

ANTIOCH CALIFORNIA OPPORTUNITY LIVES HERE

REQUEST FOR PROPOSAL (RFP)

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FIBER OPTIC MASTER PLAN REQUEST FOR PROPOSALS

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Request for Proposals

Fiber Optics Master Plan

Antioch City Council Members

Lamar Thorpe, Mayor
Monica E. Wilson, Mayor Pro Tem
Tamisha Torres-Walker, Council Member
Michael Barbanica, Council Member
Lori Ogorchock, Council Member

Ron Bernal
City Manager

Kwame P. Reed
Economic Development Director

Alan Barton
Information Systems Director

Issued November 22, 2021

Responses due Friday January 7, 2022

For more information concerning this opportunity contact:
Kwame P. Reed, Economic Development Director, kreed@antiochca.gov

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I. THE OPPORTUNITY

The City of Antioch (“City”) will be accepting proposals from qualified consultants (individuals, firms, or teams of firms) to develop a Fiber Optic Master Plan (“FOMP”). The selected consultant will be one that has demonstrated experience in assessing the needs of communities and municipalities, planning, designing, and identifying means of funding the implementation of a city-wide fiber optics plan.

II. BACKGROUND

About the city of Antioch

The city of Antioch has a burgeoning population of professionals, a variety of housing, endless outdoor activities and thriving business hubs. Antioch is not only the second largest city in Contra Costa County with a population of over 113,000 residents, but it is also one of the oldest cities in California. The area was originally settled in the late summer of 1850 and incorporated as a city in 1872. Antioch has a long rich history that continues to be filled with *Opportunity* for those fortunate to call it home.

- Population: 113,000 +
- Number of Households: 34,000 +
- Average Household Income: \$77,000
- Education: 32% of residents have Associate’s, Bachelor’s, Graduate, or Professional degrees

Antioch provides residents and visitors with the *Opportunity* to enjoy the San Joaquin River, many hiking trails, biking the foothills of Mt. Diablo and everything else in between. Antioch is 30.16 square miles. The city is comprised of a vast array of housing and business areas that range in age from 1872 to yesterday. The city also has an existing roadway network that consists of approx. 330 linear miles of public right-of-way. There are approximately 3,250 businesses in Antioch. This includes traditional brick and mortar as well as home-based businesses.

III. PROJECT PURPOSE

The City of Antioch’s current Mission Statement is “*to deliver quality services with integrity, excellence and innovation.*” The City desires to be the home of innovation in the region. The creation of the FOMP is the first step in achieving that goal. Creating a strong fiber network is key to dealing with the rapid growth of connected devices, from utility assets, to streetlights, to traffic signals, to surveillance cameras. Fiber is flexible in its ability to support the transmittal of large amounts of data, countless applications, and is scalable to the needs of the users.

The fiber network created by the FOMP will be a key resource for the City to create partnerships with the private sector that ultimately will create benefits for economic development, education, healthcare, and quality of life. The deployment of the fiber network throughout the city will ensure all neighborhoods and businesses have the *Opportunity* to connect the ever-changing technological advancements of the world.

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Municipal & Smart City Services

A robust fiber network will support the City's current and future operations and be used as an asset to continue to drive efficiencies, reduce cost, and expand capabilities and provided community services. With an eye towards the future, many applications and services that are collectively referred to as "Smart City" efforts are not possible without a well-designed fiber backbone. This backbone serves as a means of robust data collection and support infrastructure for identifying problems through data analysis.

Economic Development

Economic development will become a key beneficiary of the fiber network. A robust fiber network in the city will be a tool to reduce the cost of doing business in the city while enabling high-speed and reliable connectivity to attract and retain business. This network will provide a gateway to numerous broadband, cloud, and application providers, increasing the choices local businesses have for their communications and technology needs. The City will be able to actively market areas of Antioch as "fiber ready" and provide prospective businesses with a range of available providers and scalable speeds that meet their business's specific needs. The City will also be able to develop strategic partnerships with current and future broadband providers to market the benefits of a strong fiber network to current and future businesses.

Education

A robust fiber network will provide a platform of advanced connectivity to support educational needs. Educational institutions around the country have become one of the greatest beneficiaries of strong fiber networks. As witnessed during the COVID-19 pandemic, educational institutions from pre-schools to universities increased the amount of online learning programs and tools, they need high-speed, reliable connectivity for their students, teachers, and administrators.

Public Safety

Public safety agencies will benefit from additional connectivity to interconnect agencies with one another and provide added redundancy for mission critical applications. These agencies can benefit from the enhanced speeds and reliability that will come from a strong and accessible fiber network and may utilize its capacity to interconnect their organizations to one another and realize include enhanced dispatch abilities and improved communication in the event of an emergency, while preserving opportunities for future enhancement.

Healthcare

Healthcare organizations are carrying out more of their business operations online. With the transition to electronic healthcare, these organizations and the residents they serve require access to high quality, reliable broadband services. As more virtual healthcare and telehealth services are deployed into residents' homes, these organizations will rely on their connectivity to ensure the health of their patients, which requires high quality broadband for healthcare organizations themselves and within patients' homes. A strong and accessible fiber network will have future capabilities and capacity to support Antioch's current and future healthcare organizations, enabling them with fiber connectivity to interconnect hospitals, doctor's offices, clinics, and imaging centers, supporting their implementation of digital healthcare programs for Antioch's citizens.

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Taking the above information in account, the City is looking for a proposal that includes but is not limited to the following:

- Develop a greater understanding with residents, businesses and other governmental entities regarding the need and value of next generation high-speed broadband service.
- Engage and educate specific and general members of the public regarding the technology of delivering broadband.
- Determine the community's needs and desires regarding broadband.
- Educate the community on ways in which broadband services have been known to create positive impacts on a local economy by creating opportunities for innovation, social equity, narrowing of the digital and/or economic divide, and improved efficiencies.
- Research and evaluate the current supply of fiber and broadband communications assets products and services in the City and region.
- Develop a pathway to establish Antioch as a "Smart City".
- Analyze implementation scenarios evaluated through modeling, fiscal analysis and strategies for policies and business practices.
- Take into account the fiber needs of future 5G and 6G small cell installations on City vertical assets along main arterials.
- Recommend fiber management plan and recommend companies which can manage the network on the City's behalf.
- Recommend phased approach for building out a City-wide municipal fiber network and connecting all city facilities.
- Assist the City in developing a request for qualifications/proposal for network implementation and project management throughout the project.
- Provide on-going knowledge and monitoring of the State of California's implementation of *Senate Bill 156 –Communications Broadband* and the Federal Infrastructure Investment and Jobs Act.
- Recommend a financing strategy that recognizes and utilizes Local, State, and Federal funding sources

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IV SELECTION PROCESS, CRITERIA & SUBMITTALS

SUBMITTAL REQUIREMENTS

- A. Letter of Interest - Description of the proposed project exhibiting a clear understanding of the project.
- B. Key Personnel - Description of all staff designated to the project, their roles, and relevant experience.
- C. Company Qualifications & Experience – Detailed information on your company’s ability to fulfill the proposal and previous experience delivering similar proposals.
- D. References – Provide a minimum of three (3) relevant/similar style project references.
- E. Proposed Work Plan – The work plan should address the tasks identified in Section III including a detailed project schedule.
- F. Proposed Cost

EVALUATION CRITERIA FOR PROPOSALS

In order to evaluate proposals, emphasis will be placed directly on the team’s relevant projects and experience with similar developments and financial capacity.

DEVELOPER SELECTION PROCESS

The City will conduct the selection process to identify the most qualified consultant team(s). Staff will make a recommendation to the Antioch City Council. The City Council will ultimately decide on authorizing the City Manager to execute the final agreement.

PRE-SUBMITTAL MEETING

A pre-submittal meeting will be held via Zoom on **Thursday, December 16, 2021 at 11:30AM**. In order to participate, please contact Lizeht Zepeda at lzepeda@antiochca.gov for the Zoom invite. Attendance is not required for submittal of a proposal.

SUBMITTAL DEADLINE FOR PROPOSALS

To participate in the RFP process, consultants are to submit five copies of their proposal and include a USB Flash Drive of the proposal to the City of Antioch 200 H Street, Antioch, California 94509 **no later than Friday at 2:00 PM, on January 7, 2022**. All responses must be addressed to the attention of Kwame Reed, Economic Development Director and marked on the outside “Fiber Optics Master Plan - Request for Proposals”.

Submittals that are not received at the designated address on or before the specified deadline will not be accepted.

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NON-DISCRIMINATION

The City does not discriminate on the basis of race, color, national origin, religion, age, ancestry, medical condition, disability or gender in consideration for selection of the winning proposal.

VI. SCHEDULE

Approximate schedule for developer selection:

Issuance of RFP	November 22, 2021
Pre-submittal Meeting (Zoom)	11:30AM December 16, 2021
Proposals Due	January 7, 2022
Interview(s)	TBD
City Council Approval	TBD