

MUNICIPAL FFTP FEASIBILITY TASK FORCE INTERVIEW SCORECARD					
Grading Criteria	Task Force Scores By Vendor				
	Vantage Point	Uptown Services	Magellen Advisors		
Market Research / Citizen Outreach - 15%	11%	9%	11%		
What level of involvement will the task force and city staff have in the market research	2.7	3.7	3.8		
How well has your firms market research reflected real world take rates	3.7	3.3	2.8		
In a high take rate market analysis what key performance indicators (KPI) drive a no go recommendation	4.0	3.7	4.3		
What are the 3 most important areas of research in a feasibility study	3.7	1.3	3.3		
Fiber Network High Level Design - 25%	20%	16%	15%		
How well does your firms design recommendations model actual implementation design	4.3	3.0	3.0		
Do you have any metrics on design supportability and design failure rates in your designs	4.7	3.3	3.0		
What are the major factors that impact long term success or failure of a government owned network (GON)	3.3	3.3	3.3		
Legal / Municipal Code Analysis - 10%	8%	7%	8%		
How impactful are local/state/federal regulations on the accuracy of your feasibility studies	4.0	3.3	3.8		
What laws/municipal codes/etc. have the greatest impact on fiber network installation streamlining	4.0	3.3	4.5		
Business Plan / Financing Model - 30%	22%	22%	23%		
Will grant financing sources be included in the financing model	3.0	3.7	4.3		
Will the proposed business plan contain other service products (WIFI,..)	3.3	4.0	4.0		
What key performance indicators (KPI) drive the recommendation for full build or incremental build	4.3	3.0	4.0		
What is the confidence level in success of your proposed business plan ( 2, 4, 8, 10 years)	3.7	3.3	3.5		
In the past 5 years what percentage of your studies were yes recommendations	3.7	4.0	3.8		
Future Casting & Municipal Fiber - 20%	15%	13%	17%		
Do you see new technologies on the horizon that reduce the long term value of fiber infrastructure	3.3	3.0	4.5		
Have you seen local incumbant providers embrace (GON) or attemp to driver them out of business	4.3	3.3	4.0		
Overall Vendor Score - 100%	76%	66%	74%	0%	0%