

6/3/2022

Questions:

**1. Do you have an NDA to start this discussion?**

*Answer: If the submitted proposal contains confidential information, please mark trade secret and confidential and it will not be subject to CORA.*

**2. When could I come on site to visit?**

*Answer: Anytime scheduling permitting.*

**3. Where are the financials?**

*Answer: TMV has updated the RFP Appendix. The file name is: Revenue-Report-Q1 and Balance-Sheet-Q1 Our most recent audited annual financial report can be found here:*

*[https://townofmountainvillage.com/site/assets/files/35508/2020\\_comprehensive\\_annual\\_financial\\_report.pdf](https://townofmountainvillage.com/site/assets/files/35508/2020_comprehensive_annual_financial_report.pdf)*

**4. Does TMV have a purchase price for the entire network?**

*Answer: TMV does not have purchase price for the entire network. We can accept proposals to acquire the entire system and enter negotiations for purchase price and contractual terms.*

**5. Who makes the final decision regarding either option?**

*Answer. Town Council will vote on the decision, pending a recommendation by Staff.*

**6. Do the key dates and deadlines apply to those interested in purchasing the network?**

*Answer. No, those interested in considering acquisition should email indicating interest. Then within 60 days of that after getting more detail about assets and a site visit, make a formal offer.*

**7. Breakdown of salaries for TMV cable staff/technicians**

*Answer. Jory Hasler – Senior Technician-Broadband/Cable - \$32.15 per hour  
Hector Delgado - Senior Technician-Broadband/Cable - \$32.47 per hour  
Daelin Delgado - Broadband Systems Technician - \$22.77 per hour*

**8. \$120k/yr to Juniper. What services does that cover, and is the operator obligated to carry that cost?**

*Answer. The operator will work with TMV and determine which 3<sup>rd</sup> party vendors are required and which ones can be eliminated. All contracts are subject to Colorado's Non-appropriation law.*

**9. Can existing circuitry stay in TMV name?**

*Answer. Yes*

**10. Is there TMV owned housing (VCA) or subsidies options available for new cable plant hires?**

*Answer. The Town will not provide subsidized housing to the external businesses who may be taking over the operations of the broadband department. They can join the VCA waitlist and utilize Town housing options like any other member of the public.*

**11. What is the highest liability customer? Any medical or emergency facilities receiving TMV cable service?**

*Answer. Telluride Medical Center leases dark fiber.*

**12. What FTTP timeline promises have been made to residents?**

*Answer. The FTTP has a deadline of Fall 2024.*

**a. Can operator support & manage “hybrid” network longer than 3-5 months?**

*Answer. Yes. TMV will continue to operate the HFC system until all customers are on fiber.*

**13. Can operator assume use of existing TMV cable vehicles, or would TMV sell vehicles to operator?**

*Answer. Operator would assume use of existing vehicles. TMV would purchase vehicles based on a capital purchase plan submitted by the operator as part of running the network.*

**14. Service dmarc. Is it at the resident ONT, or into the home?**

*Answer. DMARC is a moving target. Some installs DMARC is located on the exterior of the residence and in some cases, it is located inside the residences. In all cases TMV provides the ONT.*

**15. Would operator be required to work with any 3<sup>rd</sup> party vendors to complete the FTTP build-out?**

**a. i.e. Light Works. Is there an existing project contract?**

*Answer. This is up for discussion because the projects are midstream. It will depend on what makes sense at the time.*

**16. Is Momentum voice services required, or can operator move voice services to their own platform?**

*Answer. Momentum voice services are not required. The operator can move voice services.*

**a. Is there existing analog voice service of DID's in the field today?**

*Answer. Yes. TMV has 34 subscribers using voice service.*

**18. To be clear, TMV would pay operator for labor/equipment associated with FTTP completion?**

*Answer. Yes, for mainline construction, TMV has already appropriated the funds and ordered materials to complete this phase of the project. For drops, TMV has a drops RFP currently in process. TMV has purchased necessary materials to complete the job, but customer is required to pay for the install. This is a pass-through arrangement. Regarding installing the ONT into the residence, TMV pays for the ONT but the customer must pay for the install and is responsible for damages to the ONT.*

**19. Regarding service Truck Rolls (Average 92/month). Does this number include new connects, disconnects, and upgrades or are these just trouble calls/service calls?**

*Answer, these 92 calls are all of these.*