

# RFP 26-01

## Unit Price Contract (UPC)

### for

## 2026–2028 OSP Construction Services

Alaska Communications, with its primary administrative and operational offices located at 600 Telephone Avenue, Anchorage, Alaska 99503, is requesting proposals in accordance with all specifications, terms, conditions, and provisions of this Request for Proposal (RFP).

ACS reserves the right to accept or reject all proposals and/or waive any minor informality in the RFP process. The proposal must be returned to ACS prior to the date and time indicated below. ANY PROPOSAL RECEIVED AFTER THIS DATE AND TIME WILL NOT BE CONSIDERED AND WILL BE RETURNED TO THE PROPOSER UNOPENED.

### RFP Timeline

<b>Issued</b>	<b>April 21, 2026</b>
<b>Mandatory Pre-Bid Meeting via Microsoft Teams (Recorded)</b>	<b>April 23, 2026 1:00 PM, ALASKA TIME</b>
<b>Deadline for Questions</b>	<b>April 24, 2026 11:00 AM, ALASKA TIME</b>
<b>Proposal Deadline</b>	<b>April 28, 2026 2:00 PM, ALASKA TIME</b>
<b>Anticipated Notice of Intent to Award</b>	<b>May 5, 2026</b>

Alaska Communications hereby notifies all participants that the RFP may be cancelled at any point during the RFP process.

**ISSUED BY:**

ALASKA COMMUNICATIONS  
PURCHASING OFFICE

**POINT OF CONTACT:**

HEATHER MARTIN  
SR. BUYER  
PURCHASING@ACSalaska.com

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- Appendix A. Unit Price Schedule (Excel File)
- Appendix B. Unit Descriptions (Excel File)
- Appendix C. General Terms (PDF)
- Appendix D. Technical Specifications (PDF)
- Appendix E. Master General Construction Agreement (PDF)

## **SECTION 1. RFP INFORMATION**

### **1.1 INTRODUCTION AND BACKGROUND**

Alaska Communications seeks proposals from qualified Contractors to provide Outside Plant (OSP) construction services under a Unit Price Contract (UPC) for the 2026, 2027, and 2028 construction seasons.

This RFP follows ACS's December 31, 2025, statewide pricing outreach and reflects ACS's intent to award a UPC to one primary contractor while reserving the right to supplement resources as operationally necessary or to do such work using its own employees.

All work is governed by the Master General Construction Agreement (MGCA) The successful proposer (Contractor) shall provide line, splice, and other construction services required by ACS for the services as defined within this RFP. Alaska Communications requires these services in its Interior District (Fairbanks and surrounding localities), Central District (Anchorage and surrounding localities), Southeast District (Juneau), and Southwest District (Kenai Peninsula).

### **1.2 SCOPE OF WORK**

The winning proposer (Contractor) shall provide comprehensive Outside Plant (OSP) construction services for ACS under a UPC Statement of Work (SOW). Requirements, terms, and conditions are defined throughout this RFP which may include, without limitation:

- A. Construction: Aerial plant (strand, lashing/over-lashing, hardware, aerial drops); buried and underground plant (trenching, plowing, handholes/manholes, racking, duct/innerduct, drops); HDD (pilot/ream, conduit placement, bore logs)
- B. Splicing and testing: fiber and copper splicing, OTDR/acceptance testing, labeling, records
- C. Restoration and controls: surface restoration, compaction, erosion controls, cleanup
- D. Work zone operations: traffic control, utility locates/potholing, Authority Having Jurisdiction (AHJ) compliance
- E. Documentation: as-builts, test packages, photo logs, and closeout submittals

All Work is performed under the Contractor's supervision and is subject to ACS's inspection and acceptance.

Projects with state or federal funding may include additional regulatory compliance requirements as generally referenced in the MGCA, Exhibits I and K.

### **1.3 RFP PROCESS**

Proposers should carefully examine the entire RFP and any addenda thereto, and all related materials and data referenced in the RFP. Proposers should become fully aware of the nature of the work and the conditions likely to be encountered in performing the work. Any ambiguity, conflict, discrepancy, omission, or other issue in this RFP should be reported, via email, to the Point of Contact, as soon as possible and, in any case, prior to the Proposal Deadline.

Any proposer desiring an explanation or interpretation of this RFP must contact the Point of Contact via email for any inquiries regarding any aspect of this RFP or its requirements. All correspondence should include the RFP number and title.

**No personal contact regarding this RFP is to be made by any of the proposer's representatives with ACS employees or any insurers regarding ACS.** All communications regarding this RFP must be directed exclusively to the Point of Contact. Contact with other ACS personnel regarding this RFP is prohibited and may result in disqualification.

No oral change or interpretation of the provisions contained in this RFP will be valid or binding on Alaska Communications. Written addenda will be issued by the ACS Purchasing Office when changes, clarifications, or amendments to the RFP are deemed necessary.

Alaska Communications shall give written notice of any addenda issued to all known recipients of the RFP. However, ACS shall not be responsible for any proposer's failure to receive any addenda. It is the proposer's sole responsibility to ascertain, prior to submittal, that any addenda issued to this RFP has been received. Any proposer desiring to check on addenda issued should contact the Point of Contact by email.

Proposers who submit a proposal that conforms in all material respect to the requirements of this RFP will be considered a Responsive Proposer.

Proposals from proposers that do not meet this definition, in the sole judgment of ACS, will be considered non-responsive, and these proposals will be rejected.

## **1.4 APPENDICES**

The following appendices are incorporated into and form an integral part of this Request for Proposal (RFP). Proposers are responsible for reviewing all appendices in full and ensuring compliance with all requirements contained therein.

### **Appendix A – Unit Price Schedule (Excel File)**

Comprehensive workbook listing all units required for this RFP. Proposers must complete all applicable fields and submit the finalized Excel file as part of their proposal response. The completed schedule will serve as the basis for pricing evaluation and compensation under the resulting agreement.

Appendix A is provided as a separate Excel file accompanying this RFP.

### **Appendix B – Unit Descriptions (Excel File)**

Detailed descriptions of all units referenced in the Unit Price Schedule, including scope, measurement, and performance expectations.

Appendix B is provided as a separate Excel file accompanying this RFP.

### **Appendix C – General Terms**

Standard terms and conditions applicable to all work performed under the resulting Statement of Work (SOW).

Appendix C is provided as a separate PDF.

#### **Appendix D – Technical Specifications (PDF)**

Technical requirements, performance standards, and engineering specifications relevant to the project.

Appendix D is provided as a separate PDF.

#### **Appendix E – Master General Construction Agreement (PDF)**

The governing contract that will apply to the awarded Contractor, including all legal, commercial, and operational provisions. ACS will accept existing executed MGCA's but shall include updated Exhibits J and K to reflect additional regulatory compliance requirements. Contractors who have an executed MGCA prior to Version 6 may be asked to enter into an updated MGCA at time of contract execution.

Appendix E is provided as a separate PDF.

## **SECTION 2. PROPOSAL AND SUBMISSION REQUIREMENTS**

### **2.1 SUBMITTAL**

Proposals must be submitted by the Proposal Deadline. Proposals are to be prepared in such a way as to provide a straightforward, concise delineation of the Proposer's capabilities to satisfy the requirements of this RFP. Emphasis should be concentrated on:

- A. Conformance to the RFP instructions
- B. Responsiveness to the RFP requirements
- C. Completeness and clarity of content

Proposals should be organized and must be sufficiently detailed to allow for the evaluation of proposed solutions against competing proposals. Any assumptions, exceptions, or exclusions must be detailed on the first page of the proposal.

### **2.2 PROPOSAL DELIVERABLES AND SELECTION CRITERIA**

Proposer shall maintain the organizational capability, personnel qualifications, and operational discipline necessary to perform OSP construction for ACS.

#### **2.2.1 EXPERIENCE (20%)**

ACS will evaluate each proposer's organizational experience on the basis of its breadth, its depth, and its relevance to the work that will be required under the prospective SOW. The proposer must demonstrate experience providing the services outlined within this RFP by providing the following:

- A. General background information on the firm, including specialized experience, capabilities and other relevant information as related to the services being solicited.

- B. A description of the proposing organization which includes number of employees, client base, areas of specialization and expertise, revenues for the last three years, and any other pertinent information in such a manner that a proposal evaluator may reasonably formulate a determination about the stability and financial strength of the Proposer's organization.
- 1) Number of employees for specific trades (e.g., fiber splicers).
  - 2) Number of crews that could be fully dedicated to this project. Number of personnel per crew and their duties.
- C. Project Description Format: For each project example provided in Sections C.1, C.2, and C.3, the Proposer shall include the following information unless otherwise noted:
- Project name
  - Customer name
  - Project start and finish dates
  - Technical standards and procedures employed
  - Quality control measures employed
  - Issues encountered and how they were addressed
  - Any additional pertinent information
- C.1 Provide a description of the Proposer's experience executing multiple concurrent projects across the state of Alaska. Proposer shall submit five project examples performed within the last five years that demonstrate the ability to manage multiple simultaneous projects occurring in different regions of Alaska, using the Project Description Format above.
- C.2 Provide three customer references for whom services similar to those outlined in this RFP have been performed since January 2024, including union-represented telecommunications providers in Alaska. For each reference, include:
- Customer name
  - Point of contact, email address, and phone number
  - Written authorization allowing ACS to discuss the Proposer's performance
  - Associated project name(s) (which may reference projects listed in Section C.1, if applicable).
- C.3 Describe the Proposer's previous experience working with ACS, if any. For each project, provide the information outlined in the Project Description Format, and include:
- ACS project number (if known)
  - ACS point of contact

## 2.2.2 AVAILABILITY AND DEDICATED PERSONNEL (20%)

Proposals must include the following:

- A. A list of dedicated Key Personnel who shall remain assigned to ACS for the duration of the SOW. These Key Personnel shall include: **one** Project Manager, Construction Superintendent, and Lead Splicer(s). Any substitutions must be approved, in writing, by ACS. Proposer must include a one-page resume for each person highlighting:
- 1) Relevant education, training, and job experience (include college degrees, dates, and institution name and location).
  - 2) Licensing and certifications essential to perform the services (include specific certifications, training, and experience on the required equipment) including but not limited to:
    - i. State of Alaska Outside Communications License
    - ii. State of Alaska Inside Communication License
    - iii. OSHA and/or other safety certifications
  - 3) References to previous projects (including a brief description of the project, the role and responsibility of the individual, specific experience, the client's name, project start and finish dates).
  - 4) AK-CESCL (Certified Erosion and Sediment Control Lead) numbers
  - 5) If providing in house TCS (Traffic Control Services) provide ATSSA (American Traffic Safety Services Association) certifications.
- B. A staffing and organizational plan that demonstrates the proposer's capacity to support multiple simultaneous projects statewide, including:
- Organizational chart
  - Key personnel roles and responsibilities
  - Number of staff available for deployment
  - Use of regional offices, local staff, or remote teams (if applicable)
- C. A list of any/all subcontractors. A brief description of each subcontractor, including the same information requested above. If partnering subcontractors are to be used for specific areas, the proposer must identify the proposed areas. All units affected by a subcontractor must be clearly identified in the proposal.
- ACS places strong preference on Contractors with in-house OSP field capabilities including splicing crews, aerial and line construction crews, and Horizontal Directional Drilling (HDD). **Reliance on subcontractors for core splicing or other critical functions is considered a negative evaluation factor.**
- D. A list of Equipment and availability.
- E. Proposer must warrant that its financial condition is sufficiently sound to permit it to provide the required labor and equipment necessary to timely complete the project. Provide a copy of the proposer's credit rating, as determined by a qualified source (i.e., TRW, Dun & Bradstreet, etc.).

- F. Proposer must demonstrate the ability and willingness (and any experience) to work within ACS required systems, including Sitetracker (project/milestones) and Vetro (fiber GIS), and to meet all digital as-built and record handoff requirements defined in the MGCA and UPC SOW.

### **2.2.3 SUPPLEMENTAL MANPOWER (10%)**

Demonstration of the ability to supply business as usual (BAU) and supplemental manpower for additional projects (day labor, installs/drops, ISP, FWA, tower climbing, cable installation and antenna installation, FttP, etc.) while maintaining BAU construction. ACS may develop piece-rate structures for such initiatives. If not already identified as Key Personnel, the proposer must include for each person the following information:

- A. Relevant education, training, and job experience.
- B. Licensing and certifications essential to perform the services (including specific certifications, training, and experience on the required equipment).
- C. References to similar projects (including a brief description of the project, the role and responsibility of the individual, specific experience, the client's name, project start and finish dates).

### **2.2.4 QUALITY CONTROL AND SAFETY (5%)**

Proposals must include the following:

- A. A description of Proposer's formal Quality Control (QC) program which includes, at a minimum, quality control methods employed in the field for: minimizing punch list items, maintaining the integrity of materials and equipment, ensuring and confirming compliance with manufacturers' installation requirements. The program should highlight methods including but not limited to: pictures of pertinent aspects of the installation, GPS on all handholes, 3rd Party inspection including review of all documentation and spot checks in the field.
- B. A copy of its drug and alcohol policy
- C. A copy of its spill prevention program
- D. A copy of its company safety plan
- E. A copy of its safety record including OSHA Form 300A for last three years

### **2.2.5 CHANGE ORDER PHILOSOPHY AND MANAGEMENT (5%)**

Proposers shall provide a narrative describing their philosophy and standard practices related to change orders. At a minimum, the response should address:

- A. The Proposer's overall approach to change management on unit price or task-order-based contracts

- B. Methods used to identify and communicate potential changes promptly
- C. Processes for developing fair, transparent, and timely change pricing
- D. Internal controls used to prevent unnecessary or avoidable change orders
- E. How disputes or disagreements regarding changes are typically resolved

Proposers shall include examples from similar contracts that demonstrate effective change management and collaboration with the owner.

## 2.2.6 PRICING (40%)

### A. Pricing Format

Proposer shall provide its Unit Price Schedule outlined in Appendix A to this RFP. Alaska Communications will evaluate the reasonableness of the price of each bid in relation to Proposer’s relative capability, requisite skills, and availability to perform the work. Proposer agrees to maintain the Unit Price Schedule in its proposal for the contract term.

### B. Seasonal Pricing

Provide Summer (May 1 to October 31) and Winter (November 1 to April 30) rates. Seasonal differentials must be fully reflected in unit rates. No separate seasonal surcharges will be accepted.

### C. Inclusions

Unit rates are fully burdened and include labor, equipment, tools, consumables, overhead and profit, and all restoration indicated in the applicable unit as defined in the Unit Description.

## SECTION 3. EVALUATION AND AWARD

### 3.1 Evaluation Criteria Weighting

1. Experience	20 points
2. Availability and Dedicated Personnel	20 points
3. Supplemental Manpower	10 points
4. Quality Control and Safety	5 points
5. Change Order Philosophy and Management	5 points
6. Price	<u>40 points</u>
Total Points Available	100 points

## 3.2 Qualitative Evaluation Criterion

Proposals will be ranked using the following qualitative rating factors for each RFP criterion:

1.0	Outstanding
0.8	Excellent
0.6	Good
0.4	Fair
0.2	Poor
-0-	Unsatisfactory

\* The rating factor for each criteria category will be multiplied against the points available to determine the total points for that category.

EXAMPLE: If an evaluator decides that the response provided for a criterion that has a maximum of 30 points was “Good,” they will assign a “qualitative rating factor” of 0.6 to that criterion. The qualitative rating factor is then multiplied by the maximum points available (30) for a resultant 18 points.

## 3.3 Quantitative Evaluation Criterion

### A. Price Evaluation Philosophy

Because this is a Unit Price Contract (UPC) with highly variable scope, ACS will not evaluate pricing based solely on the lowest hypothetical project cost.

### B. Price Evaluation Structure (40 Points Total)

Pricing will be evaluated using a composite scoring model totaling 40 points:

- 1) Weighted Unit Basket Score – 30 points
- 2) Price Balance and Risk Assessment – 5 points
- 3) Price Transparency and Compliance – 5 points

### C. Component 1 – Weighted Unit Basket Score (30 Points)

ACS will establish multiple weighted unit baskets including aerial, buried, underground, splicing, service entrances, T&M, clearing, and FTTH activities.

Each Proposer’s evaluated basket cost for each region and season is summed to determine the total aggregated basket cost. The total aggregated basket cost across all seasons and regions will win all of the points for that individual basket.

**1) Basket Weighting**

The unit baskets and weighting will be as follows:

Unit Basket	Points
Aerial Construction	3
Buried and HDD	9
Underground	5
Splicing	7
FTTH Activities	2
T&M, Clearing, Service Entrances	4
<b>Total</b>	<b>30</b>

**2) Example Basket Cost Comparison for Buried and HDD (9 points)**

Proposer	Central		Interior		Southwest		Southeast		Total Basket Cost
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	
Proposer A	1,050,000	1,120,000	980,000	1,150,000	1,085,000	1,200,000	1,150,000	1,250,000	8,985,000
Proposer B	1,000,000	1,080,000	1,010,000	1,100,000	975,000	1,100,000	1,075,000	1,200,000	8,540,000
Proposer C	1,020,000	1,090,000	995,000	1,130,000	1,000,000	1,250,000	1,200,000	1,350,000	9,035,000

**3) Example Basket Points Awarded for Buried and HDD**

For the above example, Proposer B wins 9 points for the Buried and HDD Basket. Proposers A and C are awarded no points.

**D. Component 2 – Price Balance and Risk Assessment (5 Points)**

ACS will evaluate unit pricing consistency, seasonal differentials, restoration pricing, and avoidance of extreme outliers. Pricing that shifts cost risk to ACS or shows material imbalance will score lower.

**E. Component 3 – Price Transparency and Compliance (5 Points)**

Pricing will be evaluated for completeness, clarity, adherence to Appendix A requirements, and confirmation that all unit prices are fully burdened with no conditional assumptions.

**F. Outliers and Clarifications**

ACS reserves the right to seek clarification on anomalous pricing but will not adjust submitted pricing for scoring purposes.

### 3.4 EVALUATION COMMITTEE

A committee of individuals representing ACS will perform an evaluation of the proposal(s). The committee will rank the proposal(s) as submitted. ACS reserves the right to award a contract solely on the written proposal.

ACS also reserves the right to conduct interviews to request expansion upon a proposal after the Proposal Deadline. If interviews are conducted, the proposals from the associated firm may be re-evaluated. The same categories and point ranges will be used during the second evaluation as for the first. The highest ranked Proposer after the second scoring, if performed, may be invited to enter into final negotiations with ACS for the purposes of contract award.

ACS reserves the right to terminate negotiations with any Proposer should it be in ACS's best interest. Alaska Communications reserves the right to reject any and all proposals submitted.

## SECTION 4. PROPOSER'S REPRESENTATION

Each proposer, by signature on and submission of their proposal, represents that they have read and understand the proposal documents, have received all documents listed on this RFP and subsequent addenda, and that its proposal is submitted in accordance therewith.

The undersigned acknowledges that the company he/she represents has carefully read the specifications and standards and other documents related to this RFP and that the proposer has informed itself of the nature of the work. The proposal submitted by the proposer represents its proposal based upon the information presented in this RFP.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Proposing Organization

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Address

\_\_\_\_\_  
Title

\_\_\_\_\_  
City, State, Zip Code

\_\_\_\_\_  
Date

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Phone

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Email Address