



Procurement, Contracts and Materials Management (PCMM)
Oregon State University, 644 SW 13th St, Corvallis, Oregon 97333-4238
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Oregon State
University

INVITATION TO NEGOTIATE

No. TG188360

Dark Fiber

DUE DATE AND TIME

June 21, 2017 – 3:00 pm (PT)

SUBMITTAL LOCATION

Oregon State University (“OSU”)
Procurement, Contracts and Materials Management
644 SW 13th Avenue
Corvallis, Oregon 97333

OSU Procurement, Contracts and Materials Management Offices are open Monday through Friday 8:00 am-12:00 noon and 1:00 pm-5:00 pm.
Offices are closed during the 12:00 noon-1:00 pm lunch hour.

ELECTRONIC SUBMITTAL ADDRESS

bids@oregonstate.edu

1.0 INFORMATION

Oregon State University (“OSU”) is issuing this Invitation to Negotiate in an effort to acquire 20 year Indefeasible Right to Use (IRUs) for two strands of single mode fiber to connect the following communities across the state of Oregon:

Ashland, Astoria, Baker City, Bandon, Bend, Boardman, Boise ID, Brothers, Burns, Caldwell ID, Chemult, Chickahominy, Chiloquin, Coos Bay, Corvallis, Drewsey, Eugene, Florence, Hermiston, Hood River, Juntura, Klamath Falls, La Grande, Longview WA, Madras, Maupin, Medford, Monmouth, Newport, Oakridge, Ontario, Pacific City, Pendleton, Portland, Roseburg, Salem, Sandy, Scappoose, Seattle WA, Springfield, The Dalles, Tillamook, Umatilla, Vale, Vancouver WA, Warrenton, and Wilsonville

Fiber acquired in this manner will be used to form communications rings around the state and create a statewide core network backbone for use by OSU and its public sector collaborators. Facilities for local loop interconnects, and equipment operation, within each community identified will need to be made available and support commercial, 99.99% availability standards. Fiber acquired in this manner will also need to be in good repair, operated and maintained in accordance with normal commercial standards. OSU is only interested in IRUs and direct access to dark fiber at this time, and does not wish to entertain other offers.

OSU has identified some existing fiber routes in the attached “Exhibit A - Initial Offer Template” that interconnect the communities identified. Please use this template to submit an initial offer to begin negotiations and note the following:

1. We are interested in 20 year IRUs for two (2) dedicated strands of fiber along each route with periodic access to an additional two (2) strands for maintenance purposes. Please indicate in the template if a maintenance pair is included.
2. We are open to alternative routes if they meet carrier-grade standards as determined by OSU. Please identify the owner (as opposed to IRU holder) of any proposed alternative routes.
3. We have compiled a map (see Figure 1) of how we believe these routes can be assembled into a statewide core with ring topologies and minimum spur runs. Please submit a revised map based on any alternative routes you can provide.
4. We are very interested in additional coastal routes that can complete a more comprehensive coastal ring.
5. We have identified preferred PoP locations in Exhibit B. Please provide route segment costs that include termination in these locations where possible and any alternative PoP locations that meet carrier-grade infrastructure standards.
6. Oregon State University is a member of the Internet2 Higher Education Consortium and understands that some carriers have negotiated Higher Education IRU route pricing as part of the Internet2 BTOP grant. Please provide this pricing if available. Linda Roos, (lroos@internet2.edu), can confirm BTOP participation.

Figure 1



2.0 GENERAL

2.01 ISSUING OFFICE

The Procurement, Contracts and Materials Management (PCMM) department of OSU is the issuing office and is the sole point of contact for this Invitation to Negotiate. Address all concerns or questions regarding this Invitation to Negotiate to the Administrative Contact identified below.

2.02 ADMINISTRATIVE CONTACT

Name: Tamara J. Gash, CPPO
Title: Assistant Procurement Director
Telephone: 541-737-8044
Fax: 541-737-2160
E-Mail: tamara.gash@oregonstate.edu

2.03 COMMUNICATIONS DURING THE ITN PROCESS

In order to ensure a fair and competitive environment **communication about this ITN between OSU employees and OSU consultants employed to assist OSU during the ITN**, other than the Administrative

Contact identified above, and any party in a position to create an unfair advantage to Offeror or disadvantage to other Offerors with respect to the ITN process or the award of a Contract ***is strictly prohibited***. This restricted period of communication begins on the issue date of the solicitation and for Offeror(s) not selected for award ends with the conclusion of the protest period identified in OSU Standard 580-061-0145(3) and for Offerors(s) selected for award ends with the Contract execution. This restriction does not apply to communications to other OSU employees during a Pre-Offer conference or other situation where the Administrative Contact has expressly authorized direct communications with other staff. An Offeror who intentionally violates this requirement of the ITN process or otherwise deliberately or unintentionally benefits from such a violation by another party may have its Offer rejected due to failing to comply with all prescribed solicitation procedures. The rules governing rejection of individual solicitation responses and potential appeals of such rejections are at OSU Standard 580-061-0130.

3.0 REQUIRED SUBMITTALS

3.01 QUANTITY OF SUBMITTALS

Submit one (1) electronic copy in PDF format included as an attachment in an e-mail sent to bids@oregonstate.edu. The e-mail subject line should contain the ITN No. and ITN title. Do not e-mail a copy of the submittal to any other e-mail address. You may confirm receipt of the email with the Administrative Contact noted above or by calling 541-737-4261. The Administrative Contact may open the e-mail to confirm receipt but will NOT verify the integrity of the attachment(s), or answer questions related to the content of the submittal.

3.02 REQUIRED SUBMITTALS

It is the Offeror's sole responsibility to submit information in fulfillment of the requirements of Invitation to Negotiate. Offerors must submit the following information:

- Fully completed **Exhibit A – Initial Offer Template**
- Revised map based on any alternative routes

4.0 INSTRUCTIONS TO OFFERORS

4.01 QUESTIONS

Any questions regarding this ITN must be in writing and received by the Administrative Contact no later than five (5) days prior to the due date and time. OSU will consider all timely requests and, if acceptable to OSU, amend by issuing an Addendum.

4.02 ADDENDA

Only documents issued as written addenda by PCMM serve to change the Invitation to Negotiate in any way. No other direction, written or verbal, serves to change the Invitation to Negotiate. Offerors are responsible for obtaining and incorporating any changes made by Addenda into their submittal.

EXHIBIT A - INITIAL OFFER TEMPLATE

Dark Fiber Route Segments													
Segment	From	To	Via	Owner	Route Miles via Preferred Route(s)	Fiber Miles	IRU Cost Per Route Segment	IRU Cost Per Route Segment when terminated in Preferred PoP Location	Proposed Alternative PoP Location	Annual Co-location Cost for minimum of 1/2 Rack and 30A	Annual Route O&M Cost If Any	Is any of this segment aerial? (Y/N)	Maintenance Pair Included (Y/N)
8.c	Chemult	Eugene	Oakridge	Zayo									
9	Eugene	Ashland			178.1	356.2							
9.a	Eugene	Ashland	Roseburg, Grants Pass, Medford	Century Link									
9.b	Eugene	Ashland	Roseburg, Grants Pass, Medford	LS Networks									
10	Ashland	Klamath Falls		LS Networks	64	128							
11	Bandon	Jasper	Reedsport, Veneta	Level 3/WiTel	146	292							
12	Jasper	Bandon (Diverse)	Myrtle Pt., Drain	Level 3/WiTel	168	336							
13	Newport	Corvallis		LS Networks	52.5	105							
14	Portland	Pacific City	Scappoose, Astoria, Warrenton, Tillamook	LS Networks	173	346							
15	Pacific City	Salem		LS Networks	58.1	116.2							
16	Portland	Seattle	Vancouver, WA, Longview	LS Networks	168	336							
17	Monmouth	Salem	Independence	LS Networks	18.7	37.4							
Proposed Segments													
18													
19													
etc.													
	Total Estimated Route Miles				2614.98	5229.96							

Exhibit B
Preferred Colocation Sites by City

City	Type of Site	Location
Portland	NERO POP	Pittock Building, 921 SW Washington St
Salem	NERO POP	State, DOR Bldg.
Bend	NERO POP	BBB Vault, 20845 Sockeye Pl.
Medford	NERO POP	SOESD, 101 N. Grape St.
Eugene	NERO POP	UO - Oregon Hall, 1585 E. 13th Ave.
Pendleton	NERO POP	IMESD, 2001 SW Nye Ave.
Newport	OSU Campus	HMSC South Beach
Klamath Falls	NERO POP	Hunter Colo, 1320 Klamath Ave.
Roseburg	Data Center	455 SE Spruce St.
Ontario	NERO POP	OSD, 195 3rd Ave. OSU Campus - ASMC New Facility at 35th and Campus
Corvallis	OSU Campus	way
LaGrande	NERO POP	EOU Library, 1 University Blvd.
Hermiston	NERO POP	290 West Punkin Center Rd
Ashland	SOU Campus	480 University Way, Ashland OR 97520
Monmouth	NERO POP	WOU, 345 N Monmouth Ave.