



Virginia Information Technologies Agency

State Broadband Contracts

Supply Chain Management
CIO Council
March 2, 2010



Situation

- Few broadband services were available on statewide contract
- Existing contract services dated back to 2003
- Need to provide contract options to increase coverage for all areas of state
- No one technology, or supplier can provide statewide coverage for broadband internet services
- Many customer requests for waivers to purchase outside of state contracts
- Unable to guarantee volume or financial commitments
- Localities and other state public bodies expressed desire for higher speed internet access options



Approach

- Objective was to expand availability and access for broadband services across the Commonwealth
- Increase competition by including local & regional Telco providers
- Increase options to support K-12 and libraries for Federal eRate Program
- Respond to requests for:
 - Higher bandwidth service options
 - More options to support remote office locations



Approach - continued

- Expand technologies and bandwidth options offered on contract:
 - Cable
 - Fiber to the Premise
 - Wireless ISP (4G)
 - BPL (Broadband over Power Lines)
 - Some DSL, Private Line, & 3G cellular already on state contracts
 - Expand bandwidth speed options up to 100 mbps
- Separated the state by zip code as best way to maximize coverage and allow smaller providers opportunity to participate



Actions

- SCM collaborated with SoTech office to align with statewide broadband initiatives
- Requested input from multiple state agencies
- Conducted a supplier forum with representation from:
 - VA Telecommunications Industry Assoc. (VTIA)
 - VA Cable Telecommunications Assoc. (VCTA)
 - Wireless ISP Providers Association (WISPA)
- Input from small, medium and large telecomm suppliers
- Incorporated feedback from suppliers on performance measures
- Developed bid based on requirements and market capabilities



Results

- Broadband service coverage in all areas of the Commonwealth
- Contracts open for use by all public bodies
- Competitive pricing
- Options, including: 8 bandwidth speed tiers, 6 broadband technologies, and 14 suppliers
- Identical terms and conditions in all contracts including:
 - Defined Service Level Agreements
 - Termination for Convenience clause that allows CoVA to cancel services with only 30-days notice
 - No minimum service terms or early termination fees



How to Use

- Web based tool allows customers to enter zip code and return a list of available services (Will be available by March 15th.)
- Telecommunication Service Order process for Exec Branch Agencies and other public bodies who utilize VITA services
- Non-executive branch agencies who request a direct bill option must submit agreement to release CPNI info (Customer Proprietary Network Information)



Supplier Awards

- Amtech, Inc.
- Cavalier Telephone, LLC
- Citizens Telephone Cooperative, Inc.
- Comcast Business Communications, LLC
- Cox Virginia Telecomm, Inc.
- E&E Enterprises Global, Inc.
- GCR Telecommunications, Inc.
- Hughes Network Systems
- Jet Broadband VA, LLC
- KnightSky, LLC
- MetroCast Communications
- nTelos, Inc.
- Rockbridge Solutions
- Sunset Digital Communications, Inc.



Web Demo

Broadband Availability Tool