



## REQUEST FOR PROPOSAL FOR FIBRE TO THE PREMISE (FTTP)

Proposal # WPS SMART 2016-01

FOR

### THE PARRY SOUND AREA INDUSTRIAL PARK

This Request for Proposal is issued by The West Parry Sound SMART Community Network, a newly formed Corporation whose mandate is to support and drive economic development, innovation and social enhancement within the seven municipalities that comprise West Parry Sound. Foundational to all strategies within this mandate is the availability of affordable, high-speed internet services, preferably fibre to the Premise (FTTP) capability.

The purpose of this Request for Proposal is to solicit tenders for the Parry Sound Area Industrial Park ("Park") specifically,

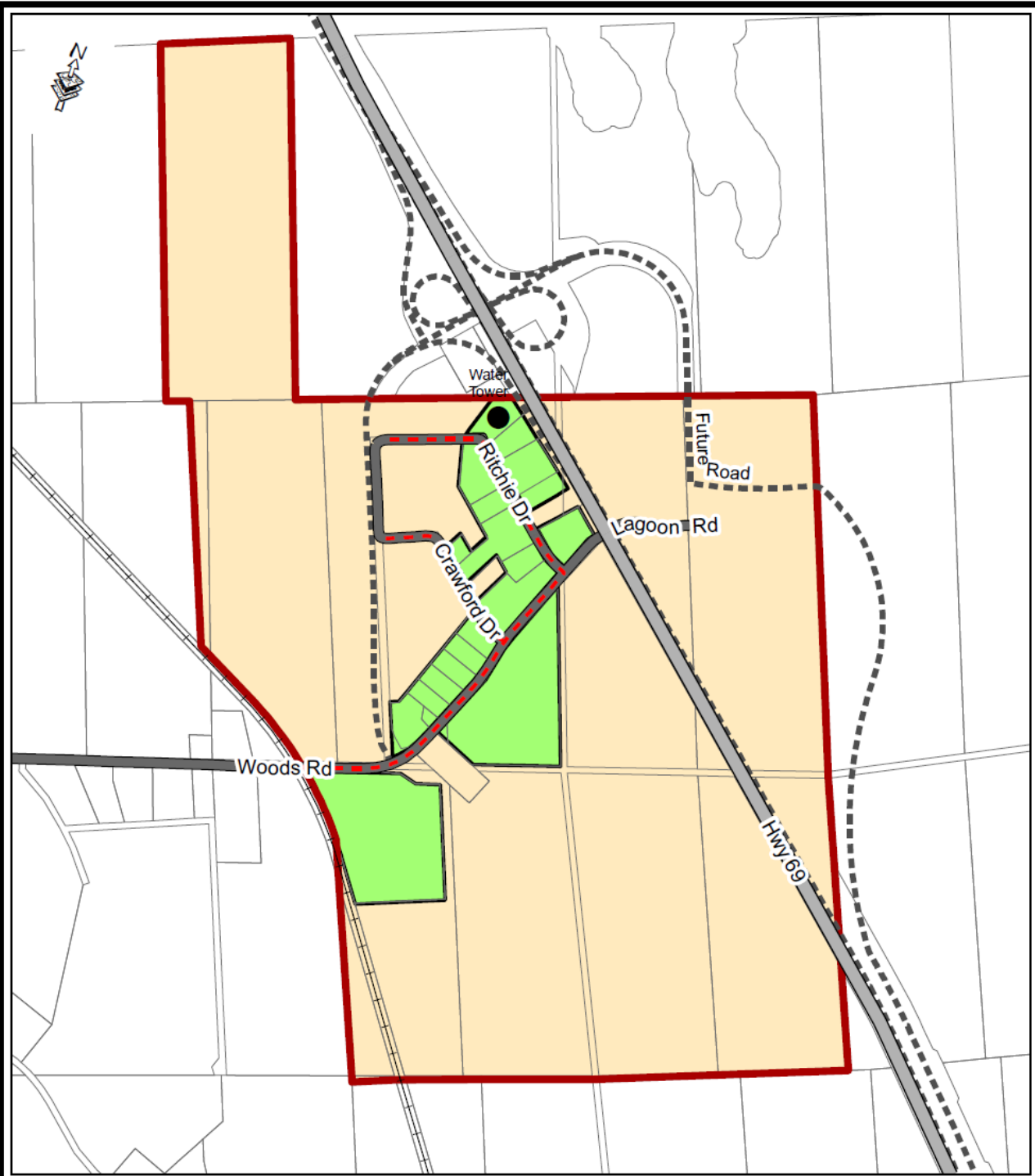
1. For the design, build, operation, and maintenance of fibre optic open access network to be installed within a portion of the Parry Sound Area Industrial Park with target installation to commence in spring 2016
2. For the provision of internet and phone services to the Premise(Tenants) of the Park

#### **By way of background:**

The Parry Sound Area Industrial Park was established in the 1970's with the assistance of the Federal, Provincial, and Municipal governments to become an industrial area with an ultimate size of 1000 acres. The Industrial Park is located approximately 15 minutes north of Parry Sound just off Highway 69; however, Highway 400 expansion will soon be going through the area resulting in an interchange conveniently located by the Industrial Park.

The Park is operated through an operational agreement and managed by a Park Board that consists of representatives from Carling Township, the Municipality of McDougall, and the Town of Parry Sound. The Industrial Park is approximately 1000 acres in size and is serviced with water, sewage and 3 phase hydroelectric power.

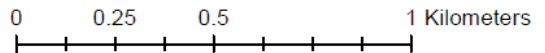
A map of the Industrial Park is included below with further background available at [parrysoundindustrialpark.com](http://parrysoundindustrialpark.com). Coordinates are -80.2030W, 45.4901N



**Industrial Park  
West Parry Sound**



West Parry Sound  
Geography Network



- |                          |                    |                       |
|--------------------------|--------------------|-----------------------|
| Industrial Park Boundary | Highway            | Railway               |
| Active Properties        | Local Street       | Requested Fibre Route |
| Vacant Lands             | Under Construction |                       |

**Map Disclaimer**  
The information shown here is compiled from numerous sources and may not be complete or accurate. Seguin Township is not responsible for any errors, omissions or deficiencies on this drawing. This is intended for the staff of Seguin Township for planning purposes.  
Projected UTM Zone 17N, NAD83

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**Scope of Project:**

Bidders to provide a complete proposal including:

1. Pricing and technical description to furnish, install, and maintain a fibre optical cable and related equipment for the network that runs along the route noted. See map. Bidders to specify plans for in ground or aerial lot servicing or a combination of both. Bidder to furnish, install, and maintain all equipment necessary to provide reliable high-speed (1 Gigabit per second) service.
2. Pricing and technical description detailing connectivity to each Premise. The map provides current and future occupancy status. This price to be itemized separately (from item 1 above for the cost of the fibre installation along the route).
3. Pricing and full description of the service packages available to the Tenants of the Industrial Park (including data and voice).
4. Various options for financial arrangements of the network, i.e. preference would be given to Bidders that invest in this infrastructure.

Note- Bidder's pricing must include a breakdown of costs of equipment, materials, labour, and fees where applicable.

5. Confirmation of implementation commencing spring 2016 and provide implementation schedule.

**Bidder is Responsible to:**

1. Ensure all required standards including but not limited to the Electrical Safety Standards are met.
2. Obtain all required permits and licenses.
3. Provide or arrange for the feed required to light the fibre installed along the route within the Industrial Park.
4. Ensure that cost effective scalable options are available for future growth of the Industrial Park.
5. Cover their operational and maintenance costs.
6. Provide their standard terms and conditions related to the provision of goods and services outlined in their proposals.
7. Detail qualifications and relevant experience to perform the required services.
8. Ensure an authorized representative of the bidders firm signs the proposal.

9. Bear all costs associated with development of their proposal.

**The Industrial Park is responsible to:**

1. Grant right of way “in road allowances” for the required fibre route as outlined in this RFP.
2. Provide access to a secure building (located at the water tower) to house the required equipment (if deemed suitable by the Bidder’s proposal).

**The West Parry Sound SMART Community Network is responsible to:**

1. Assess all proposals received, vet these, and establish the contracts with the successful bidder. Considerations for proposal assessment include the most viable and advantageous solution, pricing, timeline, and other factors. The West Parry Sound SMART Community Network reserves all rights to accept or reject any or all proposal(s).
2. Provide project oversight through successful implementation.
3. Facilitate funding and payment.

**Instructions to Bidders:**

1. Email the proposal to [smartnow.ca](mailto:smartnow.ca) and place one (1) copy of Bidder’s Proposal in a sealed envelope and deliver to the West Parry Sound SMART Community Network, 1a Church St., Parry Sound, Ontario P2A 1Y2.
2. All responses are due by 4:00 p.m. January 29, 2016.
3. Questions to be directed to [support@smartnow.ca](mailto:support@smartnow.ca).
4. Please reference **Proposal # WPS SMART 2016-01** in your response.

Acceptance of successful bidder’s proposal, as recommended by the West Parry Sound SMART Community Network, is subject to approval by the Parry Sound Area Industrial Park Board.