



**INNOVATION**

March 8, 2023

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# Digital Connectivity in Underserved Community Areas RFP

Brian Dillard, Chief Innovation Officer





# Presentation Overview

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- Solicitation Overview
- Digital Connectivity RFP Overview
- RFP Responses
- Staff Recommendation
  - Phased Approach
  - Funding Breakdown
- Next Steps
  - Future Deployment Needs
  - State/Federal Funding Opportunities



# Solicitation Overview

The purpose of this Request for Proposals (RFP) is to determine a path that will allow the City of San Antonio (City or COSA), Bexar County, and other partners to enter into funding agreements with known Internet Service Providers (ISPs) or other firms (Respondents) to design, build-out and provide improved broadband infrastructure / service in underserved communities. Neither the City of San Antonio, Bexar County, or other partners will directly own the infrastructure, nor will they serve as a pass through for the customer as an ISP.



## Solicitation Type

- Request for Proposals



## Proposed Term:

- 36 Months



## Estimated Value

- \$8.9 million total



## Current Contract Status

- In Development



# Digital Connectivity RFP Components

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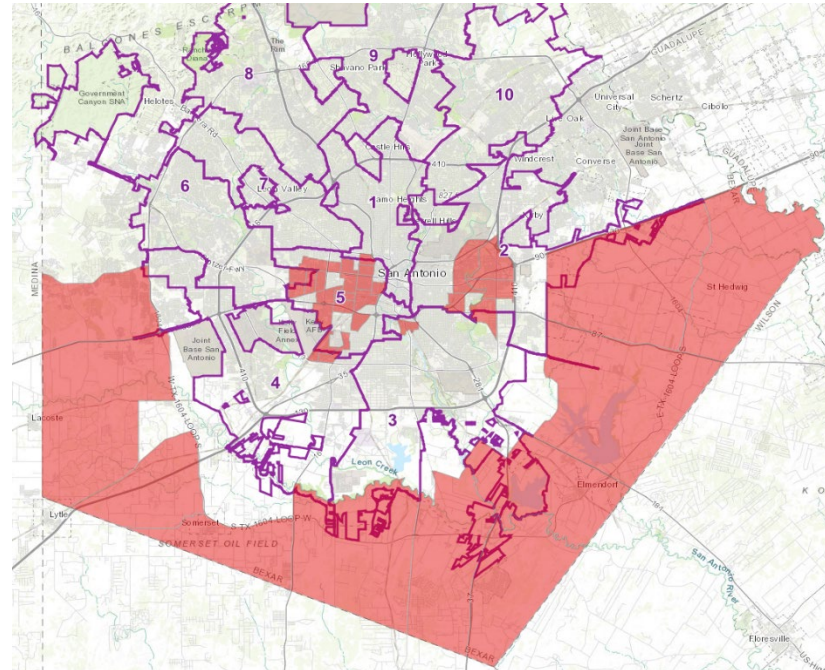
- Quality speeds of 100 download/20 upload mbps
- Affordable rates; \$30/month to utilize Affordable Connectivity Program
- Focus on 37 census tracts
  - Identified by Equity Atlas and Digital Inclusion Survey
  - 26 tracts within incorporated City of San Antonio
  - 11 tracts in unincorporated Bexar County



# Digital Connectivity RFP Census Tracts



Full RFP Census Tract Map





# Digital Connectivity RFP Responses

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- **AT&T Services, Inc.**
  - 26 of 26 City census tracts (20,200 locations)
  - \$13,000,000 – AT&T Services, Inc.
  - \$8,900,000 – Public Funding
- **Spectrum Gulf Coast, LLC**
  - 10 of 11 County census tracts (8,761 locations)
  - \$26,283,000 – Spectrum Gulf Coast, LLC
  - \$5,400,000 – Public Funding



# Score Matrices



RFP for Digital Connectivity in Underserved Community Areas (22-105; 6100015659)  Score Summary FINAL EVALUATION December 19, 2022	Maximum Points	AT & T Services, Inc DBA AT & T Texas 208 S.Akard Street Dallas, Texas
A - Experience, Background, Qualifications	30	26.11
B - Proposed Plan	50	39.78
A - B Sub-Total	60	65.89
C - Price	20	20.00
TOTAL SCORE	100	85.89

RFP for Digital Connectivity in Underserved Community Areas (22-105; 6100015659)  Score Summary FINAL EVALUATION December 19, 2022	Maximum Points	Spectrum Gulf Coast, LLC 12405 Powerscourt Dr St. Louis, MO 63131
A - Experience, Background, Qualifications	30	25.33
B - Proposed Plan	50	25.22
A - B Sub-Total	60	50.55
C - Price	20	20.00
TOTAL SCORE	100	70.55

RFP for Digital Connectivity in Underserved Community Areas (22-105; 6100015659)  Score Summary FINAL EVALUATION December 19, 2022	Maximum Points	Aspell Services, Inc 247 Barbara Drive San Antonio, TX 78216
A - Experience, Background, Qualifications	30	8.67
B - Proposed Plan	50	10.56
A - B Sub-Total	60	19.22
C - Price	20	20.00
TOTAL SCORE	100	39.22

*\*Scoring was conducted separately for each proposal.*

SBEDA Program: Waived

Local Preference Program – Not Applicable

Veteran Owned Small Business Preference Program – Not Applicable





# Digital Connectivity RFP Review Committee

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- John Peterek, Assistant to the City Manager, City Manager's Office
- Craig Hopkins, Chief Information Officer, Information Technology Services Department
- Brian Dillard, Chief Innovation Officer, Office of Innovation
- John Rodriguez, Assistant IT Director, Information Technology Services Department
- Kathy Donellan, Assistant Director, San Antonio Public Library
- Mark Gager, Chief Information Officer, Bexar County
- Laura Cole, Technical Reviewer, Bexar County
- Marina Alderete Gavito, Executive Director, SA Digital Connects (transitioned from E.D. role on 20 Jan 2023)
- DeAnne Cuellar, Resident, City of San Antonio



# Due Diligence



## Finance and Audit Departments – Due Diligence Results

Number of vendors notified: 72

Number of vendors at pre-submittal conference: 5

Number of responses received: 4

Results of Minimum Requirements Review: One vendor declared non-responsive for failure to meet the requirements as specified in the RFP.

Results of Due Diligence Review: No material findings

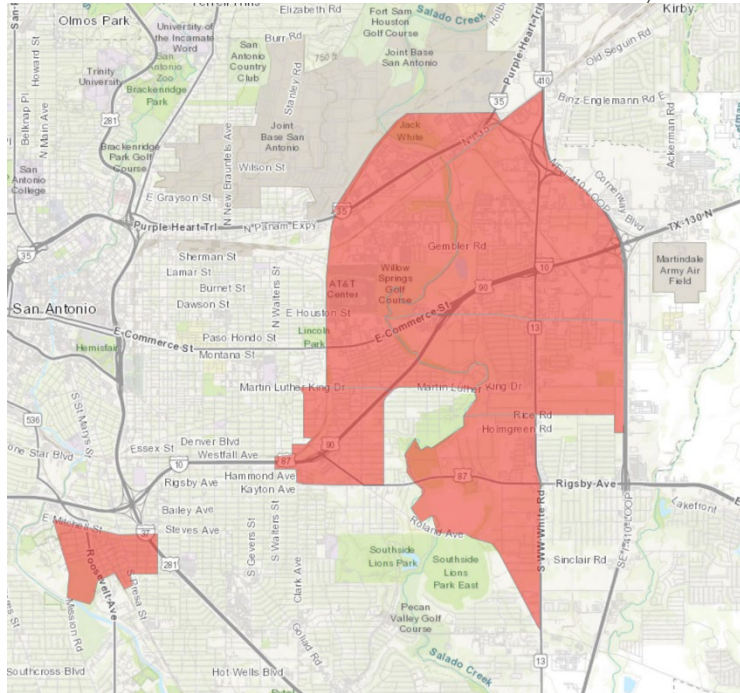


# Digital Connectivity RFP City Phased Approach



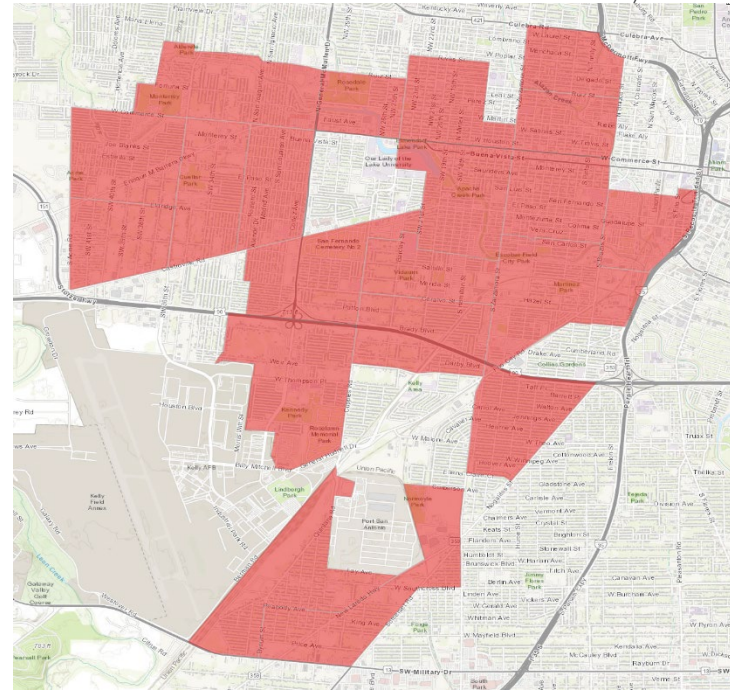
## Project Area 1 (6 tracts)

Single Family - 7,030  
Multi Family - 231  
Business - 1,267



## Project Area 2 (20 tracts)

Single Family - 7,854  
Multi Family - 1,603  
Business - 2,256





# Digital Connectivity RFP City Funding Status

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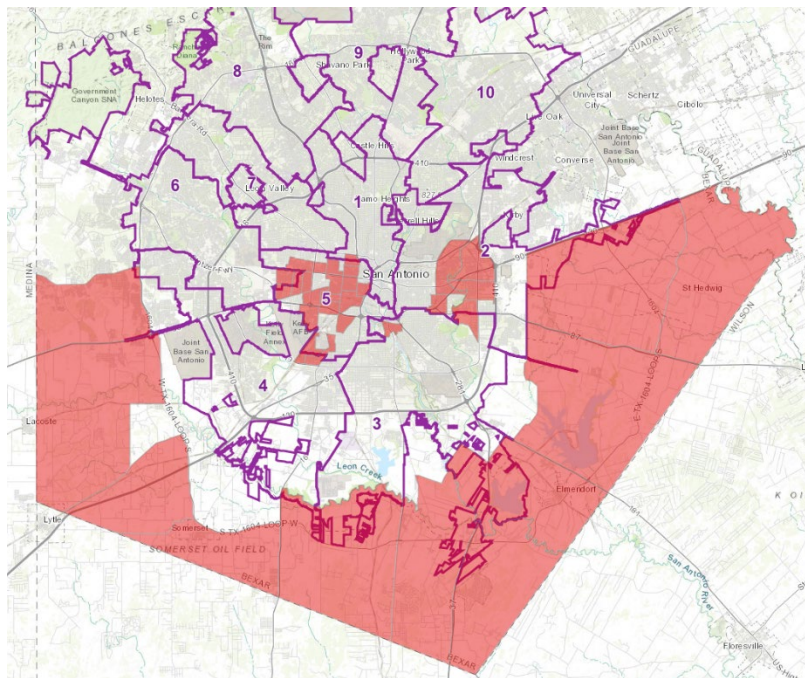
- Total Cost - \$22m
- Leveraged Funding - \$13m – ATT
- Currently Available - \$8.7m - City Funding
- 20,200 Locations
  - 14,843 Single Family
  - 1,834 Multi-Family
  - 3,523 Business
- **Total Funding Needed - \$8.9m**



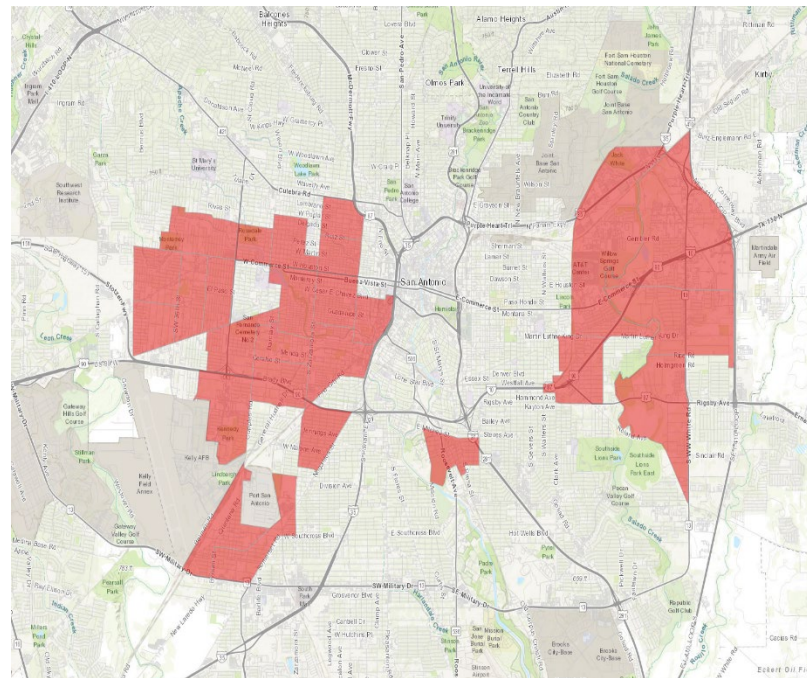
# Future Deployment Opportunities



## Full RFP Census Tract Map



## 26 Census Tract RFP Map





# State/Federal Funding Opportunities

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- **State**

- Bringing Online Opportunities to Texas (BOOT) - \$120m : \$363.8m
- HB 9 (Ashby) - \$5B – filed on 6 March 2023

- **Federal**

- Affordable Connectivity Program - \$14.2B
- Digital Equity Act - \$2.75B
  - State Planning Grant (development) - \$8.1m
  - State Capacity Grant early-2024 (implementation)
  - Competitive Grant mid-2024
- BEAD/IIJA - \$42.45B
  - State Application



# Bringing Online Opportunities to Texas (BOOT)

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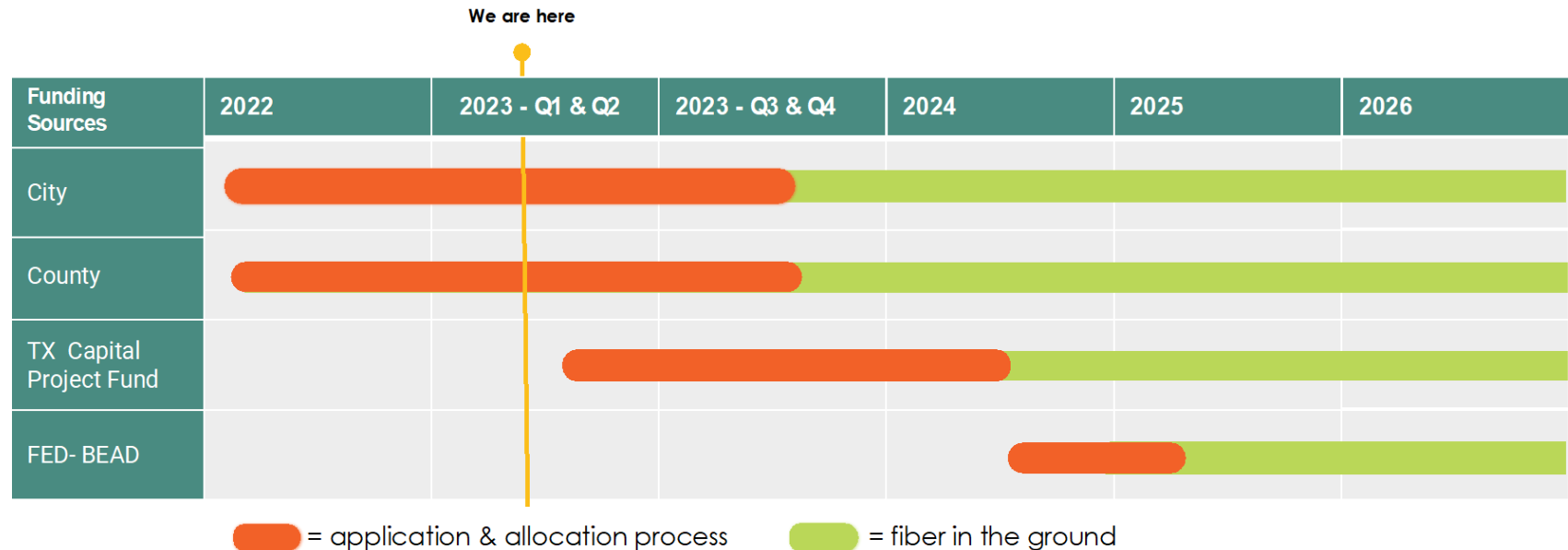
- Texas' first last-mile competitive broadband grant program.
- Program will follow state and federal (US Treasury) guidelines.
- Applicants will be expected to demonstrate:
  - Expansion of broadband service
  - Project plan feasibility
  - Applicant qualifications
  - Community support & involvement
  - Community need & social impact



# State/Federal Funding Opportunities



## Access/Infrastructure Funding Timeline





# Next Steps

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- Identify funding gap solution - \$200k
- Continue to work with ISPs on contract negotiations
  - Timeline
  - Safety Standards
- Continue to work with ISPs to capitalize on State/Fed funding opportunities
- A Session – 6 April





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