

Utah Telecommunication
Open Infrastructure Agency



Request for Proposal for
Network Electronics
RFP # 2025ENG-002

September 4, 2025

The Utah Telecommunication Open Infrastructure Agency (UTOPIA) invites you to submit a proposal to provide Outdoor Optical Network Terminals (ONT) to the UTOPIA fiber optic infrastructure organization for delivering services across the UTOPIA network. The attached Request for Proposal (RFP) describes the requirements that vendor(s) or manufacturer(s) must meet to be eligible to respond. It includes questions regarding your organization, ordering processes, company financial stability, production capacities, and successful project histories.

- ☐ This RFP outlines format and content requirements for your proposal and includes a listing of critical dates. Of those dates, it is most important to note that all proposals must be received by **5:00 P.M. Mountain Time on September 26, 2025 via email to rfp@utopiafiber.com. **PROPOSALS SUBMITTED AFTER THE DEADLINE WILL NOT BE CONSIDERED.**** Proposals will be submitted in an approved electronic format with a letter of transmittal, as set forth below.
- ☐ Respondents who wish to respond to this RFP should also note we require an Intent to Respond, containing the company name and point of contact for the company, to be delivered by email to the UTOPIA Fiber email before 5:00 P.M. Mountain Time on September 19th, 2025.

Please use email to direct all questions to Jeff Meyer (rfp@utopiafiber.com) Questions received prior to the close of business on September 19, 2025 will be answered by a follow-up email to all known prospective respondents and posted on the website.

We look forward to receiving your response.

Very truly yours,



Roger Timmerman
Executive Director
UTOPIA

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1. General Information

1.1. The Entity

The Utah Telecommunication Open Infrastructure Agency (UTOPIA) is a political subdivision of the State of Utah created by interlocal agreement among 15 municipalities for the purpose of solving the last mile challenge in advanced communications for its member cities. UTOPIA's goal is to provide every household and every business access to advanced communications infrastructure, and to enable choice among services and service providers. To accomplish this objective, UTOPIA is building an open-access fiber optic network providing wholesale transport for retail service providers. Currently, the 15 member cities account for a population base of more than 500,000 individuals, 150,000+ households, and 30,000+ businesses.

1.2. Philosophy and Goals

The member communities of UTOPIA have taken the initiative to assure world-class digital connectivity for their residents based on the following principles:

1.2.1. Open Access

Like a public airport, the UTOPIA network has been designed for use by several service and content providers. We believe that a single open network allows more providers to competitively offer more services at lower cost.

A "neutral" network owner and "neutral" system operator is expected to encourage open access and a significant number of service providers, which will contribute to long term growth and stability for the benefit of the community.

1.2.2. Standards Based Architecture

The network is dependent, from a technical standpoint, on an open, standards-based architecture for broadband content services. This assures flexibility of service, modularity, and interoperability in access, interconnection, and transport. Although the special needs of service providers can be accommodated, the principle of open standards must be preserved.

1.2.3. Scalability

UTOPIA's fiber optic network can deliver much higher bandwidth than the networks of incumbent last mile carriers. Its architecture has the inherent flexibility to accommodate future bandwidth demands of residential, business, educational, governmental, and other customers without major re-design or construction.

1.2.4. Carrier Class Reliability

UTOPIA's network strives to offer carrier class reliability enabling service providers to offer products that can compete with those available from incumbent carriers. All contracts with system operators and service providers must support this commitment.

1.3. The Network

1.3.1. Physical Description

UTOPIA is continuing the process of constructing a wholesale advanced communications network. The Network uses fiber optic technology, which provides transmission of voice, data

and video at speeds that are significantly faster than existing copper, cable, or satellite systems. Fiber is currently used for the backbone of the Internet and other high demand applications but has not been widely implemented over “the last mile” into homes and businesses. UTOPIA is laying the fiber optic cable necessary to connect each Member city and the homes and businesses within each Member city. The fiber optic cable is being laid both underground and overhead aerial. Other elements of the Network include conduits, inner ducts, fiber cables, splices, switches, transmitters, terminals, internal power sources and all other items necessary to operate the Network.

The Network is divided into footprints (neighborhood service areas) and interconnecting rings with design and construction partially complete in eleven Members cities.

UTOPIA currently operates a 100 percent fiber-based network. It is an active ethernet topology with no GPON systems within the network. Network equipment is placed in climate-controlled environments constantly monitored by our Network Operations Team.

1.3.2. Service Delivery

UTOPIA currently delivers services on a wholesale model in an open-access environment. When a Service Provider customer signs up for a fiber connection to UTOPIA, we provision a layer 2 transport circuit from the customer back to the Service Provider NNI. Each customer/circuit is configured as a point-to-point circuit. UTOPIA uses Ethernet based switches with a one customer to one switch port ratio.

2. Purpose / RFP Overview process

This RFP is soliciting pricing proposals from qualified respondents to provide Optical Network Terminals (ONT) rated for outdoor use. Respondents can be the original equipment manufacturer or a reseller/partner. Reseller/partners can submit multiple equipment manufacturer options.

2.1. Award Period

UTOPIA intends to award an open-ended contract to one or more respondents. UTOPIA will not guarantee any purchasing volume based on an award. UTOPIA reserves the right at its sole discretion to purchase hardware as needed.

2.1.1. Intent to Respond

Respondents who plan to respond to this RFP must submit an email to rfp@utopiafiber.com by 5:00PM mountain time September 19th, 2025. The email must contain the company name and point of contact for the company. Proposals submitted by respondents who do not submit an intent to respond may not be considered.

2.1.2. Addendums, Supplements or Amendments to Request for Proposal

If it becomes necessary to revise any part of this RFP, an addendum, supplement, or amendment to this RFP will be provided only to respondents who submitted an intent to respond before the due date of September 19th.

2.1.3. Calendar of Events

The following table outlines UTOPIA's planned calendar of major events related to the RFP distribution, proposal submission, evaluation, and selection processes.

1.	RFP released to prospective respondents	September 4, 2025
2.	All questions relating to RFP due before	September 19, 2025
3.	Intent to Respond due	September 19, 2025
4.	Answers to all questions posted before	September 22, 2025
5.	Deadline for submission of proposals	September 26, 2025
6.	Evaluation period completes on or before	October 17, 2025
7.	Vendor/manufacturer selection	October 24, 2025

2.1.4. Terms and Conditions of RFP

This RFP does not commit UTOPIA Fiber to proceed with any respondent, nor does it guarantee any purchasing volume based on an award. UTOPIA Fiber reserves the right at its sole discretion to purchase hardware as needed. Proposals will be considered valid for a period of 90 days after the submission deadline. The issuance of this RFP does not constitute an assurance by UTOPIA Fiber that any contract will be entered into by UTOPIA Fiber, and expressly reserves the right to reject any and all proposals, cancel or reissue the RFP, or adjust or extend any due dates in the RFP process without advance warning.

2.1.5. RFP Questions and Question Deadline

All questions from respondents will be answered and shared openly with all other respondents, up until the deadline of September 19, 2025. Respondents who have questions after that deadline will unfortunately not receive any additional information from UTOPIA Fiber to avoid providing undue or unfair advantage. The questions and their answers will be posted to UTOPIA Fiber's website at <https://www.utopiafiber.com/utopia-fiber-request-for-proposal/>.

Respondents who have submitted an Intent to Respond will be notified by their email address provided when answers have been posted.

3. Proposals

Proposals must follow the format prescribed below and must include the requested information. Failure to complete and furnish all information requested in the form and format specified will result in disqualification. Proposals will not be accepted from any Vendor or Manufacturer that did not submit an Intent to Respond as specified in 2.1.1. If you intend to partner with another Vendor or Manufacturer in making a proposal, the submission must be by the Vendor or Manufacturer that submitted the Intent to Respond.

3.1. Proposal Organization

Your proposal must be organized and indexed in the following format and must contain all items listed below in the sequence indicated.

- a. Letter of Transmittal
- b. Table of Contents
- c. Section 1: Executive Summary

- d. Section 2: Qualifications and Experience
- e. Section 3: Client References
- f. Section 4: Supplemental Information
- g. Section 5: Network Electronics Proposal
- h. Section 6: Cost / Pricing

3.2. Electronic Proposal Format

At a minimum, respondents must submit their entire proposal electronically via email including text, spreadsheets, graphics and diagrams. Electronic files must be submitted as follows: word processing documents and graphics/diagrams in Microsoft Word and/or Adobe Acrobat (.pdf); spreadsheets in Microsoft Excel. The email or package and files must be clearly marked with the respondent's name and the RFP number. If large file sizes restrict email submission, UTOPIA can accept the files through a cloud file sharing service provided by the respondent. Alternatively, respondents can contact UTOPIA for a file transfer option.

3.2.1. Letter of Transmittal

A single letter of transmittal must accompany any proposal. The letter must accompany the proposals as a standalone page or file and must:

- a. Identify the submitting organization.
- b. Identify the name and title of the person authorized to contractually obligate the organization.
- c. Identify the name, title and telephone number of the person authorized to negotiate the contract.
- d. Identify the names, titles, and telephone numbers of persons to be contacted for clarification.
- e. Be signed by the person authorized to contractually obligate the organization.

3.2.2. Table of Contents

The table of contents must be placed immediately after any cover page and before the Executive Summary.

3.2.3. Executive Summary

Label this section "Section 1: Executive Summary" in your proposal. In two pages or less, highlight the significant aspects of your proposal including an outline of your organization, your management processes, financial strength and production capacities, qualifications and experience, client references, and anything else that is pertinent.

3.2.4. Qualifications and Experience

Label this section "Section 2: Qualifications and Experience" in your proposal. Provide information on relevant personnel from your company with whom UTOPIA would work, should you win a contract; this is essentially your proposed UTOPIA Team. Also include their general availability – whether they will be dedicated to UTOPIA and where will they be located.

3.2.5. Client References

Label this section "Section 3: References" in your proposal. Please provide a list of no more than five references of paying customers of your company. The list must provide a customer name, description of the products provided, and a brief description of the project history

(timelines, challenges, etc.). For each customer reference, include contact names, phone numbers, and email addresses for staff related to procurement and project management.

3.2.6. Supplemental Information

If included, label this section “Section 4: Supplemental Information” in your proposal. Company brochures and other supplementary and marketing materials may be included in this section of the proposal, as well as any additional information which you feel may improve the quality of your response.

3.2.7. Detailed Response to Network Electronics

Label this section “Section 5: Network Electronics Proposal” in your proposal. This section is where the respondents should propose their products for the various use cases UTOPIA has outlined. In this section, the respondent should clearly state the model number being submitted for the proposal, and the software version to be evaluated including whether the software is for evaluation purposes only or in general release.

3.2.8. Cost/Pricing

Label this section “Section 6: Cost/Pricing” in your proposal. This should be submitted in Excel format.

4. Network Electronics

To allow creativity in the proposal process this RFP will not require mandatory pricing structures but will accept alternate pricing proposals. UTOPIA is open to any workable and cost-efficient proposal.

4.1. Assumptions/Requirements

Along with the goals listed in Section 1 above, UTOPIA has made these various high-level assumptions/requirements regarding Network Electronics:

4.1.1. Anticipated Scope of Electronics Deployment

Although the UTOPIA network will eventually expand to include tens of thousands, and even hundreds of thousands, of subscribers over its lifetime, UTOPIA uses a phased deployment approach. UTOPIA will order equipment as needed.

4.1.2. Licensed Features

If a feature is licensed it will be scored as supported with costs being weighed in section 5 Network Device Costs. If a technical feature is licensed but no costs are submitted for the license, that feature will not be scored.

4.1.3. Hardware Requirements

UTOPIA expects responses to be for newly manufactured hardware. UTOPIA will not consider used or refurbished hardware as a valid response to the RFP. However, UTOPIA will accept used or demonstration equipment for evaluation of technical features of the platform.

4.1.4. Support Offerings

Please include any costs for software download and TAC support for any device/platform offered in the RFP response.

4.1.5. Evaluation Requirements

UTOPIA will review respondent proposals and decide which equipment we currently would like to evaluate and approve. After reviewing the proposals, UTOPIA will notify respondents of the equipment needed to complete evaluations. If a previous respondent is resubmitting equipment that has already been previously reviewed and approved, UTOPIA will determine if another evaluation is necessary.

UTOPIA expects respondents to provide evaluation hardware to verify technical features within 14 business days of the close of the RFP response period. UTOPIA will work with respondents to have hardware ship before the close of the RFP. UTOPIA will also agree to return any evaluation hardware if requested by the respondent. The UTOPIA mailing address is:

C/O Jeff Meyer
5858 S 900 E
Murray UT, 84121

4.2. Outdoor ONT Requirements

The proposed switch solution should be a robust, feature rich platform that includes the following features:

- Should be able to support QinQ encapsulation on any layer 2 interface.
- Residential CPE must support TR069 for provisioning/management. SNMP support is preferred as well, but we can potentially support device monitoring using an ACS/TR069.
- Must be rated for outdoor use;
 - Must be rated for damp environments.
 - Must be rated for temperatures -30C to +40C.
 - Units rated for temperatures exceeding +50C is preferred but not required.
- Port Capacity
 - 1Gbps Model
 - SFP Uplink port with at least two customer facing 10/100/1000 RJ-45 Interfaces.
 - 10Gbps Model
 - SFP+ Uplink port with at least two customer facing 10/100/1000 RJ-45 and one customer facing 10/100/1000/2500/5000/10000 RJ-45 port.
 - UTOPIA may have other use cases and will consider other port capacity options such as customer facing optical ports.
- Preference will be given to platforms which do not have locked/limited optics.
- Should be able to fit into a Corning FNI-NG Enclosure and have a bracket or mounting points for the enclosure.
- Must have a power option that accepts 12v DC input.

5. Network Device Costs

UTOPIA will be evaluating unit costs based on several criteria, upfront capital costs, support costs, licensing costs, transceiver costs (if not compatible with UTOPIA supplied transceivers) and any costs that would be incurred by UTOPIA to install and support the platform. Additional cost reductions such as volume discounts will also be evaluated but not scored.

5.1. Assumptions

UTOPIA expects unit costs to decrease during the life of an electronics platform. For this RFP, UTOPIA expects costs to remain consistent for the first 12 months after the award. After the first 12-month period UTOPIA may choose to enter into additional annual contracts or choose to negotiate price on a per order basis. All costs should be listed in US Dollars.

5.2. Payment Terms

UTOPIA will be issuing purchase orders (POs) for equipment. UTOPIA uses the term NET30 for payment of invoices. Payment will be made in US Dollars only. UTOPIA will issue payments for NET30 terms the later date of invoice received, or material received.

5.3. Equipment Costs

The respondent will submit an MS Excel spreadsheet that lists all part numbers that UTOPIA will need to implement the solution and a per unit cost for each part number.

5.4. Platform Costs

This section will list the cost details UTOPIA will be evaluating. UTOPIA will be using the costs from the respondent supplied spreadsheet. UTOPIA will be using cost evaluations based on per port costs and/or total costs of the platform. UTOPIA will be basing cost scores on internal roles spelled out in the scoring matrix spreadsheet. Scores will include hardware costs and any mandatory licensing costs. Respondents are encouraged to provide pricing on additional options such as power supplies and mounting brackets. Support costs will be evaluated separately unless the respondent states that support is mandatory.

5.4.1. Licensing Costs

The respondent must state any licensing costs for features detailed in Section 4.2. Please state if licensing costs are annual or one time.

5.4.2. Transceiver Costs

The respondent must state transceiver costs if the platform does not support 3rd party transceivers.

5.5. Optional Support Costs

Respondents will need to list any mandatory support contract details. If a paid support contract is mandatory, those costs will be part of the calculation. UTOPIA would like to see optional support costs that cover the following criteria. A respondent only needs to respond to criteria it supports. If the respondent has other support options it feels would be useful, it is free to submit those options.

- 24x7x365 full support – hardware and software

- Business hours only support
- Per incident support costs
- Replace and Return hardware support
- Online only support.
- Professional Services
- Software updates

5.6. Miscellaneous Costs

The respondent can state any other costs here not detailed in previous sections such as software costs.

5.7. Volume Discounts

UTOPIA Fiber recognizes that several respondents may offer volume discounts. Volume discounts are not required to be submitted as part of the RFP and will not be included in scoring. UTOPIA Fiber has three requirements for volume discounts:

- The discount period for purchasing cannot be more than 12 months.
- Purchasing amount cannot exceed \$250,000 during a 12-month period.
- UTOPIA will not commit to purchasing more than 1000 units of equipment in a 12-month period.

If submitting volume discounts, please list volume discounts as a separate item. This section will not be scored and is for informational purposes only.

6. Network Device Scoring

UTOPIA intends to award respondents with the best score between technical features and costs. UTOPIA may choose to award multiple respondents or to no respondents. UTOPIA may also choose to award respondents based on optional features for limited use cases.

6.1. Scoring Weights

Scoring weights for technical features and costs will be based on a scale of 1-100. That scale will receive a weighted score of 50 points each, based on respondents. From the following examples, the scoring would break down as follows:

- Respondent A – 90 points
- Respondent B – 93.3 points
- Respondent C – 90 points

6.2. Technical Features (Pass/Fail)

UTOPIA will evaluate selected devices and test them for compliance with our network standards. While we make the best effort to disclose our requirements here, UTOPIA reserves the right to reject a device for not meeting requirements that may have been omitted. We will work with respondents to find info on features and the best way to make a device work with our deployment. If a device has stability issues during testing despite having the necessary features, the device may also be rejected for stability issues.

6.3. Cost Scoring

The scoring for costs will be based on the highest scoring respondent receiving the maximum score of 50 points. Each remaining respondent will receive a score based on the highest scoring respondent's percentage. Note the following example.

- Respondent A scores 600 on cost – (80% of Respondent C's score) – 40 points
- Respondent B scores 700 on cost (93.3% of Respondent C's score) – 46.65 points
- Respondent C scores 750 on cost – 50 points

7. Terms and Conditions

7.1. Response Material Ownership

All material submitted regarding and in response to this RFP becomes the property of UTOPIA and will only be returned to the respondent at UTOPIA's option. Any person may petition to review responses after final selection has been made. UTOPIA has the right to use any or all system ideas presented in reply to this request, subject to limitations outlined below in "Proprietary Information." Disqualification of a respondent does not eliminate this right.

7.2. Proprietary Information

UTOPIA is subject to the disclosure requirements of the Government Records Access and Management Act ("GRAMA"), Title 63, Chapter 2, Utah Code Annotated. UTOPIA generally considers Agreements, Contract Documents, and all accompanying material to be public and subject to disclosure. A written claim of confidentiality and a concise written statement of reasons supporting the claim must accompany any material considered by respondents to be proprietary. Blanket claims that the entire Agreement or Contract Documents are confidential will be denied by UTOPIA. UTOPIA cannot guarantee that any information will be held confidential. Under Section 63G-2-304 of the Government Records Access and Management Act, if a respondent makes a claim of confidentiality, UTOPIA, upon receipt of a request for disclosure, will determine whether the material should be classified as public or protected, and will notify the respondent of such determination. UTOPIA agrees to hold all information classified as protected in confidence and protect it from public disclosure in accordance with such statutes to the greatest extent permitted by Utah law. UTOPIA may disclose such information to the extent required by law; however, UTOPIA shall provide respondents prompt notice of a request for disclosure of such protected information and shall cooperate with respondents in seeking the issuance of a protective order.

Respondents are entitled under the Government Records Access and Management Act to appeal an adverse determination regarding the classification of information. UTOPIA is not required to notify respondents of a request for non-protected information and will not consider a claim of confidentiality unless the respondent's claim of confidentiality is made on a timely basis and in accordance with the Government Records Access and Management Act.

7.3. Conflicts of Interest

Proposed solutions to this RFP must be defined in such a way as to prevent and prohibit conflict of interest between the respondent, UTOPIA, and all potential service providers that may offer

services across the UTOPIA network. Specifically, respondents must avow that they have no intention of offering services across the UTOPIA network, either in the short term or at any point in the future, or they must acknowledge their intent. Furthermore, respondents must disclose any relationships, either formal or informal, with companies that may at any time offer competitive retail services across the network.

If respondents intend to offer competitive retail services at any point across the UTOPIA network, you must provide a complete explanation of how your proposed solution to this RFP does not advantage you in any way over potential competitors. Failure to do so will result in your permanent disqualification from offering competitive retail services across the UTOPIA network.