Scope of Work

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I. SCOPE OF SOLICITATION

Clemson University desires to hire a contractor to build a fiber optic network to multiple off campus sites. This RFP is for the initial fiber build to the off campus locations identified in Section III, Scope of Work, #2 along with establishing an annual contract with one-year renewal options for future on campus and off campus work to include labor and materials as identified in Section III, Scope of Work, #3.

AWARD
Award will be made to one Offeror. Award will be made to the highest ranked, responsive and responsible Offeror whose offer is determined to be the most advantageous to the University.

MAXIMUM CONTRACT PERIOD – ESTIMATED
(Dates provided are estimates only. Any resulting contract will, begin on the date specified in the notice of award.)

For Initial Project:
Initial Start Date: 03/01/2013. End Date: 06/30/2013. Clemson University anticipates completion of the initial project outlined in Section III, Scope of Work, #2 prior to 06/30/2013.

Contract for Future Work:
Initial Start Date: 03/01/2013. End Date: 02/28/2018.

Timeline for Project Completion:
These services are estimated to take place March 2013 through June 2013. Clemson University prefers that the project be completed prior to June 30, 2013; however, Clemson University will retain control in the selection of the start date for project initiation as well as project completion, which will be specified in the notice of award.

Deadline for Receipt of Questions: All questions must be emailed to Tammy Crooks at duncant@clemson.edu prior to January 31, 2013, 12:00 Noon ET.
**Mandatory Site Visit:** A Mandatory Site Visit will be held on January 28, 2013, 1:00 PM ET, Clemson University Procurement Services, Administrative Services Building, 108 Perimeter Road, Clemson, SC 29634, Room 102 with a maximum of two representatives from each Offeror.

**II. INSTRUCTIONS TO OFFERORS**

**DESCRIPTIVE LITERATURE – LABELLING:** Include Offeror’s name on the cover of any specifications or descriptive literature submitted with your proposal.

**SUBMITTING YOUR PROPOSAL:** Regardless of specific requirements below or in this document, Offerors are required to submit their proposal electronically through the Clemson University online bidding system. To do so you must login (registering first) at https://sciquest.ionwave.net/prod/default.aspx?company=clemson, and follow specific instructions for this solicitation. You should register several days in advance of the bid closing date so you can be approved and login in time to submit a response. Do NOT simply email or mail in proposals based on this scope of work document. You must attach your complete proposal response as two separate .pdf files in the online bidding system - one file as a technical only (i.e. no cost information) and one file as a cost proposal. Submit any additional files if required as redacted proposals. These attachments must address all the specific requirements outlined in Section II, Instructions to Offerors, as well as Section III, Scope of Work/Specifications.

**REQUIRED PROPOSAL CONTENT:** Qualified Offerors are encouraged to submit a proposal to build the fiber optic network as outlined within this solicitation specification. Each proposal must meet the minimum requirements contained within this solicitation to be considered for a contract award.

**INFORMATION FOR OFFERORS TO SUBMIT** - In addition to information requested elsewhere in this solicitation, Offerors should submit the following information for purposes of evaluation:

1. **Cover Letter**
   Offeror’s shall provide a cover letter that contains a commitment to provide the products and services described in this solicitation. The cover letter must include the name and signature of a representative of the Offeror who is authorized to negotiate a contract with the University and should summarize the overall benefits to selecting your company and what your company considers to be the most important factors involved in the selection of outside plant fiber optic installation contractor.

2. **Table of Exceptions**
   A summary must state whether your proposal does or does not fully comply with the requirements defined in this solicitation and shall provide a detailed list of exceptions to the Scope of Work or other solicitation requirements including any attachments. This list must be in table form and must identify the page,
section number, provision and specific exception, non-conformance and/or substitute language proposed. Failure to identify any specific items of non-compliance will result in the University assuming compliance. The University, at its sole discretion, may modify or reject any exception or proposed change, and an exception may also make a proposal non-responsive.

3. Executive Summary
The Executive Summary shall condense and highlight the contents of the solution being proposed by the Contractor in such a way as to provide the Evaluation Committee with a broad understanding of the Contractor’s Technical Proposal. Contractor’s must present their understanding of the project scope of work. Contractor’s shall summarize how their Technical Proposal meets the requirements of the Request for Proposal, and why they are best qualified to perform the work required herein.

4. References
The Contractor shall provide a minimum of 4 references with contact information including company name, contact person, mailing address, email address, and telephone number. Three of these references must be from local accounts currently serviced within a 250-mile radius, for whom comparable work has been performed. Clemson reserves the right to check any reference(s), regardless of the source of the reference information, including but not limited to, those that are identified by the company in the proposal, those indicated through the explicitly specified projects, those that are identified during the review of the proposal, or those that result from communication with other entities involved with similar projects. Failure to include references may make a proposal non-responsive.

Information to be requested and evaluated from references may include, but is not limited to, some or all of the following: project description and background, job performed, functional and technical abilities, communication skills and timeliness, cost and schedule estimates and accuracy, problems (poor quality deliverables, contract disputes, work stoppages, etc.), overall performance, and whether or not the reference would rehire the firm or individual.

5. Office Location
The Offeror’s office location responsible for performance pursuant to an award of a contract with Clemson University must be identified along with the location of all technicians responding to Clemson University’s service needs as indicated in #6B below.

6. Qualifications:

A. Summary of Contractor’s Corporate Experience: The Contractor shall provide a summary matrix listing the Contractor’s previous projects similar to this Request for Proposal in size, scope and complexity. The Evaluation
Committee will use no more than three (3) narrative project descriptions submitted by the Contractor during its evaluation of the proposal.

The Contractor must provide narrative descriptions to highlight the similarities between their experience and this Request for Proposal. These descriptions must include:

1) The time period of the project;
2) The contractor’s responsibilities;
3) For reference purposes, a customer name (including the name of a contact person, a current telephone number, a facsimile number and e-mail address);
4) Each project description shall identify whether the work was performed as the prime contractor or as a subcontractor. If a Contractor performed as the prime contractor, the description must provide the originally scheduled completion date and budget, as well as the actual (or currently planned) completion date and actual (or currently planned) budget.

Contractor and subcontractor(s) experience must be listed separately. Narrative descriptions submitted for subcontractors must be specifically identified as subcontractor projects.

B. **Contractor Key Staff:** The Contractor is expected to propose sufficient staff with the requisite skills and abilities to meet all requirements in this RFP. The Contractor must identify the personnel and provide resumes and references for the identified key staff and the vendor equipment for which they are certified to operate or support. If the Contractor’s methodology deems other staff as key, the Contractor must identify the positions, provide representative job descriptions, identify the personnel and provide resumes and references. In addition, the Contractor must provide representative job descriptions for any other positions identified in the Contractor’s proposed staffing plan.

Provide narrative explanation of your technician training program.

7. **Services:**

A. Provide narrative explanation of policies and procedures to include:

- Obtaining SCDOT and railroad Permits
- Duke Energy pole attachment agreements
- Notifying PUPS811

8. **Insurance**

The successful Offeror shall provide satisfactory evidence of all required insurance coverage and licenses PRIOR TO PERFORMANCE or AS PART OF TECHNICAL PROPOSAL.
9. Materials/Supplies/Parts
Offerors in response to this RFP shall propose a turnkey system, including 100% parts, materials, supplies, equipment, tools, labor, travel, meals, lodging, all expenses, and on-site time for any maintenance, remedial and emergency repairs.

10. Vendor Value Added Service
Include any value added service that can be provided by your company at no additional cost to Clemson University. Use separate document and identify as Attachment 1.

11. Additional Enhancements
Include any additional enhancements that may benefit the project such as any specifications for future expansion, or for services, products or capabilities that will likely be needed by Clemson University at some time in the future. Additional enhancements must be identified clearly in technical proposal. Offeror must indicate if these enhancements are included in proposed solution at no cost of if they can be included at additional costs. Any costs associated with these enhancements must be outlined in Cost Proposal and identified as additional enhancements.

12. Installation/Work Plan/Timeline
The successful Offeror, as part of the Cost proposal price, will be responsible for labor, materials and installation of the proposed products/services as may be requested by Clemson University. Such assistance shall include telephone, e-mail, and on-site support. All other work required to complete the base solution must be included in the fixed price cost, this should include a detailed timeline for completion. Cost must include travel, meals, lodging and all expenses. As part of the initial project (base solution), the Offeror will keep Clemson University personnel informed of the steps required to install and maintain the solution through a formal knowledge transfer. Clemson University’s main point of contact throughout this project is Charlie Breece, Director of Structured Cabling for Clemson University.

Offerors must provide detailed information on the installation requirements as well as detailed information on the schedule. Clemson University anticipates a project start date no later than 03/01/2013, with anticipated completion of 06/30/2013. Offeror’s must provide a detailed timeline with dates of initiation and completion. Include all requirements, if any, for university resources that must be used for each step of installation.

Along with the timeline, provide a detailed work plan. The detailed work plan should include a complete work breakdown structure with all tasks having work forecasts, clear deliverables, and appropriate dependencies. The plan should
prove that the target dates are achievable and support is provided. Any on-site visits required to perform the services herein must be included in the cost of the base solution. This must include all travel, meals, lodging and expenses.

13. Payment Schedule
A. All Offerors must provide a detailed payment schedule; however, Clemson University would prefer the following:
   1) 40% within 30 days after receipt of order
   2) 15% on the first of each month (April, May, June)
   3) Final 15% upon successful completion
B. See following example based on award of $100,000 total solution:
   1) 40%, 30 days after receipt of order - $40,000
   2) 15%, April 1st - $15,000
   3) 15%, May 1st - $15,000
   4) 15%, June 1st - $15,000
   5) Final 15% upon successful completion - $15,000

14. Technical Proposal
Provide a technical proposal with a detailed description of how your service meets the requirements documented above in this section as well as Section III/Scope of Work/Specifications. Offeror’s proposed solution must describe and identify all products/services to fulfill the scope of this RFP document which must be identified as Offeror’s “base solution”. It is the intent of Clemson University to acquire the best base solution possible and for evaluation purposes, it is imperative that Offeror’s completely and carefully word and convey all of the information requested. Offers should be prepared simply and economically, providing a straightforward, concise description of Offeror’s capabilities to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content. Offeror’s must demonstrate a thorough understanding of the project purpose, scope, activities, requirements and responsibilities. Technical Proposal responses must be complete and detailed, must address each section using identical section titles, and must follow the order and use the numbering scheme contained in the RFP. Offeror’s must discuss their approach and methodology for each of the activities and deliverables in the proposal and identify key dates.

Again, the base solution must describe/identify/include all products/services to fulfill the scope of this RFP document. However, there may be additional products/services/enhancements/add-ons that have not been requested in the scope of the RFP document but will be required for Offeror’s product/service to fulfill the scope of the RFP document. If this is the case, Offeror’s must identify/describe/include these additional products/services in their technical proposal as the “base solution”. Any additional products/services/enhancements/add-ons Offeror requires in the base solution to fulfill the scope of the RFP must also be identified/included in the Offeror’s Cost Proposal as the cost of the “base solution”. If your offer includes any additional enhancements and/or add-on components or services that is not required to fulfill the scope of the RFP, these
products/services **must** be identified and described in your Technical Proposal as well as your Cost Proposal documents and labeled in each proposal as Appendix A so that Clemson University can easily and clearly identify what is included in your technical base solution and what is included in your cost base solution. Including a separate appendix for products/services **not** included in the base solution will aide in our evaluation process along with providing a complete understanding of your offer contents. Offers which include either modifications to any of the solicitation’s contractual requirements or an offeror’s standard terms and conditions may be deemed non-responsive and not considered for award.

15. Cost Proposal

The cost of the proposed products/services must be itemized by Offeror in the Cost Proposal, addressing the requirements listed throughout proposal document. Offeror’s proposed solution must describe and identify all products/services to fulfill the scope of this RFP document which must be identified as Offeror’s “base solution”. It is the intent of Clemson University to acquire the best base solution possible and for evaluation purposes, it is imperative that Offeror’s completely and carefully word and convey all of the information requested. For each requirement, the Offeror’s response to the item must be presented, along with which product/service addresses the requirement. At the end of the document in the Cost Proposal, the Offeror must present all products/services identified as necessary to fulfill the requirements of the RFP document and the cost of each must be listed separately as the “base solution”. Again, the base solution **must** describe/identify/include all products/services to fulfill the scope of this RFP document. However, there may be additional products/services/enhancements/add-ons that have **not** been requested in the scope of the RFP document but **will be required** for Offeror’s product to fulfill the scope of the RFP document. If this is the case, Offeror’s **must** identify/describe/include these additional products/services in their Cost Proposal as the “base solution”. If your offer includes any additional enhancements and/or add-on components or services that is **not required** to fulfill the scope of the RFP, these products/services **must** be identified and described in your Cost Proposal and labeled as Appendix A so that Clemson University can easily and clearly identify what is included in your cost base solution. Including a separate appendix for products **not** included in the base solution will aide in our evaluation process along with providing a complete understanding of your offer contents.

All costs must be included in the Cost Proposal. Cost Proposal must be separate from the Technical Proposal as stated above in RFP Submittal section. **Do not include cost in Technical Proposal. These should be submitted as two separate documents via .PDF attachments in the online bidding system. Total cost to fulfill requirements specified herein must also be indicated in Bid Line Item Pricing in online bidding system. Your separate cost proposal may go into more detail in terms of cost breakdown, options, etc…, but it must also clearly indicate the cost you enter into the online system. This is the cost that will be used for evaluation purposes and should reflect the cost for the base
technical proposal you are offering in response to this solicitation. If there are
conflicts in the costs you propose or Clemson cannot clearly determine a total cost
for your proposal, your response may be deemed non-responsive.

**** Please see Section VI, Cost Schedule, for additional information. ****

III. SCOPE OF WORK / SPECIFICATIONS

1. **Introduction:**

Clemson Computing and Information Technology (CCIT) is the primary provider of
computing and information technology resources, services and support to Clemson
University and its affiliates. CCIT also provides telecommunications services to the
university and maintains several enterprise applications and databases for the state of
South Carolina.

CCIT exists to ensure that all faculty, staff and students have the information technology
tools, services, infrastructure and support to carry out the university’s tri-fold mission of
research, education and service. Working in conjunction with the entire university
community, CCIT provides direction, planning and deployment of IT and communication
services and networks that are reliable, capable and scalable.

It is imperative that CCIT extend its information technology infrastructure to these off
campus sites and extend the same ability to teach and perform research at these locations
that exists on campus.

2. **Services Needed**

2.1 Design and build fiber optic infrastructure to several buildings off campus.
   a) Obtaining proper permits for direct bore/trench road crossing and railroad
crossing from SCDOT and RR authority.
   b) Obtaining pole attachment agreements from Duke Energy
   c) Installing steel strand along existing Duke Energy power poles
   d) Over lashing fiber to the steel strand
   e) Installing fiber in the ground using directional bore and trench methods
   f) Properly attaching cables to buildings
   g) Proper building entry
   h) Installing handholes
   i) Fiber termination, testing and documentation

2.2 All work must be done per state, local and federal codes and regulations following
manufactures recommended installation procedures, BICSI and industry standards
using approved cable and hardware.

2.3 The successful contractor must submit a complete parts list of materials to be used,
including but not limited to the cable, connectors, termination enclosures, connector
panels, handholds, steel strand and pole attaching hardware to build a complete end-to-end system ready for use.

2.4 CCIT must approve all parts and materials to be used.

2.5 Approved products include are not limited to:
  a) Corning Cable Systems fiber optic cable, connectors and hardware.

2.6 The successful contractor will be required to submit all necessary documentation and drawings needed in order to obtain pole attachment permits from Duke Energy, road crossing permits from SCDOT, and railroad crossings permits from the proper authority.

2.7 The successful contractor must submit plans and costs for any “make-ready” work associated with pole attachments for Duke Energy.

2.8 The successful contractor must request locates for all underground utilities from SC811 prior to doing any boring or trenching and must restore any disturbed areas to the same condition as was prior to work beginning.

2.9 All underground cable will be installed inside a 2” smooth wall duct and must contain a locating wire/tape.

2.10 The successful contractor will be required to splice fiber to existing Clemson owned fiber in existing enclosures and terminate fiber in the buildings as specified for each site following manufactures recommended installation procedures, BICSI and industry standards.

2.11 Upon completion the contractor must submit as-built drawings and test results per cable manufacturer requirements, BICSI and industry standards.

2.12 Contractor must attach all outside plant cable to the buildings at designated locations using approved hardware and methods.

2.13 Proper water blocking and fire stopping products must be used as required for all wall penetrations.

2.14 All work must be approved by the University codes official Tom Henderson.

2.15 The successful contractor must have all required business licenses and insurance as required by Clemson University and the State of SC.
2.16 The scope of work herein specifies installing fiber infrastructure to only the sites listed in this RFP, however upon completion of this RFP, the successful contractor may be asked to provide quotes and install additional fiber infrastructure to other off campus sites not listed.

1. LaMaster Dairy
2. Morgan Poultry Center
3. Garrison Arena
4. Outdoor Lab
5. Equine Center
6. Swine Center
7. Clemson Applied Technology

2.17 LaMaster Dairy

As shown on the drawing below, bore/trench/bury approximately 1200 feet of 2” smooth wall innerduct and install 24 strand OSP singlemode fiber from Clemson owned fiber service loop along Old Stone Church road near the intersection of Ridgecrest Drive and the entrance to La Master Dairy to building A (office) at LaMaster dairy. Place one handhole outside Building B (residence) and place one outside building A (the route shown is for reference, the actual route and handhole locations will likely vary based on other underground utilities on the site). Do a mid-span splice onto the existing Clemson owned fiber at the road as indicated and terminate 8 strands in Building A (as shown) in the designated location.

Install a 6 strand fiber from Building A to the designated location in building B (residence) and terminate all 6 strands on both ends using LC UniCam connectors. Also install 6 strand fiber from building A to building C using the most appropriate trench/bore/aerial method (actual route may vary). Terminate both ends on LC UniCam connectors, secure inside enclosures, test and document installation.
2.18 Morgan Poultry farm

As shown on the drawing below, trench/bore and install approximately 1100 feet of smooth wall 2” innerduct and 24 strand OSP singlemode fiber from the PEC building to building A (office) along Old Cherry road. (Actual route may vary based on other underground utilities) Terminate the PEC building end on LC UniCam connectors and secure inside the existing enclosure. Terminate in building A in the designated location using LC UniCam connectors. Secure inside enclosure in building A per manufacturers recommended procedures and industry standards. Next install 6 strand fiber from building A to buildings B and C per the drawing using the most appropriate method (aerial/trench/bury). Terminate both ends of these drops on LC UniCam connectors at designated location, secure inside enclosure, test and document installation.
2.19 Garrison Arena

As shown on the drawing below, install approximately 1.7 miles of 48 strand singlemode aerial fiber from the Clemson owned fiber and splice point located near Tri County Tech and Highway 76 to Garrison arena along Woodburn road using aerial installation to a point near the intersection of Woodburn road and Arena Blvd. Install a 24” x 36” x 24” handhole at this location, trench/direct bore from this location westerly approximately 1000ft and install 2” smooth wall innerduct from the handhole to the existing manhole along Arena Blvd. Route the fiber down the pole through the handhole through the newly installed innerduct into the manhole and continue through the existing conduit into the Garrison arena telecom room. Place a guard over fiber on pole to protect it. Terminate the fiber inside the Garrison arena TR in the designated location on LC UniCam connectors and secure it inside the enclosure per manufacturers recommended procedures and industry standards. Splice the opposite end of the fiber near Tri County onto the Clemson owned fiber in existing splice enclosure near Tri County as indicated. Make sure to properly reseal the enclosure when finished.
2.20 Outdoor lab

As shown on the drawing below, install approximately 9K feet of 48 strand singlemode OSP aerial fiber from the Garrison arena TR through the conduit to Arena Rd; continue in conduit out to handhole near intersection of Woodburn road. Transition at handhole to aerial installation and continue south along Woodburn Rd to the intersection with Twin Lakes Rd.
End the 48 strand fiber as shown near the intersection of Twins Lakes Rd. Splice on 24 strand singlemode and continue aerial approximately 3500 feet south along Twin Lakes Rd to the Fire Tower Service Rd as shown.
Install a 24” x 36” x 24” handhole at the intersection of the Fire Tower Service Rd, route the fiber down the pole into the new handhole. Install a guard over the fiber on the pole to protect it. Bore/trench/bury approximately 1000 feet of 2” smooth wall innerduct and install 24 strand OSP singlemode fiber from the handhole along the service road to the out building near the fire tower. Terminate the fiber inside the existing cabinet at the rear of the out building in an enclosure with LC UniCam connectors and secure it inside the enclosure per manufacturers recommended procedures and industry standards.
2.21 **Equine Center & Swine Center**

Bore/trench/bury approximately 12K feet of 2” smooth wall innerduct and install 48 strand OSP singlemode fiber from the Garrison arena TR to a handhole at the intersection of Fants Grove Rd and Starkey Rd in the following manner. Exit Garrison arena TR through the conduit to the existing manhole along Arena Rd, trench/bore from the manhole westerly to the intersection of Fants Grove Rd. Continue trench/bore North along Fants Grove Rd to the intersection of Starkey Rd, install an 18” x 24” x 24” handhole at roughly 500ft intervals along this route, ending with a 24 x 36 x 24 handhole near the intersection of Starkey Road.
A. Equine Center

From the handhole near the intersection of Fants Grove Rd and Starkey Rd continue trench/bore/innerduct north approximately 300 ft to the entrance to the Equine Center, place a 18” x 24” x 24” handhole at the entrance and continue trench/bore/innerduct easterly approximately 800 ft along the entrance road to building A. Place a 18” x 24” x 24” handhole about midpoint along the entrance road. Install approximately 1500 feet of 24 strand singlemode fiber from the handhole near Starkey road through the innerduct to building A. Terminate the fiber inside building A in the designated location per manufacturers recommended procedures and industry standards and fusion splice the other end of the fiber onto fibers 1-24 of the 48 strand fiber going to Garrison arena and secure splice enclosure in the handhole. Run two additional 6 strand singlemode fiber drops at the Equine center from building A to buildings B and C as shown using aerial or most appropriate method. Terminate both ends on LC UniCam connectors in the designated location per manufacturers recommended procedures and industry standards.
B. Swine Center

Bore under Fants Grove Rd from the handhole to the pole at the entrance of Starkey Rd. Install approximately 1500 feet of 24 strand singlemode fiber from the handhole near the intersection of Starkey road to the building A. Terminate in building A in the designated location using LC UniCam connectors. Secure inside enclosure in building A per manufacturers recommended procedures and industry standards and fusion the other end of the fiber onto fibers 25-48 of the 48 strand fiber going to Garrison arena and secure splice enclosure in the handhole.
2.22 **Clemson Applied Technology Center**

Install approximately 1.25 miles of 48 strand singlemode aerial fiber from the Clemson owned fiber splice point near the intersection of South Mechanic St and Highway 76 in Pendleton to the Clemson Applied Technology Center on Westinghouse Road as shown. SCDOT permit and a railroad permit will be required for this fiber run.
Enter the existing Clemson enclosure along Highway 76 near the intersection of S. Mechanics St. and splice 4 strands of the 48 strand fiber onto the Clemson owned 96 strand fiber. Terminate the other end inside the CAT building in designated location on LC UniCam connectors. Secure inside enclosure per manufacturers recommended procedures and industry standards.

3. **Future Work**

Clemson University would like to establish an annual contract for any future work at off campus or on campus locations to include materials and labor. This contract will have an option to renew up to four additional years at one year intervals at the discretion of Clemson University. The scope of work herein specifies installing fiber infrastructure to only the sites listed in this RFP; however, upon completion of this RFP, there may be additional installation of fiber infrastructure to other off campus sites that were not listed as well as some on campus sites. There could possibly be some additional work that may be requested at these off campus sites listed throughout the RFP scope that was not identified and will not be known until after award. Offerors must detail all laborers along with hourly rates in their Cost Proposal as identified in Section VI, Cost Schedule, #2 below. These rates must include all travel, meals, lodging and expenses including overhead. Clemson University reserves the right to negotiate a percentage off list price for frequently used materials with the highest ranked offeror prior to award for any future work throughout the contract period.
IV. TERMS AND CONDITIONS – SPECIAL

1. Assignment
   A. The Contractor must not assign the whole or any part of this Agreement without
      the advance written approval of Clemson University. Any assignment will be
      subject to all terms and conditions of the Contract between Clemson University
      and the Contractor.
   B. The Contractor will be responsible for all permitting and for restoring any
      disturbed areas to its original condition.
   C. The Contractor will be responsible for any damages to persons or property
      resulting from their work.

2. AWARD CRITERIA: Offers will be evaluated using only the factors stated below.
   Evaluation factors are stated in the relative order of importance, with the first factor being
   the most important. Once evaluation is complete, all responsive Offerors will be ranked
   from most advantageous to least advantageous.
   A. Technical Proposal: The degree, completeness, and suitability of the Offeror’s
      proposed technical solutions to meet or exceed the requirements of this RFP.
      (40%)
   B. Qualifications: The Offeror’s experience, references and key staff must provide
      evidence of its depth and breadth of experience, and evidence of successful past
      performance with projects of this similar size and scope. (35%)
   C. Cost: Cost of the services provided by the vendor. (25%)

VI. COST SCHEDULE

1. Please provide an Excel spreadsheet with material and labor costs for each site listed
   separately. Add costs for each site together for a grand total. Grand total must be entered
   into online bidding system for line item #1 base solution costs for evaluation purposes.
   Evaluation will be based on grand total for all seven projects listed throughout this scope
   of work.

2. Future Work - The scope of work herein specifies installing fiber infrastructure to only
   the sites listed in this RFP; however, upon completion of this RFP, there may be
   additional installation of fiber infrastructure to other off campus sites that were not listed
   as well as some on campus sites. There could possibly be some additional work that may
   be requested at these off campus sites listed throughout the RFP scope that was not
   identified and will not be known until after award. Therefore, Clemson University is
   requesting all vendors provide a separate file outlining all laborers and hourly rates
   associated with these laborers for any future work required throughout a five year contract
   period. These rates must include all travel, meals, lodging and expenses including
   overhead. The evaluation process will not be based on these rates. The evaluation will
   only be based on the grand total of all seven projects as stated in #1 above. Clemson
   University reserves the right to negotiate a percentage off list price for frequently used
   materials with the highest ranked offeror prior to award for any future work throughout
   the contract period.