

# **REQUEST FOR PROPOSAL**

**FOR**

## **Fiber Buildout GEA-West**

### **GREENEVILLE ENERGY AUTHORITY**

#### **GREENEVILLE, TN**

#### **Introduction**

Greeneville Energy Authority (GEA), an electric and broadband provider, is preparing to buildout its western territory with fiber optic cable to serve underserved/unserved customers in the area. These services will include access to high speed symmetrical internet and phone. This project is part of a grant received from Tennessee Economic and Development through ARPA funds.

#### **Greeneville Energy Authority Fiber Project and Network Overview**

Greeneville Energy Authority is located in Greene County, TN in the northeast corner of Tennessee. Greeneville Energy Authority is addressing the broadband needs of the unserved/underserved citizens of Western Greene County. The Outside Plant Fiber network will be designed as a FTTx network with an initial 1 by 2 split into a 1 by 32 splitter ratio and will utilize passive optical networking equipment with the associated OLT ports in the headend/hubs and ONT's at the premise. Construction will be ADSS in

the power zone where Greeneville Energy Authority occupies this zone. There is an approximate total of 350 miles of fiber optic cable plant. All NAP (network access point) locations will be transitioned from power zone to communication zone to make the system more user-friendly for installations.

## **Project Assumptions**

Greeneville Energy Authority is seeking a single Bidder/Contractor to construct the Outside Plant fiber network.

Greeneville Energy Authority will purchase all materials for the GEA-West fiber project. GEA will store, warehouse, and manage the materials during the construction of the fiber network.

The headend facility will be located at 200 Wren St, Greeneville, TN. If additional facilities are required, bidder will work with GEA to determine these locations.

This fiber network will be a FTTH solution and the following assumptions can be made for the purposes of this bid:

- The build will consist of roughly 350 miles of ADSS construction that will include a feeder and distribution component.
- Greeneville Energy Authority prefers the underground build to utilize existing occupied or unoccupied power conduits where feasible.
- Greeneville Energy Authority will utilize ADSS plant cable.
- The successful bidder will be responsible for obtaining all permits, rights-of-way, and easements. All permits should be in the name of Greeneville Energy Authority and GEA will incur the cost of the permit.
- It shall be the responsibility of the Contractor, prior to the initiation of construction on easements through private property, to inform the property owner of his intent to begin construction.
- Project must be complete by June 30<sup>th</sup> 2025.

## **1 RFP Instructions, Definitions, and Schedule**

The Bidder's RFP response should be prepared simply and economically, providing straightforward and concise descriptions of the Bidder's capabilities to satisfy the requirements of this RFP.

False or inaccurate information will result in the rejection of the Bidder's response. Once the bid has been submitted, material, process, design changes or product substitutions may not be made without prior written consent of GEA.

### **1.1 Bid Title**

The bid title for this project is "GEA-West Fiber Build."

### **1.2 Definitions**

Please note the following definitions of terms as used in this RFP.

Request for Proposal – The solicitation of a formal technical and cost proposal, including qualifications statement.

Bidder – Individual or firm, including any and all subcontractors, who submit a formal proposal and which may or may not be successful in being awarded the procurement.

Contractor – Individual or firm, to which Greeneville Energy Authority awards the contract.

Owner – Greeneville Energy Authority. The "Greeneville Energy Authority", "GEA", and "Owner" are used interchangeably.

### **1.3 Examination of Documents**

Bidders should carefully examine this RFP. It is the Bidder's responsibility to become familiar with the community of Greeneville and other factors that may impact the fiber network construction. It will be assumed that the Bidders have done such inspection through examinations, inquiries, and investigation.

Bidders shall address all items as specified in this RFP. Failure to address specified items may disqualify a Bidder from further consideration.

Submission of a proposal shall constitute evidence that the Bidder has made all the above-mentioned examinations and is free of any uncertainty with respect to conditions which would affect the execution and completion of this project.

### **1.4 RFP Modifications**

Owner reserves the right to modify or change any information presented in this RFP as more information becomes available or as

architectural/technological details are further defined. Any RFP modifications will be provided to all potential bidders by email.

### **1.5 Responsibility for Costs**

The Bidder shall be fully responsible for all costs incurred in the development and submission of the proposal or any other costs incurred by the Bidder prior to issuance of an agreement or contract. Owner shall not assume any contractual obligation as a result of the issuance of this proposal request, the preparation or submission of a proposal by a Bidder, the evaluation of proposals or final selection.

### **1.6 RFP Submission**

#### **1.6.1 Deadline**

RFP responses must be received no later than 2:00 P.M., Eastern Time, April 17, 2024. All RFP's must be clearly marked "Greeneville Energy Authority – GEA West Fiber Build". Responses received after the submission deadline will not be considered and will be returned unopened if the Bidder is identified on the envelope.

#### **1.6.2 RFP Deliverables**

One (1) electronic copy in Microsoft Office (Word, Excel, PowerPoint, Visio) and/or Adobe Portable Document Format (PDF) of the RFP response must be delivered in a password protected file on or before the due date, and must follow the format indicated in Section 3 "RFP Format and Contents" of this document.

Submit responses via email to:

**GEA Purchasing**  
[purchasing@mygea.net](mailto:purchasing@mygea.net)

GEA will request the password to the electronic RFP response once the due date has expired.

### **1.7 Confidentiality**

Greeneville Energy Authority shall use its best efforts to preserve the confidentiality of any business proprietary or confidential information submitted by the Bidder which is clearly designated as such by the Bidder. Given that Greeneville Energy Authority is a municipal corporation, it has commitments and obligations subject to "freedom of information" laws or similar statutory disclosure requirements. Greeneville Energy Authority is subject to full compliance with these laws

and statutory requirements. Compliance with these laws or statutes shall be deemed not to constitute a breach of requested confidentiality of a given proposal response to the RFP.

### **1.8 Effective Period of Proposal**

The proposal shall be binding upon the Bidder for sixty (60) days after the proposal due date. The Bidder may withdraw or modify their proposal at any time prior to the due date upon written request, signed in the same manner and by the same person who signed the original proposal.

### **1.9 Evaluation Criteria**

Scoring of responses will be based primarily on price and the respondents' ability to complete the project on time. The following additional criteria will be considered during the evaluation process in no particular order:

- Conforming to the RFP and project approach
- Qualifications and experience of the company and key staff
- Ability to perform and financial stability of the Firm
- Review of references and previously completed projects

If for any reason Greeneville Energy Authority and the winning bidder cannot execute an agreement, Greeneville Energy Authority will re-evaluate the remaining firms and may select the next qualified bidder or reject all bids.

#### **1.9.1 Workforce**

Describe the Bidder's organizational structure and breakdown of number of employees by function.

Profile each of the persons holding major corporate responsibilities over the last four years related to this Fiber solution (e.g., CEO, COO, CTO, VP R&D, VP Engineering, VP Marketing; VP Sales, VP Manufacturing, etc.). Indicate how long each person has held their position.

Identify local account manager, local technical resources, and additional staff that Bidder feels critical to success of Greeneville Energy Authority's project. Indicate persons that will be direct

participants within the daily activities of the project. Identify what part(s) of the project each person would be responsible for.

### **1.9.2 Project Experience**

Describe all fiber network builds and/or FTTx projects your company has been involved with during the past three years. Owner may contact other project owners as references. Include the following for past projects:

- Customer name and contact information (phone and e-mail if available);
- Type of customer (ILEC, developer, rural telephone, electric utility, MSO, municipality, etc.);
- Contract start and finish dates;
- Size of project (number of homes passed and miles of plant);
- Overall scope of the project;
- Bidder's role in the project;
- Present stage of the project.

### **1.9.3 Indemnification**

Bidder shall agree to indemnify and hold harmless Greeneville Energy Authority from any and all loss, damage, etc. resulting from the Bidder's work on behalf of Greeneville Energy Authority, except in the case of Greeneville Energy Authority's sole negligence.

## **2 Terms and Conditions**

### **2.1 Award of Contract**

A letter indicating the selection of the successful Bidder will be issued by Greeneville Energy Authority. This letter will state that the Bidder has been tentatively selected to build the Fiber network system and that a contract will be awarded upon, and only upon, successful contract negotiation with the Bidder.

Upon issuance of the letter of Bidder acceptance, it shall be necessary for GEA and the Bidder to negotiate a mutually acceptable detailed contract based on this document and the Bidder's proposal. The contract will indicate all approved exceptions, all agreements reached during negotiations, any options approved, implementation schedule, and final acceptance criteria. The resulting contract document shall be used as the basic project document and shall be considered binding on both parties. If a Bidder has a standard contract they prefer, they should include a copy with the proposal for GEA's review.

### **2.2 Warranty**

To protect the investment of the Owner, the successful Bidder shall fully guarantee all hardware, materials, and workmanship for a minimum period of one year. Deficiencies, any non-conforming or defective work which occur within the first year after system acceptance will be corrected by the successful bidder within thirty (30) days following notification by the Owner and at no additional cost to Owner. The original warranty period for any item corrected will remain in effect.

### **2.3 Certificate of Acceptance**

Once final inspection and acceptance has occurred as per the terms and conditions of the contract, the successful Bidder must submit a certificate of acceptance before final payment will be made by Greeneville Energy Authority.

### **2.4 Assignment**

The Bidder shall not assign in whole or in part any contract resulting from this RFP without the prior written consent of the Owner. The Bidder shall not assign any money due or to become due to him under said contract without the prior written consent of the Owner.

## **2.5 Suspension for Noncompliance with Contract Requirements**

Owner may order suspension of any work in whole or in part for such time as deemed necessary because of the failure of the Bidder to comply with any of the requirements of this agreement.

When the Owner orders any suspension of the work, the Bidder shall not be entitled to any costs or damages resulting from such suspension.

## **2.6 Certificate of Insurance**

The Bidder shall procure and maintain for the duration of the contract insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work by the contractor, his agents, representatives, employees or subcontractors, if applicable.

### Minimum Scope of Insurance:

- General Liability
- Auto Liability, if applicable
- Worker's Compensation Insurance
- Professional Liability, when applicable

### Minimum Limits of Insurance:

General Liability — No less than \$1,000,000 per occurrence for bodily injury, personal injury and property damage. General aggregate limit shall apply separately to each project/location and limit shall not be less than the required occurrence limit. An Excess Umbrella coverage amount of \$5,000,000 is required

### Auto Liability:

No less than \$1,000,000 per occurrence combined single limit per accident per for bodily injury and property damage.

### Workers Compensation and Employers Liability:

**Workers Compensation as required by the State of Tennessee and Employers Liability** limits of no less than \$500,000 for bodily injury per accident.

### Professional Liability

No less than \$1,000,000 in coverage for professional liability and negligence is required.

### Deductibles and Self-Insured Retention:

Any deductible or self-insured retention must be declared to and approved by the Owner.



#### Other Insurance Provisions

The policy or policies are to contain, or be endorsed to contain, the following provisions:

1. Contractor insurance to be considered primary for losses that occur as a direct result of the contractor's actions. The policy should cover Greeneville Energy Authority for any liability arising out of the activities performed by or on behalf of the contractor, including products and completed operations of the contractor; or automobiles owned, leased, hired or borrowed by the contractor. The coverage shall contain no special limitations on the scope of the protection afforded to Greeneville Energy Authority, its officers, officials, employees or volunteers.
2. Any insurance maintained by Greeneville Energy Authority shall be in excess of the contractor's insurance.
3. Coverage shall state that the contractor's insurance shall not be suspended, voided, canceled, reduced in coverage or in limits except after 30 days written notice.

#### **2.7 Verification of Coverage**

The Bidder shall furnish Greeneville Energy Authority with certificates of insurance and with original endorsements. The certificates and endorsements for each insurance policy are to be signed by a person authorized by that insurer to bind coverage on its behalf. The certificates and/or endorsements are to be provided to Greeneville Energy Authority on standard form before a contract is valid.

#### **2.8 RFP Inquiries**

All inquiries and requests for information affecting this RFP must be submitted by email to:

Phil Bradley  
Broadband and Technology Director  
Greeneville Energy Authority  
pbradley@mygea.net

All inquiries and requests must be received no later April 10, 2024. Written questions and or email requests for clarification received after this deadline will not be considered. Greeneville Energy Authority will make every

attempt to address each question within two (2) business days. All potential bidders will receive copies of all questions and answers.

## **2.9 Schedule of Activities**

**Each interested Bidder is required to submit an intent to respond. Please complete Exhibit C in full and return it by the specified date.**

Greeneville Energy Authority has established the following schedule:

Issue Smart Grid Fiber Network RFP	March 27, 2024
Intent to Respond	April 3, 2024
Final Acceptance for Bidders' Questions	April 10, 2024
<b>RFP Responses Due</b>	<b>2:00 P.M. EST April 17, 2024</b>
Notify of Selected Design/Build Firm	April 23, 2024

## **2.10 Signature of Authorized Representative**

A person, who is authorized on behalf of the Bidder, must sign the original RFP document in ink and include their title and position within the firm.

## **2.11 Exceptions**

Bidders agree by their proposal to the RFP requirements to abide by the procedures set forth therein. Material modifications in the description or responsibilities of the parties will not be accepted.

### 3 RFP Format and Contents

To help ensure that all proposals receive the same considerations, a standard layout for submittal is required.

Section	Topic
1	Letter of Transmittal
2	Table of Contents
3	Executive Summary
4	Bidder Information
5	Engineering, Design and Construction Requirements
6	Pricing
7	Additional Information

The topics must be organized under the specific section as stated above and indicated appropriately. Each topic must be addressed in the Bidder's RFP response or the response may be rejected.

As stated previously, other than requiring the above sections, Bidders can use their own expertise to provide the required information. Bidders are encouraged to include as much pertinent data and information as necessary to allow the Owner to make an informed and thorough decision. The Bidder should go into enough detail that the Owner can understand the proposed design, its benefits to the Owner, and any qualities that make the proposed design superior to other designs.

#### 3.1 Letter of Transmittal

Provide a transmittal letter with the following:

- A brief Bidder introduction
- Highlights of the Bidder's qualifications and ability to perform the project services
- The name, title, phone number, fax number, e-mail address, and street address of the person in the Bidder's organization who will respond to questions about the RFP

### **3.2 Executive Summary**

Provide an executive summary (less than 3 pages) with the following:

- Why Greeneville Energy Authority should consider the bidder to construct the fiber optic network
- Bidder's experience and qualifications
- Synopsis of Bidder's methodology specific to this RFP

### **3.3 Bidder Information**

#### **3.3.1 Company Overview**

Provide an overview including the following information about your Company:

- Company name, date established, number of employees, business address, phone number, fax number, e-mail address;
- Brief statement of the Bidder's background, demonstrating longevity and financial stability;
- Strategic partnerships;
- Lines of business conducted by company;
- Description of any recent mergers or acquisitions.

#### **3.3.2 Finance**

Provide a narrative describing the firm's financial condition and willingness to undertake and complete the project proposed and to furnish equipment and services in accordance with this RFP. Any additional financial information not specifically requested that the bidder believes would prove their financial condition should be provided.

#### **3.3.3 Workforce**

Describe the Bidder's organizational structure and breakdown of number of employees by function assigned to this project. Provide a profile for each of the persons holding major project responsibilities. Indicate persons that will be direct participants within the daily activities of the project. Identify what part(s) of the project each person would be responsible for. Identify the qualifications of any employees who may be working in the electric safety zone. Describe your Employee Safety program.

#### **3.3.4 Project Experience**

Describe all Smart Grid Fiber and/or FTTH Construction projects your company has performed during the past five (5) years. Only list projects where your company has had prime contractor responsibility. Owner may contact project owners as references. Include the following for past projects:

- Customer name and contact information (phone and e-mail if available)
- Type of customer (ILEC, developer, rural telephone, electric utility, MSO, municipality, etc.)
- Contract start and finish dates
- Size of project (number of homes passed and plant miles)
- Overall scope of the project
- Bidder's role in the project
- Present stage of the project

### **3.3.5 Bidder History**

Provide a statement as to whether the Bidder or any other entity which they control or which has a controlling interest in their operations has

- Filed for bankruptcy within the last five (5) years
- Been suspended or barred from bidding on government contracts
- Been subjected to any federal, state, or local audits
- Had any contracts relevant to the work requested in this RFP terminated either voluntarily or involuntarily within the last five (5) years
- Has had any legal actions brought against them for any illegal activities relevant to the work requested

### **3.3.6 Insurance**

Respondents must provide proof of insurance as stipulated in section 2.8 of this request.

### **3.3.7 Bid and Performance & Payment Bonds**

Each proposal must be accompanied by a Bid Bond payable to Greeneville Energy Authority for five (5%) percent of the maximum "not to exceed" pricing of the proposal bid. A Performance Bond and Payment Bond, in the amount of one hundred (100%) percent of the contract price, with a corporate surety approved by Greeneville Energy Authority, will be required for the faithful performance of the contract.

### **3.3.8 Non-Collusion Clause**

A notarized non-collusion clause must be included in all proposals. A copy of the required Non-Collusion Clause is contained in Exhibit B.

### **3.3.9 Title VI Compliance**

The successful bidder must acknowledge and understand that Greeneville Energy Authority is an equal opportunity employer. It is the policy of Greeneville Energy Authority not to discriminate on the bases of race, color, national origin, age, sex, marital status, or mental or physical

handicap in its hiring and employment practices, or in admission to, access to, or operation of its programs, services and activities. With regard to all aspects of this project, the successful bidder must certify and warrant that it (and any subcontractors) will comply with this policy.

## **4 RFP Construction Requirements**

Greeneville Energy Authority requests that each Bidder provide point-by-point response for each section. The Bidder shall provide supporting explanations or additional information as needed. The Bidder must meet the specific requirements listed in this section.

### **4.1 Project Management**

The respondent must provide information to perform the work as described. Provide a brief summation to the following;

- Provide information about employees that will be working on this project. Information should include resumes, their responsibilities, qualifications and their availability to work on this project.
- The responding firm is to provide an organizational chart. The chart should include all key personnel, their roles and responsibilities.
- Owner will require weekly project meetings. The successful bidder shall have a person onsite capable of representing the company in these meetings.
- The respondent shall assign a project manager to be on-site and describe his roles and responsibilities.
- The respondent's quality control procedure is to be submitted with their response.
- Owner will track the project using MS Project. A weekly update is required by the successful contractor.
- Obtain all required state and local permits
- Conduct weekly safety meetings with all appropriate personnel, including Owner's staff when necessary
- Interface with local telco and cable operator in the event of damage to their plant during construction.

### **4.2 Project Schedule**

The contractor must provide Owner a timetable outlining the construction process from beginning to end. Milestones should be established to monitor progress. If work is to be performed concurrent with other tasks or is dependent on other activities the respondent should clearly identify the activities within the schedule. If any task or milestone is the responsibility of Owner, please provide this information in the timetable. Updates between the selected firm and Owner are critical during this phase of the project. It is the responsibility of the contractor to provide sufficient manpower and equipment to maintain the schedule once approved by Owner. The deadline for the projection completion will be June 30<sup>th</sup> 2025.

### **4.3 Subcontractors**

If your firm seeks the help of outside contractors to complete any portion of the project, please provide the following:

- Provide the subcontractor's company information and its qualifications.
- Bidders have the option of subcontracting parts of the services they propose. The Bidder's proposal must include a description of any anticipated subcontracting arrangements and the information stated below. The successful Bidder shall ensure fulfillment of all contractual provisions by subcontractors. Owner must provide approval if the bidder wishes to include a subcontractor after they have been awarded the contract.

### **4.4 Outside Plant Construction**

The selected contractor will be responsible for all outside plant construction and management of field activities including management of Owner provided materials. Please provide the following:

- Owner will purchase all materials related to this project.
- Construction will conform to National Electric Safety Code, OSHA and all manufacturers' standards.
- The construction team will manage all customer care and notifications during the construction phase. Describe your approach to residential and commercial notification and trouble resolution.
- The construction team will be responsible for all aerial and underground construction of the outside plant. For all underground construction please describe your installation methods.
- How often has your firm requested change orders during construction projects and how do you facilitate that order?
- Provide Owner with a copy of your general installation procedures and requirements.
- The selected Contractor is responsible for identifying and avoiding all existing utilities and will comply with Tennessee One Call requirements and will coordinate with Owner on all locations where plant will be installed underground.
- Bidder will coordinate with Owner on utilizing existing underground conduits occupied or unoccupied for fiber installation.
- The selected Contractor will only proceed with installation after Owner approves the attachment and construction methods.
- Describe how Contractor will handle fiber storage.
- Describe how Contractor will conduct traffic control during construction.



#### **4.4.1 Fiber Installation Requirements**

The selected contractor will conform to TIA/EIA standards while installing Fiber Optic Cable. Please provide the following information or acknowledgement of Owner's requirements:

- Accepted Optical Attenuation loss in reference to fiber installation related to this project following TIA/EIA standards.
- Verification of Link Integrity. Optical Time Domain Reflectometer (OTDR) traces revealing a point of discontinuity greater than 0.30 shall be a valid basis for rejection of test fiber by the owner.
- An OTDR will be used by Contractor to test splice loss and to conduct overall analysis. OTDRs utilized will be capable of saving traces in a format generated by EXFO OTDR and software (or equivalent). All OTDR tests will be saved and submitted for sign-off (uni-directional for LCP to NAP testing).
- An Optical Power Meter will be used to measure dB level on each fiber from the Hub to the LCP to verify continuity between fibers (no transposed or "frogged" fibers will be allowed). Power level will be recorded and submitted for sign-off.
- LCP to NAP Spans will be OTDR tested. Each span will be tested at both wavelengths (1270nm and 1577nm) for 30 sec trace time uni-directionally. Tests will be accepted on an overall total loss. Losses will be taken using the OTDR's measurement analysis. At patch panel traces will include the use of a 1-km launch reel or a 20 meter jumper.

#### **4.4.2 Facility Management**

Owner recognizes the need for contractor facilities to complete the construction of the project. All Owner materials will be stored at GEA's location and will be distributed by GEA warehousing.

### **5 Price Proposal**

Please complete the unit pricing form in Appendix A. The pricing structure is broken into sections. The successful Bidder shall be required to:

- Furnish all consumable supplies, supervision, transportation and other accessories, services and facilities.
- Provide and perform all necessary labor.
- Execute and complete all specified work to the satisfaction of Owner in accordance with good technical practices, with due diligence and in accordance with the requirements, stipulations, provisions and conditions of this RFP and the resulting contract.

- Provide on-site project management throughout the implementation, testing and acceptance.
- Provide all test results in electronic format.

### **5.1 Invoice and Payment Clause**

Deliverables under the contract shall be delivered on a schedule to be agreed upon in a contract with Owner. The Contractor may submit invoices to the designated Owner Project Manager in accordance with the schedule to be negotiated and included in the contract. Upon approval of each invoice, Owner will process payment to the Contractor. Invoices must provide clear descriptions of the work performed.

## 5 Additional Information

Please include:

- Applicable company brochures
- Construction specification sheets for FTTH deployments
- Information with regard to Bidder's resources that are deemed advantageous to the success of the project. This might include other management capabilities and experience, general equipment list, technical resources, and/or operational resources not directly assigned to this project, but available if needed
- Comments about proposed schedule included in Section 2.9 "Schedule of Activities" of this RFP, including whether or not your company can support this schedule, or possible availability dates
- General comments or suggestions
- Solution sketches as appropriate
- Other information Bidder may deem relevant and useful to Owner in the evaluation of the RFP response
- Appropriate business and/or contractor licenses for the state of Tennessee and local jurisdictions.

## **7 General Provisions**

### **7.1 RFP Acceptance and Rejection**

Greeneville Energy Authority reserves the right to accept any RFP; to reject any or all RFPs; to waive irregularities or informalities in any RFP; and to make the award in any manner deemed in the best interest of Greeneville Energy Authority.

### **7.2 Presentations and Site Visits**

Selected Bidder(s) may be invited to make a presentation. If so, Greeneville Energy Authority will notify Bidder of the date and time of its presentation. In addition, selected Bidder(s) may be asked to participate in one or more site visits with Owner representatives to investigate the Bidder's ability to meet the project requirements. All costs incurred by the Bidder in the presentations or site visits will be the responsibility of the Bidder.

### **7.3 Selection Criteria**

The Owner intends to select and contract with the Bidder that demonstrates, in Owner's opinion, the highest degree of technical and professional merit. Owner will then negotiate with the selected firm over the technical aspects of the scope of work, deliverables, schedule and fees. However, if a negotiated agreement cannot be reached, Owner may choose to open negotiations with the Bidder that demonstrates the next highest degree of merit.

### **7.4 Contract Cancellation**

If the Bidder's proposal progresses to a contract for services, Greeneville Energy Authority reserves the right to terminate all or any part of the contract at any time upon prior written notice to Bidder. Thereafter, Owner will pay Bidder's costs properly allocated to work performed prior to the termination.

## Appendix A

In addition to the unit pricing below, as an addendum to Appendix A, each Bidder should submit to Greeneville Energy Authority, using the general assumptions below, a detailed “Not to Exceed” pricing showing estimated total units for the build. Additionally, Bidder should include any units they believe are not shown below. This “Not to Exceed” pricing will become part of the winning Bidder’s contract.

Appendix A Pricing Summary			
<b>Assumptions:</b>			
350 miles of Aerial Construction			
Description	Units	Unit of Measure	Total
R/R and Interstate Permitting	1	Each	
DOT Permitting	1	Per Mile	
Construction Management Fee- Aerial	1	Per Sheath FT	
Aerial Placement of ADSS in Power Zone	1	Per Sheath FT	
Construction Management Fee- Underground	1	Each	
Composite Underground Pricing - Traditional Construction	1	Per Strand FT	
Composite Underground Pricing - Add for 2nd Conduit	1	Per Strand FT	
Rock Cutting Adder	1	Per Strand FT	
Cut and Restore Asphalt or Concrete	1	SQ FT.	
Install NAP or Splice Vault	1	SQ FT.	
Install Drop Vault	1	Each	
Splice Closure Prep- Main & Distribution	1	Each	
Fiber Splicing	1	Each	
OTDR Testing and Documentation	1	Each	
Install Riser Guard for LCP	1	Each	
Install Riser Guard for NAP – in Comm Zone on pole	1	Each	
Install FDH cabinet	1	Each	

**EXHIBIT B**

**Non-Collusion Clause**

Date: \_\_\_\_\_

RE: Non-Collusion Clause  
Greeneville Energy Authority Smart Grid Fiber Optic Network  
Engineering, Design and Construction RFP

Gentlemen:

We do hereby make affidavit that we have not entered into any agreement with any other Bidder to fix the price which he will bid, and that there has been no collusion with any other Bidder. Nor has there been any collusion with any employee or official of Greeneville Energy Authority or employee of an engineering firm employed by Greeneville Energy Authority.

Officer

\_\_\_\_\_  
Bidding

Subscribed and sworn to before me, a Notary Public, this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_

\_\_\_\_\_  
Notary Public

## EXHIBIT C

### **Acknowledgement of RFP and Intent to Respond**

Please complete this page and return to Greeneville Energy Authority by, 5:00 PM. EST, April 3, 2024 and return via email to:

Phil Bradley  
Broadband and Technology Director of Greeneville Energy Authority  
pbradley@mygea.net

I \_\_\_\_\_  
(Authorized Individual)

Representing \_\_\_\_\_  
(Company Name)

Have received Greeneville Energy Authority request for proposal for the Construction of the planned GEA-West Fiber Optic Network. I have received the following documents:

RFP documents file    Yes\_\_\_ No\_\_\_

And do\_\_\_ do not \_\_\_ intend to submit a proposal.  
(Mark one with an x)