

March 16, 2020 - Attachment 1 - Fiber Network Operator Proposal Response Comparison

Respondent	Summary	Analysis
MOX	Mox proposed maintaining its existing terms with the City, which are to provide the services desired by the City for fee totaling approximately \$1.7 million annually.	This proposal does not contain any cost savings, as the City would be maintaining the same operator under the same terms.
Fujitsu	Fujitsu proposed providing remote network monitoring services for a fixed annual fee plus additional monitoring fees negotiated based on amount of network activity, as well as engineering/construction management for laterals construction for hourly rates.	The proposal does not contain all the services required by the City, such as inside plant maintenance (provisioning and maintaining network devices, asset management, etc.). All services would be provided remotely.
CES	CES proposed to provide part of the services desired by the City for a fee: Fiber Asset Management, Reporting and Oversight of Outside Plan Maintenance Provider, and Lateral Engineering and Construction Management.	The proposal does not contain all the services required by the City.
Crown Castle	Crown Castle proposed a 20-year IRU for most of the network for a nominal fee, with the City retaining a small portion of the network for municipal purposes only. CC would operate the network. All existing City contracts and their revenue would be transferred to CC.	The proposal was well below market value for a 20-year IRU of this size, even considering CC's assumption of network operations and maintenance. The proposal does not maintain an open access network. Culver City would have no control over the network.
Ting	Ting proposed to provide ISP services to residents and businesses, paying a monthly fee (to be negotiated) for Ting to use Culver City's fiber. Ting requires ISP exclusivity on the network, and exclusivity on any laterals it built.	This proposal does not maintain an open access network or laterals. Ting does not operate dark fiber networks in other jurisdictions and was reluctant to assume network operations for Culver Connect. Culver City continues to engage with Ting about possible future partnerships.
Wander	Wander proposed leasing dark fiber from the City and providing ISP services to residents and small businesses. Wander did not propose providing network operations or maintenance services.	This proposal does not include the network operations and maintenance services that the City is seeking. Culver City continues to engage with Wander about possible future partnerships.
Inyo	Inyo proposed to provide all network operations and maintenance services desired by the City. City will provide fiber at no cost for Inyo to provide ISP services to businesses, as well as purchase the electronics necessary for the ISP services. City and Inyo will split revenues from Inyo's ISP services 50%/50%. Inyo will receive 3% of revenue from future dark fiber deals that it negotiates for the City.	This proposal offers the City the best financial terms as there are no fees for the network operations and maintenance services, the City will share in Inyo's ISP revenue, and the network will remain open access. In addition, businesses get access to an ISP service provider.