

ARLINGTON COUNTY, VIRGINIA



RFP 22-CPHD-RFP-500 – Broadband Study

Prepared for:

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Procurement Officer
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Prepared by:

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Cover Letter

January 20, 2022

Sy Gezachew

Dear Mr. Gezachew,

Magellan Advisors is pleased to submit our response to Arlington County's RFP (County) for a Broadband Study. Our mission is to provide a single source solution to innovative cities that believe in broadband's ability to transform communities. Magellan's staff comes from other cities that have implemented broadband. They carry the most experience industry-wide in planning, community needs assessments, engineering, construction management, inspections, sales, marketing and operations. Magellan provides a full spectrum of services to our municipal clients, because we know that they need guidance on all stages of broadband planning and development, as well as guidance on how to fund, deploy, launch, operate and provide the best levels of services to their citizens and businesses.

Over our 17 years in business, we've worked with over 400 municipalities, with over 1 million miles of municipal fiber designed and 50 municipal fiber networks built and active today. This experience has shaped the way we serve our clients' needs. It has led us to develop a consultative and collaborative approach, ensuring that your community is engaged, and their needs are well-defined. We work hard to develop innovative solutions to deploy broadband networks because we know the political, financial, regulatory and operational challenges that cities face in implementing these projects.

Our real-world experience designing, building and operating these networks allows us to customize them specifically for your needs to ensure the best chance of success. We believe that broadband consultants are only as good as the results they produce in their clients' communities. Through our work, we have helped municipalities enhance their communities with leading edge broadband services nationwide. Magellan is prepared to guide the County through this complex process to evaluate the feasible options to support your decision-making process around broadband strategies.

We have extensive experience performing Broadband and Fiber Feasibility Studies throughout communities in North America. Magellan Advisors will provide the County with a complete breakdown of the quality of service available in Arlington County. Through the use of our evaluation methods described in the Project Approach section of our response we will map underserved areas of Arlington County and which broadband solution will be the best choice for these areas.

All of our recommendations will be future focused so that the County's choices for broadband solutions will be ready for the next 15 – 20 years. Magellan's funding consultants will also ensure that all available funding opportunities for this project and future broadband related projects for the County are explored. We will provide Arlington County's staff with the best solutions while mitigating any risks involved.

Magellan Advisors, LLC serves local governments nationally with offices in Texas, Colorado, Florida, California and Missouri. Our Colorado headquarters are located at 999 18th Street, Suite 3000 Denver, CO 80202. Magellan's web address is www.magellan-advisors.com. Magellan Advisors, LLC was founded

in January of 2004 and has been in operation as a Limited Liability Company since inception. Magellan's office number is 888-960-5299. If you have any questions or we can be of assistance in any way, please feel free to contact me with any questions or comments. You can reach me directly at 786-208-8952 or Jhonker@magellan-advisors.com.

Sincerely,

A handwritten signature in blue ink that appears to read "John Honker".

John Honker
President & CEO, Magellan Advisors

Project Approach

ELEMENT 1 – RESOURCE EVALUATION AND NEEDS ASSESSMENT

Magellan's competitive market analysis includes an evaluation of all current broadband availability in Arlington County, which areas are lacking appropriate coverage, and the need of increased speeds in industrial areas. We utilize a combination of market research, online infrastructure location services and a detailed survey with speed tests that shows actual speeds that residents and businesses are receiving.

The market analysis will determine the services that are available, providers, service level, pricing, and access. We will document all publicly owned and privately-owned networks in Arlington County and build a comprehensive broadband map to illustrate how the County is served by broadband providers today.

Magellan will perform a formal needs assessment that will first evaluate the County's needs for current and future broadband infrastructure. We will help you assess the benefits gained by equipping your infrastructure assets with fiber and wireless connectivity to support many growing municipal and community needs. Magellan will help you determine the broadband needs of the community, including small businesses, large businesses, enterprises, community anchors and residents. We believe that you should gain a fundamental understanding of demand for broadband services in the County, levels of digital literacy among users, and perceived value of service to determine the overall level of need today and in the future.

Magellan will assess the County's current state of broadband and identify gaps in relation to the ARPA baselines of 25/3 Mbps and 100/100 Mbps. We will create a gap analysis that shows where residents and businesses are unserved and underserved. Using data from the surveys, we will determine where the areas of greatest need are in Arlington County, illustrate where the digital divide may be most apparent and identify key regions of the County where economic development could be bolstered by broadband. This evaluation will allow the County to understand where it can utilize ARPA funds to drive investment in high-speed broadband.

We will conduct a comprehensive asset inventory of the County's current public and private assets to determine their usefulness for broadband deployment to better facilitate network construction and operations. Upon kick off, Magellan will develop a data request list to gather data to complete a desktop analysis and review of the County's public sites and assets. Our inventory will include review of all private assets and document fiber networks, facilities, data centers, and related infrastructure to determine how well the area is served by broadband. In addition, all network routes and backhaul options will be reviewed to identify the most optimal routes out of the County, and to identify potential interconnect points to regional Points of Presence (PoPs).

Magellan's formal needs assessment will include outreach with potential users of an Arlington County network. We will meet with these stakeholders one-on-one or in focus groups to document current and future needs as well as understanding on how joint investments and partnerships could impact operations of expanding broadband in the County.

This outreach may include:

Public/Municipal Outreach: municipal leaders across the County including IT, Public Works, Finance and Leadership as well as other important department leaders throughout the County and its communities.

Private Providers: Magellan will hold one-on-one interviews with private retail providers allowing them to share information on their current network, expansion and upgrade plans and willingness to partner with the County to better serve its communities.

Anchors and Enterprise Businesses: We suggest scheduling one-on-one and group meetings with your large broadband users, including schools, hospitals, regional government organizations and large enterprise businesses.

Businesses: Magellan recommends conducting focus groups with small and medium businesses that are representative of the greater Arlington County business community.

ELEMENT 2 – MODEL EVALUATION

Magellan Advisors will utilize data from its survey, stakeholder outreach and census and demographic data to determine the economic and community impact that broadband issues are having on Arlington County. This will include how the lack of broadband has impacted economic development, how businesses feel about relocating due to lack of reliable and affordable broadband, and the effect poor broadband and broadband gaps have created for residents with particular focus on ability to telecommute, utilize online education and provide economic opportunities through online small businesses.

Magellan's overall recommendations and broadband roadmap delivered to the County at the cumulation of the study will deliver a phased, prioritized approach to broadband expansion including key policies that the County can develop that will allow for dig once and shared infrastructure opportunities to continue to build broadband in cost effective ways for Arlington County.

Demand is a key driver of the overall business model and financial sustainability of a potential project. In other projects, Magellan has been able to aggregate demand from residents and stakeholder groups to support overall feasibility of proposed broadband networks. We will work with you to organize the best way to assess needs and identify demand in the community. This process generally involves outreach with stakeholder groups to learn about specific broadband and technology needs and an online survey.

Our consulting team will work with the County staff to identify the potential stakeholders that should be included in all outreach. These can be internal departments, community anchors and support organizations, as well as the local service providers. We will structure the plan based on a variety of one-on-one interviews, and focus groups, as outlined below. Each session would be scheduled for approximately one hour, except those with large potential turnout.

We would expect the bulk of outreach to occur during the initial months of the engagement. We would continue to collaborate with those organizations included in the final planning, through design, and wrap

up of the engagement to ensure those participating, have equal say, and buy-in to the broadband initiatives.

Through our survey we will provide you with a graphical and visual representation of the current market, based on the survey and data collected for the market. This graphical representation will give you unique and valuable data on the actual broadband market in Arlington County so you can understand the following:

- Actual speeds that residents, anchors and businesses are receiving
- Actual pricing that residents, anchors and businesses pay for services
- Territories for providers operating in each community
- Customer satisfaction levels with broadband providers
- Key issues that impact customers across Arlington County
- Identify underserved and unserved areas

The information from Magellan's business case will help Arlington County staff evaluate various business models for deploying broadband services, as each has different funding requirements, rates of return and risk profiles.

Magellan will work with Arlington County to define the most optimal business models to evaluate for broadband deployment, which may include the following:

- Retail services to a range of customer segments, including residential and/or commercial;
- Retail services that leverage other utilities for outsourced content and services;
- Fiber leasing arrangements;
- Public-private partnerships with existing providers;
- Retail services to government, education, healthcare and anchor organizations;
- Dark fiber investment only, using private partners for operations and management;
- Possibilities of using ConnectArlington;
- Potential risks and possible benefits .

We will work with the County to identify the optimal business models by analyzing the financial outcomes of each. This process will assess the funding requirements (upfront and ongoing), revenues, operating costs, debt service costs, renewal and replacement and related costs borne by each business model.

ELEMENT 3 – STRATEGIC RECOMMENDATIONS

For this project, our key objective will be to create optimized business plan, strategic plan and implementation plan to develop the most efficient and reliable network possible. Magellan has long experience in the development of comprehensive business plans and financial modeling for open-access networks. Implementing our Broadband Financial Sustainability Model in this project will enable City staff to understand key financial information related to funding alternatives. We will model projected capital and operating costs related to buildout and implementation of the broadband design.

We believe that some funding streams could come from public grants and private providers, and we will help you analyze what funding opportunities are available, minimizing the overall capital investment. Magellan's Broadband Financial Sustainability Model is bond grade and has been utilized by dozens of municipalities to apply for and receive funding. Our team will prepare a funding plan that looks at a variety of funding models including bonding and the opportunity for state or federal funding.

Financials:

Magellan proposes using our Broadband Financial Sustainability Models to ensure that Arlington County has a full understanding of the business and financial sustainability of various broadband initiatives. Using these tools will allow the County to evaluate different business models and make informed decisions on which are most adequate for the County and community – including environments that require no funding.

Our financial models have been specifically developed for broadband utilities and are very similar to electric utility rate studies. Our models are widely used tools to model feasibility and financial performance for over 50 municipal broadband providers. Magellan's financial modeling tools have been utilized to plan and manage broadband network investments for over \$500 million in broadband projects nationwide. Using our financial tools, we suggest using the following process to conduct the business model analysis and make recommendations. We would propose using a 20-year period to analyze the project:

1. Develop the cost model for the network, including one-time and ongoing capital expenditures to build the network.
2. Develop the cost model for operations, including O&M, network operations, field services, staffing, billing and customer service.
3. From the market analysis and outreach, determine the customer segmentation and growth on the network, across each type of customer (business, school, hospital, etc.).
4. Determine a proposed competitive rate schedule for potential services, using pricing information from the market analysis and benchmarking information.
5. Develop financial statements, pro-formas, depreciation schedules, and cash flows.
6. Conduct comprehensive financial analysis on the project to determine overall financial sustainability using key metrics such as free cash flow, debt service coverage, operating margin, and net income.
7. Use a scenario analysis to evaluate different business models and determine which are feasible for Arlington County to consider.
8. Recommend the most feasible business model based on overall business and financial sustainability, community benefit, and long-term value to the Arlington County community. This model will be designed to generate revenue for the County for a self-sustained broadband maintenance and development program. Our pro-formas will indicate the cost of resources both internally and externally, as estimated based on previous similar engagements.

Funding:

Magellan's team will screen and identify feasible grant and loan programs for the County, including rural and non-rural opportunities. Our analysis will look at the federal FCC, USAC, EDA, HUD and USDA programs as well as State of Virginia programs that fund such projects. We will identify the program size, details, qualifications, requirements, and other key information for the County to determine the opportunity to fund some of its service area with federal or state funds.

Based on the financial analysis, we will be able to provide the following information to the County to determine the best vehicles and organizational structures to be used for the project. Some of the areas we will analyze include:

- State and federal grant programs
- Joint build and joint contribution projects
- Organizational structures available, for profit, non-profit, economic development corporations, joint powers authorities and joint ventures
- Public/private contribution models
- Total amount of funding needed for the project
- Capital versus operational funding needed for the project
- Funding term, identifying short-term and long-term portions of funding
- Optimizing public and private funding sources

Detailed Business Case and 20-Year Pro Forma Financial Statement

Our final business case will include a detailed 20-year financial statement which outlines all details the County will need to make a strong financial and business decision in order to take the next steps to implementing broadband solutions:

- Operating income and cash flow
- Net present value analysis
- Projected revenues and benefits
- Uses and sources of funds
- Operational expenses
- Depreciation schedule
- Debt service analysis
- Key Assumptions

ELEMENT 4 – PROJECT DELIVERABLES

Magellan will provide a final Arlington County Broadband Study to the County at the conclusion of this engagement. The final Study will contain the blueprint for development of County infrastructure to interconnect all municipal buildings, serve municipal and community needs, deliver next generation fiber infrastructure to schools, libraries, and key anchor institutions, while supporting economic development and future smart city/county initiatives. We will work with you to refine this plan, so it is 100% representative of your stakeholders needs and has a high degree of relevance to your community.

We will provide a detailed business plan and roadmap for the approved approach, and will ensure compliance with all applicable local, state, and federal laws and regulations. All supporting information such as individual task analysis, raw data, mapping (ESRI) shapefiles and the technical memoranda from each previous task will be included with the Study. All documents generated to support delivery of the Study will also be provided to the County. We will provide supporting maps and mapping data when required to support the necessary decision making. Magellan Advisors is prepared to present all needed written and oral reports to the involved County staff.

The final study will include governance and technical policies, regulations and standards that are developed with the Arlington team throughout the process. Our team will work with the County's legal department and leadership teams to assist in preparing policies that may be needed.

Project Schedule

Magellan is available to start work immediately upon award of contract with the County of Arlington. Magellan's staff maintains a workload of 80% allowing for onboarding of new projects and dedication to client projects to ensure timeliness of deliverables. Magellan's team understands the County is interested in accelerating the schedule and timeline of the project. We believe the project can be completed in less than nine months.

Magellan has maintained a level workload over the past three years for our staff with flexible timelines giving our staff ample room to manage all projects and availability to take on new projects that best fit their roles and disciplines. We have more than adequate resourcing and availability to complete this Broadband Study. Magellan Advisors is prepared to hit the ground running to meet these deadlines, with work beginning immediately upon contract approval.

Task Description	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9
Element 1									
Element 2									
Element 3									
Element 4									

Project Cost

The total cost to Arlington County for the Broadband Study Project is \$177,450 and includes all work to be completed by Magellan as stated in this proposal. Magellan will bill on the first day of the month for the current month's services. Travel and incidental expenses will be billed as incurred at a not to exceed rate of \$5,000. Invoices are payable on net 30 terms from the date of invoice.

Task/Description	Hours	Cost
Element 1	175	\$36,750
Element 2	220	\$46,200
Element 3	250	\$52,500
Element 4	200	\$42,000
Total for Magellan's Services		\$177,450
Travel		\$5,000
Total Not-to-Exceed		\$182,450

Organization Experience and Capacity

Magellan Advisors is the leading turnkey broadband development firm for municipalities and utilities. We specialize in planning, designing and building fiber to the home networks for communities that need faster, more reliable high-speed internet. With over 17 years in business and over 400 municipal clients, Magellan is the most experienced firm for munis that want to enhance economic development, education, healthcare and the quality of life of their communities through world-class broadband.

Our staff understands the goals of local governments that recognize broadband as a policy issue. In our feasibility studies, we help educate, inform and direct municipalities to the most feasible options for solving local broadband issues. We work with internal and external stakeholders to build a profile of your community to determine the current state of broadband and identify key issues. Based on real-world solutions, we help you determine the best opportunities to close gaps and position your community for the future. We believe that every community is unique and customized broadband strategies are essential in every project we undertake. In every case, we have helped municipalities find and implement the right solutions to enhance local broadband.



We are the only firm that creates custom tailored broadband networks to achieve municipal objectives. Our networks deliver the fastest internet services at the lowest cost, while giving municipalities a platform to deploy smart city innovations that help them manage their communities. We've led the planning, funding, construction and management of over 50 fiber broadband networks passing over 1 million households and connecting more than 1,000 schools, hospitals, government offices and community organizations and totaling \$1 billion in investments. Magellan has helped more communities successfully plan, implement and manage broadband networks than any other firm in the market.

On the next pages in this section we have provided the Broadband Study Project Team for Arlington County, references, and an overview of the turnkey services Magellan Advisors can offer Arlington County.

PROJECT PERSONNEL

Courtney Violette - Chief Operating Officer - Project Manager



Courtney has led over one hundred municipal broadband planning and implementation projects across the country. He is a Certified Fiber-To-The-Home Professional and holds several technical certifications in broadband, information technology and information security. Prior to joining Magellan, he spent six years as the CIO for the City of Palm Coast. During this time, he planned and built the first true City-owned open-access network in the Southeast. Through his leadership, the network grew to serve government, business, education and healthcare needs across the City, saving these organizations millions of dollars and providing gigabit connectivity to meet the community's needs. Courtney holds an MA in Information Technology Management and a BS in Computer Science from Webster University.

Mike Johnson - Senior Consultant - Project Manager



Mike has over 30 years of extensive experience in wireless communications and broadband data network design. He uses his extensive history and knowledge to assist clients in accomplishing project planning and deliverable essential to deploying successful communications and data systems. His strengths include program management, requirements gathering, field test engineering, equipment evaluation, engineering management, and analyzing complex design conceptions. He has also designed wireless broadband equipment for Point to Point, Point to Multipoint and Mesh Radio Networks. Mike holds 4 patents on spectrum sensing, channel coordination, and dynamic location information. He also has current certifications in FTTx architecture, Fiber Plug and Play modules, and FTTx link budgets. Mike holds a Bachelor of Science in Electrical Engineering from the University of Florida.

Matthew Southwell - Associate Project Manager - Design

Matthew Southwell has over 13 years in the telecommunications field. Matthew's career began as a U.S. Army Sergeant where he worked on tactical communication systems, Sat-Com radio systems, and deploying weekly COMSEC key changes OTAR (Over the Air Rekeying) with newly deployed radio systems during two Operation Enduring Freedom deployments. Matthew's private sector work includes work with a Motorola radio distributor and contractor where he supported many Federal, State, and local County entities to include: Department of Homeland Security, Immigration and Customs Enforcement, Drug Enforcement Administration, Florida Highway Patrol, Greater Orlando Airport Authority, Orange County Sheriff's Office, and the Lake County Sheriff's Office. Matthew joined Magellan Advisors in 2016 as a telecommunication analyst where he has contributed his knowledge and technical expertise to over 65 broadband projects. Matthew's current role within Magellan includes analysis of client GIS data and mapping, creating conceptual network designs and costing estimates for future fiber builds. Matthew is a Certified Fiber to the Home Professional (CFHP) and holds a Business Management Degree with High Honors from Keiser University in Orlando, FL.

Al Kamuda - Design Team Lead

Al Kamuda is a seasoned telecommunications and GIS professional with over 20 years' experience in telecommunications engineering, mapping, design and outside plant construction. Prior to joining Magellan, Al was the Senior Design Manager for the Central Florida region at Spectrum (Charter Communications), where he led the planning, project management and implementation of outside plant design for various company growth projects including residential, commercial, cellular backhaul and metro WIFI. His extensive experience with the telecommunications industry, CAD platforms and geospatial expertise along with his strategic forward thinking provides an extremely diverse skill set that allows him the valuable insight needed to understand the client's objectives in all aspects of telecommunications construction and design processes.

Kelly Dela Cruz - Project Management Analyst

Kelly is an experienced Analyst with a proven track record of success in various fields such as hospitality, fintech, retail and manufacturing. Her expertise lies in the intersection of User Experience Design and Analytics where she is able to transform project related data and insights into narratives that connect various stakeholders both technical and non-technical and act as a catalyst for value creation. Driven by growth opportunities in every community, she believes in maximizing the resources available to them by forming and maintaining coherent, up to date and accurate informative documentations. Kelly as an avid learner has recently earned her master's degree in International Business with a specialization in Business Analytics.

FIBER ENGINEERING DESIGN

Design it right the first time and it will last a lifetime. Our engineers work extensively with utilities to design broadband networks for the latest technologies, fastest speeds and lowest costs.



For municipalities, we connect your facilities, schools, hospitals and corridors with high-capacity fiber backbones to ensure connectivity for community needs, broadband and smart city applications. Our design work encompasses aerial and underground engineering to build the most advanced fiber networks to meet the needs of communities for years to come.

Aerial Fiber Engineering

- Strand and lash, ADSS engineering for overhead placement on utility poles
- Pole survey using GPS with sub-meter accuracy
- Make-ready engineering
- Pole loading analysis
- Pole attachment applications
- Pole permitting
- Low-level engineering, construction prints, bills of materials and cost estimates

Underground Fiber Engineering

- Underground fiber placement in rights of way, specific to each community's construction standards
- Directional boring, trenching, saw-cut and other construction methods
- Constructability surveys and fielding
- Low-level engineering, construction prints, bills of materials and cost estimates
- Right of way and third-party permitting
- Field changes, markups and final as-builts

Sample Projects

- City of Chesapeake, VA – 170-mile fiber design to connect all City facilities, business districts and redevelopment areas.
- City of Portsmouth, VA – 65-mile fiber backbone design to connect all City facilities, enable Wi-Fi at key locations and support expansion of local broadband services.
- City of Boulder, CO – 65-mile fiber backbone design to support City facilities, public housing, economic development and lay a foundation for fiber to the home broadband.
- City of Hillsboro, OR – 400-mile fiber backbone and broadband design to connect 34 schools, utilities, city facilities and provide fiber to the home to 66,000 homes.

FIBER CONSTRUCTION PACKAGES

We manage the entire procurement process for fiber and wireless projects to give you the most competitive bids from vendors across the broadband marketplace.



Magellan provides city and county organizations with detailed construction package development for their fiber and wireless broadband projects. We work with you to craft construction bids using your construction standards to ensure contractors follow your policies and minimize community impacts. Our construction plans are designed to seek the best and lowest competitive bids from leading contractors.

Construction Bills of Materials

- Detailed BOMs for aerial, underground, facility and equipment installations
- Design specifications for fiber, conduit, structures, splice enclosures, splitter cabinets, equipment shelters, points of presence and data center construction
- Unit-based BOMs for labor, materials, facilities, equipment, hourly labor and specialized services

Construction Procurements

- Review and integration of the latest broadband standards into your existing construction code
- RFP/IFB development, scopes of work and bid forms
- Construction contract review and recommendations
- RFP/IFB oversight, pre-bid meetings, Q&A, addenda, short-listing and selection of contractors

Sample Projects

- City of Portsmouth, VA – Construction bid packages, procurement, evaluation and selection for 65-miles of fiber construction.
- City of Boulder, CO – Construction bid development, release and selection for an \$11 million fiber backbone construction project.
- City of Dayton, TX – Invitation to bid advertisement, review and selection of contractors for a \$13 million fiber to the home broadband network.
- City of Ann Arbor, MI – Invitation to bid for a \$5 million fiber backbone expansion to support the City's local economic development and business retention programs.

FIBER CONSTRUCTION MANAGEMENT

We are your turnkey partner to manage all fiber and wireless construction to ensure broadband networks meet your community's needs.



As a turnkey construction management provider, we are in the field daily, overseeing construction, coordinating field changes, inspecting workmanship and ensuring adherence to local, state and federal standards. We have managed fiber and wireless construction in 25 different markets across the US for cities, counties and utilities. Our construction managers are on the ground in your community every day for the entire construction lifecycle. We coordinate all construction activities between contractors, public works, permitting, utilities and public relations to ensure timely completion.

Construction Management

- Overall program management and reporting to your departments
- Interface with permitting, public works, utilities, community engagement and the contractors
- Construction production tracking, accounting, invoice review and approvals and close outs
- Field changes and constructability analysis

Construction Inspections

- Daily onsite inspection of underground and aerial construction projects
- Site visits and coordination for fiber installation
- Fiber splicing, termination, testing and inspections
- Experienced inspections for federal broadband grant and loan compliance
- Punch-list and close outs

Sample Projects

- City of Boulder, CO – Turnkey construction management and inspections for 65 miles of fiber backbone throughout the City.
- City of Dayton, TX – Turnkey construction management and inspections for a Citywide fiber to the home network covering 5,000 homes.
- City of Portsmouth, VA – Construction oversight and inspections for the City's 65-mile fiber backbone connecting City sites, schools and utility locations throughout the City.

REFERENCES

FIBER & WIRELESS NETWORK DESIGN REFERENCE: CITY OF CHESAPEAKE



CONTACT

Jay Krali
Project Manager
P: 504.920.3181
E: jkrali@cityofchesapeake.net

Start and End Date:
2019 - present

"The deployment of fiber throughout the City will open doors and offer benefits that we have only begun to fathom. It is critical that we approach this project with a strategic mindset, and that's why we're so pleased to have Magellan Advisors on our team. They, along with our regional partners in Hampton Roads, will help us all take a giant leap into the future." - Rick West, Mayor of Chesapeake

CHALLENGE

The City of Chesapeake, located in the Hampton Roads region of Virginia, is currently experiencing a technology ecosystem boom. As the region flourishes, Chesapeake's leadership noticed a lack of resilient and accessible fiber infrastructure to support the City's technology initiatives and broadband services. In late 2019, the City engaged Magellan Advisors to lead the development of Chesapeake's Next Generation Network (C-NGN) in an effort to provide world-class fiber connectivity to the City's enterprises, partners, and the greater Hampton Roads region. The objectives included enhancing municipal services, promoting economic development, supporting education and creating a catalyst for future private investment in broadband.

MAGELLAN'S SOLUTION

Magellan worked with the City to engineer the 170-mile C-NGN fiber-optic network and complementary smart city wireless overlay, branded Chesapeake Connects. Magellan conducted detailed assessment of each stakeholders' needs and developed the network design to maximize community use of the fiber. The network connects over 200 community facilities including city, school, library, hospital, public utility, public safety and traffic locations. The design also incorporates Chesapeake's economic development goals by ensuring that key business corridors are equipped with high-capacity fiber. Magellan Advisors engineered over 170-mile route miles of fiber, including fielding, low-level design, construction prints, permitting, master budgets and construction bids. In late 2020, Magellan's scope was expanded to determine how Chesapeake Connects will support organizations during and after the COVID-19 pandemic focusing on telehealth and remote education.

OUR CLIENT'S SUCCESS

Magellan's process of design, then bid, then build is giving the City best approach to minimize the cost of construction, select the most capable construction contractor and ensure rapid deployment of the network, which will start in 2021. The City of Chesapeake plans to begin construction by July 2021 and is working with Magellan to accelerate the timeline, targeting 18-24 months for completion of major construction related activities.

FIBER FEASIBILITY STUDY & IMPLEMENTATION MANAGEMENT REFERENCE: CITY OF PORTSMOUTH, VA



CONTACT

Daniel Jones
Chief Information Officer
P: 757.393.8398 x2117
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"Our municipal fiber backbone fits right in with Council's vision of becoming a smart city and being prepared for the next generation of technology"

-Mayor John Rowe, City of Portsmouth

CHALLENGE

With significant growth, the City of Portsmouth's existing budget for telecommunications services was expected to double from \$1 million to over \$2 million per year. To reduce its costs and create new capabilities, the City envisioned investing in its own fiber backbone. To do so, the City needed a partner that had planned, designed and built these networks in the municipal environment.

MAGELLAN'S SOLUTION

In 2017, Magellan conducted a needs assessment and fiber master plan for the City. The master plan included a high-level design for a citywide fiber backbone, with accompanying cost estimates and a strategic business case. The business case showed by investing in the fiber, the City would eliminate 95% of its recurring telecommunications costs and own the fiber to support growing needs among city departments, external stakeholders and the community.

In 2018, City Council approved the master plan and authorized the construction of the fiber network to 85 city, school, library, public safety, tower and other sites. Magellan developed the engineering design for the fiber network using 100% underground construction, with high capacity fiber and multiple levels of redundancy. Magellan's design process gave the City the most effective solution to build the network at the lowest cost. Upon completion of the design, Magellan was retained to procure the construction contractor and manage construction and inspections for the City.

OUR CLIENT'S SUCCESS

Today, the majority of the network has been built and the City is already realizing benefits of its investment. The City will connect each and every site at 1 Gbps and 10 Gbps, increasing site bandwidth to every facility. The network is connecting major community anchors like Tidewater Community College and other key stakeholders throughout the City. It will enable a new platform for innovation in traffic management, public safety, utilities management, and most importantly, it will Portsmouth as a Smart City for tomorrow.

FIBER DESIGN & CONSTRUCTION REFERENCE: CITY OF RANCHO CUCAMONGA, CA



CONTACT

Fred Lyn
Utility Division Manager
P: 909.477.2740 ext. 403
E: fred.lyn@cityofrc.us

"Today this infrastructure plays a crucial role in Rancho Cucamonga, not only in economic development but will be pivotal in the long-term sustainability and future planning of the City. Rancho Fiber has arrived." -Fred Lyn, Utilities Division Manager

CHALLENGE

City leadership recognizes that fiber-optic infrastructure is an important part of the Cucamonga community. They understand that in today's world, connectivity affects every aspect of the community - whether in municipal operations, public safety, education, healthcare, quality of life, entertainment and commerce. To realize leadership's vision, the City needed a partner that could develop and manage the expansion of fiber-based broadband across the City in a manner that approached the City's financial constraints while expanding access in years to come. The City has deployed fiber optic infrastructure across the City.

MAGELLAN'S SOLUTION

In 2016, Magellan worked with the City to develop a fiber master plan and engineering assessments that laid out a multi-year plan for new aerial and underground fiber deployment throughout the City totaling \$12 million over 6 years. Since adopting the master plan in 2017, Magellan has designed and built the first three phases of the fiber to the premises network. In this work, we have provided engineering, fielding, utility assessments, pole and make ready planning, construction print packages. We also manage construction as an owner's representative for the City in the field, ensuring that the construction contractor meets our engineering specifications developed for the City, with tight quality control and within the budget.

OUR CLIENT'S SUCCESS

Today, the City has connected neighborhoods and business corridors, enabling gigabit broadband services to residents and businesses across the City. Residential customers receive gigabit broadband for \$69.99 per month, giving them nearly 5 times the bandwidth for a lower cost than is available in the market today. Businesses have competitively priced internet on City fiber that has replaced unreliable DSL, and cable internet services.

Required Forms

ARLINGTON COUNTY, VIRGINIA
REQUEST FOR PROPOSALS NO. 22-CPHD-RFP-500

PROPOSAL FORM

ELECTRONIC PROPOSALS WILL BE RECEIVED BY THE COUNTY VIA VENDOR REGISTRY NOT LATER THAN
3:00 P.M., JANUARY 20, 2022.

FOR PROVIDING BROADBAND STUDY PER THE SOLICITATION.

THE FULL LEGAL NAME OF THE ENTITY SUBMITTING THIS PROPOSAL MUST BE WRITTEN IN THE SPACE
BELOW. THIS PROPOSAL FORM AND ALL OTHER DOCUMENTS THAT REQUIRE A SIGNATURE MUST BE
FULLY AND ACCURATELY COMPLETED AND SIGNED BY A PERSON WHO IS AUTHORIZED TO BIND THE
OFFEROR, OR THE PROPOSAL MAY BE REJECTED.

SUBMITTED BY: <i>(legal name of entity)</i>	Magellan Advisors, LLC		
AUTHORIZED SIGNATURE:	 John Honker, President and CEO		
PRINT NAME AND TITLE:			
ADDRESS:	999 18th Street, Suite 3000		
CITY/STATE/ZIP:	Denver, CO 80202		
TELEPHONE NO.:	786-208-8952	E-MAIL ADDRESS:	jhonker@magellan-advisors.com
THIS ENTITY IS INCORPORATED IN:	Florida		
THIS ENTITY IS A: <i>(check the applicable option)</i>	CORPORATION <input type="checkbox"/>	LIMITED PARTNERSHIP <input type="checkbox"/>	
	GENERAL PARTNERSHIP <input type="checkbox"/>	UNINCORPORATED ASSOCIATION <input type="checkbox"/>	
	LIMITED LIABILITY COMPANY <input checked="" type="checkbox"/>	SOLE PROPRIETORSHIP <input type="checkbox"/>	
IS OFFEROR AUTHORIZED TO TRANSACT BUSINESS IN THE COMMONWEALTH OF VIRGINIA?	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>	
IDENTIFICATION NO. ISSUED TO THE ENTITY BY THE SCC:	T0802191		

*Any Offeror exempt from Virginia State Corporation Commission (SCC) authorization requirement must
include a statement with its proposal explaining why it is not required to be so authorized.*

PROPOSAL FORM, PAGE 2 OF 5

ENTITY'S DUN & BRADSTREET D-U-N-S NUMBER: (if available)

961717654

HAS YOUR FIRM OR ANY OF ITS PRINCIPALS BEEN DEBARRED
FROM SUBMITTING PROPOSALS TO ARLINGTON COUNTY,
VIRGINIA, OR ANY OTHER STATE OR POLITICAL SUBDIVISION
WITHIN THE PAST THREE YEARS?

YES NO

OFFEROR STATUS: MINORITY OWNED: WOMAN OWNED: NEITHER:

THE UNDERSIGNED UNDERSTANDS AND ACKNOWLEDGES THE FOLLOWING:

THE OFFICIAL COPY OF THE SOLICITATION DOCUMENTS, WHICH INCLUDES ANY ADDENDA, IS THE
ELECTRONIC COPY THAT IS AVAILABLE FROM THE VENDOR REGISTRY WEBSITE AT:
[HTTPS://VRAPP.VENDORREGISTRY.COM/BIDS/VIEW/BIDSLIST?BUYERID=A596C7C4-0123-4202-BF15-3583300EE088](https://VRAPP.VENDORREGISTRY.COM/BIDS/VIEW/BIDSLIST?BUYERID=A596C7C4-0123-4202-BF15-3583300EE088).

POTENTIAL OFFERORS ARE RESPONSIBLE FOR DETERMINING THE ACCURACY AND COMPLETENESS OF
ALL SOLICITATION DOCUMENTS THEY RECEIVE FROM ANY SOURCE, INCLUDING THE COUNTY.

1. OFFEROR MUST SUBMIT: ONE ELECTRONIC COMPLETE SIGNED PROPOSAL THAT INCLUDES AS ITS FIRST PAGE THIS PROPOSAL FORM.
2. INDICATE THE NAME AND CONTACT INFORMATION OF THE PERSON WHO CAN RESPOND AUTHORITATIVELY TO QUESTIONS REGARDING THIS PROPOSAL.

NAME (PRINTED): John Honker

TITLE: President and CEO

E-MAIL ADDRESS: jhonker@magellan-advisors.com

TEL. NO.: 786-208-8952

TRADE SECRETS OR PROPRIETARY INFORMATION:

Trade secrets or proprietary information submitted by an Offeror in connection with a procurement transaction will not be subject to public disclosure under the Virginia Freedom of Information Act. Pursuant to Section 4-111 of the Arlington County Purchasing Resolution, however, an Offeror seeking to protect submitted data or materials from disclosure must, before or upon submission of the data or materials, identify the data or materials to be protected and state the reasons why protection is necessary.

Please mark one:

No, the proposal that I have submitted does not contain any trade secrets and/or proprietary information.

Yes, the proposal that I have submitted does contain trade secrets and/or proprietary information.

PROPOSAL FORM, PAGE 2 OF 5

ENTITY'S DUN & BRADSTREET D-U-N-S NUMBER: (if available) 961717654HAS YOUR FIRM OR ANY OF ITS PRINCIPALS BEEN DEBARRED
FROM SUBMITTING PROPOSALS TO ARLINGTON COUNTY,
VIRGINIA, OR ANY OTHER STATE OR POLITICAL SUBDIVISION
WITHIN THE PAST THREE YEARS?YES NO OFFEROR STATUS: MINORITY OWNED: WOMAN OWNED: NEITHER:

THE UNDERSIGNED UNDERSTANDS AND ACKNOWLEDGES THE FOLLOWING:

THE OFFICIAL COPY OF THE SOLICITATION DOCUMENTS, WHICH INCLUDES ANY ADDENDA, IS THE ELECTRONIC COPY THAT IS AVAILABLE FROM THE VENDOR REGISTRY WEBSITE AT:
[HTTPS://VRAPP.VENDORREGISTRY.COM/BIDS/VIEW/BIDSLIST?BUYERID=A596C7C4-0123-4202-BF15-3583300EE088](https://VRAPP.VENDORREGISTRY.COM/BIDS/VIEW/BIDSLIST?BUYERID=A596C7C4-0123-4202-BF15-3583300EE088).

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2. INDICATE THE NAME AND CONTACT INFORMATION OF THE PERSON WHO CAN RESPOND AUTHORITATIVELY TO QUESTIONS REGARDING THIS PROPOSAL.

NAME (PRINTED): John Honker TITLE: President and CEOE-MAIL ADDRESS: jhonker@magellan-advisors.com TEL. NO.: 786-208-8952TRADE SECRETS OR PROPRIETARY INFORMATION:

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Please mark one:

No, the proposal that I have submitted does not contain any trade secrets and/or proprietary information.

Yes, the proposal that I have submitted does contain trade secrets and/or proprietary information.

PROPOSAL FORM, PAGE 4 OF 5

ACKNOWLEDGEMENT OF COUNTY COVID-19 VACCINATION POLICY

I, John Honker (hereinafter referred to as "Offeror"), certify that I will comply with the COVID-19 Vaccination Policy as a condition of contract award which requires that all contractor employees or subcontractors who will be working on the contract are fully vaccinated against COVID-19, being tested on a weekly basis, or are exempt pursuant to a valid reasonable accommodation under state or federal law.

Signed:  Date: January 20, 2022

Name of Offeror: Magellan Advisors

PROPOSAL FORM, PAGE 5 OF 5

CONFLICT OF INTEREST STATEMENT

I, whose name is subscribed below, a duly authorized representative and agent of the entity submitting this proposal to Arlington County in response to its Request for Proposal No. 22-CPHD-RFP-500, and on behalf of the Offeror certify that:

1. Neither the Offeror nor any affiliated entity has, within the past five years, been employed by or represented a deliverer of services that reasonably could be expected to be considered for purchase by the County as a result of this solicitation.
2. if the Offeror is awarded a contract under this solicitation and during the term of that contract prepares an invitation to bid or request for proposal for or on behalf of the County, the Offeror must not (i) submit a bid or proposal for that procurement or any portion thereof or (ii) disclose to any potential bidder or offeror information concerning the procurement that is not available to the public.
3. The Offeror will not solicit or accept any commissions or fees from vendors who ultimately furnish services to the County as a result of any contract award made as a result of this solicitation.

OFFEROR'S NAME: Magellan Advisors, LLC

SIGNED BY: John Honker

PRINTED NAME/TITLE: John Honker

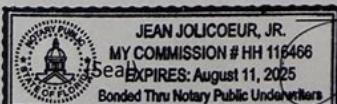
DATE: 12-28-2021

NOTARY STATEMENT

COMMONWEALTH OF Virginia/STATE OF Florida)

CITY/COUNTY OF Dade) to wit:

John Honker personally appeared before me this 28th day of December, 2021 the undersigned a Notary Public in and for the State and County of aforesaid, John Honker, known to me (or satisfactorily proven) to be the person whose name is subscribed to within the instrument as an agent of the Offeror and acknowledged that he/she has executed the same for the purposes therein contained.



Notary registration number: HH 116466

My commission expires: August 11, 2025

The County may request additional information to determine if the Contractor has the financial capacity to meet its obligations under a deductible and may require a lower deductible; that funds equal to the deductible be placed in escrow; a certificate of self-insurance; collateral; or another mechanism to guarantee the amount of the deductible and ensure protection for the County.

The County's acceptance or approval of any insurance will not relieve the Contractor from any liability or obligation imposed by the Contract Documents.

The Contractor is responsible for the Work and for all materials, tools, equipment, appliances and property used in connection with the Work. The Contractor assumes all risks for direct and indirect damage or injury to the property used or persons employed in connection with the Work and for of all damage or injury to any person or property, wherever located, resulting from any action, omission, commission or operation under the Contract or in connection in any way whatsoever with the Work. The Contractor's insurance shall be the primary non-contributory insurance for any work performed under this Contract.

The Contractor is as fully responsible to the County for the acts and omissions of its subcontractors and of persons employed by them as it is for acts and omissions of persons whom the Contractor employs directly.

54. COUNTERPARTS

This Agreement may be executed in one or more counterparts and all of such counterparts shall together constitute one and the same instrument. Original signatures transmitted and received via facsimile or other electronic transmission, (e.g., PDF or similar format) are true and valid signatures for all purposes hereunder and shall be effective as delivery of a manually executed original counterpart.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

CONTRACTOR

AUTHORIZED
SIGNATURE: _____

AUTHORIZED
SIGNATURE: _____ 

NAME: _____

NAME: _____ John Honker

TITLE: _____

TITLE: _____ President and CEO

DATE: _____

DATE: _____ January 20, 2022

I will not use any devices, laptops, PDAs, netbooks, tablets, thumb drives or other media storage devices ("Device") during my work on the Project without pre-approval. I will ensure that any Device connected to the County network is free of all computer viruses and running the latest version of an industry-standard virus protection program. I will also ensure that my user account and password, if any, is robust, protected and not shared. I will not download any County Information except as authorized by the County Project Officer and then only onto a County-approved Device. I understand that downloading onto a personally-owned Device or service, such as personal e-mail, Dropbox etc., is prohibited.

I agree that I will notify the County Project Officer immediately upon discovery or becoming aware or suspicious of any unauthorized disclosure of County Information, security breach, hacking or other breach of this agreement, the County's or Contractor's security policies, or any other breach of Project protocols concerning data security or County Information. I will fully cooperate with the County to help regain possession of any County Information and to prevent its further disclosure, use or dissemination.

It is the intent of this *NonDisclosure and Data Security Agreement* to ensure that the highest level of administrative safeguards, information security, and other best practices are in place to ensure confidentiality, protection, privacy and security of County Information and County-networked resources and to ensure compliance with all applicable local, state and federal laws or regulatory requirements. Therefore, to the extent that this *NonDisclosure and Data Security Agreement* conflicts with the underlying Main Agreement or any local, state or federal law, regulation or provision, the more stringent requirement, law, regulation or provision controls.

Upon completion or termination of my work on the Project, I agree to return all County Information to the County Project Officer. I understand that this agreement remains in full force and effect throughout my work on the Project and shall survive my reassignment from the Project, termination of the above referenced Project or my departure from my current employer.

Signed: 
Printed Name: John Honker
Date: January 20, 2022

Witnessed:

Contractor's Project Manager: _____
Printed Name: _____
Date: _____

TO BE COMPLETED PRIOR TO BEGINNING WORK ON THE PROJECT

EXHIBIT E

CONTRACTOR COVID-19 VACCINATION CERTIFICATION

I hereby certify that all Magellan Advisors (Contractor Name) employees and subcontractors who will be working on Contract No. 22-CPHD-RFP-500 are fully vaccinated against COVID-19, being tested on a weekly basis, or are exempt pursuant to a valid reasonable accommodation under state or federal law.

Please do not include any of your employees' medical documentation, including vaccination records or test results.

Date: January 20, 2022

Signature: 

Printed Name: John Honker

Title: President and CEO

EXHIBIT F

CONTRACTOR COVID-19 VACCINATION QUARTERLY COMPLIANCE CERTIFICATION

By Email: Please complete the report below and return it to: contractorvaccineinfo@arlingtonva.us.

I hereby certify that all Magellan Advisors (Contractor Name) employees and subcontractors working on Contract No. 22-CPHD-RFP-100 are fully vaccinated against COVID-19, being tested on a weekly basis, or are exempt pursuant to a valid reasonable accommodation under state or federal law.

Please do not include any of your employees' medical documentation, including vaccination records or test results.

Date: January 20, 2022

Signature:

Printed Name and Title: John Honker

Company Name: Magellan Advisors

Company Address: 999 18th Street, Suite 3000, Denver, CO 80202