers
- Priced the SAME as current market providers
- Priced 10% LESS than current market providers
- Priced 20% LESS than current market providers
- Priced 30% LESS than current market providers
- Priced 50% LESS than current market providers

17. Would you be interested in obtaining video headend services from DC-Net?

- Yes No Maybe

18. Would you be interested in obtaining Class 5 or Class 4 phone switch services from DC-Net?

- Yes No Maybe

19. Would you be interested in reselling DC-Net VoIP or PBX phone services?

- Yes No Maybe

20. Would you be interested in reselling server or data services from DC-Net (data storage, email, Exchange, SharePoint, etc.)?

- Yes No Maybe

21. Would you be interested in contracting with DC-Net for last-mile engineering or construction management support?

- Yes No Maybe

22. Would you be interested in obtaining end-user help desk support from DC-Net?

- Yes No Maybe

21. Are you prepared to utilize an incident response / trouble ticketing software system?

- Yes No

Request for Information and Comment

22. Will you be prepared to address last-mile customer billing and establish account collection processes?

Yes

No

23. After connecting to the DC-CAN network, do you plan on providing services to end-use customers within:

3 months

6 months

9 months

12 months

18 months

24 months

More than 24 months

24. If necessary, would you be willing to provide pertinent business plans, financial statements, etc. to demonstrate ongoing financial viability.

Yes

No

Please provide any additional comments or material that may be helpful.