



**REQUEST FOR PROPOSALS FOR OPERATION OF THE MASSBROADBAND 123 MIDDLE
MILE NETWORK**

RFP No. 2017-MBI-03

Addendum #1

Issued: 4/20/2017

**Massachusetts Technology Collaborative
75 North Drive
Westborough, MA 01581-3340
<http://www.masstech.org>**

RFP Issued: 3/30/17

Team Leader: David Charbonneau

Proposals Due: 5/1/17

Section 4.4 Information Required, Subsection k. Price Proposal, is replaced with the following new language.

- k. Price Proposal. Respondents shall provide a price proposal using the Bid Form provided in Attachment D that lists: (i) the platform fee, expressed as an annual amount that the Respondent will pay to MBI to gain access to the revenue generation opportunities offered by the Network; and (ii) a success-based payment, expressed as a percentage of annual gross revenues that will be shared with the Mass Tech Collaborative. Respondent may propose an alternative structure for the financial relationship between MBI and Respondent. This alternative price proposal shall be **in addition to and not in lieu of** the mandatory price proposal described in this section and enumerated in the Bid Form.

The following attachment 'ATTACHMENT D' is hereby added to RFP.

**ATTACHMENT D
BID FORM**

RFP No.2017-MBI-03 – Price Proposal

Submitted By:

<p><u>Platform Fee</u> (Respondent should use additional lines if amount of proposed fee will not be uniform throughout the term of the Network Operator Agreement)</p>		Indicate Years (If Applicable)
Annual Amount:	\$ _____	
	\$ _____	
	\$ _____	
<p><u>Success Based Payment</u> (Respondent should use additional lines if proposed percentage of revenue share will be tiered – based on upon ranges of annual gross revenues)</p>		Indicate Revenue Range of Each Tier (If Applicable)
% Of Annual Gross Revenues To Be Shared With MBI (non-tiered)	____%	
Tier #1	____%	
Tier #2	____%	
Tier #3	____%	