



Telecom Roadmap

Invitation for Bid #IFB-2023-IT-001 Response

PREPARED FOR

City of Douglas
425 East 10th Street
Douglas, AZ 85607

PREPARED BY

Native Network, Inc.
250 E. Penny Road, Suite 200
Wenatchee, WA 98801
www.nativenetwork.com

DATE

August 9, 2022

About Native Network

Mission

Connect & deliver telecom services into rural & underserved markets in the US, seeking to bridge the digital divide & create technology equality.

Background

Native Network understands telecom challenges in rural communities. Our team built the first cellular system in Northeastern Washington, branded as Cellular One. We built the first competitive telephone company delivering dial up Internet, phone service and wireless backhaul to remote cities in Washington, Idaho, and Oregon. We have also engineered, designed, implemented, and supported both rural and urban competitive wireless and wireline carriers with broadband and telecom infrastructure deployment.

Management

Our team has 75+ years of experience in telecommunications, technology, operations, management, and consulting. Our focus is bridging the digital divide in rural and underserved markets, but we have a wealth of experience working in metropolitan and global markets as well.



August 9, 2022

City of Douglas
425 East 10th Street
Douglas, AZ 85607

Dear Procurement Department,

Native Network, Inc. is pleased to respond to the City of Douglas' Invitation for Bid #IFB-2023-IT-001.

As the President and CEO, I have been authorized by the Company's Board of Directors to make the offer contained herein.

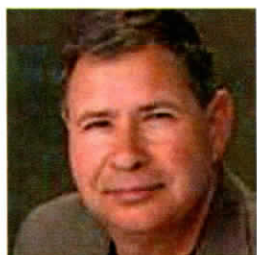
Please let me know if you have any questions regarding this response.

Best Regards,

A handwritten signature in blue ink that reads "Andrew Metcalfe". The signature is fluid and cursive, with the first name being more prominent.

Andrew Metcalfe
President and CEO
metcalfe@nativenetwork.com
(509) 300-0101

Leadership



Andrew Metcalfe

Founder, Chief Executive Officer, President and Chairman

Andrew Metcalfe currently serves as President and CEO of Native Network. He has 30+ years of experience as an engineer, entrepreneur, and visionary. He's served as chief engineer and architect of network infrastructure for a large Cellular One franchise and founded a successful regional fiber and competitive local exchange carrier that partnered with major wireless and cable companies. He is now leveraging his experience while following his passion for bridging the digital divide at Native Network another telecom company he founded.



Jenny Rickel

Co-Founder, Chief Operating Officer and Secretary

Jenny Rickel is Co-Founder and COO of Native Network. Ms. Rickel has spent over 25 years building and managing telecom companies in rural and underserved markets in the Pacific Northwest. She is passionate about developing culture and highly productive teams in startup environments. She is highly skilled at running sales, operations, financial and the human resource functions in the companies she has been involved in. Alongside Mr. Metcalfe at Cellular One, NTI and now Native Network all based Wenatchee, Washington, Rickel has been the integrator of the company's vision and the accountable person to customer satisfaction.



David Laub

Chief Financial Officer

David Laub is responsible for Native Network's major financial information, negotiations, and analysis. He has over 30 years of financial management experience with a telecommunications background. His past telecommunication experience includes U.S. West, GTE, ITT-World Com, Anchorage Telephone Utility, Advance Telecom Management, Applied Voice Technology, ICON Telecommunications, Impact Telecommunications, and Northwest Telecommunications. Mr. Laub graduated from the University of California, Berkeley with a Bachelor of Science in Business Administration.



Sriram Rajagopalan

Chief Software Architect

Sriram Rajagopalan brings a wealth of experience building global software products and cloud-based solutions. He has built successful, widely adopted applications and platforms on Windows as well as large-scale cloud platforms, SaaS products, and global E-commerce marketplaces over two decades at Microsoft. Sriram understands what it takes to build healthy engineering teams and deliver successful software products that customers love and value. Sriram has 25+ years of experience in the software industry spanning all aspects of the software development lifecycle. He has strong expertise in cloud services, e-commerce, user-centered experience design, and agile methodologies.

Our Services

We have a variety of offerings to assist our customers with their technology planning and development.

1. Professional Services
 - a. Feasibility studies, engineering design, financial modeling
 - b. Grant application support
 - c. General telecommunication consulting
2. Mobile and Fixed Wireless Networks.
 - a. 4G cellular enhancement
 - b. Private LTE 4G & 5G Ready
 - c. High Speed fixed wireless
 - i. 1Gbps to end users
 - ii. 10Gbps Point to Point.
3. Broadband Networks
 - a. Business model selection
 - b. Technology selection
 - i. FTTX (GPON or Active E)
 - ii. Fixed Wireless
 - c. Network design / Engineering
 - d. Equipment selection and acquisition assistance
 - e. Construction management
 - f. Quality assurance
 - g. Network turn up, test and certification
4. Towers
 - a. Radio frequency analysis, planning and site selection
 - b. Selection and oversight of contractors & sub-contractors.
 - c. Ground lease negotiation
 - d. Construction and Project Management with quality assurance to finished product.
 - e. Regulatory compliance; local, state, federal (FAA, FCC, NTIA/ RUS).
 - f. Zoning, ROW, easement requirements
 - g. Lease program support.
 - h. Carrier sales – Market and sales support of tower lease.
5. Core network and end user support services
 - a. IP Engineering Support
 - i. Router – Firewall – DNS – DDOS Mitigation
 - b. Managed Service Provider Support Services
 - c. Regional Fiber Networks – Dark Fiber or Wave Services.
6. Wholesale Internet, trunks, VoIP services, phone numbers, Microsoft products and more, essentially all telecom products required to support state of the art communication systems

Case Studies or References

Valley Water - Native Network provided a technology comparison and feasibility study for the 5th largest water district in the US, Native Network is currently running a large-scale proof of concept for a private satellite network for a highly secure SCADA access network to include 100+ remote nodes.

Pascua Yaqui Tribe - Native Network designed and constructed a hybrid fiber and wireless broadband network on the Reservation, installing 700 end users during the pandemic to allow school and work from home. We continue to provide wholesale internet and support to the network and end users.

Lower Elwha Klallam – Native Network designed and constructed the fixed wireless broadband network system on the Reservation allowing the Lower Elwha Klallam Tribe to serve end users during the pandemic that otherwise would not have been able to conduct school or work from home. We continue to provide wholesale internet and support to the network and end user

Section 1 – Identification of the Current Network Capabilities

Native Network, Inc. requires one point of contact, usually the Contract manager assigned by the Procurement Department for the duration of the contract period. This person is the subject matter expert on existing infrastructure and has the access to data to respond expeditiously to requests for information necessary to complete the project.

Section 2 – Develop a Design for Technology Roadmap

Native Network, Inc. requires access to a Public Works representative that will supply information regarding infrastructure planned over the next 3 years.

Section 3 – Governance, Ownership and Management Strategy Analysis

There are NO exemptions or clarifications in this section.

Section 4 – Business Model and Financial Analysis

Native Network, Inc. will not provide actual grant writing services, rather the information provided to the City of Douglas in this scope could be used in the grant application process.

Native Network, Inc. will not provide "Identification of legal strategies related to potential project risks".

Section 5 - Phased Implementation Plan for Technology Road Map for Deployment

There are NO exceptions or clarifications in this section.

Section 6 – Technology Road Map Compilation

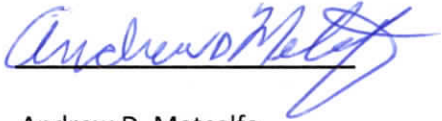
Native Network, Inc requires that the compilation PowerPoint presentation is scheduled with key stakeholders from the City of Douglas within 10 business days from written notification of completion of the project.

Proposer's Offer

TR Component #1	\$75,000
TR Component #2	\$120,000
TR Component #3	\$20,000
TR Component #4	\$20,000
TR Component #5	\$10,000
TR Component #6	\$10,000
Total Proposer Offer	\$255,000

Note: This offer is presented "all or nothing". -

Company Name Native Network, Inc.
Contact Person Andrew Metcalfe
Address 250 East Penny Road, Suite 200
City, State, Zip Code Wenatchee, WA 98801
Telephone Number 509-300-0101
Fax Number 509-300-0111
E-Mail Address metcalfe@nativenetwork.com

Authorized Signature 
By Andrew D. Metcalfe
Its President and CEO
Date 8/9/2022

DEVIATIONS FROM SPECIFICATIONS

Native Network, Inc. submits this response to the bid with the following exceptions to **City of Douglas Standard Terms and Conditions.**

#26 – Native Network, Inc. will not be providing a performance bond for the project.

#45 – Native Network, Inc. requires that the final work product is approved and the final balance outstanding processed within 30 calendar days of notice and delivery of final work product.

#52 – Native Network, Inc. employees will not hold a valid Arizona Driver's License, rather rental vehicles in the state of Arizona with their respective state issues Driver's Licenses will be utilized for any vehicle use to carry out contract obligations.

Native Network, Inc. submits this response to the bid with the following exceptions to the **City of Douglas General Terms and Conditions, Telecom Road Map Bid#IVB-2023-IT-00.**

#19 – Native Network, Inc. offers these services in “all or nothing” manner and will not accept termination for a portion of the services.

#20 D – Native Network, Inc. does not accept this term and will not allow any recovery of costs in the event of default by the Offeror.

Furthermore, Native Network, Inc. requires 50% payment at the time of execution of a contract as a retainer to work against and will bill monthly thereafter based on work completion. The full balance is due to Native Network, Inc. within 30 calendar days from the delivery of the body of work.

Native Network, Inc. rejects the following items from the “**Specifications Scope of Work**”.

Opening Paragraph

“oversight of eventual build out and construction” is NOT included in this response. Additionally, there aren't any equipment or implementation activities in this response. 100% of the response is for professional services.

**The City of Douglas
Bid Tabulation**

DATE: / /

TIME: 4:00pm.

Proposal: 1

ATTENDEES: REPRESENT: ATTENDEES: REPRESENT: ATTENDEES: REPRESENT:

Cynthia Robles City of Douglas
Alejandra Nolasco City of Douglas
Luis Pedrosa City of Douglas
Ana Andrade City of Douglas

Company Name	Additional Comments
<i>Native Network Inc. \$255,000.</i>	

PLEASE NOTE THIS IS ONLY A WORKSHEET IT DOES NOT REFLECT THE ACTUAL BID AWARD

Authorization Certificate

Deposit Accounts and Treasury Management Services

The undersigned hereby certifies to Wells Fargo Bank, National Association (Bank) that:

1. City of Douglas
 (Account holder's complete legal entity/company name), a
Municipal Government

(description of Account holder's business entity type)
 ("Customer"), has authorized the undersigned to make the certifications in this Certificate on Customer's behalf.

Name	Title	Country of permanent residence	Business phone number	Business email address
Luis Pedroza	Deputy City Manager / City Treasurer	U.S.A.	(520) 417-7819	luis.pedroza@douglasaz.gov
Ana Urquijo	City Manager	U.S.A.	(520) 417-7303	ana.urquijo@douglasaz.gov
Donald Huish	Mayor	U.S.A.	(520) 417-7303	donald.huish@douglasaz.gov
Alma Andrade	City Clerk	U.S.A.	(520) 417-7301	alma.andrade@douglasaz.gov

is referred to in this Certificate as an "Authorized Representative" with full authority, acting alone, to:

- a) enter into those agreement(s) that Bank requires regarding opening, operating, and closing deposit accounts for Customer at Bank (each, an Account) and enrolling in, using, and terminating Bank services including Bank's non-deposit sweep services used in connection with the Account(s) (each, a Service);
- b) authorize transactions of all types on the Accounts and instruct Bank regarding Accounts and Services; and
- c) designate individuals as additional Authorized Representatives.

3. This Certificate reflects actions duly taken by Customer in accordance with its governing documents. It shall continue in effect until Bank has received and had a reasonable time to act on Customer's written notice revoking it, which shall be effective only as to actions which are taken by Customer thereafter. Actions authorized in this Certificate but performed prior to its execution are approved and ratified.

Certified to:

By/Signature: *Luis Pedroza*

Printed Name: Luis Pedroza

Title: Deputy City Manager / City Treasurer

Date: 8/24/22

Tax Identification Number of Customer: 86-6000241
 (TIN of the Account holder as assigned by the IRS)