



STATE OF NORTH CAROLINA  
DEPARTMENT OF TRANSPORTATION

ROY COOPER  
GOVERNOR

J. ERIC BOYETTE  
SECRETARY

**March 29, 2021**

Contract No. C204556  
WSB 44648.3.5, 47532.3.4, 49456.3.2, 49456.3.3 & 49456.3.4  
Federal Aid No. 0070235, 0095071, 0074233, 0074234 & 0074235  
Tip No. R-5777D, I-5986C, HO-0002A, B & C  
Counties Northampton, Halifax, Nash, Wilson, Wake, Johnston, Harnett, Cumberland, Robeson, Wayne, Jones, Lenoir, Craven, Carteret, Brunswick, Columbus, Scotland, Richmond, Anson, Union, Mecklenburg, Gaston, Cleveland, Rutherford, Polk, Henderson & Buncombe  
Location I-95 (SC border-to-VA border), U.S. 70 from I-40 to the Morehead City Port & U.S. 74 from I-40 near Wilmington to Asheville

**I-95, U.S. 70, & U.S. 74 BROADBAND INFRASTRUCTURE PROJECT  
PREFERRED PROCUREMENT TRACK & PREFERRED PROPOSER  
ANNOUNCEMENT**

Dear Sir or Madam,

Pursuant to the Final Request for Proposals for the above-referenced contract dated February 5, 2021 (the "RFP"), the North Carolina Department of Transportation (the "Department") wishes to announce the evaluation results of Proposals submitted for the I-95, U.S. 70, and U.S. 74 Broadband Infrastructure Project ("Project"). Terms used in this letter but not otherwise defined have the meanings given to such terms in the RFP.

Following the qualification of Proposers from responses to the Request for Qualifications ("RFQ") dated April 15, 2020, the Department received multiple Proposals in response to the RFP. The Department thanks all Proposers for their participation and is pleased to announce the Preferred Procurement Track and Preferred Proposer, based on the outcome of evaluation per the criteria in the RFP:

**Preferred Procurement Track:** Track 1 inclusive of Track 1a: Design-Build ("DB") and Track 1b: Operate, Maintain, and Commercialize ("OMC")

**Preferred Proposers:** Track 1a: Brooks Berry Haynie & Associates and Track 1b: Plenary Broadband Infrastructure

The Department's Technical Review Committee ("TRC") and Financial Review Committee ("FRC") reviewed and evaluated Proposals received on March 12, 2021 against the RFP evaluation criteria. Proposals were first evaluated from a pass/fail and responsiveness perspective in accordance with the criteria outlined in the RFP. Following clarifications, all Proposals were deemed to be eligible for evaluation.

The Best Proposal in each Procurement Track was determined. The results of the Best Proposal per Procurement Track are presented in Table 1 below.

**Table 1: Best Proposal Per Procurement Track**

Proposer	Technical Proposal Score (10 points)	Price Proposal (\$)	Price Proposal Score (90 points)	Proposal Score (100 points)	Best Proposal Per Procurement Track
<b>Procurement Track 1a: DB</b>					
<b>DB Proposer 1: Brooks Berry Haynie &amp; Associates</b>	8.51	\$ 85,711,000	90.00	98.51	
<b>DB Proposer 2: Tilson Technology Management</b>	7.24	\$ 123,021,784	62.70	69.94	
<b>DB Proposer 3: EX2 Technology, LLC</b>	8.49	\$ 124,998,325	61.71	70.21	
<b>DB Proposer 4: Overland Contracting, Inc.</b>	8.74	\$ 144,850,000	53.26	61.99	
<b>Best DB Proposal</b>					DB Proposer 1: Brooks Berry Haynie & Associates
<b>Procurement Track 1b: OMC</b>					
<b>OMC Proposer 1: Plenary Broadband Infrastructure</b>	7.29	\$ 79,623,716	90.00	97.29	
<b>Best OMC Proposal</b>					OMC Proposer 1: Plenary Broadband Infrastructure
<b>Procurement Track 2: Public Private Partnership (“P3”)</b>					
<b>P3 Proposer 1: EX2 Technologies, LLC</b>	8.46	\$ 185,975,078	90.00	98.46	
<b>P3 Proposer 2: Plenary Broadband Infrastructure</b>	7.27	\$ 187,039,959	89.49	96.76	
<b>Best P3 Proposal</b>					P3 Proposer 1: EX2 Technology, LLC

Utilizing the results of the Best Proposal per Procurement Track, the Procurement Track 1 and 2 Technical Scores were calculated. Per the RFP, the Procurement Track 1 Technical Score is the mean of the Best Proposal Technical Scores in Track 1a and 1b, respectively. The Procurement Track 2 Technical Score is the Technical Score of the Best Proposal in Track 2. The results are presented in Table 2 below.

**Table 2: Procurement Track Technical Scores**

Procurement Track	Best Proposal	Technical Score (10 points)
<b>Track 1a: DB</b>	Design Build Proposer 1: Brooks Berry Haynie & Associates	8.51
<b>Track 1b: OMC</b>	OMC Proposer 1: Plenary Broadband Infrastructure	7.29
<b>Procurement Track 1 Technical Score</b>		7.90
<b>Procurement Track 2 Technical Score</b>	P3 Proposer 1: EX2 Technology, LLC	8.46

Utilizing the results of the Best Proposal per Procurement Track (as presented in Table 1), the Procurement Track 1 and 2 Price Scores were calculated. The Procurement Track 1 Price for scoring purposes is derived by adding together the Price of the Best Track 1a and Best Track 1b Proposals,

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 CENTURY CENTER COMPLEX  
 ENTRANCE B-2  
 1020 BIRCH RIDGE DRIVE  
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respectively. The Procurement Track 2 Price Score is derived using the Price of the Best Proposal in Track 2. The results are presented in Table 3 below.

**Table 3: Procurement Track Price Scores**

Procurement Track	Best Proposal	Price (\$)	Price Score (90 points)
Track 1a: DB	Design Build Proposer 1: Brooks Berry Haynie & Associates	85,711,000	
Track 1b: OMC	OMC Proposer 1: Plenary Broadband Infrastructure	79,623,716	
<b>Procurement Track 1 Price / Score</b>		165,334,716	90.00
<b>Procurement Track 2 Price / Score</b>	P3 Proposer 1: EX2 Technology, LLC	185,975,078	80.01

Utilizing the results of the Procurement Track Technical and Price Scores, the Preferred Procurement Track and Preferred Proposers were determined. The results of this are presented in Table 4 and 5 below.

**Table 4: Preferred Procurement Track Scores**

Procurement Track	Technical Score (10 points)	Price Score (90 points)	Procurement Track Score (100 points)
Track 1 (DB + OMC)	7.90	90.00	97.90
Track 2 (P3)	8.46	80.01	88.47

**Table 5: Preferred Procurement Track and Preferred Proposers**

	Result
Preferred Procurement Track	Track 1
Preferred Proposers	DB Proposer 1a: Brooks Berry Haynie & Associates and OMC Proposer 1b: Plenary Broadband Infrastructure

In conclusion, per the evaluation criteria in the RFP, the Procurement Track and Proposers that maximize value for the citizens and motorists of the State is the combination of Track 1a, Design Build, and Track 1b, Operate, Maintain, and Commercialize, consisting of Brooks Berry Haynie & Associates and Plenary Broadband Infrastructure, respectively.

The Department thanks all Proposers for their participation in the procurement process to date and looks forward to the contracting process with Preferred Proposers to advance the Project.

Sincerely,

DocuSigned by:

*Ronald E. Davenport, Jr.*

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Mr. Ronald E. Davenport, Jr., PE  
State Contract Officer