

SUBMITTED BY: Joel Camacho, IT & Innovation Manager

MANAGEMENT TEAM REVIEW: Ana Urquijo, City Manager

FOCUS AREA: Other / NA

**ORGANIZATIONAL
IMPROVEMENTS:**

SUBJECT: Request for Qualifications **BID AWARD** to **NATIVE NETWORK, INC.** for **FORMALIZATION** of **MUNICIPAL INTERNET SERVICE PROVIDER (ISP)** and **TOWER LEASING MANAGEMENT PROGRAMS.**

EXECUTIVE SUMMARY:

The City of Douglas has released Request for Qualifications (RFQ) No. 2026-IT-006, seeking expert guidance to formalize its Municipal Internet Service Provider (ISP) and Tower Leasing Management programs. In alignment with the Telecommunications Roadmap adopted by the city, this initiative is designed to transform existing infrastructure into sustainable, revenue-generating community resources. By engaging specialized consultants, the city will ensure that all subsequent decisions regarding broadband service delivery and tower asset management are grounded in comprehensive data analysis and industry best practices, thereby optimizing financial returns, enhancing community benefits, and effectively mitigating operational risk.

BACKGROUND:

Over recent years, the City of Douglas has strategically invested in core telecommunications infrastructure to support essential municipal operations. This foundational network—including fiber optic cable and vertical assets such as water tanks and towers—represents a significant public asset. While initially deployed for internal connectivity, this infrastructure now presents a substantial opportunity to generate new revenue streams and address the critical community need for affordable, high-speed internet.

However, transitioning from an infrastructure owner to a service provider and commercial asset manager requires specialized expertise that currently resides outside of normal municipal operations. The city must ensure that any expansion into these areas is grounded in sound business principles to protect public investment.

To bridge this gap, staff initiated the development of RFQ No. 2026-IT-006. This document outlines a two-pronged approach:

- **ISP Formalization:** The city requires a detailed business and operational plan to assess the feasibility of launching a municipal ISP. This plan will analyze the competitive market, identify service gaps, and provide pro forma financials for various business models (retail, wholesale, public-private partnerships) to determine the most sustainable path forward.
- **Asset Management (Tower Leasing):** Concurrently, the city seeks to professionalize the leasing of its vertical real estate. Currently, the management of these assets is handled on an ad-hoc basis. The selected consultant will establish standardized lease agreements, competitive pricing models, and administrative software solutions to ensure the city captures fair market value, maintains structural safety, and efficiently manages carrier relationships.

By engaging a firm with proven experience in municipal broadband and telecommunications monetization, the city aims to develop implementable strategies that foster digital equity, create sustainable revenue, and leverage public assets for the maximum benefit of the Douglas community.

DISCUSSION:

Staff recommends an award to Native Network, Inc. The award will allow staff to formally request pricing proposals for the services outlined in their submission.

FISCAL IMPACT:

None.

Fiscal Year: 2025/2026

Amount Requested:

Budgeted: Y / N

Account (s):

“...I MOVE THAT THE MAYOR AND COUNCIL APPROVE THE BID AWARD TO NATIVE NETWORK, INC. FOR FORMALIZATION OF MUNICIPAL INTERNET SERVICE PROVIDER (ISP) AND TOWER LEASING MANAGEMENT PROGRAMS.”