Request for Expressions of Interest #2016-01
Enterprise Corridor Valuation and Asset Management Plan Services
Contract #C031478
February 17, 2016

Description:

The New York State Department of Transportation (NYSDOT) issues this “Request for Expressions of Interest” to determine if any other vendors can offer NYSDOT a better value than the one received from an interested vendor to provide an enterprise solution including research and analysis of current right of way occupancies, compilation of inventory, valuation of corridor zones, standard fee schedule, business plan with infrastructure, management strategy, and technical guidance and support for the State’s right of way for fiber optic and pipeline occupation.

If your firm is qualified to provide greater technical quality at a more competitive total cost, then please e-mail your RFEI response to alfred.hasenkopf@dot.ny.gov of NYSDOT Contract Management Bureau.

Qualifications:

1. Principal and authorizing signatory(s) must be either / or any of the following: Juris Doctor, MBA, MAI, PE or any combination thereof with a primary concentration and focus in the evaluation and development of fiber optic/telecommunications networks in right of ways.
2. Consultant must possess a minimum of 20 years experience within the telecommunications industry and demonstrate same by submission of previous client list. Must have and be able to demonstrate ability to appraise both fair market value of utility corridors and perform business valuation of corridor assets.
3. Consultant must have a minimum of 10 years experience with negotiations of contract rates and contract terms on behalf of government entities with telecommunication companies.
4. Consultant must have expert competency interpreting “as built” highway plans and understanding engineering requirements of the telecommunications industry.
5. Consultant must have in-depth and thorough legal knowledge of applicable federal and state statutes, all relevant NYS Codes, Rules and Regulations, and resultant Court Cases and administrative decisions in New York State and/or other relevant legal parameters in other states affecting regulations and restrictions on installation of telecommunications infrastructure within rights of way including knowledge of the US Telecommunications Act of 1996 as it applies to fiber optic occupancy of the NY State right of way.
6. Consultant shall provide an analysis of the State’s current wireless, telecommunications and utility status and programs.
7. Consultant shall conduct a comprehensive valuation of the State’s highway right of way (approximately 30,000 miles of bi-directional right of way) considering both the fair market value by land type and zoning and factor for telecommunications development to arrive at a rate for generating a revenue stream. Any factor and rate presented shall be based on data procured from a minimum of 10 other municipal, state or other government transportation entities with which the Consultant has worked.

8. From the valuation, the Consultant shall develop a standard fee schedule with recommended rates defined for all right of way telecommunication and high pressure pipeline occupancies statewide, considering both longitudinal and transverse crossings.

9. Consultant shall develop a plan for NYSDOT to derive revenue from non-activated fiber (dark fiber) within the context of the current regulatory and statutory framework in NY State and propose necessary amendments or changes to the current regulatory and statutory framework.

10. Consultant shall develop an industry responsive and streamlined NYSDOT Office of Right of Way permitting process, illustrating all procedures in a detailed flow chart with implementation recommendations and appropriate forms.

11. Consultant must be able to provide a list of no less than four (4) major telecommunications companies with which the consultant has negotiated in the past ten (10) years on behalf of government agencies.

12. Consultant must be able to recommend negotiating strategies; facilitate, and engage in negotiations with utility/fiber companies on behalf of NYSDOT.

13. Consultant must be able to provide competent technical advisement for NYSDOT through the adoption and implementation of a telecommunication/fiber optics business model and plan based on previous comparable telecommunication/fiber optics business models and plans developed by the Consultant.

14. Consultant shall complete assignment six (6) months from “Notice to Proceed on Contract” and submit draft report 30 days prior to completion date.

Not to Exceed Total Cost: $90,000.

Project Schedule Requirement:
- Project Start Date: 4/1/2016.
- Project Completion by 10/1/2016.

RFEI Schedule:
- Questions Due: 2/25/2016.
- Answers Due: 3/2/2016

NYSDOT reserves the right to ask clarification questions of any RFEI respondents.

NYSDOT Contact Person & RFEI Response Location:
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