

BURNET COUNTY — AERIAL FIBER OPTIC INSTALLATION

Best Value Scoring Sheet — Instructions & Legend

PURPOSE

This workbook supports a Best Value evaluation for the Burnet County Aerial Fiber Optic Installation RFP. Scoring is weighted across 10 categories drawn from the Vendor Interview Question document. Pricing is intentionally the lowest-weighted criterion (5%) to ensure technical merit and project execution capability drive the selection decision.

HOW TO USE THIS WORKBOOK

- Step 1
- Navigate to the 'Category Scores' tab. Enter vendor names in row 6 (up to 5 vendors).
- Step 2
- For each category and each vendor, enter a score from 1 to 5 in the yellow input cells.
- Step 3
- The 'Summary Dashboard' tab automatically calculates weighted scores and ranks vendors.
- Step 4
- Review the Detail Notes tab to record qualitative observations per vendor per category.
- Step 5
- Award recommendation is based on the highest total weighted score on the Dashboard.

SCORING SCALE (1–5)

|                  |                                                                                          |
|------------------|------------------------------------------------------------------------------------------|
| 5 – Excellent    | Thorough, specific, confident answer. Exceeds expectations. No follow-up needed.         |
| 4 – Good         | Clear, competent answer with minor gaps. Acceptable with minimal clarification.          |
| 3 – Adequate     | Partial answer. Key elements addressed but detail is lacking. Written RFI recommended.   |
| 2 – Weak         | Vague or incomplete. Significant gaps in knowledge or plan. High risk indicator.         |
| 1 – Unacceptable | Unable to answer or answer contradicts RFP requirements. Disqualification consideration. |
| 0 – N/A / Skip   | Question not applicable or vendor declined to answer. Does not affect weighted score.    |

| CATEGORY WEIGHTS                     |        |                                                            |
|--------------------------------------|--------|------------------------------------------------------------|
| Category                             | Weight | What is Evaluated                                          |
| Company Qualifications & Experience  | 15%    | References, certifications, key personnel                  |
| Scope Understanding & Approach       | 15%    | Segment knowledge, quantities, sequencing                  |
| Materials & Specified Products       | 12%    | CCH, FOSC 450 D6, strand, county-furnished fiber handling  |
| Engineering, Permitting & Make-Ready | 12%    | PE access, ROW, pole owner coordination                    |
| Splicing & Termination               | 12%    | Splicer quality, fiber assignment, documentation           |
| Testing & Acceptance                 | 7%     | OTDR capability, 288-strand workflow, corrective action    |
| Documentation & Closeout             | 3%     | As-builts, GIS/CAD, splice diagrams, warranty              |
| Project Schedule & Risk Management   | 8%     | Realistic timeline, crew availability, risk identification |
| Safety & Compliance                  | 1%     | EMR, 811 locates, NESC clearances                          |
| Pricing & Commercial Terms           | 15%    | Transparency, exclusions, change order terms               |
| TOTAL                                | 100%   |                                                            |

## BURNET COUNTY — AERIAL FIBER OPTIC INSTALLATION

## Best Value Scoring Sheet — Category Scores

Instructions: Enter vendor names in Row 6. Score each question 1–5 (or 0 for N/A) in the yellow cells. Weighted scores calculate automatically. Pricing is weighted at 5% — the lowest of all categories.

| CATEGORY / QUESTION                                              |                                                                                      | Vendor 1        | Vendor 2              | Vendor 3          | Vendor 4      | Vendor 5      | Notes / Red Flags |
|------------------------------------------------------------------|--------------------------------------------------------------------------------------|-----------------|-----------------------|-------------------|---------------|---------------|-------------------|
| ▶ Enter Vendor Names →                                           |                                                                                      | Mears Broadband | Future Infrastructure | CommServPros, LLC | Vendor 4 Name | Vendor 5 Name |                   |
| <b>1. Company Qualifications &amp; Experience   Weight: 15%</b>  |                                                                                      | 4.20            | 4.60                  | 4.80              | 0.00          | 0.00          |                   |
| Q1                                                               | How many years in aerial fiber and 3 references for 144-count+ projects?             | 5               | 5                     | 5                 |               |               |                   |
| Q2                                                               | Documented 288-strand aerial fiber experience — describe a recent project.           | 5               | 5                     | 5                 |               |               |                   |
| Q3                                                               | Certifications held by technicians and splicers (FOA, BICSI, etc.)?                  | 3               | 4                     | 5                 |               |               |                   |
| Q4                                                               | Dedicated Project Manager — who and what is their relevant experience?               | 4               | 5                     | 5                 |               |               |                   |
| Q5                                                               | In-house crews or subcontractors? Subcontractor identity and experience?             | 4               | 4                     | 4                 |               |               |                   |
| <b>2. Scope Understanding &amp; Approach   Weight: 15%</b>       |                                                                                      | 2.33            | 2.40                  | 4.80              | 0.00          | 0.00          |                   |
| Q1                                                               | Confirm four fiber segments: 288SM/4000ft, 48SM/6500ft, 12SM/150ft, 48SM/600ft.      | 0               | 1                     | 5                 |               |               |                   |
| Q2                                                               | How do you reconcile '2 miles' with the four segments totaling ~11,250 LF?           | 2               | 4                     | 5                 |               |               |                   |
| Q3                                                               | How will you handle the transition from 288-strand to smaller counts at branches?    | 4               | 4                     | 5                 |               |               |                   |
| Q4                                                               | Confirm 78 make-ready poles and describe coordination with pole owners.              | 0               | 2                     | 5                 |               |               |                   |
| Q5                                                               | How will you sequence work across all four segments to meet the 15-day window?       | 1               | 1                     | 4                 |               |               |                   |
| <b>3. Materials &amp; Specified Products   Weight: 12%</b>       |                                                                                      | 2.67            | 4.50                  | 4.67              | 0.00          | 0.00          |                   |
| Q1                                                               | Process for receiving, inspecting, and managing county-furnished fiber cable.        | 4               | 4                     | 5                 |               |               |                   |
| Q2                                                               | Familiarity with Corning CCH product line for building terminations.                 | 5               | 5                     | 5                 |               |               |                   |
| Q3                                                               | Experience with FOSC 450 D6 splice closures — how many required for this project?    | 1               | 5                     | 5                 |               |               |                   |
| Q4                                                               | Number and locations of storage loops and fiber snowshoes planned.                   | 2               | 4                     | 5                 |               |               |                   |
| Q5                                                               | Pneumatic or hydraulic lashing machine? Lashing wire gauge for 288-strand?           | 2               | 5                     | 4                 |               |               |                   |
| Q6                                                               | Brand and spec of 1/4" EHS galvanized strand — can they provide a data sheet?        | 2               | 4                     | 4                 |               |               |                   |
| <b>4. Engineering, Permitting &amp; Make-Ready   Weight: 12%</b> |                                                                                      | 3.00            | 2.00                  | 4.50              | 0.00          | 0.00          |                   |
| Q1                                                               | Have they done a preliminary survey? Lead time for field engineering?                | 1               | 1                     | 5                 |               |               |                   |
| Q2                                                               | Pole owner identification and experience with Texas utility make-ready coordination. | 4               | 1                     | 5                 |               |               |                   |
| Q3                                                               | Anticipated permitting and make-ready duration — does it fit the schedule?           | 3               | 1                     | 5                 |               |               |                   |
| Q4                                                               | Stamped engineering drawings if required — PE on staff or under contract?            | 4               | 5                     | 3                 |               |               |                   |
| Q5                                                               | ROW/permit approvals identified and approach to managing the approval process?       | 0               | 0                     | 0                 |               |               |                   |
| <b>5. Splicing &amp; Termination   Weight: 12%</b>               |                                                                                      | 3.00            | 4.25                  | 4.75              | 0.00          | 0.00          |                   |
| Q1                                                               | Anticipated fusion splice count and process to achieve ≤0.1 dB/splice loss.          | 3               | 3                     | 4                 |               |               |                   |
| Q2                                                               | Splicing plan for 288-strand — fiber assignment from Data Center to all endpoints.   | 3               | 4                     | 5                 |               |               |                   |
| Q3                                                               | Plan for future termination locations (Ag Life, Public Defender, Bertram District).  | 0               | 0                     | 0                 |               |               |                   |
| Q4                                                               | Fusion splicer model, calibration status, and who performs splicing.                 | 1               | 5                     | 5                 |               |               |                   |
| Q5                                                               | Fiber and panel labeling scheme for accurate as-built documentation.                 | 5               | 5                     | 5                 |               |               |                   |
| <b>6. Testing &amp; Acceptance   Weight: 10%</b>                 |                                                                                      | 5.00            | 5.00                  | 5.00              | 0.00          | 0.00          |                   |
| Q1                                                               | OTDR equipment — capable of 1310 nm and 1550 nm as required?                         | 5               | 5                     | 5                 |               |               |                   |
| Q2                                                               | Workflow and timeline to complete 100% testing of all 288 strands.                   | 5               | 5                     | 5                 |               |               |                   |
| Q3                                                               | Will the County be able to witness live OTDR testing?                                | 0               | 0                     | 0                 |               |               |                   |
| Q4                                                               | Process when a test result fails or exceeds the approved loss budget.                | 0               | 0                     | 0                 |               |               |                   |
| Q5                                                               | Format and organization of delivered OTDR and insertion loss test results.           | 5               | 5                     | 5                 |               |               |                   |
| <b>7. Documentation &amp; Closeout   Weight: 8%</b>              |                                                                                      | 4.00            | 5.00                  | 4.25              | 0.00          | 0.00          |                   |
| Q1                                                               | Sample as-built from a previous project — GIS or CAD capability?                     | 2               | 5                     | 3                 |               |               |                   |

|                                                       |                                                                                |      |      |      |      |      |                       |
|-------------------------------------------------------|--------------------------------------------------------------------------------|------|------|------|------|------|-----------------------|
| Q2                                                    | Standard splice diagram contents and fiber/tube assignment documentation.      | 5    | 5    | 5    |      |      |                       |
| Q3                                                    | How will the complete closeout package be compiled and delivered?              | 5    | 5    | 4    |      |      |                       |
| Q4                                                    | Warranty documentation provided and warranty claim handling process.           | 4    | 5    | 5    |      |      |                       |
| 8. Project Schedule & Risk Management   Weight: 8%    |                                                                                | 2.50 | 3.00 | 4.75 | 0.00 | 0.00 |                       |
| Q1                                                    | How do they interpret the 15-calendar-day substantial completion requirement?  | 2    | 3    | 4    |      |      |                       |
| Q2                                                    | Detailed project schedule with all RFP milestones provided?                    | 0    | 0    | 0    |      |      |                       |
| Q3                                                    | Current crew availability and backlog — can they begin immediately upon award? | 4    | 4    | 5    |      |      |                       |
| Q4                                                    | Top three project risks identified and mitigation strategies described.        | 1    | 1    | 5    |      |      |                       |
| Q5                                                    | Traffic control plan and familiarity with Burnet County / surrounding area.    | 3    | 4    | 5    |      |      |                       |
| 9. Safety & Compliance   Weight: 3%                   |                                                                                | 4.00 | 3.00 | 3.00 | 0.00 | 0.00 |                       |
| Q1                                                    | Current project-specific safety plan available? EMR rate (target <1.0)?        | 5    | 2    | 3    |      |      | BC Responsibility     |
| Q2                                                    | 811 utility locate process — who initiates and tracks for this project?        | 3    | 4    | 3    |      |      |                       |
| Q3                                                    | Coordination with electric utilities to maintain NESC clearances during work.  | 0    | 0    | 0    |      |      |                       |
| 10. Pricing & Commercial Terms   Weight: 15% ← LOWEST |                                                                                | 2.00 | 3.00 | 5.00 | 0.00 | 0.00 |                       |
| Q1                                                    | Pricing based on RFP quantities or adjusted? All four segments itemized?       | 2    | 2    | 5    |      |      |                       |
| Q2                                                    | Specific exclusions identified that may result in change orders?               | 0    | 0    | 0    |      |      |                       |
| Q3                                                    | Material lead times accounted for in schedule (FOSC 450 D6, CCH, strand)?      | 2    | 4    | 5    |      |      |                       |
| Q4                                                    | Payment terms and mobilization payment requirements?                           | 2    | 3    | 5    |      |      |                       |
| Q5                                                    | Change order conditions defined — T&M rates for out-of-scope work?             | 0    | 0    | 0    |      |      |                       |
| WEIGHTED TOTAL SCORE (out of 5.00)                    |                                                                                | 3.26 | 3.72 | 4.67 | 0.00 | 0.00 | Higher = Better Value |

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*Scores pull automatically from the Category Scores tab. The vendor with the highest Weighted Total Score represents the best value. Pricing is weighted at 5% (lowest category).*

| Evaluation Category                              | Weight | Mears Broadband | Infrastruc | LL Vendor 4 Name | LL Vendor 5 Name |
|--------------------------------------------------|--------|-----------------|------------|------------------|------------------|
| 1. Company Qualifications & Experience           | 15%    | 4.20            | 4.60       | 4.80             | 0.00             |
| 2. Scope Understanding & Approach                | 15%    | 2.33            | 2.40       | 4.80             | 0.00             |
| 3. Materials & Specified Products                | 12%    | 2.67            | 4.50       | 4.67             | 0.00             |
| 4. Engineering, Permitting & Make-Ready          | 12%    | 3.00            | 2.00       | 4.50             | 0.00             |
| 5. Splicing & Termination                        | 12%    | 3.00            | 4.25       | 4.75             | 0.00             |
| 6. Testing & Acceptance                          | 7%     | 5.00            | 5.00       | 5.00             | 0.00             |
| 7. Documentation & Closeout                      | 3%     | 4.00            | 5.00       | 4.25             | 0.00             |
| 8. Project Schedule & Risk Management            | 8%     | 2.50            | 3.00       | 4.75             | 0.00             |
| 9. Safety & Compliance                           | 1%     | 4.00            | 3.00       | 3.00             | 0.00             |
| 10. Pricing & Commercial Terms ← Lowest Weighted | 15%    | 2.00            | 3.00       | 5.00             | 0.00             |
| WEIGHTED TOTAL SCORE (out of 5.00)               | 100%   | 3.26            | 3.72       | 4.67             | 0.00             |
| RANK                                             |        | 3               | 2          | 1                | 4                |
| RECOMMENDED VENDOR (Highest Score)               |        | 4.80            |            |                  |                  |

**NOTE:** Pricing & Commercial Terms is intentionally the lowest-weighted category (5%). Best value is determined primarily by technical merit, experience, and execution capability. A vendor with a lower price but significantly lower technical scores may not represent best value.

**BURNET COUNTY — AERIAL FIBER OPTIC INSTALLATION**

**Vendor Interview — Qualitative Detail Notes**

*Record specific vendor responses, red flags, and standout answers here. Reference these notes when finalizing award recommendation.*

| CATEGORY                                | Mears Broadband                                                                                                           | Future Infrastructure                                                                                                                                                                   | CommServPros, LLC                                                                                                                         |
|-----------------------------------------|---------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|
| 1. Company Qualifications & Experience  | All companies have many years of experience                                                                               | All companies have many years of experience                                                                                                                                             | All companies have many years of experience                                                                                               |
| 2. Scope Understanding & Approach       | Mears presentation was just a sales pitch and did not cover any project specifics. Project understanding is questionable. | Future had not viewed any of the pathing documents or pole evaluations. They demonstrated flexibility by quickly adjusting their presentation after being presented with the documents. | CommServPros, LLC demonstrated thorough understanding of project needs and even suggested additional items to consider for final product. |
| 3. Materials & Specified Products       | Did not have fiber on their quote and expressed concern with lead times on materials.                                     | Did not have fiber on their quote but said they had lots of product in stock.                                                                                                           | Had full amount of fiber to complete the job on their quote and additional product availability                                           |
| 4. Engineering, Permitting & Make-Ready | N/A                                                                                                                       |                                                                                                                                                                                         | N/A                                                                                                                                       |
| 5. Splicing & Termination               | Incorrectly named splicing device                                                                                         | Correctly named 1 of their splicing devices                                                                                                                                             | Was able to identify multiple splicing devices used by their company                                                                      |
| 6. Testing & Acceptance                 | All companies have extensive testing and acceptance practices                                                             | All companies have extensive testing and acceptance practices                                                                                                                           | All companies have extensive testing and acceptance practices                                                                             |
| 7. Documentation & Closeout             | Multiple forms of documentation                                                                                           | Multiple forms of documentation                                                                                                                                                         | Only google earth of path and pictures of splice boxes                                                                                    |
| 8. Project Schedule & Risk Management   | 30 days                                                                                                                   | 30 days                                                                                                                                                                                 | 21 days                                                                                                                                   |
| 9. Safety & Compliance                  | Safety first                                                                                                              |                                                                                                                                                                                         |                                                                                                                                           |
| 10. Pricing & Commercial Terms          | Pricing is low and many materials missing from quote                                                                      | Pricing is low and many materials missing from quote                                                                                                                                    | Pricing is adequate and materials needed to complete project present on quote.                                                            |