



Request for Proposals  
Fiber-to-the-Home Project  
Cable Plant and Electronics Construction

Prepared in accordance with  
recommended specifications designed by:  
10g LLC and i9 Technologies

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# Request for Proposal (RFP)

## Santa Ana Pueblo - Fiber to the Home (FTTH) Project

### 1. Introduction

The Pueblo of Santa Ana is soliciting proposals from qualified firms to build and install a fiber optic network system. The primary objective of this system is to provide internet service to homes for the Santa Ana Pueblo per the New Mexico Connect grant.

### 2. Proposal Requirements

Contractors must provide a complete turnkey solution.

Key components of the proposal should include:

**2.1 System Design Including Permitting Coordination:** Contractors must obtain any required permits from the authority having jurisdiction.

**2.2 Material Procurement:** Proposals must outline the procurement process for all required materials. Prior to material purchase, material information sheets need to be submitted to the Santa Ana Pueblo IT Department for approval.

**2.3 Outside Plant Construction:**

- A) Broadband OSP Cabinet Installation and coordination
- B) Underground OSP Construction
- C) Splicing
- D) End-to-End Fiber Testing

**2.4 Electronic Components:** Coordination with Santa Ana IT and home owner for customer premise equipment, demarc extension, and MDF core route and switch.

**2.5 Response Deadline:** All responses to this RFP are due no later than February 20, 2026, at 12:00 PM Mountain Time.

### 3. Background

Santa Ana Pueblo's primary office is located at 2 Dove Road, Pueblo of Santa Ana, NM 87004. The Pueblo has been awarded a Federally funded grant from the State of New Mexico, Office of Broadband Access and Expansion. This grant is affiliated with the Connect New Mexico Fund, and all grant-related requirements must be addressed in the contractor responses. Refer to Exhibit A for specific project requirements related to the grant.

## 4. Safety and Technical Compliance

The contractor must comply with standard safety construction regulations. Additionally, compliance with the Industry Standards TIA-568.3-D/IEC61280-4/5 Procedures is required. See Exhibit E – Technical Architecture Guidelines and End-to-End Test Procedures.

## 5. Project Timeline

Per the New Mexico Connect grant all construction and home installations must be completed by December 31st, 2026.

## 6. Geographic Area

Santa Ana Pueblo, NM.

- 275 Residential Locations and 1 Business Served by the network
- Approximately 21 miles of underground fiber optic cable

Refer to: Exhibit C – PSA\_FTTH\_OPS.pdf and KMZ Exhibit D – Locations and existing fiber paths.

## 7. Scope of Work

The selected firm will be responsible for the following tasks:

**7.1 Build:** Outline project implementation and overall construction plan a phased approach is preferred (see Exhibit C – PSA\_FTTH\_OPS.pdf).

**7.2 Santa Ana Technical Architecture Approach:**

- A) Broadband Equipment (see Exhibit B – Electronics\_Design.pdf)
- B) XGSPON 1:32 Centralized Split, cabinet and fiber splicing (see Exhibit C – PSA\_FTTH\_OPS.pdf and Exhibit B – Electronics\_Design.pdf)

**7.3 Permitting and Approvals:** Obtain all necessary permits and approvals from the authority having jurisdiction, for example: Santa Ana Pueblo, NMDOT, and Sandoval County. All documentation required to obtain permits is the responsibility of the contractor, including but not limited to construction drawings, permit applications, traffic plans, and job safety assessments.

**7.4 Compliance with environmental and historic preservation** requirements is mandatory, including the National Environmental Policy Act (NEPA) (42 U.S.C. 4321 et seq.) and the National Historic Preservation Act (NHPA) (54 U.S.C. 300101 et seq.). Santa Ana Pueblo will provide oversight for construction in sensitive areas.

**7.5 Material Procurement, Handling, and Secure Material Storage:** Preference will be given to contractors proposing material procurement, handling, and

storage at local warehouse facilities or yards. Contractors must provide information on capabilities for procuring material, warehousing, and managing inventory in the designated geographic areas.

- A) The proposal must provide detailed itemized material and final material pricing.
- B) The contractor is responsible for securing and replacing any lost material due to theft, damage, fire, flood, or force majeure events.

**7.6 Broadband Equipment Cabinet Installation Activation:**

- A) Contractors are responsible for installing the passive cabinets and associated hardware.
- B) OSP Construction: Install fiber optic cables underground as designed, including necessary infrastructure such as conduits, flowerpots, handholes, and passive cabinets. Contractors must supply Santa Ana IT a complete bill of materials.
- C) Contractors must initiate NM 811 locate requests before construction starts.
- D) Contractor must coordinate with the Santa Ana Pueblo Utilities Department for:
  - a. Water and sewer locate requests
  - b. Water meters or other water requirements.
  - c. The proper disposal of drill spoil at a Santa Ana approved location.
- E) Complete all fiber splicing per Santa Ana Pueblo IT Department and industry standards.
- F) The selected vendor will be responsible for surface restoration.
- G) Notify the Santa Ana Pueblo IT Department within one hour of any utility or privately owned infrastructure damage and provide an action plan to repair.
- H) The Santa Ana Pueblo will provide vehicle permits for display while working on Santa Ana Pueblo land.

**7.7 Pricing:** Proposed pricing should be listed as a unit price per foot and a summary total price based on the estimated footage listed in the RFP. Final pricing will be based on actual constructed footage.

## 8. Testing and Commissioning

Conduct thorough end-to-end testing to ensure the network meets technical standards including continuity, loss, and performance. End-to-end fiber optic test procedures and acceptable test results, metrics, and criteria are referenced in Exhibit E - Technical Architecture and End-to-End Fiber Optic Test Procedures.pdf.

Pricing should be bundled into the contractor's OSP Construction Unit price.

## 9. Project Closeout

- A) Document all construction details and any changes to the design.

- B) Return all excess material to Santa Ana Pueblo.
- C) Verify that the test results are accepted by the Santa Ana Pueblo IT Department.
- D) Submit photos of any utility damage or to document any unusual surface conditions.
- E) Conduct a final drive-through and inspection with the Santa Ana IT Department.
- F) Submit comprehensive as-built drawings, documentation, and references.

## 10. Project Management Approach

The selected contractor will provide regular status reports including:

- A) Project Kick-Off Call with Selected Contractor(s).
- B) Bi-weekly or as needed project status calls hosted by the Santa Ana Pueblo. The contractor is required to have representation on these calls.
- C) The contractor will report work completed to the Santa Ana Pueblo project manager.
- D) All change order requests must be sent to the Santa Ana Pueblo project manager for review and approval prior to proceeding with the changes.
- E) The Santa Ana Pueblo project manager will be available during the construction phase of the project.
- F) Contractors may provide information on their proposed project management approach and tools used.

## 11. Change of Orders

Any changes to the scope, budget, or schedule must be approved in writing via formal Change Order before implementation.

## 12. Proposal Requirements

Proposals should include the following information:

**12.1 Company Profile:** Overview of the firm, including experience with similar projects.

**12.2 Project Team:** List of names and qualifications of key personnel.

**12.3 Technical Approach:** Detailed description of the proposed approach to the project, including construction and maintenance capabilities. Use of a Native American labor force as much as possible.

**12.4 Project Management Approach:** Describe the contractor's approach to project management and outline any proposed tools and/or processes utilized to manage similar size and scope projects.

**12.5 High-Level Milestone Timeline:**

Estimated project timeline with key milestones, including:

- A) Material procurement
- B) Permitting
- C) Construction

**12.6 Pricing:** Provide a summary of prices for estimated construction. Summary pricing should be provided for each geographic area. The final construction cost will be determined upon completion of the project. The unit rate per foot must remain constant as quoted in this RFP for underground construction. Pricing should be summarized in table format (see exhibit F Pricing Table Format.xls).

This project is exempt from New Mexico gross receipts taxes.

**12.7 References:** Contact information for at least three references from similar projects.

**12.8 Workmanship and Warranty:** Contractors must provide a warranty period of one year for latent defects and return to repair at no cost to Santa Ana Pueblo.

### 13. Evaluation Criteria

Proposals will be evaluated based on the following criteria:

Criteria	Points (Maximum per category)
Unit Pricing and Summary Project Pricing	35
Pertinent Experience and Qualifications	25
Technical Approach	5
Knowledge of Santa Ana fiber infrastructure	5
Timeline and Resource Availability	5
References	5
Company headquarters are based in NM	20
Total Score 100	100

### 14. Billing Schedule

Materials may be invoiced to Santa Ana Pueblo upon receipt of the equipment at the designated material storage facility in the construction area.

Invoices will be paid on Net 30-day terms.

Contractor may submit bi-weekly invoices per unit calculations and submit a Quarterly Completion Report to comply with the State Grant schedule.

Domestic Preference in Procurement. To the extent practicable and consistent with applicable law under, Grantee will provide a preference for the procurement or use of

goods, products or materials produced in the United States as described in 2 C.F.R. § 200.322 and Executive Order 14005 Ensuring the Future is Made in All of America by All of America's Workers (January 25, 2021).

## 15. Submission Instructions

**15.1 Technical Proposal.** Include the following in your proposal:

- a) Letter of transmittal
- b) Table of contents
- c) Proposal summary
- d) Corporate information/experience: Organization references (minimum of 3 references), Key personnel/Resumes, Financial stability (financial information considered confidential may be placed in a Confidential Information binder)
- e) Technical approach
- f) Management approach
- g) Project performance history
- h) Other value added services
- i) Attachments: Certificate of insurance (Mandatory), Attach State of NM W-9 (Mandatory)
- j) Cost proposal and bill of materials

**15.2 Submittals Due Date.** Proposals must be submitted by February 20, 2026, at 12:00 PM Mountain Time via email to the Project Manager, at [rfp@santaana-nsn.gov](mailto:rfp@santaana-nsn.gov).

## 16. Contact Information

For any questions regarding this Request for Proposal (RFP), please contact:

David Razo

Network Administrator

Santa Ana Pueblo

[rfp@santaana-nsn.gov](mailto:rfp@santaana-nsn.gov)

Phone: 505-771-6720

## 17. Exhibits

Additional files.

Exhibit A - Specific Project Requirments.pdf

Exhibit B - Electronics\_Design.pdf

Exhibit C- PSA\_FTTH\_OPS.pdf

Exhibit D - Locations and existing fiber paths.kmz

Exhibit E - Technical Architecture and End-to-End Fiber Optic Test Procedures.pdf

Exhibit F – Pricing Table Format.xls