

DATE: September 23, 2015
SUBJECT: Letter of Clarification
RE: NHDAS RFQ
TO: All Prospective Respondents

This Letter of Clarification is issued as part of the referenced Request for Qualifications (“RFQ”) for a Neutral Host Distributed Antenna System (“NHDAS”) at the George R. Brown Convention Center (“GRBCC”) for the purposes of responding to questions received from Prospective Respondents.

- 1) Section 1, Tab A, “**Required and Permitted Services**” states that that proposer will be required to provide Wi-Fi Data and VoIP services as part of the DAS agreement. However, this conflicts with the existing telecommunications contract. Please clarify. **HFC has made the decision going forward that no Wi-Fi Data & VOIP services will be included in this solicitation. Smart City performs the following services under the existing telecommunications services contract:**
 - a. Wi-Fi Services
 - b. Land line/Wired Phone Services
 - c. Hardline Data
 - d. VOIP Services
 - e. Fiber Network Services
- 2) Under Section 1, Tab A, “**Required and Permitted Services**,” is the intent of bundling the services listed to take advantage of deployment and construction synergies while deploying what would be consider traditional cellular solutions? Or is the intent for the Neutral Third party to manage the service as a third party? **The intent is for a Neutral Third party to manage the service as a third party.**
- 3) Under Section 1, Tab A, “**Required and Permitted Services**,” SCADA/sensor communications (Non-Life Safety) SCADA sensors can be utilized and deployed in many ways. What is the intended use at GRBCC? Number of Sensors? The intent of the question is to understand the scale. **Going forward, all SCADA options under this Section will be removed. We have been advised that the City of Houston has already set up the SCADA system it requires.**
- 4) Under Section 1, Tab A, “**Required and Permitted Services**,” would HFC consider having an adjacent (designed and deployed in conjunction with DAS and Wi-Fi) separate system to accommodate the Two-Way Radio, Public Safety systems? **No. This system is already in place; no duplication is needed.**

- 5) Under Section 1, Tab A, “**Required and Permitted Services**” the neutral host distributed antenna system (NHDAS) normally supports cellular voice and data services. Public safety and two-way radio services can also be supported. Regarding the other services listed under the Required and Permitted Services section:
- a. Please confirm that Wi-Fi data and VOIP services and respective equipment are required services under the RFQ and future RFP. **We can confirm that these services are not required.**
 - b. Please advise whether GRBCC currently has any of the following services in operation in some form, and if so, provide details on types of equipment currently in use and service providers currently under contract:
 - a. Wireless carrier distributed antenna system (s) - **We currently do not have a DAS system. Sprint has some directional antennas inside the building. T-Mobile and Sprint have Cell towers on the roof.**
 - b. Wi-Fi data services – **Our in-house provider offers and services all Wi-Fi requirements and services. The DAS provider will not be allowed to offer these services.**
 - c. VOIP services - **Our in-house provider offers and services all VOIP requirements and services. The DAS provider will not be allowed to offer these services.**
 - d. SCADA/sensor connections – **These services are not required.**
 - e. Location services - **The DAS provider will only offer cell phone service. There will be no need for these on-site services.**
 - f. Two way radio services – **These services are not needed.**
 - c. Please advise whether HFC intends to have the winning bidder provide and sell Wi-Fi data services and VOIP services to exhibitors or the GRBCC exhibit floor. **No. These services are already provided.**
- 6) Under Section 1, Tab A, “**Optional and Permitted Services**” enhanced location services—please describe the intended use. **The DAS provider will only offer cell phone service. There will be no need for these on-site services.**
- 7) Under Section 1, Tab A, “**Optional and Permitted Services,**” please confirm whether any of the services listed under this section are currently in use and, if so, provide details on types of equipment currently in use and/or service providers currently under contract. **No permanent**

equipment and/or contracts currently exist between service providers for RFID Based Bag Tracking, RFID Based Asset Tracking or for over-the-air HDTV.

- 8) Will respondents' participation, or non-participation in providing additional services outside of traditional in-building services such as (DAS, Wi-Fi, Public Safety DAS, E911, and 2-Way Radio) effect the scoring? **No.**
- 9) Does HFC have required partners or Union Labor? **No, but HFC is able to offer its in-house electrical utility contractor at a competitive rate.**
- 10) Under Section 1, Tab A, "**Term**", will HFC consider the option for two additional five (5) year extensions to the initial 10 year term? **No, however, extensions to the initial term that would include upgrades or refreshments to existing equipment will be considered.**
- 11) Under Section 1, Tab A, "**Compensation**" HFC anticipates the agreement will require "payments based on activity" in addition to a fixed annual payment and a form of revenue sharing.
- a. Our experience as a NHDAS provider at multiple venues is that wireless carriers typically do not and will not provide minutes of use (MOU) information or any other type of activity reports as they consider that information proprietary. Please confirm that for the cellular voice and data services as compensation arrangement that does not include "payments based on activity" is acceptable to HFC. **Yes.**
 - b. If HFC intends to have the winning bidder provide Wi-Fi data services and VOIP services to exhibitors on the GRBCC exhibit floor, please confirm whether those services would require "payments based on activity" in addition to a fixed annual payment and revenue sharing. **No. The winning bidder will not be providing Wi-Fi data and VOIP services.**