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MEMORANDUM

TO: Michael Garvey, Executive Director, MGSA

FROM: Tom Robinson, Executive Vice President, CBG Communications, Inc.

SUBJECT: **Proposal to Provide Additional Consulting Services to the Marin General Services Authority (MGSA) Concerning Assistance in the Identification of Specific Commitments for Funding and Utilization of a Wireless Broadband System Pilot Project, Implementation and Evaluation of the Pilot Project and Development of a RFP for Wireless Broadband System Implementation Consistent With the Pilot Project Outcomes**

DATE: 9/10/2007

CC: Dick Nielsen, CBG Communications, Inc.

Per our discussion, CBG Communications, Inc. (CBG) proposes to provide additional consulting services to the Marin General Services Authority (MGSA) to assist in implementing the recommendations contained in our latest Report on the results of the review of responses to the MGSA's April 24, 2007, Wireless Broadband System Request for Information (RFI).

Specifically, we propose to assist the MGSA and its Wireless Marin Advisory Committee with the following tasks:

Task 1 – Assistance in the Identification of Specific Commitments for Funding and Utilization of a Wireless Broadband System Pilot Project – As indicated in our Report, based on evolving wireless broadband business models, information provided by RFI respondents and discussion with the Wireless Marin Advisory Committee, and building on the information contained in the Needs Assessment, a logical next step in the pursuit of viable wireless broadband in Marin is to identify specific commitments of Marin's government agencies (who are potential anchor tenants) to help fund a pilot system demonstration project, and utilize it for needed applications. CBG would assist the MGSA in identifying and securing commitments from specific agencies to participate in a pilot such that the best location and size of, and applications for, the pilot could be determined based on agency commitments to provide available budgetary and grant funding, and help seek any necessary additional funding through participation in grant-seeking, vendor follow-up discussion and other funding development processes.

Anticipated Timeframe for Task 1 – 3 ½ Months (Projected mid-September 2007 – end of December 2007)

Projected Task Hours and Cost for Task 1 – 126 Task hours x \$170 per hour = \$21,420, plus anticipated expenses (15%) \$3,213 = \$24,633

Task 2 – Pilot Design, Implementation and Evaluation – Once commitments are secured to facilitate the type of pilot needed by the agencies, and as also described in our Report and the responses to the RFI, CBG would work with the MGSA and the participating agencies to design a pilot project that would demonstrate viability to facilitate needed applications at appropriate locations, within the funding level designated. Depending on the determination of the MGSA's legal counsel, CBG would then work with a vendor or vendors who had responded to the RFI to develop and implement the pilot (it is possible that legal counsel may determine that vendor selection for a pilot would be subject to an additional RFP process. If so, this task would be combined with the next). Detailed technical and operational benchmarks would be established, consistent with the criteria outlined in our Report, to demonstrate success and long term viability for the participating agencies. CBG would assist the MGSA in evaluating the pilot's operation versus the benchmarks established.

Anticipated Timeframe for Task 2 – 6 Months (if the MGSA can choose one of the current RFI vendors, Projected January 2008 – June, 2008)

Projected Task Hours and Cost for Task 2 – 148 Task hours x \$170 per hour = \$25,160, plus anticipated expenses (15%) \$3,774 = \$28,934

Task 3 – RFP Development, Dissemination and Evaluation – Based on the evaluation of the pilot, and its demonstrated level of viability, CBG would assist the MGSA in developing and disseminating a RFP that leverages the proven pilot concept to provide full scale implementation of a wireless broadband system in Marin. CBG would then further assist the MGSA in the evaluation of the proposals made in accordance with the RFP and in the ultimate selection of a vendor(s).

Anticipated Timeframe for Task 3 – 4 ½ Months (projected July 2008 – mid November 2008)

Projected Task Hours and Cost for Task 3 – 156 Task hours x \$170 per hour = \$26,520, plus anticipated expenses (15%) \$3,978 = \$30,498

Task 4 – System Implementation Oversight Assistance – Once a vendor(s) is chosen and a timeframe is established for full system implementation, CBG would assist the MGSA in overseeing system implementation, monitoring compliance with technical parameters, operational standards, etc., over the course of system implementation.

Anticipated Timeframe for Task 4 – Depends upon agreement reached with the selected vendor(s) regarding the system implementation schedule.

Projected Task Hours and Cost for Task 4 – Recommend a budget of \$4,000 per month (approximately 20 task hours plus anticipated expenses), to be used as needed and directed by the MGSA for the duration of system construction through activation.

While we would recommend establishing a total budget now for the first 3 tasks, since

each subsequent task depends on the outcome of the previous task, there would be a “go/no go” decision point for the MGSA at the end of each task above, before CBG would proceed to work on the next part of the project.

I’ll be present at the September 13th MGSA Board meeting to discuss the Report, our meeting with the Wireless Marin Advisory Committee and CBG’s proposal for providing going forward assistance. Dependent upon the MGSA’s desires and direction concerning the above, we would move forward to work with you to structure the appropriate amendments to our current contract.

In the meantime, please do not hesitate to contact me if you have any questions regarding any of the above or the companion Report, or if additional information or detail is needed at this time. We appreciate the opportunity to continue to work with the MGSA on this very important project.