



# **Finney County Fiber Project**

## **RFP Response**

**August 28, 2020**



**ideatek.com**



**855-IDEATEK**



**ideatek@ideatek.com**



**111 Old Mill Lane  
Buhler, KS 67522**



August 28, 2020

Finney County  
Robert Reece / Doug Peters  
311 N. 9th St.  
Garden City, KS 67846  
DPeters@FinneyCounty.Org

## **Response to Request For Proposal for Finney County**

Dear Mr. Peters:

IdeaTek Telcom, LLC is pleased to submit the following proposal for consideration in response to your Finney County Fiber Project request.

IdeaTek Telcom, LLC, is a Buhler, Kansas-based broadband service provider with the mission of “fighting for internet freedom.” We use a unique and innovative approach to deploy scalable long-term fiber optic infrastructures, bridging the broadband gap in rural communities. We are an experienced fiber optic provider for many school districts, municipalities and county governments throughout Kansas

### Our Experience

IdeaTek has been in business for more than 21 years, and under the [leadership of Daniel Friesen and Jerrod Reimer](#), IdeaTek has already successfully built nearly 3,000 miles of fiber throughout Kansas working with dozens of communities and local governments. IdeaTek has long been at the forefront in Kansas on broadband equity issues and is committed to enriching the communities in which we operate.

IdeaTek is excited about the potential partnership with Finney County and would be the General Contractor for this project. We plan to use local Garden City contractor, Speer Construction, Inc., and due to specific engineering requirements we have also engaged BHC Rhodes for professional engineering.

In our proposal, you will find a project overview, project management implementation and testimonials from other complex projects such as yours.

### Our Subcontractors' Experience

Engineering Contractor - [BHC Rhodes](#)

As one of the industry's leading telecommunications engineering specialists, BHC Rhodes has designed and managed thousands of miles of cable and facility installations across the U.S. Their telecommunications design services include long haul, last mile/city rings, FTT(x), relocation and feasibility studies.

#### Underground Subcontractor - Speer Construction, Inc.

Speer Construction has been in the underground contractor business for more than eight years, building hundreds of miles of fiber optic network around Kansas. The company has also completed many other projects of various sizes throughout Kansas and Oklahoma for educational, municipal, and residential customers, and is known for their ability to complete large and small projects consisting of wireless, cell towers, and mini cell sites within very tight timelines.

#### Project Summary

While IdeaTek specializes in the construction and operation of networks it typically owns, we have experience with construction projects which involve a third-party owner, such as this project. Additionally, our particular approach to this project is a joint construction project. We plan to fulfill all of the requirements of the RFP while at the same time extending project discounts to the county by also expanding our own network. This expansion by IdeaTek will bring increased access to competitive advanced fiber optic broadband internet service capabilities to your taxpayers.

Legal Name: IdeaTek Telcom, LLC

#### Project Contacts

Primary project contact:  
Thomas Garrett  
620-543-5980  
[tgarrett@ideatek.com](mailto:tgarrett@ideatek.com)

Secondary project contact:  
Daniel Friesen  
620-513-0058  
[daniel@ideatek.com](mailto:daniel@ideatek.com)

Please do not hesitate to contact us with any questions.

Sincerely,



Daniel P. Friesen  
Managing Partner and Chief Innovation Officer  
IdeaTek Telcom, LLC  
111 Old Mill Lane  
Buhler, KS 67522

## Executive Summary

IdeaTek, a Buhler, Kansas-based broadband service provider with the mission of “fighting for internet freedom,” is uniquely qualified to construct a new fiber optic network in Finney County. IdeaTek was the only company in Kansas to receive FCC funding to build a fiber network and we have already successfully built nearly 3,000 miles of fiber throughout Kansas. IdeaTek has been at the forefront in Kansas on broadband equity issues and we are committed to enriching the communities in which we build and operate in.

We approach implementation projects by first understanding your objectives and past hurdles to ensure your needs get met. We will assign a project manager directly to this project and we work collaboratively with the customer, contractors and other stakeholders to ensure successful, on-time implementation.

We have extensive experience with short timeframe, multi-location projects. We have provided one recent example from the [Derby school district](#) in the References section. One advantage for Finney County is that we are able to design, engineer, project manage and provide innovative solutions in-house. One of our core principles is to push the limits as we explore unconventional solutions in pursuit of better solutions for rural Kansas and our customers.

## Project Understanding

IdeaTek understands the project scope and requirements. We understand this is a publicly owned fiber optic infrastructure project that is being funded by the CARES act (SPARK) and that delivery timing is of paramount importance. We understand the county places great importance on the quality of the delivery of the fiber network to ensure decades worth of value and return to the taxpayers of Finney County. We plan to treat this build with the same level of process integrity and construction standards we demand of networks we build and use for our own investments.

We plan to approach this project in a similar way we approach all of our fiber builds. Due to the timeline and requirements for strict safeguards, we plan to use a third-party engineer in addition to our already robust internal engineering and project management team. [BHC Rhodes](#) has been selected as our oversight engineer, as well as for inspection and construction planning deliverables - please see further details in this response related to BHC's qualifications and the plans we have made to address the project deadlines.

## Joint Construction Proposal

This proposal includes a discount option related to using IdeaTek facilities for its own use at the same time as placing your facilities. Our facilities will be placed under separate authorization that would be obtained from the appropriate authorities as required. The facilities would be physically separated and in no way share fibers, conduits, handholes, etc. — the RFP would be

complied with in full and Finney County would be the sole owner of its facilities. IdeaTek facilities would stop at right of way unless permission is granted by county for entrance into county buildings for service purposes. We have options for shared or free fiber locating and repair based on negotiated terms.

## Summary

Together, Finney County and IdeaTek have an opportunity to provide critical infrastructure—boosting quality of life, workforce productivity, and critical facility / healthcare success. This investment will provide robust connectivity and protection needed for potential new impacts of the COVID-19 pandemic as well as create long-term positive impacts in economic development, business and agricultural investment, increased property values, and housing expansion.

## Professional Qualifications and Experience

IdeaTek is no stranger to multimillion-dollar fiber construction projects on tight timelines. With less than 70 employees, we have used private investment to build nearly 3,000 miles of fiber optic infrastructure across Kansas. We've connected rural homes, farms, schools, cell towers, and other service providers to real sustainable internet in areas other providers would dare not go.

Every day the IdeaTek team tackles projects like Finney County, which is why we're the perfect partner for this program. Our capabilities are in deployment of scalable long-term fiber optic infrastructure. [IdeaTek is well known for it's cost-effective deployment strategies in high-cost rural areas of Kansas](#), which require a unique and innovative approach needed for these challenging projects.

Additionally, IdeaTek went through the rigorous review process of the Federal Communications Commission's ("FCC") Connect American Fund Phase II ("CAF II") review and approval process where similar managerial, technical, and financial reviews were made of IdeaTek prior to award of CAF II grant projects in 2019. Those projects awarded involved approximately \$6.2 million grant funding broadband fiber to the home installation services in Central Kansas.

### Company Management and Key Project Personnel

#### **Daniel P. Friesen, Co-Founder / CIO**

Friesen formed IdeaTek in 1999 with only \$250. He initially built IdeaTek Systems by working as its sole employee while earning an A.A. in Computer Systems Support and a B.A. in Business Administration with a major in Management Information Systems from Wichita State University. By 2014, his company had built more than 2,200 miles of fiber across the state, mostly to mobile wireless small cells and rural school districts in Kansas. Friesen shifted roles in 2015 from CEO to Chief Innovation Officer to focus on areas of growth. Over the last five and half years Friesen has focused on the development of the company, developing innovative ways to deploy fiber optic broadband services in more cost effective and efficient ways in underserved areas of Kansas.

#### **Thomas Garrett, Construction Project Manager**

Educated at Leeds Metropolitan University in Leeds, England, and having moved to Kansas from the United Kingdom in 2011, Thomas has spent the last seven years in the industrial supply chain industry, overseeing the consistent yearly growth of a branch location since 2015 totaling 65% overall growth. Joining the IdeaTek Team in January 2020 as Construction Project Manager, he has since completed multiple fiber deployment projects including fiber to the home developments in rural and suburban areas of Kansas, and many enterprise solutions including working closely with the City of Derby to deploy and connect 17 miles of fiber which served 15 Derby School District locations and completing the project in less than four months.

### **BHC Rhodes, Engineering Subcontractor**

BHC Rhodes is an experienced engineering and surveying firm, led by [Matt Brungardt](#) and is headquartered in Kansas City. With an emphasis on customer service first, they are committed to serving the client with the highest quality of work and integrity throughout the project. We have worked collaboratively with BHC on many projects throughout the state and we are confident they can provide the work in a professional and timely manner.

We note specifically that BHC Rhodes does not have a BICSI certification, but like IdeaTek, they have been designing fiber optic networks for decades. We specifically ask for a variance on this RFP requirement due to the substantial experience of our two companies in previous partnerships.

### **Speer Construction, Inc., Underground Subcontractor**

Garrett Speer, owner of Speer Construction, has been in underground utility construction in Finney County since 1992, forming Speer Construction in 2012. Speer has completed many projects of various sizes in the last eight years throughout Kansas and Oklahoma for educational, municipal, and residential customers totaling over 400 miles of underground fiber construction, of which 300 miles of transport fiber and 100 miles of fiber to the home. Out of their eight employees, six of them have more than seven years of experience in fiber construction with this company. Speer, if needed, works with several subcontractors with similar experience in fiber construction to meet deadlines. Speer is known for their ability to complete large and small projects consisting of wireless, cell towers, and mini cell sites within very tight timelines. This company is well known in Finney County and Garden City and has garnered respect from both their customers and competition because of their outstanding work.

### **Past Performance**

Details in this Past Performance section are **CONFIDENTIAL**. Please see page 19 of this RFP response for additional information.

IdeaTek and its subcontractors are extremely experienced in the deployment of fiber optic networks. Projects we have experience with include:

- Fiber optic long haul between communities (2,000+ miles) including rural and urban deployments
- Over 4,000 Fttx premises passed
- Hundreds of businesses and cell towers connected with fiber
- Dozens of school districts, higher education, healthcare, and critical infrastructure facilities.
- Metro fiber optic rings built in Hutchinson, Wichita, Newton (to name a few)
- Fiber to the home projects across the state serving thousands of customers.
- Our combined companies have deployed well over \$50M in projects over the past 10 years ranging from multimillion-dollar projects to projects of less than \$100,000.

As a specific and very relevant example, IdeaTek recently built a 10 mile fiber optic project within the [City of Derby](#) on extremely tight timeframes. The timeframe was dictated by a federal grant program (E-rate) and RFP process. The project was completed in March 2020, in the midst of the Covid-19 pandemic. The project also involved negotiating a fiber swap with City owned with fiber being built for IdeaTek to service the [Derby School District](#). The school district's service was delivered on time to 19 education facilities, and on budget. IdeaTek provided full-service project management including tasks such as planning, sourcing of materials, construction and installation, permit coordination, testing, delivery, installation, etc.

## References

### [City of Derby](#)

Kiel Mangus, Deputy City Manager  
611 Mulberry Rd, Derby, KS 67037  
316-788-3132  
[kielmangus@derbyweb.com](mailto:kielmangus@derbyweb.com)

### [Derby Public Schools](#)

Dennis Elledge, Director of Technology  
222 E Madison Ave, Derby, KS 67037  
[delledge@usd260.com](mailto:delledge@usd260.com)

City of Wichita - Information Technology Dept.  
Michael Mayta, CIO  
455 N Main, Wichita, KS 67202  
316-268-4318  
[MMayta@wichita.gov](mailto:MMayta@wichita.gov)

Hutchinson Community College  
Loren Morris, CIO  
1300 N Plum Street, Hutchinson, KS 67501  
620-665-3523  
[morrisl@hutchcc.edu](mailto:morrisl@hutchcc.edu)



## Timeline

IdeaTek proposes a construction start date of October 1, 2020. We anticipate that this project will last 75 days to completion. We expect an estimated completion date of December 28, barring issues of force majeure.

Finney County Fiber Project  
Ideatek Proposed Project Schedule

Project Phase		Project Week													
		28-Sep	5-Oct	12-Oct	19-Oct	26-Oct	2-Nov	9-Nov	16-Nov	23-Nov	30-Nov	7-Dec	14-Dec	21-Dec	28-Dec
Engineering	Basemapping														
	Field Design														
	Building Entry Design (ISP)														
	Drawing Production (Phase 1)														
	Drawing Production (Phase 2)														
	As Builts														
Permitting	BNSF RR														
	KDOT														
	Garden City (Phase 1)														
	Garden City (Phase 2)														
Construction	Construction Staking														
	Conduit Installation														
	Fiber Placement														
	Splicing/Testing														
Project Completion	Owner Review / Punch List														
	Completion														

## Cost Proposal

<b><u>Primary Routes</u></b>	
\$1,400,000	Primary route 144 ct Route from from Finney County Extension to Northeast Handhole
\$57,000	Special extension 48 ct Finney County Extension to Fairgrounds with multiple drop points per RFP
\$1,457,000	<b><i>subtotal</i></b>
<b><u>Other extensions / laterals</u></b>	
\$25,000	Health Dept
\$27,000	EMS
\$25,000	Future EMS
\$23,000	Administration Building
\$36,500	Senior Center and Finney County Transit
\$136,500	<b><i>subtotal</i></b>
\$1,593,500	<b><i>Grand Total</i></b>
<b><i>Options</i></b>	
\$30 / ft	Extend route beyond design (per foot) w/ HH every 1000ft
-\$200,000	Joint trench discount
included*	Fiber locate and repair services (10 years)
<i>*if joint trench proposal is accepted</i>	

## Pricing Includes

1. Engineering (sealed by licensed Kansas P.E.)
  - a. Design
  - b. Survey
  - c. Permitting
  - d. Inspection
  - e. As-builts
  - f. Post bid package with OTDR, splice log, asbuilts, material specs

2. Install into build with entrance, in-building duct, fiber patch panel, terminated to UPC LC female connections
3. Fiber count as specified / non-gel, single armor, single jacket
4. 2" HDPE Conduit
5. Concrete remove / repair / replace
6. 24" x 36" Handhole / traffic rated standard lid
7. Handhole installation with slack placement
8. Fiber markers at handholes and critical crossings
9. Locate marker and test points at select handholes
10. Splice cases, fusion splices and materials
11. Locate wire or cable armor locate
12. Other materials as required by RFP
13. Expedited RR permit (qty 1)
14. Completion by year end 2020

#### Pricing Does Not Include

1. Applicable sales tax
2. Ongoing RR licensing fees (after initial permit)

IdeaTek Cost Proposal valid for 120 days post bid deadline.