**The Quilt**

IP Transit Internet Services

Request for Proposals

January 8, 2018

ESSAY RESPONSE FORM

This completed form and any requested attachments must be received no later than February 16, 2018 11:59 pm eastern time. Please upload your RFP documents to your individual and secure RFP page on The Quilt’s Group Hub. To request instructions and access to The Quilt’s Group Hub, please contact Jennifer Griffin at griffin@thequilt.net.

Any questions on the RFP documents should be sent to:

Sharon M. Akkoul, MBA

DIRECTOR OF NYC METRO FIBER SERVICES

NYSERNet

100 S. Salina St. Suite 300

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[quiltrfp@nysernet.org](mailto:quiltrfp@nysernet.org)

Only PDF or documents created in standard Microsoft office software will be accepted.

ALL RFP MATERIALS SUBMITTED AS CONFIDENTIAL BY THE PROVIDER WILL BE KEPT CONFIDENTIAL WITHIN THE QUILT.

1. **Important: Semi-Final Provider Presentations**

If you are asked to participate in the semi-final provider presentations held April 4-5, 2018, who from your organization will you be sending? Please provide names, titles, and contact information including mailing address, phone, and email. Note that in order to be qualified to make a presentation, at least one of the persons you send must have the authority to set and negotiate pricing on behalf of your company. Note that these semi-finalist presentations will include more detailed questions on customer support, pricing, the network, and peering arrangements.

1. **Provider CIS Pricing and Services Proposal - Please use “quiltrfp2018\_provider\_pricing\_matrix.xls” to complete items 1a-d in this section.  Please note there are 4 distinct tabs on the spreadsheet.** 
   1. **Quilt Program Pricing Matrix:**  Complete the following table by filling in the chart indicating price per each of the listed committed information rate (CIR) by port size and service type. Assume a minimum one-year contract term for completing the table. Note additional discounts available on varying contract terms. For each service offered, identify any applicable port costs such as those listed below. We are expecting there to be no additional monthly recurring taxes or fees beyond the price per mbps offered in the table. If there are exceptions to this expectation, please note in the comment section..
   2. **Optional Additional Pricing Matrix:** Use this section to offer any additional discounts on different port speeds and minimum CIRs you would like to offer to The Quilt CIS program beyond those required in Section 1a). Add additional rows as needed.
   3. **Quilt Member Service Locations:** Complete the following table by confirming internet service availability at the following Quilt member PoP locations at the indicated port speeds. By indicating port speed availability, you are agreeing that the services and pricing listed in 1a) are available at the time of RFP response and WITHOUT any additional fees or charges. Note any site exceptions in the comment field as to why it is an exception.
   4. **Quilt Program Aggregation Model:** Use this tab to outline your Quilt program aggregation model as detailed in the ‘Overview’ document.
      1. Typically, a Quilt aggregation pricing model is based upon an organizational aggregate of the individual AQB committed bandwidths. As the aggregate goes up, the price goes down. The unique part of this model is that the aggregate is taken across many organizations. This permits The Quilt to appear as one organization and qualify for the largest possible discounts offered to large-bandwidth customers.  When constructing an aggregation model, the size of the bands within the model should be carefully considered to incent growth in aggregated bandwidth of AQB’s with a goal of AQB’s being able to move up one tier with an associated price decrease within a 12-month period. An example of this is listed below.

|  |  |  |  |
| --- | --- | --- | --- |
| **Quilt Aggregate Bandwidth Tier** | | **Discount Percentage off of pricing on Worksheet Tabs 1a) and 1b)** | **Exceptions** |
| **Minimum Gbps** | **Maximum Gbps** |
| A | B | ZZ% |  |
| B | C | YY% |  |
| C | D | XX% |  |
| D | E | WW% |  |
| E | F | VV% |  |
| F | Max+ | UU% |  |

* + 1. Alternatively, The Quilt is receptive to other models that would provide cost effective solutions to meet AQB requirements. An AQP will be asked to respond with a single pricing model, that will be incorporated into the MSA. Innovation and simplicity is key to alternate aggregation models**.**While The Quilt’s experience and success points towards the requested aggregate Quilt Pricing Model outlined above, Quilt members often have greater flexibility and enough technical expertise to use non-standard solutions. If you have an unconventional, but technically reasonable solution that would help you lower pricing while maintaining all other aspects, we would be willing to consider it.
  1. Support for multiple connections per customer such as for service resiliency, traffic management, etc.
     1. Will you allow one AQB purchased CIR to be spread over multiple physical connections spreading the cumulative committed data rates across the connections at different locations?
     2. How do you calculate the overall minimum for the combined circuits?
     3. Are there minimums per circuit?
     4. Are there additional port costs?
     5. If there are additional costs for these types of scenarios, please indicate which fees you are willing to waive for Authorized Quilt Buyers?
  2. Do you support LAG Groups (802.3ad)?)

1. **Provider’s Customer PoP List** 
   1. Please provide a complete list of your U.S. customer serving PoPs.
   2. Please provide documentation of your supported BGP communities to control route advertisements and routing.
   3. Do you honor customer AS-padding and setting of MED values for traffic management?
   4. List all ASNs with which customers might peer.
   5. Enumerate IP PoPs at which IPv6 is not offered on an equal basis with IPv4.
   6. If there are any such PoPs, what is your timeline for offering IPv6 at them?
      1. Are there any additional charges for IPv4? (Y/N with comments)
      2. Are there any additional charges for IPv6? (Y/N with comments)
      3. If the nearest IP PoP to a customer is IPv4-only, are you willing to waive any charges for on-net backhaul to the nearest IPv6-enabled PoP? (Y/N with comments)
      4. If the nearest PoP to a customer is only layer 2, are you willing to waive any charges for on-net backhaul to the nearest layer 3 PoP? Y/N with comments.
   7. Will you accept a dark fiber handoff from a customer? Y/N with comments.
2. **National Backbone Infrastructure**
   1. Provide a national (and international if applicable) backbone infrastructure map, including backbone link capacities and infrastructure topologies.
   2. Provide diagrams of your standard PoP infrastructure.
      1. What is your current national backbone average utilization?
      2. What is the monthly percentile utilization rate do you initiate a circuit upgrade? (e.g., 40%, 50%, 80%)
   3. What percent of the fiber facilities do you own in your backbone?
   4. What is the largest MTU you will configure on a customer link?
   5. Do you support 802.1q VLAN tagging on customer ports?
   6. Are all of your backbone PoP locations IPv6 enabled?  If not, please explain.
3. **Peering Information**
   1. Provide a map that identifies network’s peering infrastructure (locations and capacity)
   2. What is your total aggregate public peering and total aggregate private peering for the East, West and Central United States?
   3. What is your total aggregate public peering and total aggregate private peering for U.S, Europe and Asia?
      1. What is the ratio of peering to transit?
      2. What percent of your peering traffic is IPv6?
4. **Technical Support, Operations and Billing Practices**
   1. Provide a brief document detailing your company’s history, current organization, and funding sources.
   2. Provide the name of a VP-Level Executive Contact in your organization to support customer relationship with The Quilt.
   3. Does your company participate in e-rate?  If so, what is your 498 ID (formerly known as SPIN)?
   4. Have you reviewed the sample MSA provided in the Overview document?  Yes/No
      1. Are there portions of the contract, which would be difficult for you to agree to as-is? If so, identify these sections.
      2. Will you agree to an MSA with a 1-year term and mutually agreeable renewal?
   5. Please provide the names and contact information for three references.  Include corporate, research, and education organizations where possible.
   6. Please provide a list of your active IP Transit customers that are on the Authorized Quilt Buyers (AQB) list (or indicate the number of customers).
   7. What​ ​is​ ​unique​ ​about​ ​your​ ​network?
   8. What​ ​is​ ​your​ ​interest​ ​in​ ​participating​ ​in​ ​the​ ​program?
   9. How​ ​will​ ​you​ ​engage​ ​with​ ​our​ ​community​ ​to​ ​provide​ ​information about​ ​your​ ​network’s​ ​capabilities?
5. **Network Policies and Practices**
   1. We expect access to all internet addresses undifferentiated by cost or performance.  Do you currently (or have plans to) prioritize traffic on your network outside of illegal or malicious traffic?
   2. Describe the security procedures and protections you have in place to prevent the unauthorized access to user data that transits your network.
   3. Do you sell, rent, or share flow information to 3rd parties?
   4. Do you inject advertising or otherwise modify web, email, DNS, or other traffic?