

**Request for Proposals for the Operation of the MassBroadband123 Network**

*(RFP No. 2023-MBI-01)*

**Bidders' Conference Questions Group #5**

**Group #5 of Rolling Questions Posted: September 8, 2022**

	Question	Answers
1.	Is commercialization of the fiber/conduit assets part of the RFP's scope?	<p>Yes, commercialization of fiber is part of the RFP's scope. As described in the Draft Network Operating Agreement, Article 2.2, the Network Operator shall have "an exclusive right to operate, maintain, manage, and market the MassTech Network for the purposes of carrying out the obligations and objectives of this Agreement." Furthermore, please review Articles 2.3, 2.4, 2.5, and 2.6 which address Wholesale Services, Retail Services Through Affiliate, Commonwealth Services, and Dark Fiber Services, respectively.</p> <p>Yes, commercialization of conduit may be included as part of the RFP's scope. Commercialization of conduit is subject to certain approvals along with other provisions as specified in the MassDOT Wireline Telecommunications Lease Agreement 2011, Section 2.4., which can be found in folder D in the data room.</p>
2.	Assuming that a proposal honored the MBI's core requirements to 1.) Maintain MBI ownership, 2.) Restore financial viability, growth to the network and ROI to MBI, 3.) Offer services to retail and wholesale customers on a nondiscriminatory and open access basis and 4.) Build the network's reputation as a	The RFP provides flexibility through the Payment Proposal for potential bidders to propose a financial structure that works for their business, per Section 4.2.1 and 5.2.3. Edits to the draft NOA are also allowed, per Sections 4.3 and 5.2.4. The extent, nature, and magnitude of the proposed changes to the Draft

	<b>Question</b>	<b>Answers</b>
	<p>trusted partner to customers and partners, would MBI consider an alternate proposal for an optimal operator agreement, or is the form of proposal and structure specified in the RFP the only response form that will be considered and evaluated?</p>	<p>NOA will be considered in determining the Best Value to the Commonwealth in evaluating each proposal. Fundamental changes to the Draft NOA may be cause for rejection of a proposal. Respondents must use the bid format specified in the RFP and conform with the RFP submission requirements.</p>