



34009 ALVARADO-NILES ROAD  
UNION CITY, CALIFORNIA 94587  
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## **REQUEST FOR PROPOSAL**

### **HIGH-SPEED FIBER IN THE UNION CITY STATION DISTRICT**

The City of Union City is seeking a firm to:

1. Design and install a high-speed dark fiber network in City-owned conduit along 11<sup>th</sup> Street between Decoto Road and Cheeves Way located in the Union City Station District.
2. The installed high speed infrastructure must accommodate open access for providers and end users.
3. The City is seeking a minimum uninterrupted steady speed of 10 gigabytes for each commercial and residential customer who wishes to purchase the service.
4. The infrastructure must provide the capacity for Wi Fi in public areas along 11<sup>th</sup> Street.
5. Provide technical specification for the installation of lateral connections from privately owned parcels along 11<sup>th</sup> Street to the City-owned fiber. The private sector would build the lateral connection to the City-owned fiber when the parcels are developed and when existing developed parcels wish to connect to the City-owned fiber.
6. The network must interconnect with at least two independent fiber optic networks capable of providing dark fiber connections to Tier 1 data centers or other locations with equivalent wholesale Internet bandwidth capacity and pricing. The City owns additional conduit which may be used for this purpose, and several middle mile fiber routes have been identified as either intersecting or reasonably adjacent to this conduit, including but

not limited to routes operated or owned by BART, PG&E, Level 3, Zayo, OpticAccess, AT&T, Verizon and XO Communications. The City has no existing agreements with any fiber network operator. It is the respondent's responsibility to determine how and where the necessary interconnections will be accomplished.

7. The high-speed dark fiber design must be expandable to other parts of the City as funding and opportunities become available.

See Exhibit A for identifying the areas to be provided service under this Request for Proposals.

Exhibit B identifies the Greater Station District and areas that may be served when funding and opportunities become available.

Exhibit C is an engineering drawing showing City-owned conduit along 11<sup>th</sup> Street between Decoto Road and Cheeves Way. Please note that the location of the streets intersecting 11<sup>th</sup> Street changed since the engineering drawing was prepared. The conduit location on 11<sup>th</sup> Street did not change.

## **I. BACKGROUND:**

The Union City Station District is a high-density development area located around the Union City BART Station. At buildout, the Station District will have 1.2 million square feet of office and 850+ residential units and live-work space along 11<sup>th</sup> Street.

An adjacent 80-acre in the greater Station District area is undeveloped and underdeveloped with some public streets. This area is zoned for new office, research and development, and flex-industrial businesses. Conduit and fiber will need to be installed in this area as new streets and additional points of access are built to accommodate the growth in a second phase of design and installation of a City-owned high-speed fiber network.

There is an undeveloped 16-acre parcel along 11<sup>th</sup> Street and the East West Connector that will

need service at a future date.

In future phases by separate contract the City may request the successful firm to develop policy and technical specifications for installing new conduit and fiber in existing City streets when public and private agencies seek an encroachment permit to open public streets.

## **II. ELEMENTS TO INCLUDE IN THE RESPONSE TO REQUEST FOR PROPOSALS**

The following information is requested to be included with your proposal for this work:

1. A Statement of Qualifications identifying experience in designing and installing a high-speed fiber and/or dark fiber network in high-density residential, commercial, and business park areas. Identify the capacity of the fiber installed, the number of clients served, and the capacity for growth in usage within the fiber without installing new fiber or new conduit.
2. Identify the public agencies and specific contacts within those agencies with which you've partnered installing a high-speed lit fiber and dark fiber network in publicly-owned conduit. Identify the amount of fiber that was retained by the public agency and the amount made available to a private provider.
3. A description of how your firm will design and install high speed along 11<sup>th</sup> Street; provide connectivity to BART backbone fiber; and identify how connectivity could be provided to your recommended second server; timeline for design and installation; price for providing the service. This is a public works project. Installation must pay prevailing wage.

If your firm is selected as a finalist, you will be requested to prepare an addendum to your proposal that must include:

1. An organizational chart for the project showing the names and roles of key personnel to be assigned, including all sub-consultants.
2. The background and specific pertinent experience of the key personnel, and a statement as to their time commitment to the project.
3. Specific related experience of the project team and the sub-consultants on this type of project and the name and telephone number of client contacts for each cited project.
4. A professional services hourly rate schedule for the work proposed to be provided by your firm and all sub-consultants.
5. A detailed list of the necessary tasks to complete the project and the estimated work force effort and schedule for each task. Tasks to be done by your sub-consultants are to be identified and their estimated work force effort (labor hours) and schedules should also be provided.
6. The firm's approach toward controlling project costs and schedules.
7. A statement of your firm's acceptance of the City's insurance and indemnification requirements, or any reservations your firm has with the requirements.

#### **IV. FIRM SELECTION**

The proposal evaluation will focus on the following factors as important when assessing proposals for this project with the weighting factors as indicated:

- \* The firm and project team's experience and qualifications in design and implementation of high-speed fiber networks (50%)
- \* The project team's understanding and approach to the City's immediate goal for a high-speed fiber network in the Station District, and the long-term goal for a high-

speed fiber network in the greater Station District and the City overall. (25%)

- \* Commitment of key personnel and ability to adhere to the project time line (25%).

## **V. PROPOSAL SUBMITTAL**

Three (3) copies of the proposal and an electronic copy of the proposal on a flash drive shall be submitted to the Thomas Ruark, P.E. City Engineer, City of Union City, Department of Public Works, 34009 Alvarado-Niles Road, Union City, CA 94587, by **5:00 p.m., Tuesday, October 18, 2016**. After completing an evaluation of the proposals, the City will select the preferred consultants for award of contract. Informal interviews may be conducted with the highest rated firms at the discretion of the City Engineer. The contract is anticipated to be awarded by the City Council at a meeting in December 2016.

All submitted copies become the property of the City of Union City. The City shall not be held liable for any costs associated with the preparation or presentation of any proposal.

## **VI. INSURANCE REQUIREMENTS**

The Consultant will be required to carry insurance in the amount of \$1,000,000 for each of the following:

- \* General liability;
- \* Automotive liability;
- \* Workers' compensation and employers' liability;
- \* Professional liability for errors and omissions.

The selected consultant firm must meet the insurance requirement and the City's indemnification provisions. **No exceptions to the City's insurance requirements will be considered.**

A copy of the City's standard agreement and insurance requirements can be obtained by

contacting the Department of Public Works at (510) 675-5308. You may contact Gloria Ortega at (510) 675-5396 or by e-mail at [glorio@unioncity.org](mailto:glorio@unioncity.org) if you have questions or need further information. All inquiries shall be made prior to October 11, 2016

Sincerely,

Mark Evanoff  
Deputy City Manager  
City of Union City