



RFP Bid Comparison Draft

Fayette – Readfield – Vienna – Wayne
February 21, 2022

***** **CONFIDENTIAL** *****

Capital Costs by Town								
Potential Subscriber Locations	AXIOM B&O				MATRIX B&O			
	926	1,525	472	905	926	1,525	472	905
	Fayette	Readfield	Vienna	Wayne	Fayette	Readfield	Vienna	Wayne
Pole licensing (CBA estimate)	\$77,206	\$78,358	\$46,600	\$70,523	\$77,206	\$78,358	\$46,600	\$70,523
Make-ready (CBA estimate)	\$646,272	\$683,640	\$374,220	\$586,872	\$646,272	\$683,640	\$374,220	\$586,872
Central Office	n/a	n/a	n/a	n/a	\$120,000	\$120,000	\$120,000	\$120,000
Central Office & CO equipment	\$250,000	\$250,000	\$250,000	\$250,000	n/a	n/a	n/a	n/a
Backbone, CO equip, drops, CPE for 60% take rate	n/a	n/a	n/a	n/a	\$3,162,868	\$4,577,475	\$2,475,171	\$2,803,740
Backbone/Drop Materials & Labor (60%)	\$2,629,778	\$3,170,558	\$1,501,375	\$2,245,903	n/a	n/a	n/a	n/a
CPE/Subscriber Installs 60%	\$195,300	\$320,950	\$97,300	\$159,250	n/a	n/a	n/a	n/a
Transport Vienna to Fayette	n/a	n/a	\$184,260	n/a	n/a	n/a	incl. in Backbone	n/a
Transport Fayette to Readfield	\$184,260	n/a	n/a	n/a	incl. in Backbone	n/a	n/a	n/a
Contingency 10%	\$262,977	\$301,856	\$150,137	\$219,490	n/a	n/a	n/a	n/a
Project Management 5%	\$130,000	\$150,927	\$75,000	\$107,745	n/a	n/a	n/a	n/a
Total Capital Cost	\$4,375,793	\$4,956,289	\$2,678,892	\$3,639,783	\$4,006,346	\$5,459,473	\$3,015,991	\$3,581,135
	\$15,650,757				\$16,062,945			
	MATRIX PPP				Charter (Spectrum) PPP			
	Fayette	Readfield	Vienna	Wayne	Fayette	Readfield	Vienna	Wayne
Pole licensing (CBA estimate)	\$77,206	\$78,358	\$46,600	\$70,523	n/a	n/a	n/a	n/a
Make-ready (CBA estimate)	\$646,272	\$683,640	\$374,220	\$586,872	n/a	n/a	n/a	n/a
Central Office	\$120,000	\$120,000	\$120,000	\$120,000	n/a	n/a	n/a	n/a
Capital Contribution	\$0	\$1,768,065	\$0	\$1,138,540	\$589,262	\$52,684	\$635,730	\$374,319
Transport Vienna to Fayette	n/a	n/a	\$121,550	n/a	n/a	n/a	n/a	n/a
Transport Fayette to Readfield	\$44,200	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Total Capital Cost	\$887,678	\$2,650,063	\$662,370	\$1,915,935	\$589,262	\$52,684	\$635,730	\$374,319
	\$6,116,046				\$1,651,995			
Purchase price after 5-years	\$2,421,510	\$1,768,065	\$1,292,070	\$1,138,540				
Total invested if purchased after 5-years	\$12,736,231							
	Redzone PPP							
	Fayette	Readfield	Vienna	Wayne	Leeds	Mt Vernon	Total	
Capital Contribution if built only in the individual community	\$385,275	\$917,466	\$814,705	\$666,191	\$1,183,491	\$1,289,591	\$5,256,719	
Capital Contribution if all towns select Redzone	\$4,156,445							



Service Pricing						
Mbps/Mbps	symmetry	Axiom	Matrix B&O	Matrix PPP	Charter	Redzone
100/10	Asymmetrical				\$74.99	\$50.00
400/20					\$94.99	
500/100						\$99.00
1000/500					\$199.99	
50/50	Symmetrical	\$59.99				
100/100		\$64.99		\$95.00		\$75.00
200/200				\$135.00		
250/250		\$109.99				
500/500				\$165.00		
1g/1g				\$55.00	\$199.00	
Affordability Programs						
30/4					\$17.99	
FCC EBB/ACP*		Yes	Yes	Yes + \$10 credit in addition to the ACP \$30 credit	Yes	Yes
* \$30 monthly credit for qualifying locations						



Bid Comparisons		
	Advantages	Disadvantages
Axiom Build & Operate (Town-owned)	Town-wide solution	If insufficient take-rate, revenue share may not cover debt service Axiom control service offering Activation fee after year 1 may be cost prohibitive Requires municipal general obligation bond financing or bank financing
	Revenue share to town services the debt if sufficient take rate is achieved	
	Towns control the asset	
	G-PON FTTH standard	
	No make-ready costs for areas less than 25/3	
	Guaranteed speeds	
	Adds competition	
Matrix Build & Operate (Town-owned)	State/Federal grants favor town-owned (more grant dollars)	Requires municipal general obligation bond financing or bank financing Taxpayers fund construction costs not covered by grants
	Town-wide solution	
	Towns control the asset and service offering	
	Adds competition	
	XGS-PON FTTH standard	
	No make-ready costs for areas less than 25/3	
	Guaranteed speeds	
Matrix Public Private Partnership (Matrix-owned)	State/Federal grants favor town-owned (more grant dollars)	High install fee High monthly service pricing
	Town-wide solution	
	Adds competition	
	XGS-PON FTTH standard	
	Predefined purchase price after 5 years	
Charter (Spectrum-owned)	Willing to negotiate lower service pricing in return for greater subsidy	Will not provide symmetrical service FTTH limited to unserved areas Will not upgrade existing passings to FTTH Will not agree to prohibition on data caps Will not support use of CMA/MCA funding EPON FTTH standard Reinforces monopoly / no competition High monthly service pricing
	Town-wide solution	
	Lowest capital contribution	
Redzone		New technology May not support use of CMA/MCA funding
	Town-wide solution	
	Adds competition	
	Greatest reliability	
	Fastest deployment	
	Lowest service pricing	