

Wireless Oakland RFQ
Response to the Request for Clarifications
Date: June 20, 2005

Question 1:

Since there is no promise of services to be purchased by the county from the winning bidder, and since there is no market protection/exclusivity clause (at least that I could find), what is the advantage of winning the bid versus simply installing a network on our own? Perhaps I'm missing something, but it appears that the winner will be required to install a several-million-dollar network, provide some free service to a portion of the community, and still be left to compete for customers with all incumbent phone and cable companies, with no compensation or promise of business.

Response:

This RFQ process will be the only time the County and local units of government will be working with selected respondents to facilitate access to the public assets mentioned in the RFQ. The facilitated access will reduce the upfront expenditure and deployment time and allow the selected private partners to capture a market.

Questions 2:

Please clarify the definition of "free" Internet. Does it pertain to business, residential, and or all of the above? As TCW is currently in negotiations with the Township and the Village of Holly Michigan, how will the WOPC initiative affect negotiations that may be currently underway with local communities?

Response:

As a part of their business model, each provider must provide free connectivity to the internet for every resident, business and visitor of Oakland County. Wireless Oakland is a county-wide initiative, and as such intends to provide service in every local community. If a private provider would like to continue discussions with individual communities, it is of their own discretion.

Question 3:

The combination of the large number of possible models and the time to form partnerships and collaborations for this project has taken many respondents quite a long time to determine their roles and their responses. The market is still aligning on many of these issues. Will Oakland County extend the due date for responses by six weeks?

Response:

No, the Wireless Oakland Project Team does not plan to extend the response deadline at this point in time.

Question 4:

All of the responses to requests for clarification are to be posted. Many such requests were made at the pre-bid meeting. When will we see them in posted form?

Response:

The Wireless Oakland Project Team does not intend to document each question and response from the Pre-Bid Meeting. An FAQ that highlights the common questions will be posted on the Wireless Oakland website the week of June 13, 2005.

Question 5:

It was our understanding that additional assets from the CVTs would be made available. When will that list be available?

Response:

The Wireless Oakland Project Team is reviewing the list of assets provided by the CVTs now. The additional assets will be available during the pilot network design phase of the project.

Question 6:

Are there any public agencies or current Oakland contractors who will need to be scheduled and paid by the providers/WISP s during the installation of equipment on public assets?

Response:

The Wireless Oakland Project Team is currently not aware of any existing contractors who would need to be paid to install equipment on public assets.

Question 7:

If multiple providers are selected, what role will the WOPC play in determining the price and scope of free and for-fee services to be provided during the term of the contracts? Will there be a single county-wide structure of services and fees? Please explain.

Response:

The Wireless Oakland Public Corporation will NOT have a role in determining the rates charged by the private providers for the “for-fee services”. In addition, the WOPC does not plan to create a single county-wide structure for services and fees. Fees and services may vary by private provider service area.

Question 8:

What role will the county play in training novice users?

Response:

Respondents should refer to Section 3.4.6 of the RFQ for a description of the Implementation and Support Services that will be expected of a provider. The County will not have a role in the training of novice users but the second goal of the Wireless Oakland initiative will address training of underserved populations within Oakland County.

Question 9:

Can free accounts be terminated if, for example, the account holder fails to pay for-fee invoices?

Response:

If a private provider would like to make this stipulation in their business model and subsequent service agreement, they are free to do so.

Question 10:

I do not understand exactly what falls in the guidelines of a proposal narrative. My understanding is that we write a narrative of a person who is actually using the free and for-fee wireless Oakland service on a regular day. Is it inappropriate to develop a character and write this narrative in first person?

Response:

Oakland County will not require a specific format (guidelines) for the proposed narratives. Through the narrative, the WISP should provide an illustration of the expected “free” and “for-fee” user experience. The narrative should also include an overview of the anticipated captive portal and single log-in experience. Respondents can use a format of their choosing to provide this illustration.