

Newark Fiber Now: Request for Collaboration

Frequently Asked Questions (as of 4/3/2023)

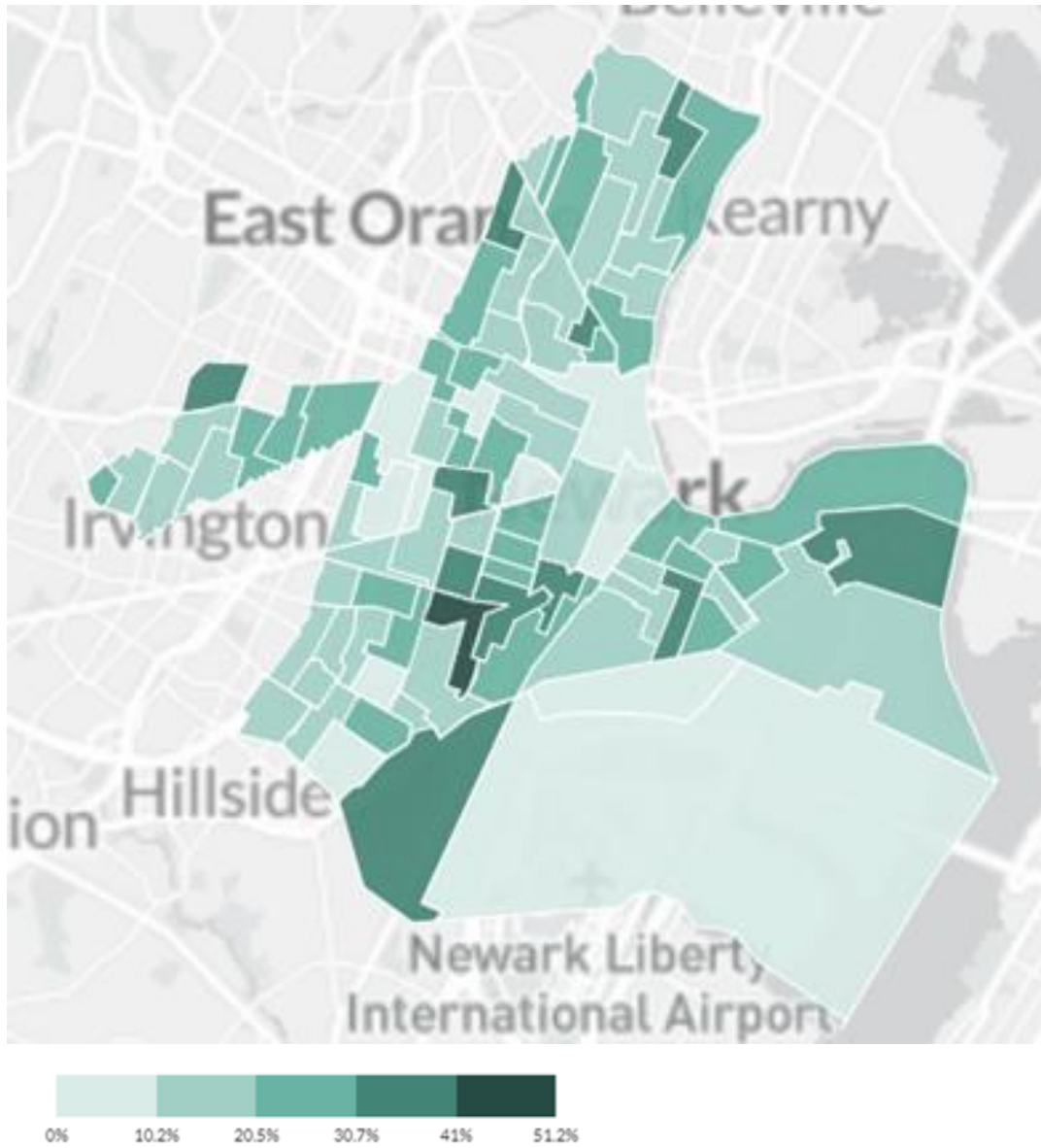
RFC Release Date: March 21, 2023

Due Date: April 19, 2023

1. Does the City have a list of target addresses that should be included in a deployment proposal?
 - a. There are neighborhoods that the City of Newark would like to focus on that tend to have lower adoption rates (see map below). We continue to review available datasets that will be used to prioritize our work moving forward.
2. Is the City interested in receiving proposals that do not require use of the city-owned network to deliver service to underserved residents?
 - a. Yes, we are open to leveraging city assets that do not require use of the city fiber network. Please denote this and any additional details on real estate usage in the proposal.
3. Is the City looking to subsidize any deployment proposals or should proposers be prepared to fully fund their deployment proposals?
 - a. At this time the City is not committing funds for this project. We may, at our sole discretion chose to fund projects that may fit a specific strategic or tactical goal of the city. As noted on page 5 of the RFC – “Invest Newark does not plan, makes no promises, and undertakes no responsibility whatsoever to financially support respondents in any capacity or in any denomination beyond providing access to City real estate at no cost and fiber connections at below market rates, only if and to the extent available and permitted. However, Invest Newark reserves the right to support specific respondents and/or specific projects with funds that meet the goals and objectives of this project along with the larger goals of Invest Newark and the City of Newark in regards to not only broadband expansion but also their broader mission to advance Newark’s global competitiveness by catalyzing equitable economic growth, generating jobs, and creating wealth and economic opportunities for Newarkers. Applications and negotiations for any such financial support shall be conducted outside of and completely apart from this RFC.”
4. Does responding commit a vendor to anything?
 - a. No, by responding to the RFC, it expresses the vendor/ partners interest in partnering with the City of Newark and Invest Newark. Any relationship between parties will be governed by a separate agreement.
5. Are you only planning to work with a specific number of vendors?
 - a. At this time, Invest Newark and the City of Newark does not have a goal for the specific number of partners it plans to engaged. Any collaboration will be governed by a separate agreement.
6. Regarding the speed requirement – if it is less than 200/200 mbps, would you consider it?
 - a. Proposals received will be reviewed and evaluated based on the city’s priorities. Speeds that do not meet the requested requirements will be scored accordingly.
 - b. It is recommended to describe the speeds you would offer and the capability to improve those if required.
7. What is the term of the contract?

- a. Any agreement with a respondent will be governed by a separate agreement that will review terms. If there is a minimum term that is required to make financial and business sense to your organization, please describe that.
- 8. Will subsequent agreements be needed between the respondent and City agencies?
 - a. At this time, Invest Newark and the City of Newark are working to align on real estate asset agreements to minimize the need for any additional agreements beyond an agreement with Invest Newark.
- 9. Are there any MDUs and multi-family that we would like to get access to?
 - a. In the list of assets included as Attachment A is a list of all real estate assets, denoting which buildings are residential and the number of units.
- 10. Are there co-branding opportunities?
 - a. If a vendor is selected to proceed with entering an agreement with Invest Newark, there will likely be opportunities to co-brand with Invest Newark and the City of Newark on expansion. We understand the need and importance of building credibility in the community to encourage adoption of services.

Newark – % of Census Tract with No Internet Access



Source: US Census American Community Survey 2021 – 5-year estimates

Priority Census Tracts in Essex County (as of 4/3/2023):

- 6
- 20
- 39
- 48.02
- 67
- 70
- 75.02
- 89
- 97
- 227
- 230
- 232