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**Tribal Lands Playbook**

***<RFP Fixed Wireless Network Equipment & Implementation Services>***

**<** **Tribal Land’s Name>**

**

*<Release Date>*

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***NOTE TO USERS OF THIS RFP TEMPLATE***

***Throughout this template, notes and instructions to the Author are provided in red, using the format of this paragraph. Please, review the notes and instructions to the Author and delete all notes and instructions before the RFP is posted. It is recommended that these notes are not deleted until the RFP is finalized, in the case that changes are made during drafting.***

***[Blue brackets indicate text fields that must be filled out with your own data]***

***This request for proposal (RFP) template addresses the case when a Tribal Land has secured budget to implement the fixed wireless network and is looking for vendors to provide the following products and services:***

* ***Network Equipment (CPEs, RAN, Backhaul, Core, IT hardware)***
* ***Network Systems (Billing, Ticketing, Network Management Systems)***
* ***Site Surveys – Optional***
* ***Low-Level Network Design***
* ***Network Deployment (Installation & Commissioning)***

***Vendors may address one or more of the points above. In this way, the Tribal Land can assess different structures and select the set of vendors that best suit their requirements and constraints.***

***Depending on the state of the initiative the Tribal Land should provide the following inputs or a subset of them:***

* ***Coverage Targets***
* ***Service Plans***
* ***Spectrum Requirements***
* ***Existing Network Infrastructure Data***
* ***Network Architecture – Optional***
* ***Equipment Technical Requirements – Optional***
* ***High-Level Network Design – Optional***

***DELETE THIS PAGE PRIOR TO POSTING***

# Information for Vendors

## Introduction

***[Author: Provide a summary of your Tribal Land. Add any relevant information to the following generic statement]***

***[Tribal Land]*** is a federally recognized Tribal Nation located in the state of ***[state’s name]***. The***[Tribal Land]***Reservation comprises approximately***[Tribal Land area in sq km]*** square kilometers. Approximately ***[# of tribe members*],** tribal members live and work on or near the Reservation.

***[Tribal Land]*** has undertaken an effort to deploy a fixed wireless network to provide broadband service in unserved or underserved areas of the Reservation to residential, commercial, business and institutional users, including Wi-Fi access in public services.

***[Author: edit the paragraph above to match your own scope. In particular confirm if you require public Wi-Fi]***

The target area for coverage is distributed in ***[# of target polygons]*** polygons that together represent an area of ***[total area of target polygons]*** square km covering an estimate of ***[total housing units in target polygons]*** homes.

The purpose of this request for proposals (RFP) is to solicit responses from system integrators, original equipment manufacturers (OEMs) and value-added resellers (“the Vendor”) to provide network equipment, management systems and implementation services for a fixed wireless network (the “Network”) in ***[Tribal Land]***. This document provides interested parties with the required information to prepare and submit a proposal which may address the full set of products and services described in section 2 or a subset of them.

***[Author: Include this paragraph only if budget has been secured for this RFP]***

Proposals will be evaluated by ***[Tribal Land]***’s committee to select one or more Vendors for final negotiations with a view to establish a formal agreement to procure and deliver one or more of the products and services considered in this RFP.

## Point of Contact

Upon release of this RFP, all Vendor communications concerning the overall RFP should be directed to the point of contact listed below. Any oral communication will be considered unofficial. Vendors should rely only on written statements issued by the point of contact.

***[Author: Include other means of contact as you see fit]***

Name: ***[RFP Contact]***

Title: ***[Contact Title]***

E-mail: **[Contact email]**

# Scope of work

The equipment and services subject to this RFP encompass the network equipment, network systems, and the implementation services required to deploy the end-to-end Network on ***[Tribal Land].***

The specific equipment, systems and services are described in the sections below, including expected deliverables.

## Network Equipment

***[Tribal Land]*** requires the Vendor to provide the necessary equipment to stand-up the Network, including customer premises equipment (CPE), base stations, backhaul equipment, routing and switching equipment, evolved packet core (EPC), power supply units, and backup batteries.

***[Author: If you have selected a TDMA RAN technology, delete EPC from the above paragraph]***

The equipment provided must be dimensioned and selected to comply with the network requirements detailed in section 3 and the preliminary network design that has been attached in the publication email of this RFP.

***[Author: If you haven’t developed a preliminary design or don’t want to share it with the vendors, delete the reference in the above paragraph. If you have developed the preliminary design, make sure to attach the HLD spreadsheet to the email with this RFP]***

Network equipment provided by the Vendor must include the necessary software to support network services, and all the ancillaries for installation.

Network equipment must be delivered at the final site or at a warehousing facility designated by ***[Tribal Land]*** within the Reservation.

## Network Systems

***[Tribal Land]*** requires the Vendor to provide the necessary systems to operate and manage the Network, considering at minimum: network management, ticketing, billing and 477 filing capabilities.

The network systems provided must be dimensioned and selected to comply with the network requirements detailed in section 3.

## Network Design Services

Network design services are oriented to generate a detailed design that enables generation of the final bill of materials and the required documentation to deploy the network. Two services are considered: Site Survey and Low-Level Design

***[Author: If your Tribal Land has engaged with a Consultant to perform site surveys, delete section 2.3.1 and the reference to site surveys in the paragraph above]***

***[Author: If your Tribal Land has engaged with a Consultant to perform low level design, delete section 2.3]***

### Site Survey

Based on the information provided by ***[Tribal Land]***, the Vendor must develop a list of sites, that according to the Vendor experience and knowledge, are feasible for network deployment and should be considered during the design process. ***[Tribal Land]***‘s representative will review and accept the sites to be surveyed.

The deliverable for site survey is a detailed report including photographs of the site and at minimum, site name, site ID, site coordinates, type of building/structure, owner name and contact data, antenna install height, LoS conditions, mounting structure dimensions, available space on the floor and the tower, power & cooling, equipment room capacity and characteristics, and characteristics of any existing backhaul at the site.

The Vendor is responsible to collect any other relevant data that is required to finalize the design as detailed in the next section.

### Low-Level Design

This service consists of the generation of a low-level design based on the selected network equipment and systems, and the preliminary network design that has been attached in the publication email of this RFP.

***[Author: If your Tribal Land is not providing a preliminary network design, delete the reference above]***

The low-level design must document all the required details to install, configure, integrate, and put the network in service.

The design will be reviewed by ***[Tribal Land]***’s representative and any modifications resulting from discussions shall be accommodated as part of this service.

The deliverable for this service must include coverage plots, schematics, diagrams and instructions for site installation, an IP Plan, configuration parameters for the selected equipment and systems, and a detailed bill of materials for each site in the network.

## Implementation Services

Implementation services comprise all the activities required to deploy the Network sites and put them into service. The services that must be provided under this category are listed below:

* Last-mile transportation – Transportation of network equipment, and installation materials from the warehouse to their final destination at the access or core site. ***[Author: delete this item if the network equipment is to be delivered directly to the final site]***
* Site Installation and commissioning – physical installation, energization, configuration and integration of network equipment and supporting infrastructure at access and core sites, in accordance to guidelines in section 3.7
* Acceptance testing – Execution of a pre-defined acceptance test plan (ATP) to verify quality, functional, and operational aspects of the deployed sites.
* Project Management – Coordination and reporting to ***[Tribal Land]*** representative to perform planning, control, and monitoring of the tasks to ensure a quality and timely implementation of the Network.

Deliverables for this service are as follows:

* Project Plan that considers milestones for equipment delivery, civil works (if required), site installation and commissioning, and site acceptance.
* Periodic and on-demand project status reports
* Delivery of network sites complying with the required acceptance tests
* Site Folder (close out package) that concentrates the full documentation of each site in the Network, including but not limited to installation (photographic) reports, site designs, equipment inventory, configuration files, and acceptance test plan report.

# Network Requirements

The fixed wireless network to be deployed in/by ***[Tribal Land]*** must meet the requirements listed in the following subsections.

## Coverage targets

The Network must provide coverage to the area(s) shown in Figure 1. The total target area is ***[sum of the target areas in sq km]*** sq km and covers an estimate of ***[sum of estimated covered homes]*** homes. Detailed information for each polygon shown in Figure 1 is provided in Annex B.

In addition, the Network must provide coverage to the set of priority targets listed in Annex B.

***[Author: Replace the figure with your target polygons]***

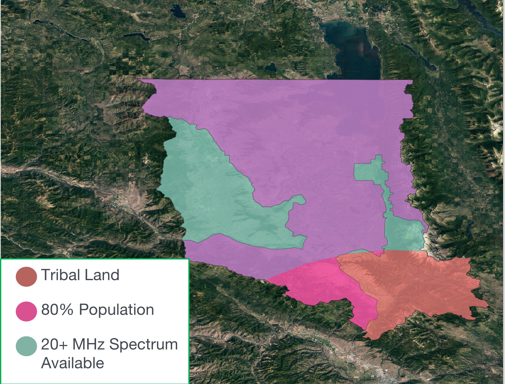


Figure 1 – Target Coverage Area

***[Author: If you have applied for an EBS spectrum license, and consider that it is necessary for the Vendor to confirm that your polygons comply with the 80% coverage requirement from the FCC, include the paragraph below and a figure showing the area of your license application, else, delete it]***

The coverage area must be adjusted, if considered necessary, to cover at least 80% of the population in the EBS license area which is shown in Figure 2 (section 3.3).

***[Author: If your Tribal Land is pursuing a phased approach to implement the network, edit the paragraphs below to match your scope. On example of this situation is if the secured funding only considers deployment of one or 2 sites as an initial step or pilot program, and the rest of the network will be deployed once the pilot has been validated or when more budget is available]***

***[Option 1]***

The Network will be implemented in two phases. During Phase 1, the polygons that must be covered are ***[list the IDs of the polygon to cover during Phase 1]***, while Phase 2 must consider the remaining polygons.

***[Option 2]***

The Network will be implemented in two phases. During Phase 1, the two sites that demonstrate to be the most profitable will be deployed. Once that budget is secured for the remaining sites and/or the initial deployment has proven to be successful, the rest of the network will be deployed.

## Service plans

The network will provide ***[Number of services]*** services with varying throughputs as indicated in Table 1. Thus, the network must be dimensioned to support the expected traffic based on the adoption rates shown in Table 1 for each service.

***[Author: Fill the table with the characteristics of your services defined in Module 1 of the Playbook]***

|  |  |
| --- | --- |
| Throughput | Service adoption rate |
| **[X Mbps DL/ Y Mbps UL]** | ***[Y%]*** |
| **[X Mbps DL/ Y Mbps UL]** | ***[Z%]*** |

Table 1 – Service plans & adoption rate forecast

## Spectrum

***[EBS License Applicants/Holders]***

***[Author: If your Tribal Land has applied for an EBS license use the paragraphs below, otherwise, look for the “Non EBS Applicants” tag and use those paragraphs instead]***

***[Tribal Land]*** has ***[applied for / been granted]*** an EBS license in the area shown in Figure 2.

***[Author: Insert a map showing your EBS license area].***

Figure 2 – EBS License area.

Thus, the fixed wireless network must use the available EBS spectrum in the license area for the RAN solution. Available frequencies are ***[list the frequencies or channels that are available in your EBS license area]***.

***[Author: if your coverage targets are outside of the EBS license area, include the paragraph below, else, delete it. Also, adjust for the spectrum to be considered your Network, in case this has been defined through the network architecture wizard]***

For areas of the coverage targets that are outside the EBS license, or if additional capacity is required at one of the sites, the network may use CBRS spectrum (3.65 GHz) or unlicensed spectrum in 5.8 GHz. Selection of frequency band to be used must consider the technical and economical tradeoffs of each frequency band.

***[Non EBS Applicants]***

***[Author: If your Tribal Land has not applied for an EBS license use the paragraph below, instead of the paragraphs above. Also, adjust for the spectrum to be considered your Network, in case this has been defined through the network architecture wizard]***

The RAN solution of the fixed wireless network must use CBRS spectrum (3.65 GHz) or unlicensed spectrum in 5.8 GHz. Selection of frequency band to be used must consider the technical and economical tradeoffs of each frequency band.

## Use of Existing Infrastructure

The fixed wireless network must leverage existing buildings, towers, and other IT or telecom infrastructure available in ***[Tribal Land]***. Thus, design must prioritize sites to be deployed on existing infrastructure; minimizing and avoiding to the extent possible the construction of new (greenfield) sites.

***[Author: Your Tribal Land must go through the network planning data collection process or have a consultant doing it before publishing this RFP]***

Assets that can be potentially used for the network deployment have been identified by ***[Tribal Land]***. A detailed list of these assets is provided in Annex C

## Network Architecture

***[Author: If your Tribal Land has not established the network architecture, delete this section]***

***[Author: Remove backhaul options that are not part of your architecture]***

Network must be implemented using ***[LTE/TDMA]*** technology, allowing for microwave (licensed and unlicensed), fiber, and VSAT solutions for backhaul

***[Author: Remove the following statement if using TDMA technology]***

The mobile core must be implemented under a ***[distributed/centralized]*** architecture.

The high-level E2E network architecture of the Network is shown in Figure 3.

***[Author: Insert the image of your network architecture from the Reference Architecture document obtained through the Network Architecture Wizard]***

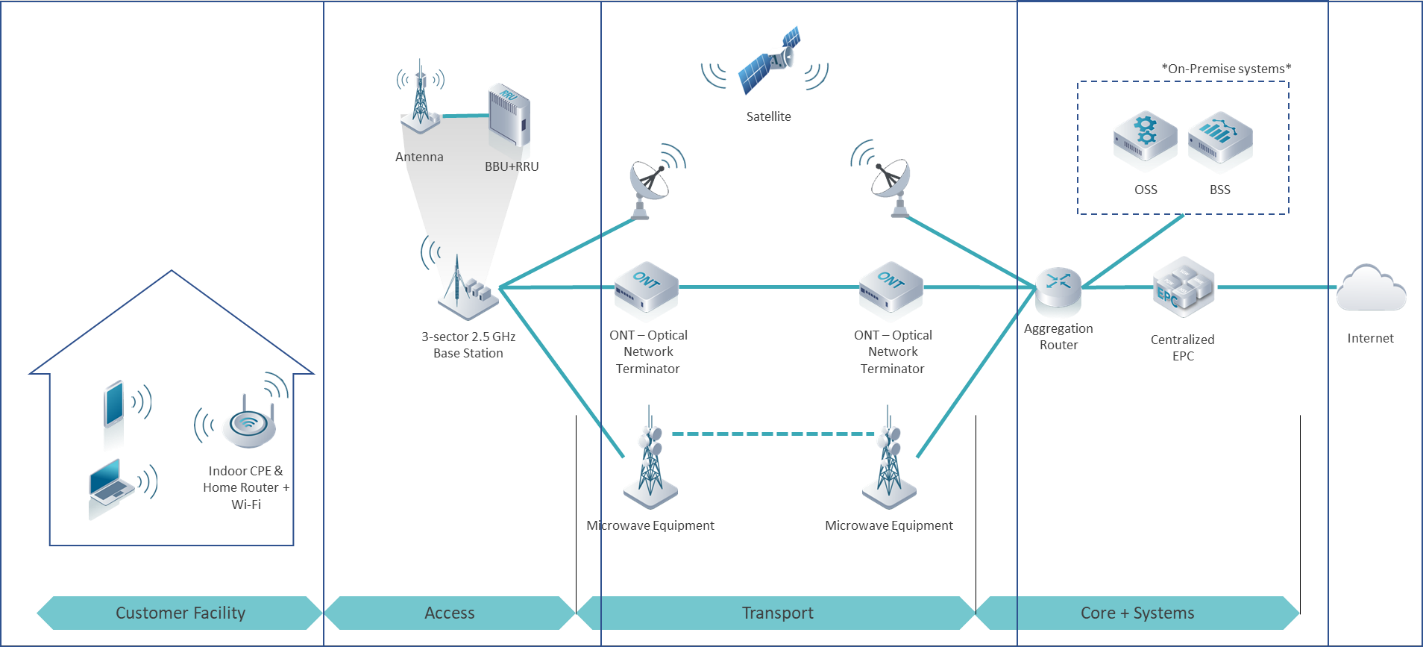


Figure 3. [Tribal Land] Network Architecture.

## Technical specifications

***[Author: If your Tribal Land has not established the network architecture, delete this section]***

Equipment to be implemented in the Network must comply with the technical specifications established in Annex D, according to the equipment category (CPE, Base Station, Backhaul, Routing & Switching, and Core). Proposals that don’t comply with all the technical specifications will not be accepted.

## Installation general guidelines

Network installation must meet the following requirements

1. Installation must be done according to manufacturer best practices.
2. Adequate lightning protection and grounding must be installed to protect equipment at each site.
3. Installation must comply with the latest engineering methods, National Electrical Safety Codes, Installation Telecommunications Standards, local codes and regulations
4. Installation of equipment operating in CBRS spectrum must be performed or certified by a Certified Professional Installer (CPI) as established by FCC. ***[Author: Delete this statement if CBRS spectrum is not considered for your network]***
5. All workers performing work at height must hold the required certifications and should use their Personnel protective equipment during the installation works.

# Proposal response

Vendors should ensure that their response follows the format and instructions detailed in this section to receive full consideration during evaluation.

The proposal can address the full scope of work as detailed in section 2, or a subset of the products and services requested. However, it’s important to note that special consideration will be made to Vendors that can fulfill the scope of work under a turn-key approach.

The structure of the proposal shall be as follows:

1. Signed cover page (See Annex A)
2. Table of contents including page numbers.
3. Content of the proposal
   1. Executive Summary (one or two pages)
   2. Vendor background as indicated in section 4.1.
   3. Technical Solution Description as indicated in section 4.2
   4. Service Proposal as indicated in section 4.3
   5. Statement of Qualifications for network design and implementation services as indicated in section 4.4
   6. Statement of Compliance for network equipment and systems as indicated in section 4.5. ***[Author: Delete this point if your Tribal Land has not defined the network architecture]***
   7. Pricing as indicated in section 4.6
4. Appendices, including additional information or deliverable samples that can improve the understanding of the proposal

***[Author: Edit the submission details such as the delivery method in the paragraph below]***

The response must be compiled in a single PDF document and must be sent via email with the subject line “RFP Consulting Services: <Vendor Name> Response”

## Vendor Background, Capabilities and Experience

Provide relevant and concise information of the Vendor, including at minimum, name, address, website, main area of expertise, and market differentiators.

## Technical Solution Description

For Vendors addressing network equipment and/or systems, the proposal must include a description of the proposed solution, including, but not limited to:

* Overview of the Vendor solution, explaining how the proposed equipment and/or systems fits into the E2E network architecture.
* Description, relevant features and benefits for each equipment model or system that is proposed by the Vendor. Datasheets should be included as appendices to the proposal. For systems that are implemented on-premises, the Vendor should include the required/recommended computing hardware as part of the proposal.
* High-level dimensioning of the Network based on requirements of section 3 and assuming that the infrastructure in Annex C is suitable to support the installation of the required network equipment. ***[Author, delete this bullet if the preliminary design is provided as part of the RFP]***

The technical solution description should be concise, clearly worded, and easy to read; it should include diagrams and figures to clarify the presented concepts. If necessary, an acronyms list should be included as part of the appendices.

## Service Proposal

For Vendors addressing network design and implementation services, their proposal should describe the methodology, processes, and tools to be applied to execute the services detailed in the scope of work subject of this RFP (sections 2.3 and 2.4). In addition, details on the deliverables can be provided.

Vendor should specify any dependencies in terms of data and resources that will be required from ***[Tribal Land]*** team.

***[Tribal Land]*** is aware that during the site surveys or the low-level design process it may be found that civil work related to the deployment of new sites or structural adaptations to existing sites will be required. Thus, the Vendor should add to the proposal their capabilities and approach to address these tasks, including third-party companies that can act as partners in this regard. Nevertheless, civil work section will be considered informative and it won’t be evaluated as part of this RFP.

## Statement of Qualifications

All responses must include a statement of Vendor’s qualifications to prove that they are able to provide the services required in this RFP.

Vendor must fill the table in Annex E, including comments and relevant details that support their suitability to deliver the required services, such as previous projects, tools, methodologies, and impacts/savings that other organizations have obtained derived from the services provided by Vendor.

## Statement of Compliance

***[Author: Delete this section if your Tribal Land hasn’t established the network architecture]***

For each network equipment or system proposed, the Vendor shall provide a Statement of Compliance according to the applicable tables in Annex F to confirm that equipment that is part of the proposed solution complies with ***[Tribal Land]*** technical specifications. The Statement of compliance should include comments and notes to demonstrate that the equipment complies with the specifications.

[

## Pricing

Vendor must submit pricing information for the products and services set forth in section 2 that are part of their proposal, clearly stating pricing conditions and structure.

For network equipment and systems, pricing shall include a reference bill of quantities including SKU’s and unitary prices for all the equipment proposed to fulfill the scope of work (including installation ancillaries and software licenses). In addition, delivery conditions and lead times must be included.

For network design and implementation services pricing structure must be based on fixed-fee deliverables or based on time and material resources. For deliverable-based pricing, all assumptions and constraints must be documented and a unit price per deliverable must be submitted. For resource-based pricing an hourly rate or monthly rate must be provided per engineer and/or type of resource. In this case, an initial estimate on the number of man-hours or man-months shall be provided.

Although ***[Tribal Land]*** reserves the right to negotiate best and final pricing, the price included in Vendor’s response will be used when evaluating the proposal submission. ***[Tribal Land]*** will assume that the proposed unit prices will be fixed and remain in effect throughout the negotiation period.

# RFP Schedule

Table 2 sets forth the schedule that applies to this RFP. Based on ***[Tribal Land] ´s*** needs or unforeseen circumstances, schedule may change. Changes will be communicated by email to all invited Vendors.

***[Author: Edit dates according to your schedule. Elapsed time is suggested for each milestone]***

| RFP Milestone | Responsible | Date |
| --- | --- | --- |
| Issuance of invitation email and copy of Non-Disclosure Agreement. | ***[Tribal Land]*** | ***[RFP Start Date]*** |
| Vendor confirmation of intent to participate and return of signed NDA. | Vendor | ***[+ 1-2 weeks]*** |
| RFP document released to Vendors | ***[Tribal Land]*** | ***[+ 1-2 days]*** |
| Clarification questions accepted from Vendors deadline | ***[Tribal Land]*** /Vendor | ***[+ 1.5 weeks]*** |
| Answers to clarification questions supplied to Vendors | ***[Tribal Land]*** | ***[+ 1.5 weeks]*** |
| Deadline for Vendor RFP responses | Vendor | ***[+ 3-4 weeks]*** |
| Notification of timeline for selection process | ***[Tribal Land]*** /Vendor | ***[+ 2 weeks from RFP response deadline]*** |

Table 2 – RFP timeline

# Questions Related to RFP

Questions regarding this RFP shall be submitted in writing by email to the point of contact identified in Section 1.2. Verbal questions will NOT be accepted. Questions will be answered by email and sent to all Participants; accordingly, questions shall NOT contain proprietary or classified information.

**[Tribal Land]** does not guarantee that questions received after the deadline in Table 2 will be answered.

# Evaluation and Selection

The ***[Tribal Land]*** team will conduct a thorough evaluation based upon the Vendor responses. The purpose of this evaluation is to identify Vendors that have the interest, capability, and experience to fulfill the project scope. It is important to comply with the mandatory criterion described below.

Each proposal must comply with the following mandatory criteria:

1. Vendor is registered to do business in the U.S. and must be in good standing.
2. Proposal contains the applicable components requested in section 4.
3. Proposal addresses at least one of the products and services that are part of the scope of work in section 2.
4. Vendor agrees with the terms and conditions of this RFP

## Evaluation Guidelines

Proposal evaluation will be based on the criterion described below:

|  |  |
| --- | --- |
| **CRITERIA** | **DESCRIPTION** |
| Solution Proposal | Added value of the solution, unique features , capability to supply all or most of the elements of the solution. |
| Service proposal | Project understanding and completeness in Vendor’s service proposal as indicated in section 4.3. Each requirement will be scored separately. |
| Project Experience | Nature, quality, and relevance of recently completed projects, credentials, and experience of both the firm and key personnel assigned to the project. |
| Pricing | Reasonableness, completeness, and realism of proposed fees in Vendors proposed budget to accomplish its proposed services |

***[Tribal Land]*** is not under any obligation to reveal to a participant how a response was assessed or to provide information relative to the decision-making process.

# Terms and conditions

***[Author: Do not share these terms and conditions without legal advice]***

1. While ***[Tribal Land]*** has every intention to enter into an Agreement as a result of this RFP, issuance of this RFP in no way constitutes a commitment by ***[Tribal Land]*** to make an contract or to enter into an Agreement.
2. ***[Tribal Land]*** shall not be liable for any pre-Agreement expenses incurred by any Vendor, including the selected Vendor. Vendors shall not include any such expenses as part of the price proposed in the response to this RFP.
3. Vendor agrees to treat all the information contained in this document as Confidential Information to ***[Tribal Land].***The information is to be used by Vendor only for the purpose of preparing a response and will not be disclosed to third parties. ***[Author: check applicability of the following statement]*** Please refer to the executed Non-Disclosure Agreement (NDA) between ***[Tribal Land]*** and Participant for additional details regarding the treatment of Confidential Information (as defined in the NDA).
4. ***[Tribal Land]*** reserves the right to accept or reject any and all Vendors at its sole and complete discretion and to enter (or not enter) into an agreement with the Vendor(s) of its choosing.
5. In the event it becomes necessary to revise any portion of the RFP for any reason, ***[Tribal Land]*** shall distribute addenda, supplements, and/or amendments to all potential Vendors known to have received the RFP.

***[Author: Do not share these terms and conditions without legal advice]***

# Annex A: Cover Page

***RFP Network Equipment and Implementation Services***

***<Company Name> Proposal***

|  |  |
| --- | --- |
| **Name of Person, Business or Organization:** |  |
| **Type of Entity:** |  |
| **Federal Tax ID Number:** |  |
| **Contact Name** |  |
| **Contact Address** |  |
| **Contact Phone Number(s)** |  |
| **Contact Email address(es)** |  |

By signing this Cover Sheet I hereby attest: that I have read and understood all the terms listed in the RFP; have read and understood all terms listed in this proposal; that I am authorized to bind the listed entity into this agreement; and that should this proposal be accepted, I am authorized and able to secure the resources required to deliver against all terms listed within the RFP as published by ***[Tribal Land]***.

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*<Name & Position>*

# Annex B: Coverage Targets

Details regarding coverage polygons is provided in Table 3.

***[Author: Take the data from the Geodemographic tool and paste it in the table below]***

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Polygon | Area [sq km] | Spectrum availability | Population Estimate | Housing Units Estimate |
|  |  |  |  |  |
|  |  |  |  |  |

Table 3 – Coverage Polygons data

Priority targets to be covered by the fixed wireless network are listed in Table 4.

|  |  |  |  |
| --- | --- | --- | --- |
| Name | Location Type | Latitude | Longitude |
|  |  |  |  |
|  |  |  |  |

Table 4 – Priority Targets Data

***[Author: Attach the KML and/or CSV file with the coverage polygons and priority targets]***

# Annex C: Existing Infrastructure & Network Assets

***[Author: Before issuing this RFP the Tribal Land must perform the Network planning data collection process detailed in module 2 of the playbook or have a consultant doing it]***

Preliminary data on existing sites that can be considered for the installation of the network equipment is provided in Table 5.

***[Author: Fill the table with the data obtained through the Network Planning data collection process]***

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Site ID | Latitude | Longitude | Height Estimate | Existing Backhaul |
|  |  |  |  |  |
|  |  |  |  |  |

Table 5 – Existing Sites & Infrastructure.

***[Author: If there is any other relevant infrastructure such as fiber runs or telco rooms, etc. Please, provide it below]***

# Annex E: Statement of Qualifications

|  |  |  |
| --- | --- | --- |
| **Qualification** | **Compliance / Value** | **Respondents comments** |
| Experience working with other Tribal Lands and/or other government and municipal organizations on similar fixed wireless projects | *Yes/No* |  |
| Experience in fixed LTE network design ***[Author: Delete this row if a TDMA architecture has been established]*** | *Yes/No* |  |
| Experience in fixed TDMA (vendor proprietary) network design ***[Author: Delete this row if an LTE architecture has been established]*** | *Yes/No* |  |
| Experience in EPC design ***[Author: Delete this row if a TDMA architecture has been established]*** | *Yes/No* |  |
| Experience in IP networking design | *Yes/No* |  |
| Tools used for RAN design | *(Value)* |  |
| Tools used for Backhaul design | *(Value)* |  |
| Experience in link budget analysis for Indoor & Outdoor CPEs | *Yes/No* |  |
| Experience on OSS/BSS architecture | *Yes/No* |  |
| Size of networks designed before this RFP | *(Value)* |  |
| Number of equipment units sold and shipped in the last year | *Yes/No* |  |
| Experience performing work at height. Please, list applicable certifications | *Yes/No* |  |
| Experience in base station and antenna installation | *Yes/No* |  |
| Experience in microwave link installation and antenna alignment | *Yes/No* |  |
| Experience in VSAT installation | *Yes/No* |  |
| List RAN vendors for which your company has configuration skills | *(Value)* |  |
| List Backhaul vendors for which your company has configuration skills | *(Value)* |  |
| List Routing & Switching vendors for which your company has configuration skills | *(Value)* |  |
| List EPC vendors for which your company has configuration skills ***[Author: Delete this row if a TDMA architecture has been established]*** | *(Value)* |  |
| Experience managing site deployments. | *Yes/No* |  |
| Size of recent deployments performed and/or managed by your company | *(Value)* |  |
| Experience performing or managing Site construction and Civil works (Informative) | *Yes/No* |  |

Annex F: Statement of Compliance

***[Author: Fill the tables below with the outcome of the MANDATORY Technical Specifications obtained in the Network Architecture Wizard report. If you haven’t defined an architecture, delete this Annex]***

Vendors shall fill the corresponding table for each proposed model of equipment and or network system.

|  |  |  |
| --- | --- | --- |
| ***Base station Technical Specifications – <Insert Model> Compliance*** | | |
| ***Requirement*** | ***Compliance*** | ***Comments*** |
|  | *Compliant / Not Compliant* |  |

|  |  |  |
| --- | --- | --- |
| ***CPE Technical Specifications – <Insert Model> Compliance*** | | |
| ***Requirement*** | ***Compliance*** | ***Comments*** |
|  | *Compliant / Not Compliant* |  |

|  |  |  |
| --- | --- | --- |
| ***Microwave Equipment Technical Specifications – <Insert Model> Compliance*** | | |
| ***Requirement*** | ***Compliance*** | ***Comments*** |
|  | *Compliant / Not Compliant* |  |

|  |  |  |
| --- | --- | --- |
| ***Cell Site Router/Switch Technical Specifications – <Insert Model> Compliance*** | | |
| ***Requirement*** | ***Compliance*** | ***Comments*** |
|  | *Compliant / Not Compliant* |  |

|  |  |  |
| --- | --- | --- |
| ***VSAT Technical Specifications – <Insert Model> Compliance*** | | |
| ***Requirement*** | ***Compliance*** | ***Comments*** |
|  | *Compliant / Not Compliant* |  |

|  |  |  |
| --- | --- | --- |
| ***EPC Technical Specifications – <Insert Model> Compliance*** | | |
| ***Requirement*** | ***Compliance*** | ***Comments*** |
|  | *Compliant / Not Compliant* |  |

|  |  |  |
| --- | --- | --- |
| ***Aggregation Router Technical Specifications – <Insert Model> Compliance*** | | |
| ***Requirement*** | ***Compliance*** | ***Comments*** |
|  | *Compliant / Not Compliant* |  |
| ***Network Systems Technical Specifications – <Insert Software Name> Compliance*** | | |
| ***Requirement*** | ***Compliance*** | ***Comments*** |
|  | *Compliant / Not Compliant* |  |