

**CITY OF FORT LAUDERDALE, FLORIDA  
TELECOMMUNICATIONS MANAGEMENT SECTION**

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**REQUEST FOR LETTERS OF INTEREST  
RLI NO. 322-8588  
OPENS: NOVEMBER 7, 2001, 2:00 PM**

**For a  
PROVIDER  
Of  
DIRECT BROADCAST SATELLITE (DBS) VIDEO SERVICES**

**FOR THE CITY OF FORT LAUDERDALE, FLORIDA, THE CITIES OF BROWARD  
COUNTY AND UNINCORPORATED BROWARD COUNTY**

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**Responses due no later than:  
November 7, 2001**

**RLI SEALED RESPONSES TO BE DELIVERED TO:  
Kirk Buffington, Purchasing Director, City of Fort Lauderdale,  
Room 619, 100 North Andrews  
Avenue, Fort Lauderdale, FL 33301**

**NOTE: PROPOSALS SHALL BE CLEARLY IDENTIFIED ON THE OUTSIDE OF THE  
ENVELOPE/PACKAGE WITH THE RLI NUMBER 322-8588, DUE DATE AND TIME.  
ONE ORIGINAL AND TWELVE COPIES ARE REQUIRED WITH YOUR RLI  
SUBMITTAL**

**Address all inquiries to:  
City of Fort Lauderdale  
Broadband RLI Review Committee  
c/o Mark D. Pallans  
Telecommunications Manager  
100 North Andrews Avenue  
Fort Lauderdale, FL 33301**

**INTRODUCTION**

Due to repeated calls from citizens and government leaders for true competition for cable TV and, if possible, for alternative means of high speed, broadband Internet access, with this Request for Letters of Interest (RLI), the Greater Fort Lauderdale area, comprising thirty (30) municipalities, and Unincorporated Broward County (collectively known as "Broadband Alliance") seek to review the qualifications of businesses, corporations, firms or other legal entities to provide competitive video via direct

broadcast satellite (DBS) and high speed internet access services to the citizens and businesses of the Broadband Alliance.

By unanimous resolution, the Board of Directors of the Broward County League of Cities has endorsed and fully supports this RLI. Further, the elected bodies of a number of individual cities, as well as the Board of County Commissioners of Broward County, have passed individual resolutions of support. A complete list of the local governments represented by the Broadband Alliance is attached in Exhibit A.

It is the intention of the Broadband Alliance to review the qualifications of respondents to this RLI, and to select one or more respondents to enter into negotiations with the Broadband Alliance. Understanding that DBS providers do not use public rights-of-way and therefore do not need franchise agreements, the purpose of these negotiations would be to develop and enter into appropriate agreement(s) whereby the members of the Broadband Alliance and the respondent work cooperatively in promoting DBS video and other services on as wide a scale as possible in all or such portions of the Broadband Alliance as may be technically and economically feasible.

For example, the agreement(s) may provide for certain co-marketing arrangements whereby the members promote DBS as a viable alternative to cable TV through endorsements from Mayors and other elected officials communicated to the citizenry via various methods including but not limited to the following: direct mail; city and county public information publications of various type; informational inserts into water/sewer/refuse collection bills; public statements and/or DBS provider presentations at city and county commission meetings (which are broadcast live and via tape delay throughout the county); etc. In consideration for such efforts on behalf of the DBS provider(s) the Broadband Alliance may seek certain commitments from the provider(s) which may include some or all of the following: special programming and pricing packages and installation offers otherwise not currently available in this marketplace; some commitment to offer public, educational and/or government programming via the DBS system so subscribers can still receive city and county commission meetings and other related programming; courtesy service to public buildings; certain minimum standards of customer service and commitments to work with Broadband Alliance members to resolve or arbitrate customer service issues; payments to Broadband Alliance members on a per new subscriber basis in recognition of the members' role as customer service liaisons as well as the lost revenues to members of the Broadband Alliance when subscribers switch from cable TV to DBS because of the lower Florida Communications Services Tax rate (no local portion) paid by DBS providers in comparison to the rate paid by cable TV providers; etc.

The Broadband Alliance specifically seeks firms that will make the following available to citizens and businesses:

- Video television programming via direct broadcast satellite (DBS) and which may also offer:

- Internet access services utilizing a technical platform capable of providing high speed two-way Internet service.
- Public, Educational and Government (PEG) facilities and/or services and/or funding as may be negotiated.
- Institutional Network (I-Net) facilities and/or services and/or funding as may be negotiated.

## **PROJECT INFORMATION AND DESCRIPTION**

Citizens and government leaders have repeatedly called for competition for cable TV and high-speed, broadband Internet access.

Presently the cable television needs of residents in the majority of the cities and unincorporated areas of the county within the Broadband Alliance are served by AT&T Broadband. Several conditions within the area of the Broadband Alliance may afford a new provider with a unique opportunity to provide competing services.

AT&T Broadband does not yet offer high speed Internet access services via cable in many cities they serve, including the City of Fort Lauderdale. In fact in the City of Fort Lauderdale, AT&T Broadband cannot even offer the service without a system upgrade not scheduled to be completed until December 31, 2004. Further the company has not committed to offer high speed Internet access service even upon completion of the system upgrade. Other cities are similarly situated.

Additionally AT&T Broadband's customer service has been an area of public concern throughout the area of the Broadband Alliance. This situation, which is documented in the newspaper articles provided (see Exhibit B) has created a level of frustration and dissatisfaction among cable subscribers that may afford a competing provider with an very real opportunity to quickly achieve scale and market penetration.

The Broadband Alliance strives for vigorous, but fair competition in the video marketplace, and seeks to review the qualifications of firms or entities that share this goal, and further share the Broadband Alliance's belief that a substantial business opportunity exists for the provision of competitive video services and high-speed Internet access for the Broadband Alliance.

The Broadband Alliance is proud to be home to an educated citizenry, robust business climate, growing home-based business community, and a high percentage of computer penetration. Although low-speed "dial-up" access to the Internet is widely available using traditional telephone lines, high-speed "broadband" is limited in its availability.

Attached as Exhibit C to this RLI, is a brief description of the business climate and the latest demographical information for the metropolitan area of the Broadband Alliance.

## **RLI PROCESS OVERVIEW**

A Broadband RLI Review Team representing the participating Broadband Alliance has been assembled to review responses to this RLI. Following evaluation of RLI responses, a meeting will be scheduled between the Team and one or more RLI respondents deemed technically, legally, and financially capable of deploying satellite residential video access and other ancillary services such as high speed Internet to all or a portion of the Broadband Alliance. Following such meeting(s) and the exchange of further information, the Broadband Alliance may, independently, enter into agreements with one or more respondents with the intent of enhancing video satellite television, broadband Internet services, and other ancillary services provided to their citizens.

## **SCOPE OF SERVICES**

### **BACKGROUND INFORMATION**

This RLI is seeking a qualified firm(s), to provide community-wide video television programming via direct broadcast satellite (DBS), and possibly broadband Internet services and other ancillary services to the Broadband Alliance. Any community-wide services agreement would be in addition to the existing Cable franchise agreements and regulations.

### **PROJECT DESCRIPTION**

This project involves the provision of metropolitan-wide, satellite-based, video, audio, and data services, the installation and maintenance of necessary equipment, and the provision of customer services including individual customer billing and the handling of service changes as requested by customers.

### **SCOPE OF SERVICES**

1. A general description of the proposed services to be delivered, technology (digital vs. analog, bandwidth, etc.) and means of distribution (satellite and extent of any cable run).
2. A description of installation packages to be offered to customers, both residential and commercial, including rates, and any reduced rate package(s) offered for senior and low/moderate income citizens.
3. A description of service packages (TV channels, radio stations or digital music, Internet access, telephony, etc.) to be offered to customers, both residential and

commercial, including rates, and any reduced rate package(s) offered metropolitan-wide for senior and low/moderate income citizens.

4. A description of “change of service” procedures to be followed by customers.
5. A description of customer service standards, and any physical customer service centers, addresses and phone numbers.
6. Any proposed per subscriber fee, to be paid to each member of the Broadband Alliance for its role as customer service liaison and arbitrator and its efforts to promote DBS as an alternative to cable TV.
7. Proposed term of agreement with each member of the Broadband Alliance.
8. Proposals concerning courtesy connections for each Broadband Alliance member’s government buildings (all local government buildings are currently supplied with courtesy cable services).
9. Proposal for dedication of bandwidth for emergency and/or public, educational, government (PEG) access, and any necessary equipment to utilize such.
10. Proposal for dedication of bandwidth for an Institutional Network. (If being offered)
11. A description of the qualifications of the proposer.
12. A plan describing the time-frame and milestones associated with preparing to deliver said services, culminating in start dates for each.

## **APPLICATION INSTRUCTIONS AND INFORMATION**

### **a. DATE AND PLACE FOR SUBMISSION OF QUALIFICATIONS**

Each DBS Respondent shall submit an original and twelve (12) copies of its RLI response to provide the services described in this RLI in a sealed envelope to: City of Fort Lauderdale Broadband RLI Review c/o Kirk Buffington, Purchasing Director, City of Fort Lauderdale, Room 619, 100 North Andrews Avenue, Fort Lauderdale, FL 33301, no later than 2:00 PM on Wednesday, November 7, 2001.

### **b. EVALUATION AND INTERVIEW**

RLI responses will be evaluated by a Broadband RLI Review Committee. The Review Committee expects to interview selected respondents who are judged to be legally, technically, and financially capable of providing the requested services to residents. All respondents may not be interviewed; only those Respondents selected by the RLI Review Committee will be interviewed.

### **c. CLARIFICATION OF THE RLI**

Any Respondent requiring clarification of the RLI may address questions to:

Broadband RLI Review Committee  
c/o Mark D. Pallans, Telecommunications Manager  
City of Fort Lauderdale  
100 North Andrews Avenue  
Fort Lauderdale, FL 33301  
Phone: (954) 828-5790  
Facsimile: (954) 828-5957  
Email: [markp@ci.ftlaud.fl.us](mailto:markp@ci.ftlaud.fl.us)

All clarifications, if made, shall be in writing and will be provided to all respondents. If deemed necessary, an Addendum to the RLI may be delivered to all individuals, firms and corporations having received the RLI. The Addendum shall have the same binding effect as the remainder of the RLI. However, no other instructions given to Respondents by Committee shall bind the Broadband Alliance.

### **d. REJECTION OF RESPONSES**

The Broadband Alliance reserve the right to reject any or all responses to the RLI.

### **e. COST OF PREPARATION OF PROPOSAL**

All costs and expenses incurred by any Respondents in the preparation of the response to this RLI are the Respondent's responsibility, and will not be reimbursed by the Broadband Alliance or the members of the Broadband Alliance.

### **f. RULES AND PROPOSALS**

The signatory of the response to RLI must declare that the only person(s), company or parties interested in the proposal as principals are named therein; that the proposal is made without collusion with any other person(s), company or parties submitting a proposal; that it is in all respects fair and good faith, without collusion or fraud; and that the signatory of the proposal has full authority to bind the principal proposer.

### **g. PUBLIC RECORDS**

Florida Public Records Law, Chapter 119, Florida Statutes, provides that government records shall at all times be open for personal inspection by any person. Information and materials received by the Broadband Alliance in connection with this RLI response shall be deemed to be public records, subject to inspection upon award, recommendation for award, or ten days after bid opening, whichever occurs first. However, certain exemptions to the public records law are statutorily provided for in Chapter 119.07, Florida Statutes. If the proposer believes that any of the information

contained in its response is exempt from the public records law, then the proposer, must in its response, specifically identify the material which is deemed to be exempt and cite the legal authority for the exemption. Otherwise, the Broadband Alliance will treat all materials received from a Respondent as public records.

#### **h. PROHIBITION OF INTEREST**

No contract will be awarded to a bidding firm that has Broadband Alliance elected officials, officers or employees affiliated with it, unless the bidding firm has fully complied with the Florida Statutes and municipal Ordinances and regulations relating to this issue. Bidders shall disclose any such affiliation. Failure to disclose any such affiliation will result in disqualification of the bidder, removal of the bidder from the bidder lists, and prohibition from engaging in any business with the Broadband Alliance.

### **MINIMUM INFORMATION REQUIRED FROM RESPONDENTS**

**Use the enclosed RLI Response Form for the following:**

#### **a. IDENTIFICATION OF THE RESPONDENT**

Provide the Respondent's legal name and address, state of incorporation and the name, address, title, telephone number, fax number, and email address of the person who may be contacted regarding the Respondent's qualifications.

#### **b. GENERAL EXPERIENCE**

Qualifications submitted must demonstrate the knowledge, experience and capability that will enable the Respondent to provide all or a portion of the services summarized in the project description.

Where relevant, key individuals or entities that may be involved in providing or developing such services should be identified or listed. If subcontractors will be utilized, provide the same knowledge, experience and capability information for each subcontractor.

If necessary or appropriate, Respondents are invited to describe potential public-private partnerships or other proposals which might involve the Broadband Alliance more directly in the provision of such services to the residents or the local government members of the Broward Alliance; whether through utilizing existing municipal-owned or managed utility infrastructure, or utilizing existing or planned municipal or county telecommunications resources and capabilities, to the extent authorized by law, or by other means. In such instances, Respondents shall describe their experience and qualifications to participate in such partnerships or proposals.

### **c. REFERENCES**

Please provide at least three references that may be contacted for verification of Respondent's experience and qualifications. Identify other satellite systems built or operated by Respondent, and contact information for such systems, as available. Provide resumes for all principals and for proposed key personnel.

### **d. RATE and SERVICE STRUCTURE**

Where appropriate and available, please provide examples or details of rate and service structures that might be incorporated into the offering of Respondent services. Provide examples of rate and service structures offered by Respondent in other markets.

## **EVALUATION AND INTERVIEW PROCESS**

### **a. EVALUATION OF RESPONDENTS**

The Broadband RLI Review Committee will evaluate all Qualifications received from Respondents. The Committee will either meet with or conduct a conference telephone call with successful Respondents deemed to have the legal, financial, or technical capabilities to offer some or all of the services contemplated in this RLI. Not all Respondents will be interviewed: only those Respondents selected by the RLI Review Committee will be interviewed. The Broadband Alliance reserve the right to cancel without notice further proceedings in this RLI process at any time at the Broadband Alliance's discretion.

### **b. SELECTION OF RESPONDENTS FOR INTERVIEW**

The Broadband RLI Review Committee, before determining whether to interview a Respondent, reserves the right to perform such additional investigation as it considers necessary to obtain full information on the Respondents being considered.

The Broadband Alliance also reserve the right to:

1. Request clarification or additional information from any Respondent(s) at any time.
2. Waive immaterial defects or minor irregularities in responses.
3. Modify, remove, or add requirements to the RLI and to suspend or reopen the RLI process.
4. Separate services and service delivery areas in the Broadband Alliance, and contract with different Respondents to provide different services to their residents on a nondiscriminatory basis.

5. Reject any or all responses and terminate the RLI.

Final selection of Respondents for interview is solely within the discretion of the Broadband Alliance.

**EXHIBIT A**

**BROADBAND ALLIANCE**

Members of the Broadband Alliance include the following local government jurisdictions:

*Broward County (Unincorporated)	Deerfield Beach
*Southwest Ranches	Parkland
*Oakland Park	*Fort Lauderdale
Miramar	*Davie
*Plantation	*Coconut Creek
*Hillsboro Beach	*Wilton Manors
Hollywood	*Hallandale Beach
Coral Springs	*Margate
Sunrise	Tamarac
*Dania Beach	*Pompano Beach
*North Lauderdale	Pembroke Pines
Lauderhill	Lauderdale Lakes
*Cooper City	Pembroke Park
*Lighthouse Point	Sea Ranch Lakes
*Lauderdale by the Sea	Weston

\* - Indicates that the government has specifically passed a resolution supporting this RLI for competitive providers

## Exhibit B – Newspaper Articles

ONLINE: HAVE YOUR SAY  
IN OUR DAILY POLL

9/16/01

Sun-Sentinel.com  
GET THE LATEST BREAKING NEWS

50

# Cable company faces new penalties Lauderdale presses AT&T

BY BRITTANY WALLMAN  
STAFF WRITER

FORT LAUDERDALE • AT&T  
Broadband cable company is  
getting bad reception in City  
Hall.

Fort Lauderdale officials  
took the first of two votes  
Wednesday night to increase  
fines against  
Broadband  
County's  
main cable  
provider to  
penalty levels  
up to 15 times  
the current  
rate.

The sharpest fines will  
come for failing to answer the  
phone on time. The city re-  
quires that the standards be  
followed 95 percent of the time.  
Among other things, it requires  
that when customers call, they  
reach a human being within 30  
seconds.

Instead of a \$250 fine for vio-  
lations, the first occurrence  
would bring a \$10,000 fine; the  
second, \$25,000; the third,  
\$50,000; and \$75,000 for any  
subsequent occurrence in a  
year.

The hitch: The city has to re-  
ly on AT&T Broadband to tell

■ CABLE CONTINUES ON 2B

Multiple phone for supervisors, in- promotions.

## AT&T faces tougher penalties

### ■ CABLE

CONTINUED FROM PAGE 1B

on itself. The company must  
submit quarterly reports of  
complaints, and people on  
hold for hours can't exactly  
lodge complaints.

The cable TV company has  
no shortage of government en-  
emies in Broward County.  
Plantation decided last week  
to sue them, Broward County  
imposed service standards  
and fines last week, and Pom-  
pano Beach has joined Fort  
Lauderdale's call for a second  
cable provider in Broward.

AT&T Broadband took over  
accounts in South Florida in  
January and subsequently in-  
creased cable rates and  
switched to a billing system  
fraught with errors and prob-  
lems, and to a phone system  
that left some callers on hold  
for hours.

The company, whose repre-  
sentatives did not attend the  
Wednesday evening meeting  
and weren't available for com-  
ment, has said the problems  
were temporary and associat-  
ed with the takeover.

The city has its own cable  
complaint line, at  
954-828-3180, to compare with  
AT&T's reports.

Calls to the line are "down  
dramatically," said the city's  
telecommunications manager,

### IN OTHER ACTION

Fort Lauderdale city  
commissioners:

**Agreed to expend legal fees** to  
resolve land-ownership problems  
caused by perpetrators of the  
Kratenstein mortgage fraud that  
devastated parts of the city,  
leaving homes boarded up and  
not salable because of title  
problems.

**Reversed a decision** about palm  
frond pickup in the Las Olas Isles  
neighborhood. Commissioners  
agreed to continue the service,  
which is not offered anywhere else  
in the city, but to charge a fee.

**Agreed to a mediated  
settlement** allowing The Atlantic  
beachfront hotel to be approved.  
A previous version of the project,  
The Marquis, had been approved,  
but commissioners had rejected  
amendments to the project.

**Settled for \$30,000 a lawsuit**  
filed by Jill Martham, who was  
struck in her vehicle by city police  
officer David Wheeler in 1998.

**Settled for \$44,500 a lawsuit**  
filed by Mark Gianassi, who slipped  
on a city dock and was injured in  
1999.

Mark Pallans. "We're getting  
10 to 15 calls a day. The bulk of  
our calls are people saying, 'I  
just want to get cable service,  
and I can't get through.'"

Fort Lauderdale fined  
AT&T Broadband \$174,100

last week for violations under  
the old fine structure.

Under the proposed chang-  
es, which will get a final vote  
Sept. 20, AT&T Broadband  
can appeal the fines.

"They have the opportunity  
to appeal the fine in writing  
and have a meeting with the  
city manager. They can appeal  
to the City Commission, and if  
they're still unsuccessful, they  
can take it to the courts,"  
Bruce Larkin, director of ad-  
ministrative services, told the  
commission Wednesday night.

**Other proposed fines:**  
■ Rather than a \$500 fine  
for not telling customers about  
changes in programming,  
channel positions or rates, the  
fine climbs to \$5,000.

■ For failing to credit cus-  
tomers after service interrup-  
tions, the company will be  
fined escalating penalties of  
\$1,000, \$2,500 and \$5,000 for  
subsequent occurrences. That  
same set of rising fines applies  
to failure to provide refunds or  
credits or for not telling cus-  
tomers their options after a  
missed cable appointment.

Brittany Wallman can be  
reached at [bwallman@sun-sentinel.com](mailto:bwallman@sun-sentinel.com) or  
954-358-4541.

# County makes it clear to AT&T: Fix cable service

BY BUDDY NEVINS  
POLITICAL WRITER

When AT&T Broadband put Hene Lieberman on hold for 40 minutes, they picked on the wrong cable television viewer.

Lieberman is a Broward County commissioner, and Tuesday she and her colleagues slapped tough new service standards on the cable television company.

"I love cable television," Lieberman said. "I hate their service."

The cable company will now have to have a human answer a complaint call within three minutes and cannot rely on automated answering machines. AT&T could get fined up to \$250 per violation if they fail to meet the standard.

The new rules, which commissioners placed on a franchise renewal that AT&T had to obtain for the unincorporated areas of Broward, apply only to the 25,000 customers who do not live within a city.

Brandishing a study that states seven out of 10 people living outside a city have had problems with their cable television service, commissioners ripped AT&T.

The survey was mailed to all residents receiving AT&T service

in the unincorporated area. It was returned by 441 households. The major problems they experienced were poor reception, service outage and equipment failures.

"I've had a host of constituents complain about cable," said Commissioner Ben Graber. "Mostly it is the inability of people to get a human being to speak to."

When an AT&T representative said they were answering calls within 30 seconds, commissioners said that was not their experience.

Commissioners Josephus Eggeleston and Lori Parrish joined in the attack. Both said that constituents repeatedly complain about cable service.

In addition to dealing with service, commissioners asked County Administrator Roger Desjarlais to find ways to encourage competition among cable companies in Broward.

Susan Bianco, vice president of local government affairs for AT&T Broadband in Broward, had no comment after the meeting.

Buddy Nevins can be reached at [bnevins@sun-sentinel.com](mailto:bnevins@sun-sentinel.com) or 954-356-4571.

### **Exhibit C**

The Broadband Alliance is composed of the municipalities in the Greater Ft. Lauderdale Area and unincorporated Broward County. According the latest 2000 census information, Broward County is the 15<sup>th</sup> largest populated county in the nation. In comparison to state populations size, Broward County is larger than 15 states.

#### **Demographics**

Population	1,623,018
Median Age	37.8
Average Household Size	2.45
Median Household Income	\$37,832
Total Households	654,445

*Source: 2000 U.S. Census*

For more detailed demographic information regarding each Broadband Alliance member, please refer to the following website:

<http://www.browardalliance.org/about-demographics.html>

#### **Profile**

The metropolitan area of Broward County, on the InternetCoast, and home to over 1.6 million residents, over the past ten years has developed a dynamic business climate. The InternetCoast is the high-tech heart of South Florida. The area includes Palm Beach, Broward and Miami-Dade counties, and features a growing region with an established infrastructure for technology focused industry. The InternetCoast is a well grounded cooperative effort among technology companies, trade organizations, economic development groups, government and academia. Much like the branding of Silicon Valley to reflect an area in California as a major center of high tech businesses, this part of Florida and the country has been branded as the InternetCoast to heighten awareness of the extensive growth and changing character of business in the area.

Recently an Internet Network Access Point (NAP) has been established in this area of Florida, one of only a handful of NAPs nationwide. This NAP is serving the tremendous growth of Internet traffic between Latin American countries and the United States. It has also resulted in the further attraction of new high-tech business, thus making this area an emerging major growth center for the high-tech industry.

Once recognized primarily as a vacation spot, the county is now accredited as being aggressive when it comes to business development and infrastructure. A pro-business attitude, moderate weather and a full menu of activities add up to all the reasons Broward County has been marked as a serious location for business. Broward has the attributes to attract and retain major corporations to the area. Its sophisticated state-of-the-art business community has the infrastructure to capitalize on both national and international commerce.

Broward's central location connecting domestic and international trade routes makes the county a favorite choice among Fortune 500 companies seeking Latin American or Caribbean headquarters. Some in Broward include Lucent Technologies, Northern Telecom CALA, Inc., Nu-Tel Communications, and Citicorp Latino.

Qualified Broward businesses are offered business incentives including Tax Incentives, Cash Incentives, and Training and Recruitment Incentives just to name a few. Low taxes and conservative fiscal policy also add to the ease of doing business in Broward. Government makes a major effort to aid businesses and create a congenial location for commerce. With an equitable tax structure designed for accommodating businesses, Broward can easily attract the type of companies that best fit the profile of this global community.

Broward County has rail, sea, air and highway transportation options covered. Port Everglades is an ever growing seaport, the Fort Lauderdale/Hollywood Airport, adjacent to the seaport, has embarked on an expansion project which will double the size of the airport, and three interstate highways converge in Broward County to round out the transportation options.

Broward County continues to target those firms in sectors that fit the corporate complexion and lifestyle emerging in the area. High-tech and corporate headquarters are on the top of the target list and will continue to be sought after to enhance the corporate population already in place.

**RLI NO. 322-8588 - RESPONSE FORM**

**A. Respondent Information**

**COMPANY LEGAL NAME** \_\_\_\_\_

**COMPANY ADDRESS** \_\_\_\_\_

**STATE OF INCORPORATION** \_\_\_\_\_

**CONTACT PERSON** \_\_\_\_\_

**TITLE** \_\_\_\_\_

**PHONE NUMBER** \_\_\_\_\_

**FAX NUMBER** \_\_\_\_\_

**E-MAIL ADDRESS** \_\_\_\_\_

**B. Services that must be provided ( check all applicable boxes )**

**Cable TV service**

**C. Services that may be provided ( check all applicable boxes )**

**High Speed Internet via**      -       - DSL  
 - Cable Modem  
 - Other \_\_\_\_\_

**Public Educational, and Governmental Access Channels**

**Institutional Network dedicated to governmental, educational, and other users for noncommercial two-way broadband communications.**

**Local Telephone Service**

**Long Distance Telephone Service**

**Other Data Services (describe) \_\_\_\_\_**

\_\_\_\_\_  
**Intended method of service delivery ( check all applicable boxes )**

- Company owned facilities     Leased facilities     Satellite  
 Fiber     Coaxial cable     DSL     Wireless     Other (describe) \_\_\_\_\_
- 

**D. General Experience**

On a separate page entitled “General Experience” briefly describe your company’s experience in each of the categories checked in Section B and C above.

**E. References**

Using a separate page for each reference, provide the following information for at least three references for each of the categories checked in Section B above.

- Reference Community
- Population
- Type of Service Provided
- Number of subscribers/users
- Year service started
- Contact person name, title, address, phone number

**F. Proposed Plan for Broadband Alliance**

On a separate page describe, in as much detail as possible, the concept you envision for deployment of your services to the Broadband Alliance. Respond to the items listed in the “Scope of Services” and identify any participation by the Broadband Alliance.

**G. Declaration:** The only person(s), company or parties interested in this proposal as principals are named herein; the proposal is made without collusion with any other person(s), company or parties submitting a proposal; that it is in all respects fair and good faith, without collusion or fraud; and that the signatory of the proposal has full authority to bind the principal proposer.

Authorized Signature \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

Printed Name: \_\_\_\_\_