The Quilt

IP Transit Internet Services Request for Proposals

January 2016

ESSAY RESPONSE FORM

This completed form and any requested attachments must be received no later than February 19, 2016 11:59 pm eastern time. Please upload your RFP documents to your individual and secure RFP page on The Quilt's Group Hub. To request instructions and access to The Quilt's Group Hub, please contact Jennifer Griffin at griffin@thequilt.net.

Any questions on the RFP documents should be sent to:

Cas D'Angelo
Georgia Tech
Rich Building, 258 Fourth Street NW
Atlanta, GA 30332-0700
quiltrfp@sox.net
404-894-1356(voice)

Only PDF or documents created in standard Microsoft office software will be accepted.

ALL RFP MATERIALS SUBMITTED AS CONFIDENTIAL BY THE PROVIDER WILL BE KEPT CONFIDENTIAL WITHIN THE QUILT.

Important: Semi-Final Provider Presentations

If you are asked to participate in the semi-final provider presentations held April 6-7, 2016, who from your organization will you be sending? Please provide names, titles, and contact information including mailing address, phone, and email. Note that in order to be qualified to make a presentation, at least one of the persons you send must have the authority to set and negotiate pricing on behalf of your company. Note that these semi-finalist presentations will include more detailed questions on customer support, pricing, the network, and peering arrangements.

Important RFP Completion Instructions:

If you are a provider that is not currently an Authorized Quilt Provider under The Quilt's Commodity Internet Service Provider Program, you are required to respond to each section of the RFP.

If you are currently an Authorized Quilt Provider under The Quilt's Commodity Internet Service Program, you are required to only respond to those sections of the RFP designated as such. Current Authorized Quilt Providers are responsible for responding to the non-required areas only with information regarding significant changes to their company, services, operations and infrastructure since the submitted response to last Quilt Commodity Internet Request for Proposal dated January 13, 2014.

1) **Required by All Providers Responding to RFP**

   Services and Pricing – Commodity Internet Services

   a) Please use this section to submit your full pricing proposal to The Quilt. This pricing proposal should include pricing for the following services; fractional and full 1Gb Ethernet, and fractional and full 10Gb Ethernet and nx10Gb port aggregation, and fractional and full 100Gb Ethernet. It should also include the aggregate tier pricing as described in this RFP's Overview.

   b) It is important that you address ALL potential fees, taxes, or charges that might be associated with Ethernet service that you deliver including, but not limited to, cross connect fees, port fees, backhaul fees, usage based fees and associated usage metric systems, committed data rates, and any administrative fees. It is also helpful to include a similar pricing schedule for back-up services. Your quoted pricing must be good for at least one year upon execution of a Master Services Agreement (MSA) with The Quilt, Inc. Assume a minimum one-year contract term, but do not offer discounts based on varying contract terms.

   c) Minimum required circuit purchase levels: Please fill in the following chart indicating price and any applicable minimum required committed information rate (CIR) by port size and service type. If you do not offer a particular service type, omit that row. If this table is not appropriate for your pricing model, please supply this information in a clear and appropriate format.

Circuit	Fixed	Burstable
1GigE (1000 Mbps)		
10GigE (10,000 Mbps)		
n x10GE (state what these levels are)		
100GigE (100,000 Mbps)		
Other		

i) For each service offered, identify port costs and all applicable additional costs.

ii) Will you allow a customer's CIR to be spread over many physical connections to your backbone? For example, a Quilt member purchases 500 Mbps from you and turns up 3 physical GigE circuits or 5000 Mbps on 3 physical 10GigE circuits. Are there additional port costs? How do you calculate the overall minimum for the combined circuits? Are there minimums per circuit?

iii) What offerings do you have for a customer who wishes to purchase multiple full 10G ports? Please provide a list of options for Authorized Quilt Buyers who may wish to purchase multiple 10GE ports. Would you consider additional discounts for this type of purchase?

2) **This section is required to be completed for all providers who are not currently an Authorized Quilt Provider. Current Authorized Quilt Providers need only to respond with significant changes from 2014 Quilt Commodity Internet Service Request for Proposal response.**

Service Detail

a) Do you support customers attaching specified BGP communities to route announcements to control the ASs to which you re-advertise those routes? Please provide both full text documentation of your capabilities and a link to the online documentation. Be certain to list all peer AS's supported.

b) Please enumerate IP PoPs at which IPv6 is not offered on an equal basis with IPv4. If there are any such PoPs, what is your timeline for offering IPv6 at them? Are there any additional charges for IPv6? (Y/N with comments) If the nearest IP PoP to a customer is IPv4-only, would you charge for on-net backhaul to the nearest IPv6-enabled PoP? (Y/N with comments)

c) If the nearest PoP you have to a customer is only layer 2, would you charge for on-net backhaul to the nearest layer 3 PoP? Y/N with comments.

d) Will you accept a dark fiber handoff from a customer? Y/N with comments.

e) In order for us to do 'apples-to-apples' comparison of provider services, we are asking each provider to submit a service quote for IP-Transit Internet 10 GigE services at each of the following Quilt locations. Your quotes must include ALL recurring and non-recurring fees as separate line items associated with delivery of this service. The quotes should be based on your proposed Quilt Pricing model. Please use the pricing level associated with a total minimum aggregate commitment across the ports. Please specify what this commit is across the number of ports. Contract term must be one year. If there are elements required to deliver the service (e.g., a local loop circuit) that would not be delivered by you, please identify that component and note it as a separate, third party expense. Current Authorized Quilt Providers should quote pricing associated with the Quilt bandwidth tier anticipated at time of the due date for this RFP.

i) 921 SW Washington St.
    Portland, Oregon 97205

npa-nxx: 503 241
map
service would connect in the meet-me room of the Pittock Block rm T250, first sublevel

ii) 1950 Stemmons Freeway
Dallas, Texas 75207
npa-nxx: 214/741
map

no further floor or suite location information is provided

iii) Computer and Space Sciences
Bldg 224, Univ. of Maryland
Room 0312A (old building),
College Park, MD 20742
npa-nxx: 301 405
campus map

iv) 535 W. Michigan Street
Indianapolis, IN 46202
npa-nxx: 317/274
map

v) 300 Bent Street
Cambridge, MA 02138
npa-nxx: 617/511
map

3) **Optional for All Providers Responding to RFP**
Services and Pricing – Commodity Internet Services Plus Local Loop as a Bundle

a) The Quilt is also soliciting details of a bundled service offering that includes both commodity internet services and local loop pricing in a $/meg proposal in a similar pricing structure as outlined in Section 1 above. Proposals for a bundled offering should be from qualified vendors to provide commodity internet services and local loop access to Quilt Authorized Buyers. Ideal responses for a bundled service offering to include local loop will be competitively priced, simple for the buyer, supported by the provider at the national level and have as few restrictions as possible. An ideal response to a bundled service pricing request will not contain individual case basis language. One possible option in response to this section may be to include pricing for specific mileage bands as distance from the nearest provider servicing facility.

b) Please use this section to submit your full pricing proposal to The Quilt for a bundled commodity internet service plus local loop.   This pricing proposal should include pricing for the following services; fractional and full 1Gb Ethernet, and fractional and full 10Gb Ethernet and nx10Gb port aggregation and fractional and full 100Gb Ethernet. It should also include the aggregate tier pricing as described in this RFP's Overview.

c) It is important that you address ALL potential fees, taxes, or charges that might be associated with Ethernet service that you deliver including, but not limited to, cross

connect fees, port fees, backhaul fees, usage based fees and associated usage metric systems, committed data rates, and any administrative fees. It is also helpful to include a similar pricing schedule for back-up services. Your quoted pricing must be good for at least one year upon execution of a Master Services Agreement (MSA) with The Quilt, Inc. Assume a minimum one-year contract term, but do not offer discounts based on varying contract terms.

d) Minimum required circuit purchase levels: Please fill in the following chart indicating bundled price for commodity internet service, local loop, and any applicable minimum required committed information rate (CIR) by port size and service type. If you do not offer a particular service type, omit that row. If this table is not appropriate for your pricing model, please supply this information in a clear and appropriate format.

Circuit	Fixed	Burstable
1GigE (1000 Mbps)		
10GigE (10,000 Mbps)		
n x10GE (state what these levels are)		
100GigE (100,000 Mbps)		
Other		

    i) For each service offered, identify port costs and all applicable additional costs including BGP peering, BGP peering with multiple AS numbers, static routes, multicast, etc.,

4) **Required by All Providers Responding to RFP**
National Backbone Infrastructure

a) Provide national backbone infrastructure map that indicates trunk capacities and infrastructure topologies. (e.g., where Ethernet is available)

b) What is highest speed of your IP backbone between the two U.S. coasts that has been in operation for at least six consecutive months?

c) Diagrams of your standard PoP infrastructure.
    i) Includes circuit sizes
    ii) Identifies which PoPs are:
        (1) IP enabled or layer 2 only
        (2) Offer 1 GigE, 10 GigE and 100GigE service
        (3) Offer 802.1q VLAN tagging
        (4) Support dark fiber handoffs

d) Utilization
    i) What is your current national backbone average utilization?
    ii) What is your current national backbone peak utilization?

iii) At what monthly percentile utilization rate do you initiate a circuit upgrade? (e.g., 40%, 50%, 80%)

e) If you have existing plans for upgrading your backbone infrastructure within the next 24 months, please provide a dated map showing the target upgrades.

f) What percentage of the fiber facilities do you own in your backbone? What makes up the difference?

g) What is the MTU of your Core?

h) What is the largest MTU you will configure on a customer link?

i) Is your backbone built on MPLS?

j) International Infrastructure Map: If you have an international presence, you are invited to provide maps showing your global presence.

k) What percentage of your backbone PoP locations are IPv6 enabled?

5) **This section is required to be completed for all providers who are not currently an Authorized Quilt Provider. Current Authorized Quilt Providers need only to respond with significant changes from 2014 Quilt Commodity Internet Service Request for Proposal response.**

Peering Information

a) Provide a map that identifies your network's peering infrastructure (locations and capacity).

b) What is your total aggregate public peering and total aggregate private peering for the East, West and Central United States?

c) What is your total aggregate public peering and total aggregate private peering for U.S, Europe and Asia?

d) Indicate the number of each type of circuit you currently operate in private peering arrangements.

e) What percent of your peering traffic is IPv6?

f) What % of your total number of peers do you peer IPv6 with?

6) **This section is required to be completed for all providers who are not currently an Authorized Quilt Provider. Current Authorized Quilt Providers need only to respond with significant changes from 2014 Quilt Commodity Internet Service Request for Proposal response.**

Technical Support, Operations and Billing Practices

a) Please provide a brief document detailing your company's history, current organization, and funding sources.

b) Please provide the name of a VP-Level Executive Contact in your organization to support customer relationship with The Quilt.

c) Does your company participate in e-rate? If so, what is your Service Provider Identification Number (SPIN)?

d) Have you reviewed the sample MSA provided in the Overview document? Yes/No
   i) Would you like to request changes to the contract? If so, describe.
   ii) Will you agree to an MSA with a 1 year term and mutually agreeable renewal?
   iii) Please provide the names and contact information for three references. Include corporate, research, and education organizations where possible.