

BURNET COUNTY, TEXAS — RFP 26-5040-01

Aerial Fiber Installation — Vendor Bid Comparison Summary

Prepared from three bid submissions: Future Infrastructure (BAFO Pricing Worksheet), Mears Broadband, CommServPros

Metric	Future Infrastructure	Mears Broadband	CommServPros, LLC	Range	Notes
Submission Type	BAFO Pricing Worksheet	Pricing Proposal (Attachment 2)	Quote CSP 261013	—	All three submitted in response to RFP 26-5040-01
Bid Date	—	3/31/2026	4/22/2026	—	FI date not on submitted worksheet
TOTAL BASE BID	\$ 122,150.00	\$ 137,857.72	\$ 203,012.78	\$ 80,862.78	Sum of all itemized line pricing as submitted
Optional Adders (excluded from base)	\$ -	Cost + 10% (IC)	\$ 4,800.00	—	CSP: \$1,800 innerduct + \$600 slack + \$2,400 HWY 29 TC
Bid Validity	—	Per contract negotiation	5/7/2026	—	CSP pricing subject to change after 15 days
Warranty	—	2 Years	2 Years	—	Both Mears and CSP propose 2-year warranty
Pricing Structure	13 itemized lines (LS, LF, EA)	15 itemized lines (LS, LF, EA, SI)	18 material lines + lump labor	—	CSP only vendor with non-itemized labor

COMPARATIVE PRICING ANALYSIS		
Analysis Metric	Value	Vendor / Note
Lowest Bid (Apparent Low)	\$ 122,150.00	Future Infrastructure
Highest Bid	\$ 203,012.78	CommServPros, LLC
Average Bid	\$ 154,340.17	—
Median Bid	\$ 137,857.72	Mears Broadband
Spread (High - Low)	\$ 80,862.78	Variance between lowest & highest
Spread as % of Low	66.2%	High exceeds low by this %

VARIANCE FROM APPARENT LOW BIDDER				
Vendor	Total Base Bid	\$ Above Low	% Above Low	Rank
Future Infrastructure	\$ 122,150.00	\$ -	0.0%	1
Mears Broadband	\$ 137,857.72	\$ 15,707.72	12.9%	2
CommServPros, LLC	\$ 203,012.78	\$ 80,862.78	66.2%	3

PROCUREMENT CAVEATS — READ BEFORE AWARD
1. APPARENT LOW DOES NOT EQUAL BEST VALUE. Per County scoring sheet, technical merit drives award; pricing is one of 10 weighted categories.
2. SCOPE COMPARABILITY: Vendors quoted DIFFERENT route footages (FI: 9,000 LF Mears: 11,250 LF CSP: ~13,000 LF backbone). See Scope Coverage sheet.
3. EXCLUSIONS DIFFER MATERIALLY: Mears excludes traffic control (cost+10%), permits, engineering, BMPs. CSP includes traffic control (\$20,482) and permits in base.
4. CSP BASE BID INCLUDES \$108,903.98 LUMP LABOR — not itemized. True line-item parity across all three vendors is not possible without further breakdown.
5. MEARS TERMS: 288-count fiber non-BABA-compliant unless certification provided; warranty proposed at 2 years (RFP terms TBD); non-itemized restoration.
6. FI BAFO: Submitted as Best and Final Offer — assumed to reflect final pricing and includes broader material scope (CCH panels, fiber materials) than Mears.
7. CSP ADDERS (\$4,800) NOT IN BASE: Owner should determine which adders are required by final scope before award (innerduct, additional slack, HWY 29 TC).
8. RECOMMENDED PROCEDURE: (a) Confirm scope with each vendor; (b) Issue clarification letters for non-itemized items; (c) Apply Best Value scoring with adjusted prices.

NORMALIZED SIDE-BY-SIDE COMPARISON BY SCOPE CATEGORY

Each vendor's line items rolled into common scope categories. Subtotals enable apples-to-apples comparison.

Scope Category	Future Infrastructure	Mears Broadband	CommServPros, LLC	Notes
1. PROJECT SETUP				
Mobilization & Demobilization	\$ 10,000.00	\$ 5,750.34	Incl. in labor	FI separate line; CSP rolls into \$108,904 labor
2. AERIAL STRAND & HARDWARE				
Strand Install (1/4" EHS, labor)	\$ 15,300.00	\$ 30,262.50	Incl. in labor	FI: 9,000 LF Mears: 11,250 LF
Strand & Hardware Materials	\$ 18,000.00	Incl. above	\$ 5,250.00	FI separate material line; Mears bundles; CSP: 7,500 LF @ \$0.70
Anchors	Incl.	\$ 2,070.18	Incl. in strand mat'l	Mears prices anchors separately (18 EA)
Restoration	Excl.	\$ 8,050.80	Excl.	Only Mears prices restoration (60 SF)
3. FIBER LASHING				
Fiber Lashing — Labor	\$ 20,250.00	\$ 21,600.00	Incl. in labor	FI: 9,000 LF Mears: 11,250 LF
Lashing Materials & Consumables	Incl. in #2	Incl. above	\$ 4,400.00	CSP itemizes lashing materials (11,000 LF)
Overlash Existing Strand	—	\$ 768.00	Per drawings	Mears prices 400 LF; CSP scope shows poles 1-11 overlap
4. MAKE-READY				
Make-Ready Pole Work	\$ 12,500.00	\$ 5,060.88	Incl. in labor	FI: 25 EA @ \$500 Mears: 66 LS @ \$76.68 (One Touch MR)
5. SPLICING & TERMINATION				
Fusion Splicing (labor)	\$ 3,840.00	\$ 17,665.92	Incl. in labor	FI: 96 EA Mears: 576 EA — vendors disagree by 6x
Fiber Termination (labor)	\$ 960.00	\$ 17,665.92	Incl. in labor	FI: 24 EA Mears: 576 EA
CCH Termination Panels — Loaded	\$ 14,000.00	Excl.	\$ 23,791.30	FI: 4 EA @ \$3,500 CSP: housings + cassettes itemized Mears: not in scope
Splice Closures (FOSC 450)	\$ 1,800.00	\$ 766.72	\$ 1,025.40	FI: 2 EA @ \$900 Mears: 2 EA @ \$383 CSP: 2 EA @ \$513
Splice Trays & Sleeves	Incl. in FOSC	Incl.	\$ 2,554.80	CSP itemizes 36 trays + 1,000 sleeves
6. TESTING				
OTDR Testing (Bi-Directional)	Incl. in splicing	\$ 11,041.92	Incl. in labor	Only Mears itemizes OTDR (576 EA @ \$19.17)
Power Meter / Insertion Loss Test	Incl. in splicing	\$ 11,041.92	Incl. in labor	Only Mears itemizes power meter (576 EA @ \$19.17)
7. STORAGE & HARDWARE				
Slack Storage Loops / Snowshoes	\$ 1,500.00	\$ 1,725.12	\$ 798.40	FI: 15 EA Mears: 9 EA CSP: 16 EA
8. POLE INSTALLATION				
New Pole Installation (incl. materials)	\$ 6,000.00	Excl.	\$ 6,891.00	FI & CSP price 3 new poles; Mears excludes pole installation
9. UNDERGROUND / SPECIAL WORK				
Underground Fiber Placement	\$ 1,200.00	Excl.	Excl.	FI prices 400 LF UG (Library to Courthouse)
Highway Crossing (HWY 29 TXDOT)	Excl.	Excl.	\$ 8,433.80	Only CSP prices TXDOT crossing (2 EA)
10. FIBER OPTIC CABLE — MATERIALS				
Fiber Cable (48ct & 12ct SM)	\$ 16,800.00	Excl.	\$ 8,040.00	FI: 6,000 FT @ \$2.80 CSP: 9,300 FT (48ct) + 1,000 FT (12ct)
Note on 288-count fiber	Not itemized	County-furnished?	Not in BOM	288ct fiber sourcing & BABA compliance is OPEN ITEM
11. SUPPORT & EQUIPMENT				
Construction Equipment	Incl.	Incl.	\$ 3,012.10	Only CSP itemizes equipment cost
Misc. Material	—	—	\$ 7,743.20	CSP only
12. DOCUMENTATION				
As-Built / Closeout Documentation	Incl.	\$ 4,387.50	\$ 1,686.80	Mears: 11,250 LF @ \$0.39 CSP: lump \$1,687
13. TRAFFIC CONTROL				
Traffic Control	Incl.	Cost+10% (excl.)	\$ 20,482.00	Mears EXCLUDES from base bid; CSP includes \$20,482
14. LABOR (NON-ITEMIZED)				
CSP Lump Labor (covers items above marked 'Incl. in labor')	—	—	\$ 108,903.98	CSP labor for ALL trades not itemized in materials
TOTAL BASE BID (Sum of all itemized + lump item)	\$ 122,150.00	\$ 137,857.72	\$ 203,012.78	Matches each vendor's submitted total

UNIT PRICE BENCHMARKING — DIRECTLY COMPARABLE LINE ITEMS

Where two or more vendors quoted comparable units, this view shows price-per-unit deltas. Lowest unit price highlighted green.

Unit	UoM	Future Infrastructure	Mears Broadband	CommServPros	Lowest Unit Price
Mobilization	LS	\$ 10,000.00	\$ 5,750.34	—	\$ 5,750.34
1/4" EHS Galv. Strand Install (labor only)	\$/LF	\$ 1.70	\$ 2.69	\$ 0.70	\$ 0.70
Aerial Construction Materials	\$/LF	\$ 2.00	—	\$ 0.40	\$ 0.40
Fiber Lashing (labor)	\$/LF	\$ 2.25	\$ 1.92	—	\$ 1.92
Make-Ready (per pole)	\$/EA	\$ 500.00	\$ 76.68	—	\$ 76.68
Fusion Splicing	\$/EA	\$ 40.00	\$ 30.67	—	\$ 30.67
Fiber Termination	\$/EA	\$ 40.00	\$ 30.67	—	\$ 30.67
Slack Storage Loop / Snowshoe	\$/EA	\$ 100.00	\$ 191.68	\$ 49.90	\$ 49.90
FOSC 450 D6 Splice Closure	\$/EA	\$ 900.00	\$ 383.36	\$ 512.70	\$ 383.36
New Pole Install (incl. materials)	\$/EA	\$ 2,000.00	—	\$ 2,297.00	\$ 2,000.00
CCH Termination Panel — Loaded	\$/EA	\$ 3,500.00	—	—	N/A — only one bid
Fiber Optic Cable (48ct/12ct SM)	\$/FT	\$ 2.80	—	\$ 0.80	\$ 0.80
OTDR Test (Bi-Directional)	\$/EA	—	\$ 19.17	—	N/A — only one bid
Power Meter Test	\$/EA	—	\$ 19.17	—	N/A — only one bid
As-Builts (per LF)	\$/LF	—	\$ 0.39	—	N/A — only one bid

Note: Direct unit-price comparison is only valid when scope of the unit matches across vendors. CSP labor bundled in lump means CSP unit prices below show MATERIAL ONLY in many rows — not labor + material. Do not award based on unit price alone.

FUTURE INFRASTRUCTURE — BAFO Pricing Worksheet (As Submitted)

Line #	Line Item	Description	UoM	Qty	Unit Price	Extended Price
1	Mobilization & Demobilization	Mob/demob of crew, equipment, materials, traffic control setup, safety, site prep	LS	1	\$ 10,000.00	\$ 10,000.00
2	Install 1/4" EHS Galv. Messenger Strand	Furnish & install 1/4" EHS galv. steel messenger strand on poles incl. hardware, anchors, tensioning	LF	9,000	\$ 1.70	\$ 15,300.00
3	Lash Fiber Optic Cable to New Strand	Lash FOC to new strand using pneumatic/hydraulic lashing machine; proper placement, gauge, tension	LF	9,000	\$ 2.25	\$ 20,250.00
4	Make-Ready Work on Existing Utility Poles	Transfer existing utilities, riser guards, clearance verification, attachment adjustment per NESC	EA	25	\$ 500.00	\$ 12,500.00
5	Fiber Optic Cable Termination (Corning CCH or Approved Equal)	Terminate FOC at designated points using factory connectors or fusion-spliced pigtails	EA	24	\$ 40.00	\$ 960.00
6	Fusion Splicing incl. Testing & Documentation	Fusion splice incl. fiber prep, cleaving, splice loss testing, splice enclosure placement, OTDR traces	EA	96	\$ 40.00	\$ 3,840.00
7	Fiber Storage (Slack) Loops with Snow Shoes	Storage loops at splice enclosures, hand-holes, terminals; min bend radius maintained	EA	15	\$ 100.00	\$ 1,500.00
8	Pole Install incl. Materials	Furnish & install new aerial poles — Class 5 35 ft	EA	3	\$ 2,000.00	\$ 6,000.00
9	Place Underground Fiber	UG fiber placement from Library to Courthouse	LF	400	\$ 3.00	\$ 1,200.00
10	Aerial Construction Materials	1/4" Strand, Lashing Wire, Machine Bolt, Storage Brackets	LF	9,000	\$ 2.00	\$ 18,000.00
11	Corning CCH Termination Panels — Loaded	FOSC 450 D6 closure, gel sealing, six 72-splice trays, test valve, Corning CCH Panels	EA	4	\$ 3,500.00	\$ 14,000.00
12	FOSC 450 D6 Fiber Optic Splice Closure	FOSC 450 D6 closure, gel cable sealing, six pre-installed 72-splice trays, test valve, Corning CCH Panels	EA	2	\$ 900.00	\$ 1,800.00
13	Fiber Optic Cable — Materials	48 Ct Single Mode Loose Tube + 12 Ct Single Mode Loose Tube Fiber	FT	6,000	\$ 2.80	\$ 16,800.00
TOTAL BAFO BID						\$ 122,150.00

MEARS BROADBAND — Pricing Proposal Attachment 2 (As Submitted)

No.	Bid Item	UoM	Qty	Unit Price	Extended
1	Mobilization	EA	1	\$ 5,750.34	\$ 5,750.34
1.1	Traffic Control — Pass Thru 10% (excluded from base)	%	10%	—	—
2	Install 1/4" Galvanized Strand with Hardware	LF	11,250	\$ 2.69	\$ 30,262.50
2.1	Anchors	EA	18	\$ 115.01	\$ 2,070.18
2.2	Restoration	SqFt	60	\$ 134.18	\$ 8,050.80
3	Lash Fiber Optic Cable to New Strand	LF	11,250	\$ 1.92	\$ 21,600.00
3.1	Overlash	LF	400	\$ 1.92	\$ 768.00
4	One Touch Make Ready	LS	66	\$ 76.68	\$ 5,060.88
5	Terminate FOC w/ Factory-Installed Connectors/Pigtails	EA	576	\$ 30.67	\$ 17,665.92
6	Fusion Splicing	EA	576	\$ 30.67	\$ 17,665.92
6.1	Bi-Directional OTDR Test	EA	576	\$ 19.17	\$ 11,041.92
6.2	Power Meter Test	EA	576	\$ 19.17	\$ 11,041.92
7	Storage Loops	EA	9	\$ 191.68	\$ 1,725.12
7.1	FOSC 450 Closure	EA	2	\$ 383.36	\$ 766.72
8	As-Builts	LF	11,250	\$ 0.39	\$ 4,387.50
	TOTAL — UNIT-BASED PRICING				\$ 137,857.72

COMMSERVPROS, LLC — Quote CSP 261013 (As Submitted)

Description	UoM	Qty	Unit Price	Extended
MATERIALS				
Superior Essex 48-Strand SM Outdoor Armored Fiber	FT	9,300	\$ 0.80	\$ 7,440.00
Superior Essex 12-Strand SM Outdoor Armored Fiber	FT	1,000	\$ 0.60	\$ 600.00
Snow Shoe Slack Storage	EA	16	\$ 49.90	\$ 798.40
CCH Pigtailed Splice Cassette 24F LC/APC SM (OS2)	EA	18	\$ 1,194.30	\$ 21,497.40
CCH Pigtailed Splice Cassette 12F LC/APC SM (OS2)	EA	1	\$ 615.90	\$ 615.90
Splice Tray, Heat-shrink Fusion, 24F	EA	36	\$ 54.30	\$ 1,954.80
Closet Connector Housing 4U (12 panels)	EA	1	\$ 500.20	\$ 500.20
Closet Connector Housing 2U (4 panels)	EA	3	\$ 392.60	\$ 1,177.80
Fusion Splice Sleeve, 60mm (per 100)	EA	1,000	\$ 0.60	\$ 600.00
FOSC-450 Splice Case	EA	2	\$ 512.70	\$ 1,025.40
1/4" Strand & Hardware (incl. anchors)	LF	7,500	\$ 0.70	\$ 5,250.00
Lashing Materials & Consumables	LF	11,000	\$ 0.40	\$ 4,400.00
HWY 29 (Polk) TXDOT Crossing	EA	2	\$ 4,216.90	\$ 8,433.80
Class 2 40 ft Wood Poles	EA	3	\$ 2,297.00	\$ 6,891.00
As-Builts	LS	1	\$ 1,686.80	\$ 1,686.80
Equipment	LS	1	\$ 3,012.10	\$ 3,012.10
Traffic Control	LS	1	\$ 20,482.00	\$ 20,482.00
Misc. Material	LS	1	\$ 7,743.20	\$ 7,743.20
LABOR				
Total Labor (lump sum, not itemized by trade)	LS	1	\$ 108,903.98	\$ 108,903.98
OPTIONAL ADDERS — NOT INCLUDED IN BASE BID				
Aerial Innerduct between Poles 47–51 (715 ft)	LS	1	\$ 1,800.00	\$ 1,800.00
Additional Fiber Slack Loops (200 ft)	LS	1	\$ 600.00	\$ 600.00
Traffic Control — HWY 29 with Law Enforcement	LS	1	\$ 2,400.00	\$ 2,400.00
Subtotal — Materials				\$ 94,108.80
Subtotal — Labor				\$ 108,903.98
TOTAL PROJECT (BASE BID)				\$ 203,012.78
Total Optional Adders				\$ 4,800.00

SCOPE COVERAGE MATRIX — WHAT'S INCLUDED IN EACH BID

✓ = Included in base bid ✗ = Excluded ● = Conditional / Pass-Through — = Not Addressed

Scope Element	Future Infrastructure	Mears Broadband	CommServPros	Notes
Mobilization & Site Setup	✓	✓	✓ (in labor)	
Aerial Strand Installation	✓	✓	✓	Footage assumptions vary
Strand & Hardware Materials	✓	✓	✓	
Anchors	✓	✓ (sep.)	✓	Mears prices separately
Restoration / Backfill / Grading	—	✓	—	Only Mears itemizes restoration
Fiber Lashing	✓	✓	✓	
Overlash on Existing Strand	—	✓	✓	FI does not address overlash
Make-Ready Coordination	✓	✓ (OTMR)	✓	Mears uses One Touch Make-Ready
Pole Owner Coordination	✓	✓	✓	
Electrical Make-Ready	✗ (Excluded)	✗ (Excluded)	✗ (Excluded)	Mears excludes electrical MR
New Pole Installation	✓ (3 EA)	✗	✓ (3 EA)	Mears does NOT install new poles
Fusion Splicing	✓ (96 EA)	✓ (576 EA)	✓ (in labor)	6x quantity discrepancy
Fiber Termination	✓ (24 EA)	✓ (576 EA)	✓ (in labor)	Major scope difference
CCH Termination Panels — Loaded	✓ (4 EA)	✗	✓	Mears excludes; FI/ CSP include
FOSC 450 D6 Splice Closures	✓ (2 EA)	✓ (2 EA)	✓ (2 EA)	All three include 2 closures
Splice Trays & Sleeves	Bundled	Bundled	✓ (itemized)	
Slack Storage Loops / Snowshoes	✓ (15 EA)	✓ (9 EA)	✓ (16 EA)	Quantities differ
OTDR Testing (1310/1550 nm)	Bundled in splicing	✓ (sep. line)	Bundled	Only Mears itemizes
Power Meter / Insertion Loss Testing	Bundled	✓ (sep. line)	Bundled	Only Mears itemizes
As-Built Drawings	—	✓	✓	FI not explicitly itemized
Splice Diagrams & Documentation	Bundled	✓	✓	
Underground Fiber (Library to Courthouse)	✓ (400 LF)	✗	✗	Only FI prices UG segment
HWY 29 TXDOT Crossing	—	—	✓ (2 EA)	Only CSP prices crossing
Fiber Optic Cable Materials (48ct/12ct)	✓ (6,000 FT)	✗	✓ (10,300 FT)	Mears assumes county-furnished?
288-count Fiber Sourcing	—	Conditional (BABA)	—	Mears: non-BABA unless cert. provided
Permits & ROW Approvals	—	✗ (Customer)	✓	Mears: customer responsibility
Engineering & PE Drawings	—	✗	✓ (field verification)	Mears excludes engineering
Storm Water Protection (BMPs)	—	✗	—	Mears explicitly excludes
Environmental Studies	—	✗	—	Mears explicitly excludes
Traffic Control	—	● Cost+10%	✓ (\$20,482)	Mears passes through; CSP itemizes
Police / Certified Detail	—	● Cost+10%	✓ (in TC)	
Bonding / Letter of Credit / Liq. Damages	—	✗	—	Mears excludes from unit rates
Warranty	—	2 Years	2 Years	Mears proposes RFP warranty be revised

BEST VALUE ANALYSIS — TECHNICAL + PRICE COMBINED

Combines County's technical scoring with price using standard government formulas

SECTION 1 — TECHNICAL SCORES (FROM COUNTY SCORING SHEET)					
Category	Weight	Future Infrastructure	Mears Broadband	CommServPros	Notes
1. Company Qualifications & Experience	15%	5.00	4.40	5.00	
2. Scope Understanding & Approach	15%	2.80	3.33	4.80	
3. Materials & Specified Products	12%	4.33	2.83	4.67	
4. Engineering, Permitting & Make-Ready	12%	2.50	3.00	4.75	
5. Splicing & Termination	12%	3.75	2.75	4.25	
6. Testing & Acceptance	7%	5.00	5.00	5.00	
7. Documentation & Closeout	3%	4.75	3.75	4.75	
8. Project Schedule & Risk Management	8%	2.50	2.25	4.75	
9. Safety & Compliance	1%	3.00	4.00	2.50	
10. Pricing & Commercial Terms	15%	2.67	1.67	4.67	
TECHNICAL WEIGHTED SCORE (of 5.00)	100%	3.56	3.12	4.71	Source: 2026-04-23 BurnetCounty Best Value Scoring Sheet

SECTION 2 — PRICING ANALYSIS (LOWEST-PRICE METHOD)				
Metric	Future Infrastructure	Mears Broadband	CommServPros	Note
Total Base Bid	\$ 122,150.00	\$ 137,857.72	\$ 203,012.78	As submitted
Price Score (Lowest ÷ Vendor × 5.00)	5.00	4.43	3.01	Standard government low-price formula scaled to 5-pt scale

SECTION 3 — COMBINED BEST VALUE (CONFIGURABLE WEIGHTS)					
Technical Weight (input)	85%	← BLUE: alls are user inputs; default = 85% technical / 15% price (matches County weight)			
Price Weight (input)	15%	Adjust to test sensitivity (e.g., 70/30 or 50/50)			
Sum check (must = 100%)	100%				
Component	Weight	Future Infrastructure	Mears Broadband	CommServPros	Notes
Technical Score (out of 5.00)	85%	3.56	3.12	4.71	
Price Score (out of 5.00)	15%	5.00	4.43	3.01	
COMPOSITE BEST VALUE SCORE (out of 5.00)		3.78	3.32	4.45	Highest score = Best Value
RANK (1 = Best Value)		2	3	1	

IMPORTANT NOTES	
• County's scoring sheet weights pricing at 15% (Category 10). The Section 3 default of 85/15 mirrors that weight applied to a price-score model.	
• Category 10 in the County sheet measures pricing TRANSPARENCY and commercial terms — not absolute price level. This sheet adds the absolute-price dimension.	
• Sensitivity test: change the weights in cells B24 and B25 to see how the ranking shifts under different priorities.	
• Technical scores were taken directly from the County's Best Value Scoring Sheet. Re-score interviews if scope clarifications materially change the basis.	
• If scope clarification reduces CSP price (e.g., remove redundant traffic control) or adjusts Mears price (e.g., add traffic control allowance), re-run this analysis.	