



**REQUEST FOR STATEMENT OF QUALIFICATIONS
TO DESIGN AND OPERATE MONORAIL WIRELESS BROADBAND
COMMUNICATION SERVICES FOR RIDERS**

RFQ # 04-01

RFQ Published: January 9, 2004

Submittals Due: February 6, 2004

Submittals Reviewed: February 6 – February 13, 2004

Firms Notified of Status: February 13, 2004

BACKGROUND

In November 2002, Seattle voters approved Seattle Citizen Petition No. 1 (“Petition No. 1”), which created the Seattle Monorail Project and authorized it to build, own, operate and maintain a citywide monorail system as called for in the “Seattle Popular Monorail Plan” (the “Plan”). The Plan can be found on the Seattle Monorail Project’s website at www.elevated.org.

The Plan proposes a 58-mile, 5 line, citywide monorail system. One of these corridors, the Green Line, has been identified as the first monorail line to be developed. The Green Line will serve some of the city’s most important destinations, including: Pike Place Market, Pioneer Square, the Chinatown International District, the downtown retail core, Ferry Terminal, Seattle Center, Belltown, Key Arena, Safeco Field, Seahawks Stadium, SODO, Ballard and West Seattle

The Seattle Monorail Project considers the widespread availability of advanced communication services an important element in making the Monorail experience convenient and useful for commuters, visitors and other riders at stations and while in trains. The SMP wishes to ensure Monorail riders have simple, easy and affordable access to the full range of advanced wireless communication services at stations and on trains to enhance their experience. The SMP wishes to be viewed by riders and others as one of the most advanced public facilities in the nation as it relates to the availability of sophisticated communication services. The SMP wishes to ensure the private marketplace provides robust and uninterrupted services to Monorail users for cellular phone, wireless data and other mobile communication services. Moreover, the SMP wishes to leverage its unique infrastructure to generate additional revenues where appropriate.

The SMP is currently evaluating the most efficient and effective way to ensure Monorail users have access to the full range of advanced wireless voice and data communication services (WiFi, cellular, etc.) while using monorail facilities. In addition, SMP will consider how such services relate to the Monorail’s operational and maintenance needs, and is considering linking the development of such services into larger internal communication agreements. In pursuit of its goals, and in pursuit of potential non-fare

revenue sources, the SMP is considering forming partnerships with providers to access elements of the Monorail infrastructure to better serve Monorail users.

The SMP is currently at an early stage of analyzing the feasibility of providing communications services in stations and on trains. Key questions which need to be answered include:

- 1) How would private telecommunication providers propose to utilize key infrastructure components of the Monorail (conduit, power, ROW, posts, guide ways, etc.) in order to more effectively and efficiently deliver communication services to Monorail riders?
- 2) Is it financially viable for the SMP to allow private providers access to Monorail infrastructure in return for direct or indirect payment, revenue sharing arrangements, reduced costs of service, special sponsorship or advertising agreements, or other scenarios?
- 3) Is it viable to use the Monorail infrastructure as a technical foundation to build a city-wide, wireless, community broadband network for citizens in a manner that would save substantial public dollars?

If these questions are answered favorably and other indications are the concept is feasible, the SMP intends to develop a strategy for program development and implementation. Implementation may include all phases of developing the communications services program including design, installation and operations.

At this time, the SMP wishes to identify qualified businesses who have the technical and financial capacity to participate in these processes and who are interested in a long term business association with the SMP. As the SMP develops implementation plans, one or more qualified businesses identified through the subject solicitation may be invited to participate in further processes relating to concept development and implementation, such as participating in research, industry outreach sessions, proposal preparation and/or contract negotiations.

Qualified businesses wishing to be considered for this program should submit a Letter of Interest and Statement of Qualifications (SOQs) in accordance with the requirements set forth in this solicitation.

The SMP will evaluate the SOQ to:

- a. Determine whether there are qualified businesses that are actively interested in providing some or all of the services described to users in some form of partnership with the Monorail;
- b. Determine whether there are qualified businesses that have a willingness and ability to pay direct or indirect fees, or form other partnerships benefiting the SMP and riders, to access to the Monorail's unique infrastructure of stations, guide ways, trains, posts and more for these or related services;

- c. Determine whether there are qualified businesses or other entities that see a market opportunity to build a citywide wireless broadband network by leveraging the Monorail's unique infrastructure; and
- d. Pre-qualify one or more business(es) for Proposals the SMP may issue at a later date.

PRE-QUALIFICATION CRITERIA

Respondents must indicate which proposed service(s) they are interested in providing.

Respondents will be pre-qualified if they:

- a. Demonstrate an understanding and willingness to deliver an 'end-to-end' solution to ensure a fully functioning, standards-based wireless broadband system for both voice and data throughout the SMP's system;
- b. Demonstrate an understanding of the challenges and parameters faced by public agencies in providing telecommunication services;
- c. Have the ability to ensure open access to users irrespective of their Wireless Internet Service Provider (WISP), cellular provider or other retail communication provider (interoperability agreements for WiFi and other services will be required so that users are not forced to use a proprietary network);
- d. Have a track record of delivering WiFi, cellular or related commercial services to public agencies in Washington state, or other transportation agencies in the U.S. or internationally.

FORMAT AND CONTENT OF SUBMITTALS

Respondents must submit two (2) copies of a cover letter of interest and provide the information requested on the attached Form A. Respondents may answer the questions directly on the form, in type or legible printing, or submit a separate document (s) which answers the questions set forth on Form A. Submittals may be as long as you wish, but must be submitted on 8 ½ "x 11" sized paper and be written in 11-point font text. Submittals may include resumes or other pertinent information.

Submittals must be received by January 23, 2004 1:00 PM PST at the following address:

Stephanie Conroy, Procurement Administrator
Seattle Monorail Project
1904 3rd Avenue, Ste. 105
Seattle, WA 98101

If you have any questions related to the Request for Qualifications, please email or FAX them to the attention of Ms. Stephanie Conroy, Procurement Administrator at

sconroy@elevated.org or 206-587-1774. The SMP reserves the right to ask additional questions, request additional information or otherwise conduct follow-up investigations to the information provided in the initial SOQ.

CONFLICTS OF INTEREST

The Seattle Monorail Project has adopted organizational conflict of interest rules relating to the Green Line. Submitters need to ensure that their employees or representatives comply with these rules. The organizational conflict of interest rules are available on the Seattle Monorail Project website at www.elevated.org. Any business in violation of these rules will be disqualified from consideration.

SEATTLE MONORAIL PROJECT AUTHORITY RIGHTS

This RFQ and/or the selection process do not obligate the SMP to enter into any contracts. The SMP reserves the following rights, in addition to those accorded by law:

- The right to reject any and all submittals, to waive irregularities, and to re-solicit proposals;
- The right to use and disclose information included in all submittals as such as the SMP deems necessary;

WOMEN AND MINORITY BUSINESS ENTERPRISE PARTICIPATION

The Seattle Monorail Project encourages the use of locally owned, Small, Women and Minority Business Enterprises in all Seattle Monorail Project contracts, and encourages outreach efforts to include women and minorities in employment, contracting, and subcontracting opportunities.



FORM A

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RFQ # 03-19

Name of Business: _____

Address of Business: _____

Federal Tax ID No.: _____

Name of Contact Person: _____

Contact Person's Title: _____

Contact Person's Telephone No.: _____

Contact Person's E-Mail Address (optional): _____

Please complete the following questions:

1. What do you believe is the most flexible, appropriate and accessible wireless broadband or related technology to provide to Monorail users that is capable of evolving with the marketplace?

2. What role, experience and qualifications does your firm have in providing this service? (system integrator, hardware or software providers, wireless network provider, etc.)

3. What specific Monorail infrastructure (guide way, trains, stations, antenna sites, posts, etc.) would you propose to access in order to deliver these services and what would your general technical requirements be?

4. How would you propose to compensate, if at all, the SMP for allowing access to this infrastructure or what other business relationships would you propose to provide such services to Monorail users?

5. Please explain whether or how having access to the Monorail infrastructure would impact the ability to build a citywide, wireless, community broadband network at substantial cost savings from a non-Monorail related network.

6. Which public agencies in Washington State have you provided service to in this arena? Or, if you have not provided service in Washington state, which public transportation agencies have you delivered services that would be an appropriate indication of your experience in this area. Please describe the scale, scope and provide project team information.