



**Procurement, Contracts and Materials Management (PCMM)**  
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**Oregon State**  
University

**INVITATION TO NEGOTIATE**

No. JOE196694

Dark Fiber

**DUE DATE AND TIME**

November 2, 2018, 3:00 PM PST

**SUBMITTAL LOCATION**

Oregon State University ("OSU")  
Procurement, Contracts and Materials Management  
644 SW 13<sup>th</sup> 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](mailto: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 communities across the state of Oregon.

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.

This IRN represents Phase II of this project. Phase I included the successful negotiation and contracts for approximately 2,500 route miles (5,000 fiber miles) of two dark fibers throughout Oregon. Fiber routes acquired through completion of Phase I are indicated by the black routes in Figure 1 herein.

For Phase II, OSU desires to acquire additional IRUs that will extend its network and/or establish diverse connectivity from the Phase I core network routes to the following cities:

	<b>Targeted Cities</b>	<b>Preferred Community Colocation Site (if any)</b>
1	Scappoose	
2	Astoria	
3	Warrenton	
4	Tillamook	
5	Monmouth	345 N Monmouth Ave.
6	Pacific City	
7	Florence	
8	Roseburg	455 SE Spruce St.
9	Medford	101 N. Grape St.
10	Ashland	480 University Way
11	Klamath Falls	1320 Klamath Ave.

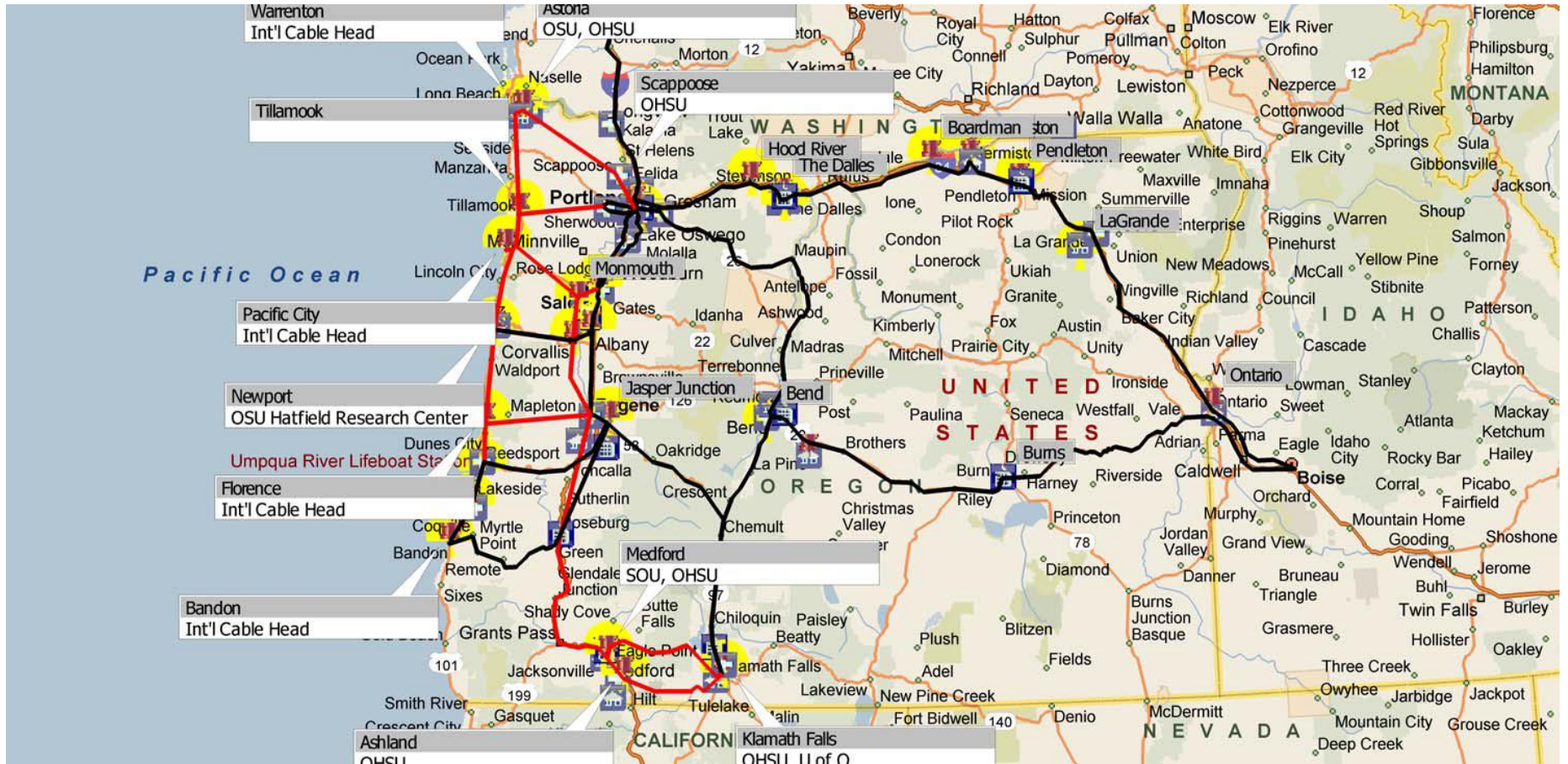
Routes are sought to these cities from one of the cities listed in Exhibit B, Preferred Colocation Sites by City of PoP locations.

Probable Phase II routes are indicated in **red** in Figure 1 herein.

Please use the template, “Exhibit A - Initial Offer 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 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. Additionally, the alternative routes must connect to the core network at one of the nodes listed above.
3. Figure 1 below indicates the current existing core route in black and the Phase II routes in red. Please submit a revised map based on any routes you can provide.
4. 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.
5. 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](mailto: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: Joe Elwood, JD  
Title: Procurement Manager  
Telephone: 541-737-7349  
Fax: 541-737-2160  
E-Mail: [joseph.elwood@oregonstate.edu](mailto:joseph.elwood@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](mailto: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 B**  
**Preferred Colocation Sites by City**

<b>City</b>	<b>Type of Site</b>	<b>Location</b>
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.
Corvallis	OSU Campus	OSU Campus - ASMC Facility at 35th and 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