



Broadband Planning, Design, and Engineering, Construction for Tusayan, Arizona

Project: TusayanBB050418

May 2018

Project Description:

Deliver broadband solutions that provide a consistent, pro-rate guarantee, of minimum 25MB download and 10Mbps upload speed with unlimited data, and bandwidth to support local businesses, tourists, and residents, which can easily exceed 20,000 connections per day. Options for increased speeds (through additional customer paid rates) will be preferred.

Tusayan and the Grand Canyon National Park have experienced annual record-setting increases in tourist visitation in each of the last 3 calendar years, from 5 million to 6.25 million visitors. It is anticipated that visitation trend will continue for the next several years. Hotel, Motel, Lodge and RV Parks have consistently maintained 85% annual occupancy, increasing to 99% occupancy from March through November.

Infrastructure development for any proposed system may require cooperation with the United States Forest Service, as well as local private property and business owners. The Town of Tusayan provides no physical infrastructure but may assist in facilitation of contacts and discussions. The Town of Tusayan does not anticipate providing compensation to the successful proposal provider for project equipment. Tusayan will not provide compensation for services or equipment supporting commercial or business enterprises.

The electrical power provider for the Town of Tusayan is Arizona Public Service. Almost all streetlights and poles within the town are located on both sides of Arizona Highway 64 (business area) and will require successful use easement approval from the Arizona Department of Transportation, as well as Arizona Public Service.

Scope of Work:

Tusayan is the gateway community to the South Rim of the Grand Canyon National Park. The South Rim is the most well-known tourist and viewing site of all Grand Canyon locations. The population of Tusayan fluctuates between 450 and 600 residents, dependent upon tourist needs. Improved broadband speeds and bandwidth is urgently needed for employees, residents and businesses.

Employee residents are mostly housed in multi-dwelling complexes owned and maintained by the various employers. These structures include single family housing units (modular/mobile homes), apartments, travel-trailers, RV's, and dormitories both on and off the main business' premises.

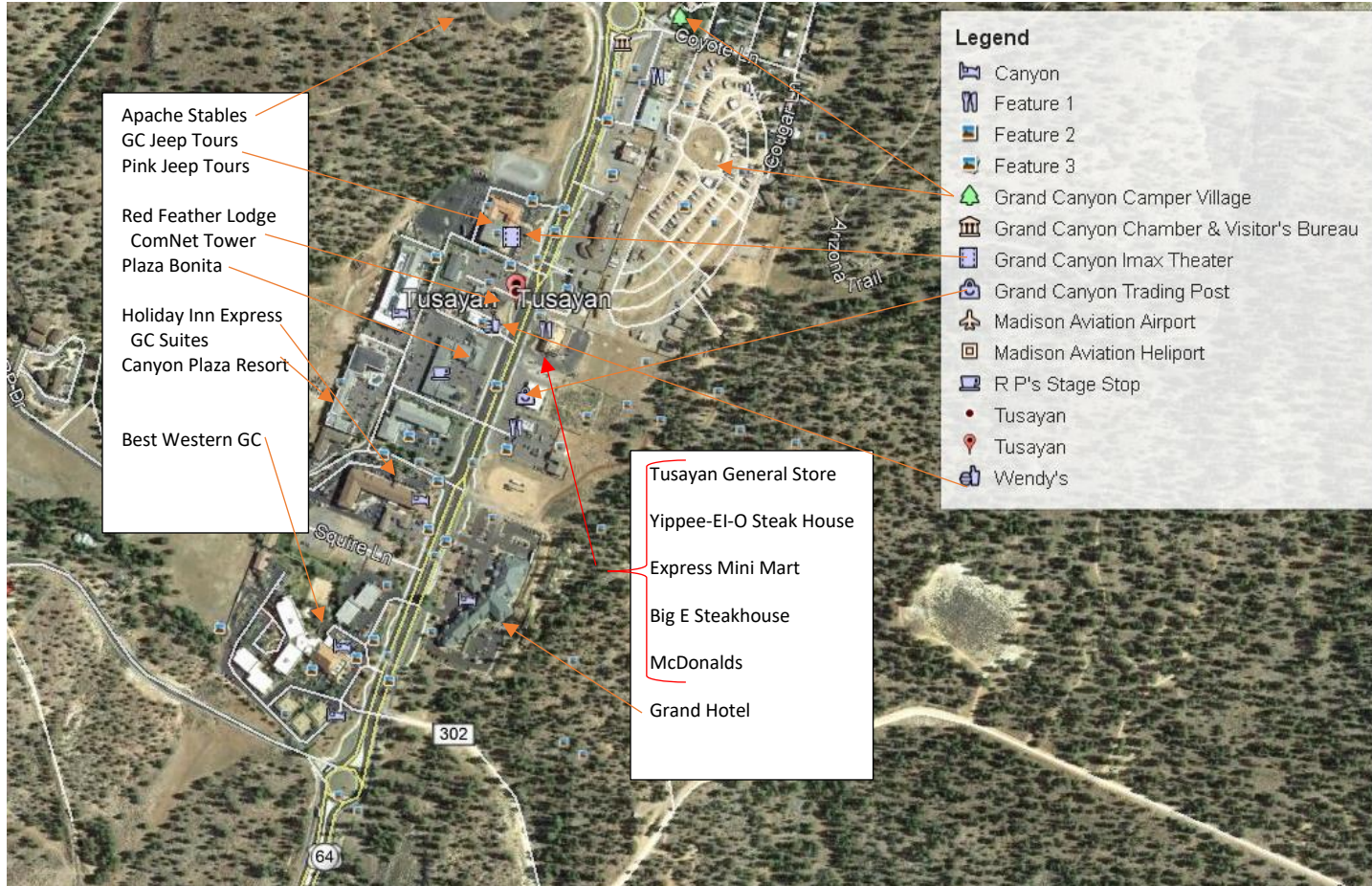
Currently, broadband support is provided by Century Link hard line DSL (copper) with limited connections, a significant waiting list, and a few microwave providers. There are ILEC/CLEC connections in Flagstaff and Williams. The map below shows the town, tower locations, and ILEC/CLEC locations.



There is a tower in the Park, near the Village. CommNet tower is behind the Red Feather Lodge. Crown Castle tower is SW of the airport. A tower in Valle, AZ. CTL has a tower in Williams, AZ and in Flagstaff, AZ

There are towers in the Park, in Tusayan, at the airport, southwest of the airport, in Valle, AZ and in Williams and Flagstaff.

Tusayan, Arizona Business Locations



The deliverable from the successful proposal provider must provide residents and businesses with consistent 25/10mps speeds and sufficient bandwidth to insure sustainability of businesses, retention of residents, and satisfaction of tourist guests.

Businesses that provide employee (multi-dwelling) housing include, but not limited to:

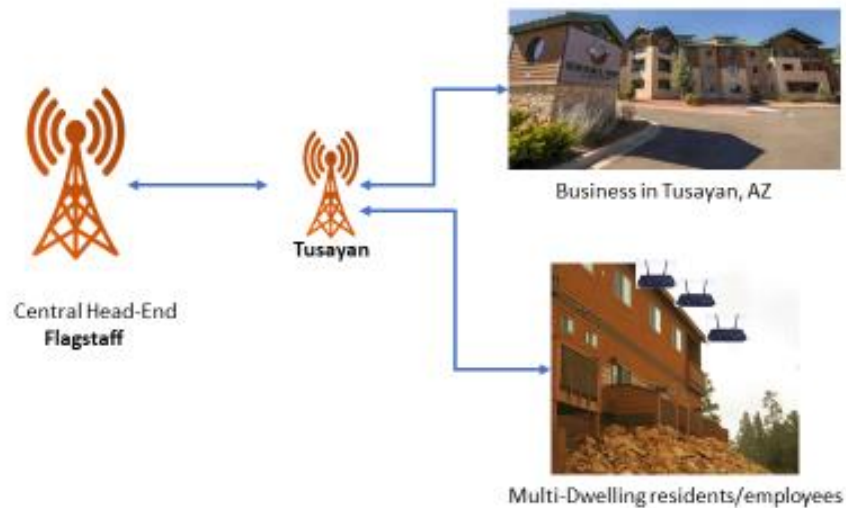
1. Red Feather Lodge
2. Grand Hotel
3. Holiday Inn
4. Best Western – Grand Canyon
5. Big E Steakhouse
6. Papillon Grand Canyon Helicopters
7. Grand Canyon Camper Village
8. ADOT's Grand Canyon Airport
9. Maverick Helicopters
10. McDonalds, Wendy's, R.P. Stage Stop, We Cook Pizzas & Pasta

Multichannel Multipoint Distribution System (MMDS)

At the head-end (i.e. Flagstaff) data is processed, converted to a GHz frequency range and sent to microwave tower(s) (Tusayan).

EXAMPLE:

Broadband system for businesses and multi-dwelling residents/employees.



Respondents to this RFQ will be responsible for securing the frequency to meet the speeds (25Mbps download and 10Mbps upload) and obtain permission for equipment on existing towers, in addition to transmission equipment for employees/residents to access the internet.

Respondents are responsible for providing the following:

1. A detail Schedule of activities required to meet the goal.
 - a. Estimated Start
 - b. Detail activities
 - c. Estimated Completion
 - d. Detail Description of Deliverables
 2. Budget (CAPEX)
 - a. Material costs
 - b. Labor costs
 - c. Overhead/burden costs
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3. Detailed explanation of deliverables
 - a. This will include contract terms for:
 - i. Businesses (equipment, services, length of contract)
 - ii. Residents (equipment, services, length of contract)

4. General information
 - a. Where are you headquartered?
 - b. How close do you have a presence (manpower and materials) to Tusayan?
 - c. What is the number of clients you require to obtain a return on investment?
 - d. Is your system solution using licensed or unlicensed bandwidth?
 - e. Have you performed a similar project? What was success rate?
 - f. Fiber data line development is proposed for the Town of Tusayan and the Grand Canyon Unified School District, through E-Rate projects. What impact will this have on your proposal?

Please Quote Business and Resident rates separately.

Business: _____

Resident: _____

Due Dates / Time:

A Question and Answer conference call is scheduled Wednesday, May 16, 2018, at 10:00 a.m. (Arizona time). Please call Tusayan Town Hall at 928-638-9909 to confirm your participation. At the time of your confirmation, a conference call number and code will be provided.

RFQ responses are due to the Tusayan Town Manager on Friday, May 25, 2018 by 4:00 p.m. (Arizona time)

Responses will only be accepted by email to the email address of Eric Duthie, Tusayan Town Manager:

tusayantownmanager@gmail.com