

Joplin Broadband Deployment Plan Consultant Services Interview

Firm Name: REBEL
 Reviewer Name: Interviewer # 1
 Reviewer Signature: _____
 Date of Review: 5/23/22

Question 1 (10 pts)	Score
<p>1. Explain your process for reaching Joplin's end goal within the number of hours and timeline proposed.</p> <p>"how to do it right. funds may be difficult" "rigorous" "risky"</p> <p>launch, ownership</p>	<p>10/15</p>
<p>2. Describe your team's experience in obtaining outside funding sources for broadband in municipalities.</p> <p>funding - Kansas, Arkansas, Texas - not just broadband - P3 work, # of SM successful</p> <p>Johan, CTC, seems to be key,</p>	<p>8/10</p>
<p>3. Describe your team's organization structure with regards to roles, responsibilities and reporting.</p> <p>One project mgr - Vien</p> <p>Would meet in person - kick off</p> <p>then virtual</p>	<p>7/10</p>

Rebel highly financial oriented - P3P
 CTC broadband + tech
 Lawrence KS
 Alton IL

P3 - how do you find the private side

Question 4 (5 pts)	Score
<p>4. What presence will you have with staff, officials or the community,</p> <p style="text-align: center;"><i>if needed otherwise virtual</i></p>	<i>2/5</i>
Question 5 (5 pts)	
<p>5. What City resources will you need to accomplish your tasks.</p> <p style="text-align: center;"><i>Engagement - leadership</i> <i>underlying data sets, GIS</i> <i>CTC - John - had best knowledge</i></p>	<i>5/5</i>
Question 6 (5 pts)	
<p>6. How familiar is your team with Missouri broadband statutes and regulations</p> <p style="text-align: center;"><i>Knows the state is restrictive</i></p>	<i>4/5</i>
Question 7 (5 pts)	
<p>7. If your team was awarded a contract, what would be your first steps.</p> <p style="text-align: center;"><i>equity</i> <i>affordability</i> <i>Verification.</i> <i>Broad answers</i></p>	<i>1/5</i>

Reviewer's Initials	GRAND TOTAL	<i>35 / 55</i>
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Not the actual procurement
"actionable"
Moline, IL

Joplin Broadband Deployment Plan Consultant Services Interview

Firm Name: REBEL
 Reviewer Name: Interviewer # 2
 Reviewer Signature: _____
 Date of Review: 5/23/22

Moline el
 Bloomington dn

Question 1 (10 pts)	Score
<p>1. Explain your process for reaching Joplin's end goal within the number of hours and timeline proposed.</p> <p>6 mos realistic timeline 475 hours Fiber Deployment - ^{plan} Sept 22 - Dec 22 critical execution - Jan 23 who owns, bears risk Fed/State funding Not easy to access where cable exists</p>	<p>5 / 15</p>
<p>2. Describe your team's experience in obtaining outside funding sources for broadband in municipalities.</p> <p>Lawrence, KS Didn't give any concrete examples</p>	<p>0 / 10</p>
<p>3. Describe your team's organization structure with regards to roles, responsibilities and reporting.</p> <p>See back notes Work with CTC for broadband funding P3's - Rebel + CTC Wim - Leading</p>	<p>10 / 10</p>

⇒ Detailed / Actionable Plan → will have market for products
 End Product - What to procure, negotiating potential bidders, to contract signing
 Can go further
 Not actual procurement

Question 4 (5 pts)	Score
4. What presence will you have with staff, officials or the community, <i>will move to in-person meetings</i>	2 / 5
Question 5 (5 pts) 5. What City resources will you need to accomplish your tasks. <i>our engagement in leadership clear vision GIS Team - Low burden as possible</i>	5 / 5
Question 6 (5 pts) 6. How familiar is your team with Missouri broadband statutes and regulations <i>CTC pretty familiar - restrictive state anti-municipal good for Public/Private Collaboration</i>	3 / 5
Question 7 (5 pts) 7. If your team was awarded a contract, what would be your first steps. <i>Determine Priorities Reorder to grant opportunities Equity / affordability Kickoff meeting or other meetings w/ stakeholders Risk / Neg Financing</i>	3 / 5

Reviewer's Initials	GRAND TOTAL	28 / 55
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Collaboration -
 * CTC - all of experience in PPP - Broadband/Engineering Experience
 Risk Mgmt - Actionable Plan aligns with our interests
 Infrastructure Advisory Firm
 Financial Analysis / Risk Analysis
 Successful implementation
 San Francisco
 Technical + Feasibility Study
 Lawrence, KS
 Altan, Ill

Joplin Broadband Deployment Plan Consultant Services Interview

Firm Name: Rebel
 Reviewer Name: Interviewer #3
 Reviewer Signature: _____
 Date of Review: 5-23-22

Question 1 (15 pts)	Score
<p>1. Explain your process for reaching Joplin's end goal within the number of hours and timeline proposed.</p> <p>Collectively w/ Stakeholders what our objectives are. Approach + Time line / Price Proposal 475 hours - "how to do it right" This is not an easy Process - Need Rigorous help. 6 months</p>	5 / 15
<p>2. Describe your team's experience in obtaining outside funding sources for broadband in municipalities.</p> <p>Joanne - Public / Private Partnerships Loans Scott + Mason County KY - Private Companies</p>	8 / 10
<p>3. Describe your team's organization structure with regards to roles, responsibilities and reporting .</p> <p>Joanne - Financing questions 50 hours total vs Wim - 125 hours Primary Contact</p>	5 / 10

* Ref. to Moline Ill. seeking primarily private / Bloomington IL.
 Focus on financing Solutions - Value for money : market interest.
 most of their work via the US map was east + west coast Arkansas 149 Extension P
 Financial + Risk Analysis
 Joanne - worked w/ State of mo + KS on Grant funding.
 Knowledge of P3's Public/Private Partnerships.

Question 4 (5 pts)	Score
<p>4. What presence will you have with staff, officials or the community,</p> <p style="text-align: center;">most will be remote.</p>	1 / 5
<p>Question 5 (5 pts)</p> <p>5. What City resources will you need to accomplish your tasks. <i>Clients w/ Technology Presence?</i></p> <p style="text-align: center;">Our engagement - Leadership Data sets GIS + GIS team</p> <p>Funding - { 3 million in CDBG-DR money - has to show benefit dis. Area * 13.8 mil - ARPA Dollars</p>	2 / 5
<p>Question 6 (5 pts)</p> <p>6. How familiar is your team with Missouri broadband statutes and regulations</p> <p><i>mo in July opens funding use ours to match theirs.</i></p> <p>Joanne - Mo is Relatively Restrictive w/ Municipal Options Public / Priv. Collab.</p>	4 / 5
<p>Question 7 (5 pts)</p> <p>7. If your team was awarded a contract, what would be your first steps.</p> <p>? Joanne - What is our timeline - Partner - fast track + don't want to miss opportunities we have seed money - in turn of selection June to Council. or June 20th.</p> <p>Jointly defining objectives. equity - Affordability Kickoff mtg + mtgs w/ Colleagues + Stakeholders.</p>	2 / 5

Reviewer's Initials	GRAND TOTAL	27 / 55
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No Negotiations or Partners on Board

Zac 125 hours -

Joplin Broadband Deployment Plan Consultant Services Interview

Firm Name: Rebel
 Reviewer Name: Interviewer # 4
 Reviewer Signature: _____
 Date of Review: 5/23/22

Question 1 (10 pts)	Score
1. Explain your process for reaching Joplin's end goal within the number of hours and timeline proposed.	8/15
2. Describe your team's experience in obtaining outside funding sources for broadband in municipalities.	7/10
3. Describe your team's organization structure with regards to roles, responsibilities and reporting . * <u>Wim</u> - primary contact Wim + Joanne - partnership work	6/10

Question 4 (5 pts)	Score
<p>4. What presence will you have with staff, officials or the community,</p> <p><i>Very limited - depends on how much we request</i></p>	<p><i>2/5</i></p>
<p>Question 5 (5 pts)</p>	
<p>5. What City resources will you need to accomplish your tasks.</p> <p><i>Our engagement history data sets - GIS info</i></p>	<p><i>4/5</i></p>
<p>Question 6 (5 pts)</p>	
<p>6. How familiar is your team with Missouri broadband statutes and regulations</p> <p><i>Joanne - pretty familiar - MO is relatively restrictive?</i></p>	<p><i>4/5</i></p>
<p>Question 7 (5 pts)</p>	
<p>7. If your team was awarded a contract, what would be your first steps.</p> <p><i>determine what level of risk the city is willing to take on. - Kick off meeting + addl. meetings w/ stakeholders</i></p>	<p><i>3/5</i></p>

Reviewer's Initials	GRAND TOTAL	<i>34/55</i>
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Joplin Broadband Deployment Plan Consultant Services Interview

Firm Name: REBEL
 Reviewer Name: Interviewer # 5
 Reviewer Signature: _____
 Date of Review: 5-23-2022

Question 1 (10 pts) <u>15</u>	Score
1. Explain your process for reaching Joplin's end goal within the number of hours and timeline proposed. <u>JAN. 2023</u> <u>JULY START</u> <u>DOES NOT INCLUDE NEGOTIATIONS WITH ISP</u>	<u>10</u> 15 /15
2. Describe your team's experience in obtaining outside funding sources for broadband in municipalities. <u>SCOTT COUNTY + MAYES COUNTY KY</u> <u>+ INDIANA</u> <u>LAWRENCE, KS.</u> <u>FIBER TO HOME</u>	<u>8/10</u>
3. Describe your team's organization structure with regards to roles, responsibilities and reporting .	<u>10/10</u>



Question 4 (5 pts)	Score
<p>4. What presence will you have with staff, officials or the community,</p> <p>NO ONE LOCAL. DEPEND ON VIRTUAL MEETING</p>	2/5
<p>5. What City resources will you need to accomplish your tasks.</p> <p>HELP W/ ENGAGEMENT UNDERLINE DATA SETS NEEDED</p>	4/5
<p>6. How familiar is your team with Missouri broadband statutes and regulations?</p>	3/5
<p>7. If your team was awarded a contract, what would be your first steps.</p> <p>APPROACH & TIMELINE KICK OFF MEETING PRODUCE ROAD MAP.</p>	3/5

Reviewer's Initials	GRAND TOTAL 40 42 /55
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ADVISED GOV. ON FED. LOANS
SERIES 50 FINANCIAL ADVISOR?
PUBLIC PRIVATE PARTNERSHIP
CTC HAS EXP. IN MIDWEST
SAN FRAN: FTTP P3
MITIGATE RISK ANALYSIS
MOLINE, IL - SIMILAR TO JOPLIN
BLOOMINGTON, IN - ANOTHER EX.