



## Develop Nova Scotia

Old Red Store, Historic Properties  
Suite 301 – 1875 Upper Water St.  
Halifax, NS B3J 1S9

Date: Wednesday, September 18, 2019

**ADDENDUM # 03 for DNS-1920-0012**  
**Request for Supplier Qualification – Internet for Nova Scotia Initiative (INSI)**  
**Sponsored by:**  
**Develop Nova Scotia Innovation Department**

### Bidders Conference Attendees:

Charles Cook – Bridge Internet  
Steve Guy – Bridge Internet  
Trip Camper – Bridge Internet  
Alex Freylechman – Bridge Internet  
Emerich Winkler – NCS Network  
Andrew Leblanc – Acadia Communications  
Duane Davis – Rogers

Subject conference was facilitated by Monique Arsenault, Develop Nova Scotia Innovation Director, and Todd Brayman, Develop Nova Scotia Procurement Manager. All questions related to this conference and or RFSQ are to be directed to Todd Brayman.

### Questions and Answers:

Q. Please confirm timeline, including, RFSQ DNS-1920-00012 (RFSQ II) closing date and time.  
A. RFSQ II will close at 2 PM AST 2 October – Develop Nova Scotia time clock is considered correct.

Develop Nova Scotia is currently negotiating potential contracts based on projects presented in RFP DNS-1920-0001 (RFP I). Expected awards from RFP I by Fall 2019.

RFP II to be released after notification of RFP I awards and RFSQ II closes. Work on awarded RFP I proposals to commence immediately after award.

Q. If a respondent has difficulty providing a bank reference letter what should they do?  
A. Bank reference letters (Letters of Good Standing) have been provided to Develop Nova Scotia in similar tender processes. As discussed with RBC on 16 September 2019, bank reference letters (Letters of Good Standing) remain a common document produced to assist both individuals and business entities validate the financial capacity and or viability. As such, this remains the mechanism to independently validate initial financial viability.

Q. Is Develop Nova Scotia focused on a particular technology solution for last mile connection opportunities?

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A. No. Develop Nova Scotia is looking for solutions to accomplish the Internet for Nova Scotia (INSI) speed standards. Technology solutions may be wired, wireless, satellite etc.

Q. Are the Nova Scotia Internet Funding Trust funds of \$193 meant to cover RFP I as well future RFPs?

A. Yes. This having been said, this does not preclude the the total Nova Scotia build costs to be valued beyond this current funding level. While not currently approved, further investment may be required beyond initial levels.

Q. Does Develop Nova Scotia have data related to predicted population growth?

A. Not specifically. Two reports were created by Brightstar for the Province of Nova Scotia related to current provincial internet coverage (available as per RFP I). These reports include predicted internet demand growth. Develop Nova Scotia will review available resources and may provide predicted population growth if available.

Q. Do respondents need to show they currently have insurance coverages as identified in RFSQ II?

Q. Do respondents just need to show their current insurance coverages?

A. Respondents must provide copies of current insurance document/coverages and, acknowledge their willingness to attain coverages as required by provincial tenders – as reflected in RFSQ II.

Q. If a respondent does business with more than one bank, should they provide Bank Reference Letters from all banks that they conduct business with?

A. As transparency in an integral component of the provincial tender process, respondents are expected to provide Bank Reference Letters from all financial institutions whose inclusion would be relevant to Develop Nova Scotia independently validating financial viability.

Q. Are Nova Scotia Internet Fund Trust contributions made on a matching basis with successful proponents?

A. No. Contributions will be made based on respective Zone market failure tests. While one Zone may require an 80% contribution to establish connection opportunities, another Zone may only need a 50% contribution. RFP proposals will be evaluated, in part, based on relative contribution requests in a given Zone or project area.

Q. Can you comment on the value of an “all province” solution?

A. Solutions for the entire Province are able to be proposed. However, Develop Nova Scotia will minimize and or not fund projects where current services meet and or exceed INSI service minimums – overbuild will be avoided wherever possible.

Q. Can we gain access to data related to what parts of the province have services that meet minimum INSI standards?

A. See RFP I for coverage maps of current service levels (served versus under-served). Subject maps will be updated to include RFP I awarded contracts and will be provided as part of RFP II – to be released Fall 2019.

Q. Can you comment on the value of building relationships with local stakeholders?

A. Develop Nova Scotia encourages partnerships. Essential to whatever business model that is presented as part of future RFPs, ISPs and or Non-ISPs plus ISP partners must build own and operate networks as proposed in future RFPs.

Q. How much money is expected to be awarded as part of RFP I?

A. Potential award values will not be released in until RFP I negotiations are concluded, and contracts signed.

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Q. Is there anything that would preclude a respondent from initiating a project outside of Develop Nova Scotia's RFP processes?

A. No. If a respondent can self-fund an initiative to provide reliable high-speed internet within Nova Scotia, they are welcome.

Q. What will the open access requirements be?

A. At a minimum all relevant CRTC open access requirements will apply,

Q. Can respondents expect help from government to facilitate the acceptance of wireless towers?

A. Nova Scotia currently has a multi-departmental provincial committee to ensure a whole of government approach towards creating an environment where provision of internet goals (plus 95% of rural Nova Scotia) are implemented efficiently. Develop Nova Scotia and the Province will work to minimize barriers but all standard processes will apply.

Q. Can Develop Nova Scotia provide an update on current RFP I negotiations?

A. Develop Nova Scotia is working with both small and large proponents in all Zones to establish RFP I internet connection opportunities. Specific details related to successful RFP I projects will be released after negotiations are successfully completed. Develop Nova Scotia may announce successfully negotiated projects either individually or in groupings.

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**ADDENDUM # 02 for DNS-1920-0012**  
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The following Clarification is to be noted in the document referenced above.

**Respondent's Conference**

A non-mandatory information session ("Respondent's Conference") will be provided to prospective respondents to ensure all parties are aware of the details and services expected of them.

Meeting will be held at the following location and time:

- Date: Monday September 16<sup>th</sup>, 2019, 11:30 pm - 1:00 pm Atlantic Time
- Location: Art Gallery of Nova Scotia. 1723 Hollis St, Halifax, NS – Windsor Foundation Lecture Theater
- Teleconference Option: Call in #: 1-855-453-6962 – Password: 1732440

Respondents who do not attend the site meeting will not be precluded from submitting a proposal.

Prospective respondents planning to attend the meeting should register with the RFSQ Contact no later than 4:00 pm Atlantic Time Friday 13 September. Please provide the following:

- Attendee's full name
  - Email Address
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- Job Title; and
- Company name

Presentation materials will be emailed to the registered attendees list prior to conference. Questions and answers will be added as an addendum to the tender.

The information session will be cancelled if the RFSQ Contact does not receive confirmation of intention to attend from any prospective respondents by the deadline as noted above.

List of attendees will be recorded and made available as an addendum.

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**ADDENDUM # 01 for DNS-1920-0012**  
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The following Clarification is to be noted in the document referenced above.

**1.0 Questions / Clarifications:**

**Question:** Section B.1 of the document indicates, “Develop NS may at its sole discretion initiate a separate solicitation for satellite-based internet services to provide access to remote areas and areas with very low population densities.” Does Develop NS intend on releasing a separate satellite-based internet services RFP?

**Clarification:** Not at this time. Any organization considering submitting a proposal, regardless of solution technology, for INSI RFP II in Fall 2019 must already be prequalified under RFSQ DNSINS0119, or must become prequalified as part of RFSQ DNS-1920-0012 to be eligible to do so.

This addendum **Will NOT** require a revision to the Closing Date and Time, or other dates given in the Request for Supplier Qualification document.

Prospective Respondents are deemed to have read and taken into account all addenda issued by Develop Nova Scotia.

For further information prospective Respondents should contact Todd Brayman, Procurement Manager at [todd.brayman@developns.ca](mailto:todd.brayman@developns.ca).