



NEW HANOVER COUNTY  
FINANCE DEPARTMENT

From: Lena Butler, Purchasing Supervisor  
To: All Providers  
Subject: Recommendation for Award of RFP-Broadband Services to **AT&T and Spectrum**  
Date: July 7, 2021

On June 25, 2021, proposals were received from the following Providers in response to the County's Request for Proposals (RFP) for Residential Broadband Services:

- AT&T
- Kajeet
- Spectrum

All three proposals were evaluated and scored using the criteria outlined in the RFP. **AT&T and Spectrum** were recommended for award because their services met all of the requirements including providing wired broadband services for eligible households as detailed in the RFP.

Kajeet was not recommended because their proposal was not for wired services as detailed in the RFP but included a cellular solution. Currently, the County is not looking for a cellular solution.

New Hanover County sincerely thanks everyone for the time, effort, and expense of preparing and submitting proposals in response to the County's solicitation. A copy of the "Evaluation Sheet" is attached for your information. You may email [lbutler@nhcgov.com](mailto:lbutler@nhcgov.com) if you have any questions or concerns.

**Bid Tabulation - Broadband Assistance Program**

<b>Vendor</b>	<b>Coverage</b>	<b>SLA</b>	<b>Speed</b>	<b>Cost of Service</b>	<b>Cost of Equipment</b>	<b>Total Score</b>
AT&T	10	10	50	10	15	95
Spectrum	10	10	15	15	15	65
Kajeet*	6	10	25	15	0	56

\*Coverage was difficult to ascertain since there are so many variables in cellular reception/coverage.

\*Kajeet does not offer a wired service as was the preference as outlined in the RFP.