Broadband Deployment Status Update

City of Joplin

December 18, 2023



Agenda

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2 | ISP Review Process

3 | Advancement of ISP by Phase of Review

4 | Preferred ISP Differentiators

5 | Path Forward

Increasing Connectivity Across Joplin

The City of Joplin has formally released and received responses to its solicitation for a partnership to implement a citywide fiber optic network and improve connectivity.

Phase I

Build Joplin's Fiber Deployment Strategy

Develop an **actionable** plan which guides the City towards strategic and Joplin-centric broadband deployment including:

- Local Insights & Priorities
- Grant Funding Strategy
- Legal & Regulatory Risks
- Draft and Publish Request for Proposal (RFP)/RFI

Phase II

Solicit Market for Partnership

Approach the broadband market **aggressively and effectively** to secure partnership to further progress the City's connectivity goals.

- Conduct Interviews
- Conduct Negotiations
- Reach a Partnership Agreement

Phase III

Deploy Broadband

Upon the City **reaching a partnership agreement**, successful deployment of broadband includes:

- Broadband deployment program management
- Performance monitoring & reporting to prepare competitive grant applications
- Continuous community engagement

Strategy — Optimization — Performance

Where is Joplin in the Process?

The City Review Team has diligently identified and validated a viable partner to build, operate, and maintain a Citywide fiber optic network for Joplin's residents and businesses.

ISP Procurement Process



1 First Round Review

- Company Profile
- Project Execution
- Company Experience
- Technical Requirements
- Summary of Items Not Addressed

2 Second Round Review

- Responses to Clarifying Questions
- Company Leadership Interviews
- Financial Due Diligence
- ISP-provided Community References Checks

3 Third Round Review

- Final 3 ISPs provided revised cost estimate of network cost, requested City investment, resilient design (aerial v. buried)

Advancement of 5 ISPs

Advancement of 3 ISPs

Advancement of ISP by Phase of Review

Across each stage of reviewing potential partners, the City Review Team considered each provider on their ability to holistically meet the City of Joplin's needs and vision for future partnership.

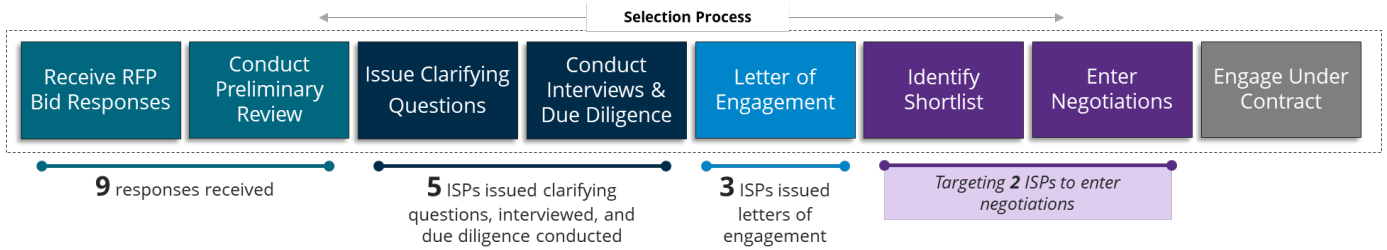
	First Round	Second Round	Third Round
Criteria	*Assessed the company's profile, experience, project execution capabilities, technical compliance, and proposal items.*	*Conducted interviews with leadership, evaluating company's financial standing, clarifying their responses, and community reference checks.*	*Focused on proposed network costs, the investment required from the City, and the resilience of network design.*
Reasons for Advancement	 Responsiveness to the entirety of RFP's specific requests (i.e., provided marketing materials) and capability to deliver services  Verified track record and relevant experience to confirm the ISP's ability to successfully execute the project.  Detailed understanding of the client's needs (schedule, cost, City investments), indicating the ISP's alignment to specific goals and requirements of the project.		

Technical Engagement & Support

The City of Joplin engaged with the Smarter Joplin Workgroup to discuss the process undertaken and critical insights gained from the provider proposals.

Increase Awareness

Inform critical organizations across the City of Joplin on the process, intricacies, and expectations for future partnership.



Improve Decision-Making

Garner community-focused feedback and additional considerations to include in the partner selection process.



Obtain Support

Gain buy-in around the vision for partnership and its alignment to the Smarter Joplin Roadmap



- Quality of Life
- Affordable & Accessible Internet
- Resident & Business Friendly
- Workforce Availability & Skills
- Transportation
- Resiliency & Sustainability

City Review Team's Preferred ISP

The City Review Team has identified a preferred ISP to build, operate, and maintain a Citywide Fiber Optic Network focused on affordability, resilience, innovation, and furthering Joplin infrastructure goals.

Affordability

Attention to delivering affordable, reliable internet services to the City of Joplin residents & businesses

Resilience & Recovery

Focus on building a resilient Citywide fiber network in the infrastructure composition, operation, and maintenance.



Empowering Smarter Joplin

Partnering with City to deliver core infrastructure for Smarter Joplin advancement

Community Engagement & Innovation

Commitment to becoming part of the community and deliver innovative solutions in a changing technology landscape.

Affordability Differentiators

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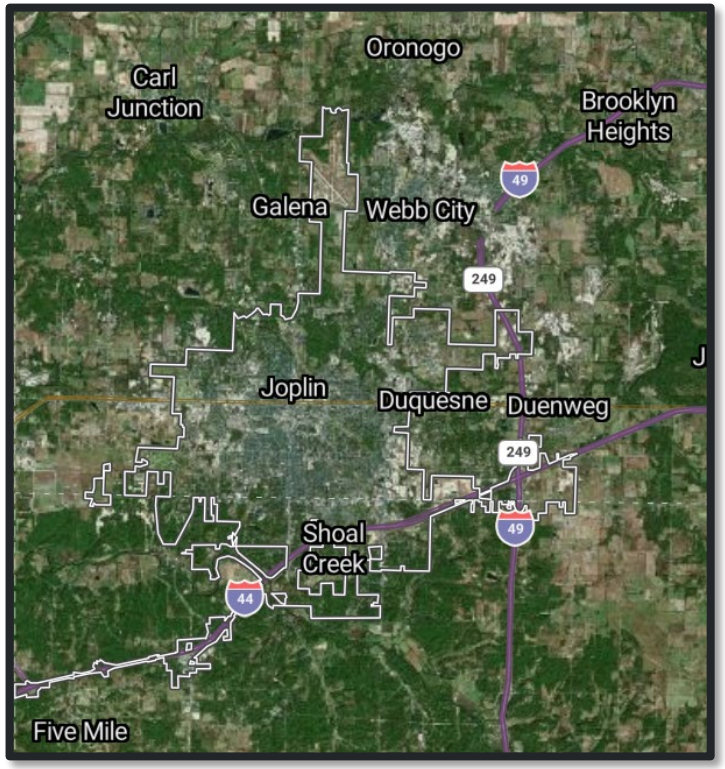
AFFORDABLE CONNECTIVITY PROGRAM

Helping Households Connect

- ✓ Active participant in **FCC's Affordable Connectivity Program** (ACP)
- ✓ Regularly **engaged with Congress** to urge refunding of ACP
- ✓ Committed to the development of a **contingency plan** should ACP not be refunded

The City will have the opportunity to identify & target **Low-Moderate Income (LMI)** as construction begins



Resilience & Recovery Differentiators

The City Review Team has identified a preferred ISP to build, operate, and maintain a Citywide Fiber Optic Network focused on affordability, resilience, innovation, and furthering Joplin infrastructure goals.

RESILIENCE
To prevent disruptions, offer reliable service, and enable innovation

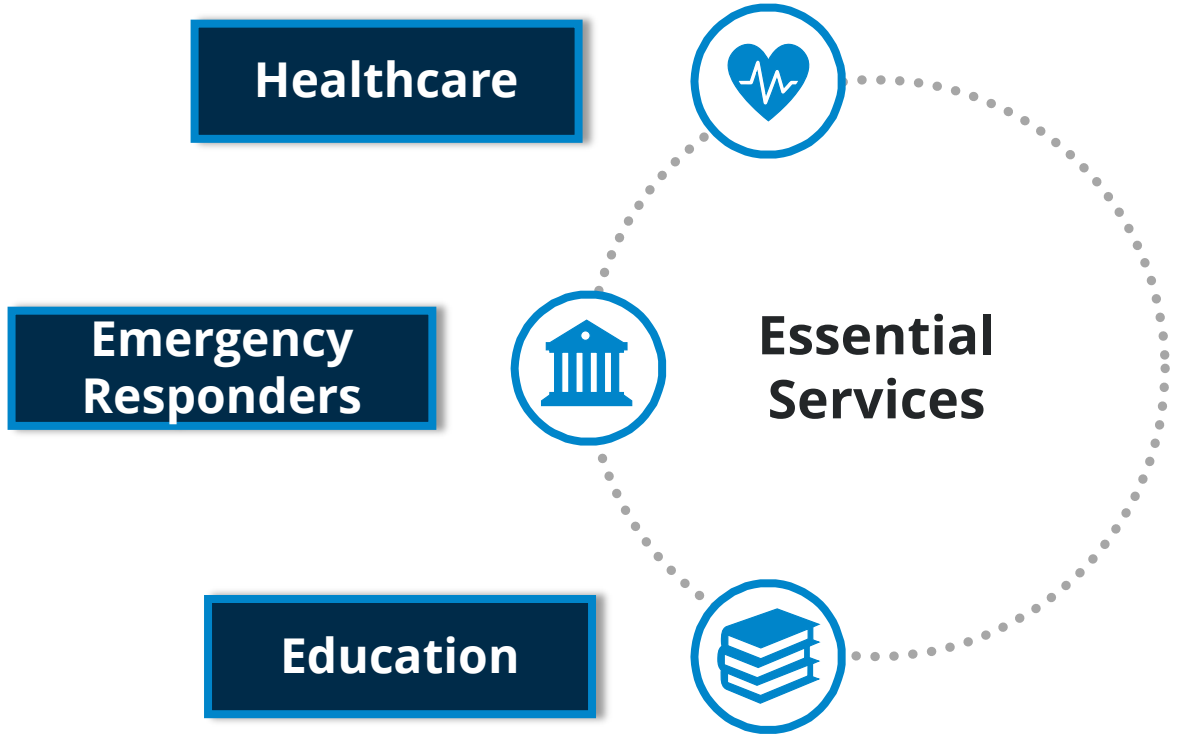
MAXIMIZED BURIED INFRASTRUCTURE
Including feeders to anchor institutions to support essentials services

LOCAL STOREFRONT WAREHOUSE, & LAYDOWN YARD
To facilitate community support and **quick access to materials and equipment,** streamlining construction

DISASTER RECOVERY PLAN
For **immediate response** in event of disaster coupled with mobile WiFi Solutions

SPARE PARTS NEARBY
Ensuring critical components are readily available **to expedite repairs**

BACKHAUL ROUTE DIVERSITY
Creating **multiple pathways** for reliability



Empowering Smarter Joplin Differentiators

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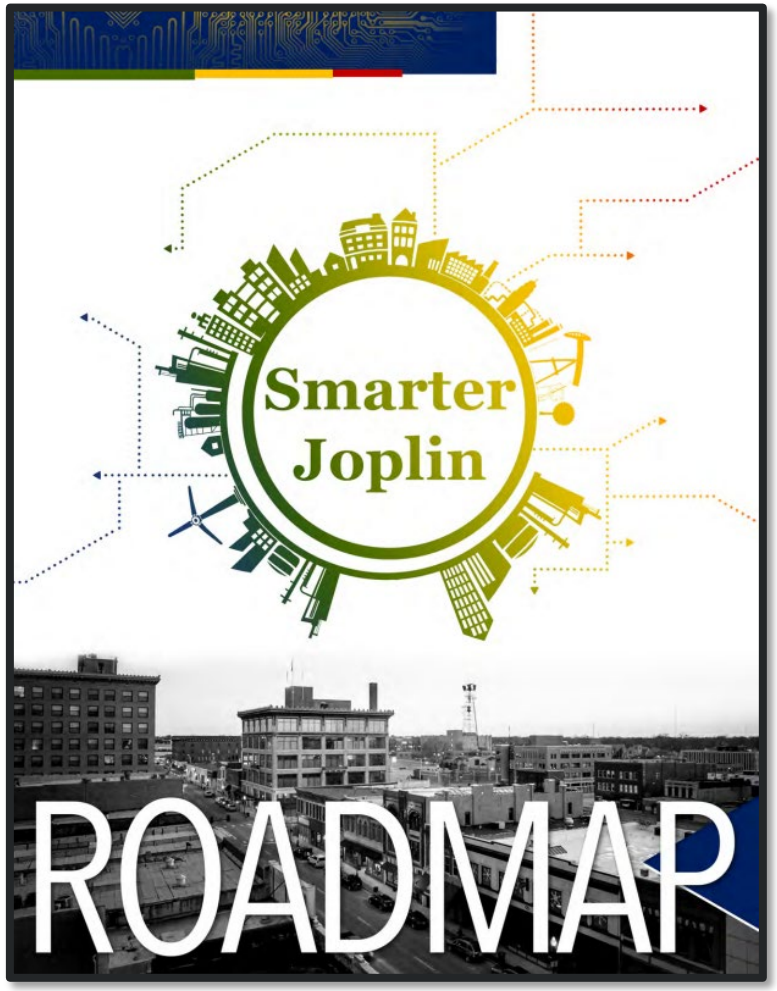

Supporting Insights

Education Solutions
Both technology integration and community digital literacy training to get Joplin connected

Smart Technology Solutions in the Home
Enable smart tech to connect the broader community

Open connectivity in event of disaster (City of Joplin, emergency responders)
Uninterrupted network and variety of connectivity solutions in times of great need – disaster response, events, and Joplin-specific focus areas

Community Engagement & Innovation Differentiators

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Supporting Insights

Award-Winning Complaint Management & Restoration Practices
Robust protocols during construction phases to address issues promptly

Commitment to Local Operations
Dedicated to improving the economic and social well-being of the community

Integration into the Community
Engagement with local stakeholders for mutual benefits

Team of Innovative Resources tapped into Changing Technology Market
Dynamic team adept at navigating the tech landscape

Advocate for Joplin to be a testbed for services
Joplin to pioneer the adoption of new connectivity solutions

Path Forward

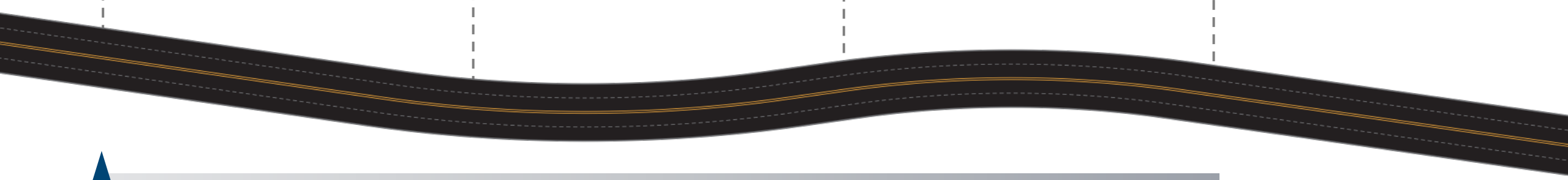
The City Review Team is excited to present this partnership opportunity to City Council for consideration to efficiently move forward in final negotiations.

Present Preferred ISP to City Council

Coordinate with City legal on draft contract

Proceed with final negotiations

Execute signed agreement and begin deployment



Estimated Timeline: 30-45 Days

We are here

Questions?