



The Eastern Shore of Virginia Broadband Authority (ESVBA) is accepting informal proposals until: 2:00 PM EST, August 31, 2016, from qualified consultants to conduct comprehensive Broadband Rate Study. The intent of the study is to independently assess and evaluate the ESVBA's existing broadband rates and provide recommendations. The broad objective of the study is to adequately fund the ESVBA's operations and capital costs while minimizing rates and promoting the deployment of Broadband technology throughout the counties of Accomack and Northampton. The study will be based on a review of the ESVBA's Broadband funds and budgets, existing facilities, capital improvement plans, capital financing plan, current usage, future planned growth of the ESVBA and any other information deemed necessary.

ESVBA is seeking qualified consultants to conduct comprehensive broadband rate study to independently assess and evaluate the ESVBA's existing broadband rates in relation to other service providers in the Commonwealth of Virginia, as well as, other similar providers in other areas. The broad objective of the study is to ensure that the ESVBA's current, and future, operations and capital expenditures are funded while minimizing rates to the ESVBA's end users, especially Wireless Service Providers (WISPS), which utilize the ESVBA network to provide services to their end user customers.

The main study components are:

1. Compare ESVBA's current Ethernet transport rates to similar providers.
2. Compare ESVBA's current EVPL WISP transport rates to similar providers, if applicable.
3. Compare ESVBA's current Dedicated Internet access rates to similar providers.
4. Compare ESVBA's current financial sustainability to similar providers.
5. Compare ESVBA's Capital and Operating Expenditures to similar providers.
6. Include, but do not limit to, comparison to the following providers.
 - a. Mid-Atlantic Broadband (www.mbc-va.com)
 - b. Maryland Broadband Cooperative (<http://mdbc.us/>)
 - c. Cox Communications (<https://www.cox.com>)
 - d. Roanoke Valley Broadband Authority (<http://highspeedroanoke.net/>)
 - e. Nelson County Broadband Authority (<http://www.nelsoncounty-va.gov/government/broadband-authority/>)
 - f. Page County Broadband Authority (<http://www.pagecounty.virginia.gov/212/Broadband-Authority>)
 - g. Wired Road Authority (<http://www.thewiredroad.net/node/1>)

Copies of the ESVBA's current rates are available on the ESVBA's website at www.esvba.com.

In evaluating the successful proposal, useful points to assist the Authority in evaluation of your services include:

1. Proposed Scope of Services and applicable costs/fees;
2. A brief description of your firm's qualifications, background and history as well as the qualifications any proposed subconsultant.
3. A description of business licenses, professional certifications or other credentials, together with evidence that the firm is in good standing and is qualified to conduct business in Virginia.

4. A description of similar projects completed by the firm within the past three (3) years.
5. Qualifications, background and experience of the key personnel proposed to work on the project.
6. References with contact information from organizations that have used the firm's services for similar projects within the last three (3) years.

Any contract arising from this solicitation will be subject to review and approval by the ESVBA Board and legal counsel.

Sincerely,

Nicholas Pascaretti
Executive Director