



MEMO TO: ALL BIDDERS

FROM: Eastern Shore of Virginia Broadband Authority
Nicholas Pascaretti, Executive Director

DATE: November 23, 2016

SUBJECT: ADDENDUM #1
IFB #002-2016

This listing of addendum items is distributed to all bidding contractors and is to be included as part of the Public Relations bid documents. Please certify on your Bid Form that you have received Addendum #1

Response to Queries

1. Question: Have we worked on any public relations activities to date?

Answer: We just relaunched our primary website however, we have not done a lot of community-wide outreach.

2. Question: Is there a new ESVBA Logo?

Answer: No, the Logo that we have we have been using since nearly the formation of our organization and are happy with it.

3. Question: Does the ESVBA sell dark fiber?

Answer: The ESVBA sells lit services, dark services are not part of the ESVBA's standard products.

4. Question: May companies outside of the USA submit proposals?

Answer: The ESVBA is looking for vendors within the US for this project.

5. Question: Do awardees need to come on-site for face-to-face meetings?

Answer: Yes, there will be occasions that the awardee will be required for face-to-face meetings.

6. Question: Can proposals be submitted via e-mail?

Answer: No, the requirements in the bid state that all bids will be supplied in hard-copy.

7. Question: Does the ESVBA provide services into the Wallops Base?

Answer: Yes.



8. Question: What is our current geographic footprint?

Answer: The ESVBA has fiber from the Northern edge of Virginia Beach, throughout the middle of the Eastern Shore and stops at the Virginia/Maryland boarder.

9. Question: Is there a budget for this proposal?

Answer: There is not a specific line item in the budget for this proposal however, there is funding for Public Relations in general.

10. Question: How will the trans-Atlantic cable help us?

Answer: It should be a positive for network resiliency, for increasing infrastructure in the Hampton Roads area and to drive some economic stimulus.

11. Question: When did we start our fiber to the home (FTTH) project?

Answer: The board approved the project and pricing in September and we have been constructing it since then.

12. Question: Where is the target FTTH trial?

Answer: It is in the area of Harborton, VA. Our website provide some further details.

13. Question: What is our % market share?

Answer: Unknown.

14. Question: What network infrastructure do we have?

Answer: We have build fiber optics up and down the shore as well as extensions towards an ever-increasing number of towns to proliferate broadband. We also just recently deployed and brought online a 100' tower in the town of Bloxom to provide them a wireless hub site for their town.

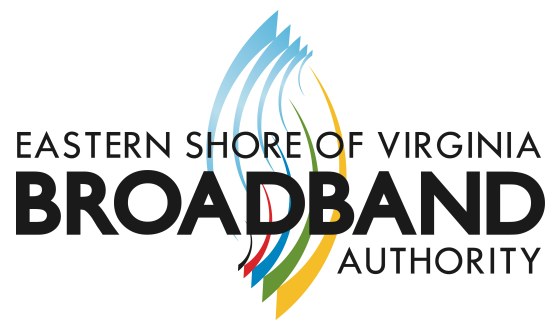
15. Question: How is the ESVBA board formed and does it change?

Answer: The ESVBA board consists of the two county Administrators of our founding counties (Accomack, VA and Northampton, VA) as well as three additional members that are selected by the board of supervisors of each of the two counties. Our board does change over time as people pursue other endeavors.

16. Question: How engaged is the ESVBA with the South Hampton Roads High Speed Broadband Initiative?

Answer: The ESVBA has provided data and support to the Broadband Initiative to see its success. We continue to make ourselves available to their needs as they continue to form.

17. Question: What is our relationship with Eastern Shore Community College (ESCC)?



Answer: ESCC is a customer of ours through a wholesale provider and we provide local loop access.

ALL OTHER SPECIFICATION, TERMS & CONDITIONS, AND BID DUE DATE REMAIN AS ISSUED IN THE ORIGINAL BID.

NOTE: Signature on this addendum does not constitute your signature on the Bid Form, Attachment A.

Sincerely,

Nicholas Pascaretti, Executive Director

Bidder Acknowledgement of Addendum #1

Name of Firm

Signature/Title

Date