



## Request for Proposals for the Operation of the MassBroadband123 Network

(RFP No. 2023-MBI-01)

### Bidders' Conference Questions Group #3 Group #3 of Rolling Questions Posted: August 26, 2022

	Question	Answers
1.	How would you like us to provide a bound hardcopy of the Payment Proposal and Financial Model (both are Excel Files)?	It is expected that the hard copy versions of the Payment Proposal and Financial Model will be included on printed pages as part of the bound hardcopies. Feel free to use portrait or landscape page layouts, and letter, legal, or other page sizes to make the documents more legible.
2.	Can we add the Financial Model as separate tabs inside the Payment Proposal (Attachment C – Bid Sheet Excel File) that are linked to input values in the Payment Proposal Tab, or do you want us to submit the Financial Model as a separate Excel file?	Respondents shall submit two Excel files, the Bid Sheet and the Financial Model. The Payment Proposal tab from the Bid Sheet should be a linked tab in the Financial Model Excel file. MassTech should be able to adjust the Respondent's assumptions in its Financial Model and review the impact of such adjustments on the Respondent's Payment Proposal. By way of an example, MassTech should be able to adjust the Respondent's Revenue, Operating Costs, or Network Operator Funded Capital Improvement assumptions in the Respondent's Financial Model to see what the effects are on the Respondent's Payment Proposal.
3.	We are requesting copies of the audited financial reports from 2020 and 2021 as the posted financial results do not add up properly.	As this question is a request for documents, MassTech's response is governed by the Massachusetts Public Records law. As such, records or portion of records received by Masstech that

	Question	Answers
		are responsive to your request, have been uploaded to the MassTech data room and can be found in the Financial Matters folder.
4.	Is the detailed profit and loss statement available for 2020 and 2021? If so, please share	As this question is a request for documents, MassTech’s response is governed by the Massachusetts Public Records law. As such, records or portion of records received by Masstech that are responsive to your request, have been uploaded to the MassTech data room and can be found in the Financial Matters folder.
5.	We are requesting a complete and current client list with clients listed individually with services taken, monthly billing MRC and Contract term length.	As this question is a request for documents, MassTech’s response is governed by the Massachusetts Public Records law. As such, records or portion of records received by Masstech that are responsive to your request, have been uploaded to the MassTech data room and can be found in the Financial Matters folder.