

ABBA Proposal Evaluation Guidelines

Based on the ABBA Goals and Principles and the principles of good project management, ABBA sets forth the following guidelines for evaluating ABBA support of proposed broadband projects intended to serve unserved and underserved areas in Albemarle County, Virginia. The guidelines are not listed in order of priority, and the exact weighting of each guideline may vary depending on the demands of each solicitation event.

ABBA prefers projects and solutions that comport with the following guidelines:

- Projects that include performance criteria that the Vendor (ISP) will meet and report upon over a two-year period. Performance criteria will be defined by project type; fixed wireless, fiber, cable, hybrid fiber/cable, or DSL.
- Projects that maximize the number of potential school-age beneficiaries as determined by current ACPS Transportation data on school-age children locations. This is a surrogate for where the actual children are, as the Transportation data will not address home-schooled or private school children. However, it should serve as a reasonable comparison between projects.
- Projects that will serve economically disadvantaged residents. This will be determined through reliance upon the data expertise of County staff. One such example is included in Attachment A (Percentage of People below Poverty Level).
- Projects with the least economic viability as commercial projects. In other words, ABBA prefers those projects that will not or cannot be completed without ABBA funds.
- Projects that best leverage ABBA's funds, e.g., where \$1 invested by ABBA is matched by the highest funding level from a partner ISP.
- Projects that arise externally, where ISP partners propose projects which make sense for their business rather than ABBA identifying a need and then searching for a particular ISP or ISPs to fill it.
- Auctions where multiple ISPs compete for the funds and, if applicable, offer varying technical approaches.
- Projects that deliver end user services over projects which only deploy infrastructure.
- Solutions that meet or exceed its broadband definition of 25Mbps down/3Mbps up.
- Solutions which are cost efficient. Cost efficiency is measured by the cost to ABBA per Albemarle County resident who benefits.
- Solutions which create a service offering where none exists. While increasing competition is usually good for the consumer, ABBA's focus is first on ensuring some service is available for all residents of the County.
- Projects that stimulate economic development with improved connectivity in areas zoned to accommodate business growth.

These guidelines create no rights, entitlements, or actionable interests in any person or entity.

The ABBA Board of Directors possesses sole authority to resolve any conflict in the application of these guidelines.

Requests for Information:

ABBA will deliver RFPs, RFQs, RFIs, and other requests to identify means to provide opportunities that, over time, distribute awards to multiple ISPs. In addition, ABBA engages in one-time awards. It does not anticipate participating in renewable or recurring awards for the same project over multiple years.

Attachment A - % of People below Poverty Level

