

Southside Network Authority
Regional Connectivity Ring
Project Update

Southside Network Authority Board

November 12, 2021

Dual Strategic Paths

**SNA Funded –Authority
outsources operations and dark
fiber leasing**

IFB Construction

**Public-Private Partnership
(turnkey) Funded and operated
by private entity**

RFP P3

Self-Construction Path (IFB)

- What? Construction of Regional Fiber Ring project and up to 3 years of interim maintenance.
- Prequalification of Construction General Contractors
 - 8 responses received
 - SNA RFQ Review Committee reviewed applications for prequalification
 - 7 were prequalified (May 11, 2021)
- Bid Package Provided to 7 Prequalified Contractors
 - Procurement process requires award to lowest responsive bidder (bidder whose bid conforms in all material respects to bid package)
 - 6 bids received and analyzed by Executive Director, consultants, and representatives from Cities
 - Cox Communications lowest bid; Danella Construction second lowest (August 31, 2021)

The Numbers Tell the Story: SNA-IFB-2021-Bid Tab

Company	Construction Services	Construction Materials	Construction Total Bid	Maintenance (Three Years)
Cox Business	\$12,749,837.06	\$4,877,162.92	\$17,626,999.98	\$2,306,448.00
Danella Construction	\$16,281,366.00	\$8,280,047.58	\$24,561,413.58	\$2,429,545.09
Fishel	\$20,429,335.11	\$8,590,116.81	\$29,019,451.92	\$3,505,997.08
HMI Utilities, LLC	\$21,259,336.30	\$5,916,242.65	\$27,175,578.95	-
Quanta Telecom Services	\$22,804,867.02	\$6,790,774.35	\$29,595,641.37	\$576,000.00
SMC Infrastructure Solutions	\$19,540,447.42	\$6,856,737.29	\$26,397,184.71	\$852,900.00

Self-Construction Recommendation

- Authorize award of contract upon securing financing.
- Authorize executive director to negotiate extension of bids.
- Notice of intent to award to be issued:
 - First: Cox Communications Hampton Roads, LLC
 - Second: Danella Construction, Inc.

Public-Private Partnership Path (RFP)

- What? Obtain qualifications and conceptual proposals from potential private partners to design, build, finance, operate, manage, and commercialize (some or all) RCR.
- RFP Issued in May, closed August 24, 2021.
 - 4 conceptual proposals received
 - SNA P3 Selection Committee reviewed and analyzed conceptual proposals
- P3 Selection Committee
 - Carried out interviews and asked follow-up questions to Global Technical Systems (GTS)
- Committee Recommendation: Enter Detail Stage of P3 negotiations with GTS to maintain, operate, and market the RCR

Overall Recommended Approach

