



**CITY OF LAWRENCE  
REQUEST FOR INFORMATION (RFI)**

- RFI Description:** Request for Information regarding possible partnership with the City of Lawrence for private deployment of fiber to the home for Lawrence residents and businesses
- RFI Number:** RFI 1400
- Department:** City Manager's Office
- Contacts:** Diane Stoddard, Assistant City Manager  
Email: [dstoddard@lawrenceks.org](mailto:dstoddard@lawrenceks.org)  
Phone: (785) 832-3413
- Copy Requirements:** Submit one (1) electronic copy in PDF format.
- Due Date & Time:** Wednesday, March 12, 2014 at 5 pm CST
- Submission Requirements:** **All interested respondents are required to submit the requested information via a PDF document sent by e-mail to [dstoddard@lawrenceks.org](mailto:dstoddard@lawrenceks.org).** Respondents are responsible for ensuring delivery to the City and should verify receipt.

## **Introduction**

The City of Lawrence is interested in seeking responses from vendors with an interest in a possible partnership with the City of Lawrence to enhance the availability of high speed internet services for residents and businesses and to increase the competition amongst providers for these services in Lawrence. The City of Lawrence's primary policy goal is to promote local economic development by providing the infrastructure necessary to compete in an increasingly global economy. Specifically, the City is interested in exploring opportunities to leverage its dark fiber assets in Lawrence as a middle mile for respondents to lease and build private networks into neighborhoods, delivering services to residents and businesses, in a competitively neutral manner. The City also has other assets, including control of the rights-of-way, ownership of traffic signals and ownership of the street lights in the downtown area. The purpose of the RFI is to identify potential partners, opportunities, costs and potential benefits.

All interested parties are strongly encouraged to respond. The City welcomes the response of incumbent Service Providers, as well as competitive providers, non-profit institutions, public cooperatives, as well as entities that are not traditional Internet Service Providers, but are interested in offering service under innovative business models (application providers as an example). Nontraditional providers may respond as part of a partnership with a network service provider, or may provide a separate response outlining their approach.

## **About Lawrence**

Located 30 miles west of Kansas City, Lawrence is the home to the University of Kansas and Haskell Indian Nations University. The community of approximately 90,000 has a young energetic atmosphere and a historic and active downtown district. The population is well educated and the community has a highly creative art scene.

Both Kansas 10 Highway and Interstate 70 run through the community. Both of these roads serve as conduits for commuters to and from large businesses in neighboring Olathe, Lenexa and Kansas City. Many Lawrence residents also work in Topeka, which is only 20 miles west of Lawrence. It is envisioned that with access to ultra-high speed networks some of these commuters will be able to work remotely.

A recent report from CTC Technology & Energy indicated that in the Lawrence Internet market "...the residential and small business service offerings are costlier, slower, and more limited than in other comparable communities." The report discussed a possible middle mile fiber strategy which leverages the City's dark fiber resources to encourage private investment and competition. The report further summarized the state of broadband services in Lawrence. The full report is available at: [http://www.lawrenceks.org/assets/budget/cip-2013/Lawrence\\_Broadband\\_Report-final-042313.pdf](http://www.lawrenceks.org/assets/budget/cip-2013/Lawrence_Broadband_Report-final-042313.pdf)

## **City Assets:**

### **City Rights of Way and infrastructure:**

The City of Lawrence controls the rights of way in Lawrence. Additionally, the City owns traffic signals throughout Lawrence and the street lights in the downtown area.

### **Existing Fiber Assets**

The City of Lawrence has some fiber assets along major streets within the City of Lawrence. A map of the City's existing fiber system is attached to this RFI. The available dark fiber strands are shown on the map. Additionally, a comprehensive report, "Fiber Projects Overview", provides a detailed summary of the City's information technology assets. [http://www.lawrenceks.org/assets/budget/cip-2013/City\\_of\\_Lawrence\\_Fiber\\_Report\\_Web.pdf](http://www.lawrenceks.org/assets/budget/cip-2013/City_of_Lawrence_Fiber_Report_Web.pdf). It should be noted that the map attached to this RFI is the most recent map.

## **Information Requested from Respondents:**

The City of Lawrence requests the following information, in as much detail as practical, from respondents. Please include narrative responses to all questions in the order specified below, labeled by section. Responses will be made public, so please do not include any confidential information. If information is not available, or unknown at this time, please indicate.

1. **SUMMARY:** Summarize the potential partnership with the City that addresses the core policy goals indicated in this RFI.
2. **SERVICES:** What service options would you plan to offer over this network (for example, data only, voice and data, a triple play of voice, data and cable television, etc.)? What download/upload or symmetrical speeds would you offer and guarantee to end-users? How will your residential and business offerings differ? What is the maximum/minimum internet speed you would offer? Please also provide "up to" speed information.
3. **EXPERIENCE:** Provide a statement of experience discussing past performance, capabilities, and qualifications. Identify other networks your firm has designed, built, maintained or operated; include the levels of broadband speed, availability and adoption among different categories of end-users and unique capabilities or attributes. Discuss other partnerships with other service providers, government or non-profit entities you have undertaken, particularly any involving dark fiber leasing. Describe the nature of the projects and your firm's role. Explain how your firm is a suitable partner for this project. Provide names and contact information for other projects.
4. **TECHNOLOGICAL APPROACH:** At a very high level, summarize the technological and operational approach you would use for this project. How would you use technology to meet the City's goals? What approach would you use to interconnect with the Internet and other public networks? How would you perform network management? Under what scenarios would you require route diversity or other special features in the City fiber? At what sort of

facility (or facilities) would you place network electronics? What technology would you provide to ensure quality, reliability and speed?

The City recognizes that aggregation and statistical multiplexing are necessary for all telecommunications services. Please include your conceptualization of aggregation, statistical multiplexing and oversubscription mechanisms in your proposal — including the worst case scenario such as “if everyone in an aggregated neighborhood all tried to use their maximum access speed at the same time, what speeds would realistically be available to each subscriber”. Please include your estimations of these scenarios at all levels of your network, including upstream connections, including how you would leverage committed access and burstable services to provide Internet bandwidth both to your network operation in Lawrence (upstream connections) and to business class customers requiring dedicated access.

5. PRICING: Describe your anticipated pricing structure for residential and business customers. Do you anticipate special pricing for financially disadvantaged citizens, nonprofit organizations, etc.?
6. TIMELINE: What is your proposed schedule for implementing service? Offer a timeline with key milestones.
7. WHAT IS NEEDED FROM THE CITY: What are your requirements for the City to meet in order for you to partner with the City on this project? What, if any, are the financial requirements you have of the City in order to enter into a partnership?
8. SCOPE: Do you plan to implement a common carriage network? Why or why not? Describe whether your proposal would include build-out of the entire City, or only certain areas.

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### **Evaluation of Responses:**

The Lawrence City Commission and city staff will be reviewing responses received. The City may wish to pursue partnerships as a result of the responses. Depending upon the partnerships envisioned, various agreements with the City may be required. The City of Lawrence reserves the right to waive any and all responses.