

NWT Enterprises, Inc.

Request for Proposal

I. Company Overview

NWT Enterprises, Inc. (NWT) is seeking fiber construction/installation proposals to provide installation services of SMF-28e fiber along predetermined routes within the State of Maryland. This Request for Proposals (RFP) presents a corporate background and scope of work, as well as describes the tasks to be accomplished by the company contracted. If your organization wishes to be considered, **NWT** is requesting a written proposal that addresses the points detailed in this RFP be submitted no later than **October 1, 2009**.

II. Product Overview (or Situational Analysis)

NWT provides Internet & Data backhaul services and Internet provisioning along with data center operations in rural areas within the United States. NWT currently has multiple projects in several States to expand our operations.

III. Scope of Work

- NWT is seeking businesses and/or individuals with extensive experience in the provisioning of fiber-optic conduits and cables within the United States. Scope of the work needed includes civil engineering, permitting, construction and testing of fiber builds.

The relationship should be collaborative; leveraging the respective strategic and tactical strengths and resources of the company and client. Certain core functions should be mutually agreed to by both parties in advance that will help form the foundation of the relationship. Other secondary functions will remain the primary oversight of the **NWT** fiber install team, and be delegated to the company on a case-by-case basis. Prioritization of both core and secondary functions will be ongoing on at least a quarterly, if not monthly, basis at the discretion of the client.)

IV. Company Selection Criteria

- Proven ability to successfully complete projects within agreed upon timelines.
- Knowledge of, and experience in, our industry.
- An excellent reputation and strong relationships with industry influencers including relevant trade and business press, analysts, conference organizers etc.
- Successful editorial coverage in leading business, news, and industry-specific media
- Strong writing skills across multiple media.
- Team credentials.
- No competitive client conflicts.
- Client and Press references.

V. Budget

The construction budget for fiscal year **2009** will be structured at the discretion of **NWT** upon company selection. A representative budget range for core activities would be approximately **\$500,000 – 1,000,000/month**.

VI. Process of Evaluation (Timeline)

- **Inquiries can be made prior to submission of proposal up until the date of September 15, 2009**
- To be considered, companies must submit their proposal no later than 5:00 pm on **October 1, 2009**. Late proposals and proposals delivered by facsimile will not be accepted.)
- **Reviews of proposals will be completed by end of day on October 16, 2009**

Our timeline for our company search:

August 16: RFP document distributed to companies

October 1: Deadline for companies to provide notification on intent to participate in review

September 14 thru 30: Company availability for interested parties to schedule inquiries

October 1: Completed RFPs due to [K Manovich](#) by 5:00 ET

VII. Request for Proposal

Company Overview Client Related Questions

- Please provide a brief overview of your company history.
- Please provide a brief overview of your company philosophy.
- Please provide an in-depth list of your company capabilities.
- Describe what you consider to be your strongest competitive advantage.
- As an company what are you passionate about?

Client Related Questions

- Please provide a current client list.
- Please list some clients you've had long-term relationships with and why the relationship has been successful.
- What is the average term a client works with your company?
- Please give an example of a recently acquired account and list some successful construction tactics you've implemented for them (including results.)
- Do you have any clients that might pose a conflict to participation with NWT?

Account Team Related Questions

- Describe the team structure and how resources would be allocated to us.
- Please provide brief bios for the team you would assign to our account.
- Please provide client references for the construction representatives.
- Company team structure. What is your firm's process for choosing members on a team?
- Who would be responsible for managing timelines and budgets?
- How do you handle staff turnover on projects and what role do you typically want/allow the client to play in this process?
- How are new project team members brought up to speed on the account?
- What programs do you have in place for enhancing the skills and knowledge of your people? Do you have development requirements and budgets?

Industry Experience Related Questions

- Describe your familiarity with our market. What are some of your successes?
- What have been some of the biggest challenges in promoting companies in this space?
- Describe your success with industry and vertical market analyst relations programs.
- Please provide a SWOT analysis based on our marketplace.

Program Related Questions

- Describe how you would propose to address (1) the General Communications Needs and (2) the Project(s) Audiences, as described above.
- Describe representative objectives, strategy and tactics you would employ to implement the proposed construction program.
- Project completion is very important to us. In what way would you ensure completion of project(s).
- Describe your experience with developing and executing a construction strategy
- Describe your expertise in leveraging third-party references, i.e. customers, business partners (value-added resellers), and industry analysts for testimonials,

endorsements and related vehicles. Please include specific examples of successful construction programs.

- Describe your ongoing approach to monitoring, measuring and reporting both quantitative and qualitative success for the construction program.

Budget Related Questions

- Outline how your firm handles client work from a pricing perspective?
- How do you bill for services?
- Please provide a brief overview of your approach to project scope, project management and expenses.
- Please provide your fees, per month.
- Please provide hourly rates for the various team members you anticipate utilizing to support this account.
- What is your mark-up for project managing other service vendors and/or for out-of-pocket expenses?

Miscellaneous Questions

- Describe the firm's practice in quick starting a new account. What do you do? What do you need/expect us to do? Please describe how you would handle the transition from a long-time project?
- Add any additional items you believe are relevant to the management and execution of this program.
- What is your process for developing content (e.g. engineering documentation, project timelines, or online submission)?
- Do you have any concerns with this project?
- Is there any additional information you want to share?
- Please provide samples of completed projects your company has been involved with.
- What do you feel makes for a successful client/company relationship?
- If your agency were a "beer," which brand and type best typifies your agency, and why?