

# Pre-bid and First Round Q & A

## RFP 26-01

### Pre-Bid Meeting Questions:

1. If we have a certified company perform traffic control, do we still need to have an ATSSA certified TCS supervisor on staff?

Yes. Traffic control costs can be extremely high in certain parts of Alaska due to limited availability and high demand for certified crews. Because of this, we maintain an ATSSA-certified supervisor in our Southeast district to provide in-house expertise and flexibility. Sitka is a good example where having our own certified TCS has helped manage costs and ensure proper oversight when contractor resources are limited or priced at a premium.

2. As part of the addendum, could there be a timeframe to allow for this requirement (ATSSA certification)? If we hire someone we will want to get them certified if they don't already have the certification.

Please submit your plan to fulfill this requirement as a part of the proposal. We may need to escalate based on project needs.

3. You've added a southeast region. Do you mean Juneau, Sitka, etc.?

Correct.

4. Is ACS willing to entertain an extension?

Addendum No. 1 addresses this question.

5. How many crew are you expecting to have on staff at any given moment?

We do not specify a fixed number of crew, because staffing needs depend on project timing and regional activity. We have had ongoing work in multiple regions at the same time, and the RFP covers all four regions. While it is uncommon for all regions to require support simultaneously, it is possible.

Bidders should ensure they can provide sufficient personnel to cover all four regions if concurrent work occurs. Coordination of permits, scheduling, and field needs may require staffing flexibility across regions.

6. How much work do you expect in the southeast region?

Work volume in the Southeast region varies from year to year and depends on sales, customer needs, and project opportunities. At this time, we have approximately eight potential projects in the Southeast region that are currently in the funnel.

7. Is it possible to divide up any of the districts to multiple contractors?

No, we want a single point for all of our construction needs.

### Questions received prior to initial Deadline for Questions:

8. Will AC consider a second question submittal day of 4-30-2026. This will allow contractors ample time to review the RFP documents. Also, this will allow AC to review and answer the first round of questions.

Addendum No. 1 addresses this question.

9. Will AC consider extending the bid date out a minimum of 2 weeks. This RFP is very in-depth and has very detailed requirements.

Addendum No. 1 addresses this question.

10. Based on experience is micro trenching an acceptable method allowed in the MUNI and/or statewide?

Micro trenching is **not** an acceptable method.

11. The RFP states: If providing in house TCS (Traffic Control Services) provide ATSSA (American Traffic Safety Services Association) certifications. Will there be an allowed timeframe to acquire the needed TCS training and certs upon award?

Please see Question #2.

12. Has ACS had projects that require their contractor to be AK-CESCL certified?

Not that we are aware of currently.

13. Has Sitetracker/Vetro been a requirement for past UPC contractors?

SiteTracker and Vetro have not been required for past UPC contractors because they are new ACS developments. These platforms are being implemented to streamline workflows, reduce file transfers, and improve turnaround time for as-builts, labor notifications, material tracking, and other project documentation.

ACS will provide the necessary licensing and training for the selected contractor.

14. How would ACS propose the proposer to demonstrate ability/willingness for Sitetracker/Vetro if they have never held the UPC contract?

A statement confirming the proposer's willingness to work with Sitetracker and Vetro will be sufficient. If the proposer has prior experience with these systems, that information should also be included in the proposal.

15. Has bonding been a requirement for past UPC awards?

Please refer to the MGCA, Section 19.

16. How are liquidated damages calculated?

Please refer to the MGCA Sections 7.4 – 7.7. Liquidated damages are limited to failure to meet the deadline for Substantial Completion. Because such damages are based on loss resulting from delay, the SOW will address liquidated damages for that project including but not limited to loss of revenue, storage costs, rental costs, equipment costs, and direct impact on other contracts related to the Project.

17. Will ACS entertain a second pre-bid meeting dedicated to unit review? There are a fair amount of contradictory requirements.

No additional pre-bid meeting will be held. Please see Section 1.3 of the RFP.

18. Is this information relevant to the current RFP? If this work was presented qualified labor would be dispatched from the I.B.E.W 1547 as needed

Section 2.2.3 Supplemental Manpower

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).

Yes, this information is relevant. Section 2.2.3 outlines ACS's expectation that the selected contractor be capable of supporting BAU work as well as supplemental manpower needs across a variety of disciplines. We are seeking a partner capable of meeting all operational requirements.

19. We request a 10-day extension for bidder questions and a three-week extension to the bid due date to ensure adequate time to review all documentation and specifications and prepare appropriate pricing.

Addendum No. 1 addresses this question.

20. Will ACS be willing to negotiate pricing over the 3-year contract for wages and other unforeseeable cost increases (e.g., fuel)?

ACS may be willing to negotiate certain pricing adjustments, for example, mandatory wage increases, and may revisit pricing at renewals.

21. Does ACS have a unit that has a higher projected workload than other units?

ACS does not have a specific unit projected to carry a higher workload. The Quantitative Evaluation Criteria consider overall unit utilization, but no unit has been pre-identified as having disproportionately higher volume. Workload distribution will depend on operational needs.

22. Is contractor responsible for surveying?

Please see Appendix C, Section 9.

23. Who is responsible for obtaining all work permits?

Please see Appendix C, Section 6.

24. Can we please get an approved equipment list?

Contractors must have the equipment necessary to meet the requirements of the unit descriptions. A list of proposed equipment must be included in the proposal.

25. The RFP states ACS intends to award to one primary contractor while reserving the right to supplement resources as operationally necessary or to use ACS employees. Is this intended to be a sole-source award in which the primary contractor receives right of first refusal on all UPC work in the awarded districts?

No, this is not intended to be a sole-source arrangement. The intent is to award one primary contractor for all districts; however, ACS reserves the right to supplement resources with additional contractors or internal ACS employees if operational needs require it.

Contractor does not receive a contractual right of first refusal for all UPC work. Any supplemental use of other resources would be at ACS's discretion based on workload, timelines, and operational considerations.

26. Is any minimum annual work volume, minimum number of SOWs, or minimum revenue commitment guaranteed to the awarded contractor under this UPC? If not, can ACS provide historical annual spend data or anticipated SOW volume by district to assist contractors in resource planning?

ACS does not guarantee minimum annual volume. Historically, UPC program spend has been approximately \$1.5M–\$2M annually. ACS intends to build a successful partnership and anticipates opportunities beyond BAU work.

27. Is there a defined threshold below which all work is directed to the UPC contractor as a matter of policy, with larger or more complex projects subject to separate procurement? For example, are all SOWs under a specified dollar value directed to the UPC contractor?

ACS may choose to direct work under a certain threshold to the UPC contractor. Any project with a single line item exceeding \$100,000 may be subject to separate procurement under ACS policy.

28. Does ACS require proposers to accept all MGCA and Appendix C terms without exception as a condition of responsiveness? If a proposer wishes to note a clarification or limited exception to specific contract provisions, where and how should it be submitted within the proposal?

Contractor's work is subject to their executed MGCA on file with ACS. Please see RFP 26-01, Section 2.1.

29. Section 2.2.1.C.2 requires three customer references for services similar to those in this RFP, including at least one union-represented telecommunications provider in Alaska. May ACS be used as one of the three required customer references? If so, who at ACS should be designated as the point of contact for reference inquiries?

No, ACS may not be used as one of the required customer references.

30. Appendix C, §7 states ACS will provide the Traffic Control Plan (TCP) and that the contractor shall coordinate with the vendor for device setups, with ATSSA certification required only if the contractor provides its own traffic control services. If the contractor engages a licensed third-party traffic control company, is the contractor exempt from the ATSSA certification requirement?

No. The contractor is not exempt. ATSSA certification is still required.

31. Is a Traffic Control Specialist required to be on the contractor's payroll at the time of proposal submission, or only if and when the contractor elects to self-perform traffic control services on a specific SOW?

Please see answer to Question #2.

32. If a Traffic Control Specialist is required and the contractor does not currently employ one, is there an allowable period following contract award within which the contractor may hire or onboard a qualified specialist before the requirement becomes binding?

Please see answer to Question #2.

33. RFP §2.2.2.C requires a list of all subcontractors with a brief description including the same information requested in Sections A and B. Does this mean each listed subcontractor must provide the full detail required of the prime contractor in Sections A and B, including resumes, certifications, references, and financial information? If no subcontractors have been selected at the time of proposal submission, may they be identified and approved by ACS after award?

All subcontractors must be identified in the proposal. For subcontractors performing critical functions, the information required in Sections 2.2.2(A) and (B) must be provided.

34. RFP §2.2.2.C states that reliance on subcontractors for core splicing or other critical functions is a negative evaluation factor. For Southeast District work in communities accessible only by air or marine transportation, may the awarded prime contractor subcontract to a qualified regional contractor without incurring a scoring penalty? If so, will Southeast subcontracting be evaluated differently than subcontracting core functions in road-accessible districts?

No. Subcontracting core functions in Southeast will not be evaluated differently, and reliance on subcontractors for critical functions remains a negative evaluation factor.

35. Section 2.2.3 requests that proposers demonstrate the ability to supply supplemental manpower for tower climbing, antenna installation, and cable installation. No UPC units for tower work appear in Appendix A or Appendix B. How would ACS like proposers to demonstrate this capability in their proposal when no unit pricing, regional scope, or performance detail for tower work is defined? Will a separate price schedule for tower work be developed after award if and when that work arises?

Section 2.2.3 is intended to confirm that proposers have the capability to perform tower-related work if required in the future. At this time, ACS has no defined UPC units or pricing for tower work. Proposers should describe their qualifications, certifications, staffing, equipment, and past performance related to tower climbing, antenna installation, and cable installation.

If tower work is required after award, ACS will develop a separate scope and pricing schedule.

36. Upon issuance of a notice of intent to award, will ACS share the final evaluation scores of all participating proposers with each bidder?

Evaluation scores are confidential and will not be shared outside ACS.

37. MGCA §4.6 establishes net-60-day payment terms from invoice submission. For construction SOWs with significant front-loaded labor, equipment, and material costs, are progress payments or monthly invoicing milestones available? On SOWs exceeding \$100,000, will ACS allow monthly progress invoicing?

For projects under \$100,000, contractors may invoice upon submission of the complete closeout package. If the project extends past month-end, ACS may request a forecast and partial invoicing is permitted. For SOWs exceeding \$100,000, monthly invoicing is required.

38. MGCA §19.1 requires performance and payment bonds in the amount of the total project. For an open-ended UPC with no fixed total contract value, how will the bonding requirement be applied — per individual SOW at execution, on a rolling aggregate basis, or at some other defined increment?

A minimum bond of \$100,000 is required. Projects exceeding \$100,000 will require bonding as defined in the SOW.