Broadband RFP Results & Resolution
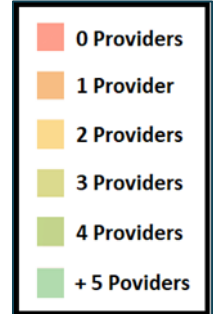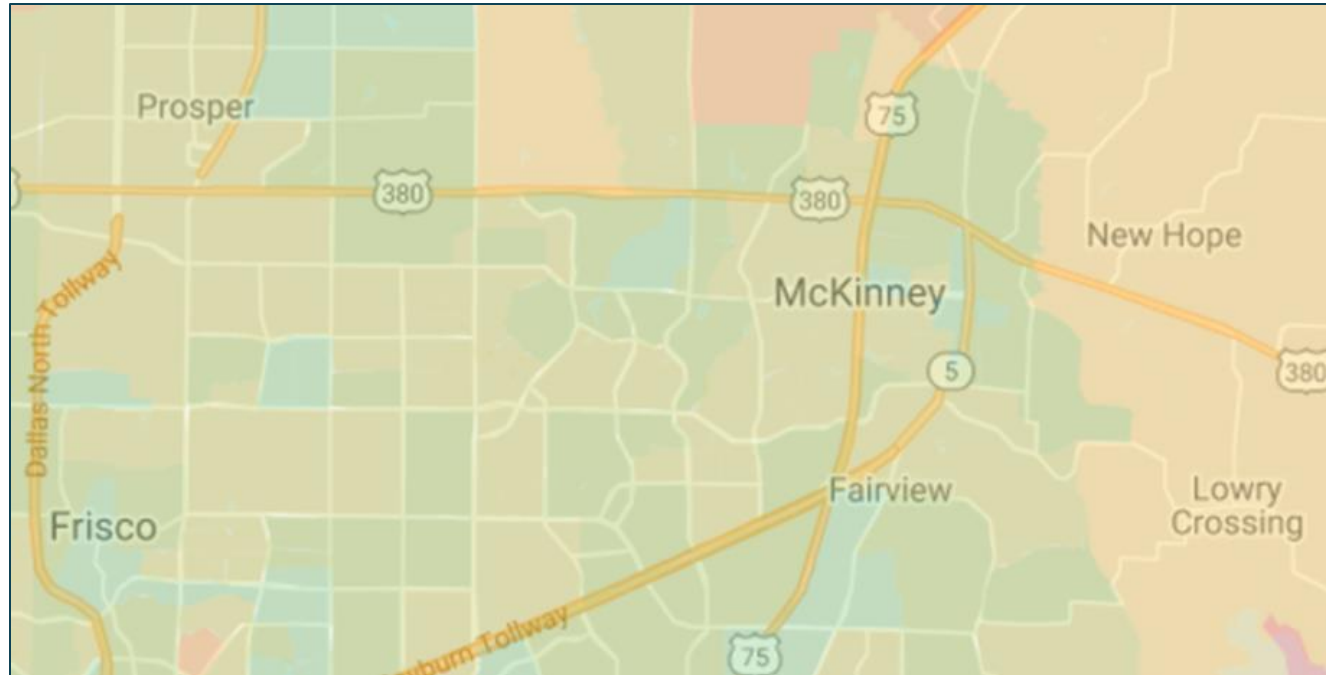
Trevor Minyard, Director of Strategic Services

Market Assessment

At a high-level view, it appears that there is a decent amount of coverage (access) across most of the City

Legend:
- 0 Providers
- 1 Provider
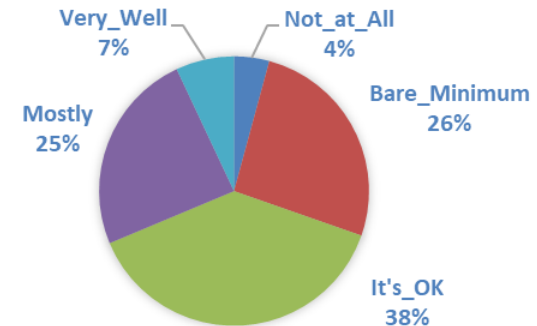- 2 Providers
- 3 Providers
- 4 Providers
- + 5 Poviders

Current State

Ranked 93rd in TX in Connectivity

Roughly 30% Fiber Coverage

COUNT OF HOW WELL DO YOU THINK THE CURRENT PROVIDERS MEET THESE NEEDS?

Very_Well 7%
Not_at_All 4%
Bare_Minimum 26%
Mostly 25%
It's_OK 38%

How strongly do you feel that the City needs to help coordinate better broadband?
(5=Very Likely, 1=Very Unlikely)
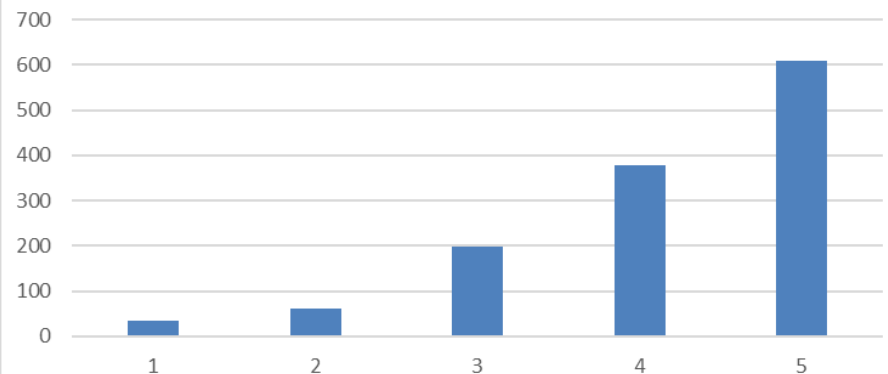
Assessment Takeaways

- In general, internet options appear to be good in McKinney
- There are areas in which the survey speed tests warrant improvement
- Adoption of services – results do not provide a clear picture, but is important to monitor
- Fiber networks – fiber accounts for less than 1/3rd of McKinney's coverage area (most of the infrastructure is cable or DSL)

Recommendations Summary

Recommendations

- Community Infrastructure Base
  - Work with the provider community to develop a tech base that moves towards a Fiber-to-the-Premise model.
- City Facilities
  - Expand the current, city owned fiber ring to City facilities that could benefit from connectivity but have not had fiber deployed to them.
- City Economic Development:
  - In addition to having excellent connectivity that could come from Recommendation 1, the McKinney Economic Development Corporation (MEDC) could initiate pilot projects to enhance certain properties and attract certain businesses or business types.
- Adoption
  - There are people and groups in McKinney who might have access to broadband, but due to a variety of reasons are not adopting (or purchasing) broadband services.

RFP Timeline & Results

RFP Timeline

- The City issued a Request for Proposal (RFP), 22-36RFP for Broadband Network Deployment on March 27, 2022.

  – Advertised in McKinney Courier Gazette

  – Posted on McKinney TV

  – 387 matching eBid Supplier Notifications, twenty-two (22) were Historically Underutilized Business (HUB) suppliers.

- Of the 387 supplier notifications, eleven (11) submittals were received on May 12, 2022.

- After the committee evaluated proposals in June 2022, the evaluation committee selected three respondents to interview with the committee in July 2022,

  – AT&T

  – NextEra

  – SiFi Networks McKinney LLC.

RFP Results

- Based on the results of the combined scores for the proposals and interviews, the evaluation committee is recommending the City move forward with exclusive negotiations with SiFi Networks McKinney LLC.

Supplier	Total	A - Part 1- Community Broadband Infrastructure Base	B - Part 2- City Facilities	C - Part 3- City Economic Development	D - Part 4- Broadband Adoption	E - Interviews
	/ 490 pts	/ 100 pts	/ 100 pts	/ 100 pts	/ 100 pts	/ 90 pts
SiFi Networks	**402.8**	**86.8**	**79.6**	**80.8**	**78.2**	**77.4**
NextEra Energy Solutions	380.6	79.6	78	80.4	70.2	72.4
AT&T Corp	353.6	82.4	67	70.8	76.4	57

Next Steps

Next Steps

- ## Short Term

  - CMO and City Attorney's Office will begin a period of exclusive negotiations and due diligence with SiFi Networks for 120 days.

  - Should general agreement be achieved, CMO will bring back additional action for Council consideration to formally enter into an agreement with SiFi Networks.

  - If issues arise during the negotiation period, CMO will properly inform the Council and recommend moving on to the next highest scoring respondent.

- ## Mid-Long Term

  - Once an agreement is made, it is estimated that the recommendations of the Broadband Assessment & Recommendations document will be complete in 36-48 months.

  - Priority for development will generally be made in areas with limited connectivity currently.

  - A period of research will be crucial in the beginning stages of deployment to ensure limited disruption to ROW, as well as fostering continued community engagement on the initiative.

  - Members of staff in Public Works, Engineering, IT, MEDC, and the CMO will be engaged throughout the build timeline.

  - Progress reports to Council are expected to occur on a frequent basis through public meetings, and more frequent via the bi-weekly manager's notes.

Questions/Comments?