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1. Background:

The Northwest Alabama Mental Health Center (NWAMHC) is organized as a nonprofit corporation under Section 501 C 3 and is a quasi-governmental entity formed by the Alabama Legislature. The agency is affiliated with the Alabama Department of Mental Health and Retardation. Northwest's six clinics provide mental health services to children and adults. These services include day treatment, outpatient, case management and physician services to mental health and substance abuse clients.

The NWAMHC is requesting proposals to develop a wide area broadband network capable of delivering voice, data and full motion video services. Northwest Alabama Mental Health Center operates six community mental health centers located in five northwest Alabama counties. In addition, it receives psychiatric services that are delivered by a physician located in the Walker Baptist Medical Center.

The goal of this project is to develop a broadband telecommunications network that will accommodate the delivery of internet, telepsychiatry, and medical records plus other related data, internet and voice services between Northwest's six mental health clinics and the Walker Baptist Medical Center.

This RFP is designed to result in the creation of a broadband telecommunications network connecting six mental health clinics operated by the Northwest Alabama Mental Health Center with the Walker Baptist Medical Center. The proposed network may include the installation of perimeter hardware, network management and monitoring hardware and software. The proposed network may be constructed using one or several vendors however, priority will be given to proposals containing single vendor solutions. Vendors are encouraged to submit proposals on

those parts of the project where they feel they can effectively provide a solution.

Vendors must in all cases clearly indicate when solutions either require or are dependent upon additional hardware, systems and/or vendors, so that all costs of the functionality requested/promised are accounted for. If the vendor is unable to provide the costs for a dependent vendor system, this **must** be indicated in the response.

2. Due Date and Contact Instructions

Proposals should be submitted no later than 4:00 PM on the 29th day from the date this RFP is made available to public on the U.S.A.C. web site. Select Rural Health Care, Pilot Program at www.usac.org.

All contact regarding this RFP shall be directed to:

Mr. Skip Newman, Executive Director

Northwest Alabama Mental Health Center

1100 Seventh Avenue

Jasper, Alabama 35501

Phone: 205/302-9017

Fax: 205/387-0599

E-mail: skip@NWAMHC.com

All questions regarding this RFP should be submitted in Word format and sent to Mr. Newman by e-mail.

3. Proposal Evaluations

Vendor responses will be evaluated based upon the criteria listed below:

- Compliance with the RFP network specifications -- **20 Points**
- Proposed implementation time frames -- **15 Points**
- Solution functions and features and the suitability of the vendor's solution relative to the satisfaction of project goals -- **15 Points**
- Evaluation team members satisfaction with the proposed solution including service level guarantees and information obtained during demonstrations, site visits, and reference calls -- **20 Points**
- Project costs including network installation cost as well as annual recurring costs. Weight will be given to those proposals containing the lowest annual recurring costs spread over a period not to exceed 36 months. -- **30 Points**

The Northwest Alabama Mental Health Center (NWAMHC) reserves the right to issue any resulting order with the vendor whose proposal, in the judgment of the agency, most nearly conforms to the specifications and will best serve its needs as described in this proposal. NWAMHC reserves the right to waive all technicalities in selecting or rejecting any or all proposals which satisfy or fail to satisfy the best interests of NWALMHC and its network partner. The NWAMHC is not obligated to accept any proposal received. It may accept proposals in whole or in part, or may reject all proposals.

4.0 Requested Solutions, Features, and Functions

3.01 General Overview:

This section provides a general overview of all the components required

to meet participant goals of establishing a multipurpose broadband network as described in Section 1. The proposed project is designed to result in the creation of a broadband telecommunications network connecting six mental health clinics operated by the Northwest Alabama Mental Health Center and the Walker Baptist Medical Center.

The proposed broadband service shall be able to provide two way video service between network sites that is not affected by other network traffic. Video service is to have its own dedicated video channel having a minimum bandwidth of at least 700 KB and should terminate at a single router to be located at Northwest's Jasper clinic.

In addition, the proposed service should have the support hardware needed to support VOIP service. It should be able to support CISCO Systems or other similar VOIP telephone systems.

Bidders are requested to submit proposals for two alternate bids. Both alternate proposals request that separate costs be provided for the extension of service to the Walker Baptist Medical Center which will enable this connection to be deleted should costs exceed the budgeted amount. All cost proposals should be expressed in monthly costs not to exceed a total of 36 months.

Base Bid Proposal – Provide a minimum of 100 MB's to the Jasper and Winfield Clinics and a minimum of 15 MB's to Northwest's remaining clinics in Haleyville, Hamilton, Fayette and Vernon.

Base Bid Alternate No. 1 – Provide 15 MB service to Walker Baptist Medical Center.

Alternate Proposal A -- Provide a minimum of 100 MB's to the Jasper and Winfield Clinics and a minimum of 10 MB's to Northwest's remaining clinics in Haleyville, Hamilton, Fayette and Vernon.

Base Bid Alternate No. 1 – Provide 10 MB service to Walker Baptist Medical Center.

A detailed description of the broadband services needed at each network site is contained in section 4.02.

4.02 Per Site Breakout:

This section provides the location of each of the seven network sites and the broadband services needed at each network location.

NWAMHC Clinic and Headquarters (1100 Seventh Avenue, Jasper, AL., 35501)

Description: This community mental health clinic also contains the headquarters staff of the Northwest Alabama Mental Health Center and provides employment for 260 people. The Jasper clinic provides service to Walker County which has a population of 68,816. It provides service to 2,896 clients annually. This facility will also form the hub of the proposed broadband network. Connectivity provided through this project will support the provision of telephone, internet, data and video services at this site. Psychiatric services will be delivered to mental health patients via a video connection with a physician located in the Walker Baptist Medical Center which is also located in Jasper, or from any one of NWAMHC's six clinics. It is anticipated that NWAMHC will use its new video capabilities to conduct staff training classes. Network specifications developed for this site require a minimum broadband throughput of 100 megabits.

NWAMHC in Fayette (123 Second Avenue, Fayette, AL. 35555)

Description: The Fayette Clinic provides service to Fayette County which has a population of 17,648. This clinic provides service to about 579 clients annually. Connectivity provided through this project will support the provision of telephone, internet, data and video services at

this site. Psychiatric services will be delivered to mental health patients via a video connection from a physician located in the Walker Baptist Medical Center or these services may be delivered from any one of specifications developed for this site require a minimum broadband NWAMHC's six clinics. It is anticipated that NWAMHC will also use its new video capabilities to conduct staff training classes. Network throughput of 15 megabits.

NWAMHC in Vernon (141 Second Avenue, Vernon, AL. 35592)

Description: The clinic in Vernon provides service to the 14,447 people living in Lamar County. There are 62 people employed here who provide service to approximately 450 clients annually. Connectivity provided through this project will support the provision of telephone, internet, data and video services at this site. Psychiatric services will be delivered to mental health patients via a video connection from a physician located in the Walker Baptist Medical Center, or these services may also be delivered from any one of NWAMHC's six clinics. It is anticipated that NWAMHC will also use its new video capabilities to conduct staff training classes. Network specifications developed for this site require a minimum broadband throughput of 15 megabits.

NWAMHC in Hamilton (427 Smokey Bear Road, Hamilton, AL. 35570)

Description: The Hamilton Clinic provides service to part of Marion County having an estimated population of 19,580. There are 78 employees here who provide service to 1,070 clients annually. Connectivity provided through this project will support the provision of telephone, internet, data and video services at this site. Psychiatric services will be delivered to mental health patients via a video connection from a physician located in the Walker Baptist Medical Center or these services may also be delivered from any one of NWAMHC's six clinics. It is anticipated that NWAMHC will also use

its new video capabilities to conduct staff training classes. Network specifications developed for this site require a minimum broadband throughput of 15 megabits.

NWAMHC in Winfield (260 Baker Street, Winfield, AL. 35594)

Description: The Winfield clinic is also located in Marion County where it serves approximately 10,000 people. This clinic has 10 employees and serves approximately 599 clients annually. Connectivity provided through this project will support the provision of telephone, internet, data and video services at this site. Psychiatric services will be delivered to mental health patients via a video connection from a physician located in the Walker Baptist Medical Center, or these services may also be delivered from any one of NWAMHC's six clinics. It is anticipated that NWAMHC will also use its new video capabilities to conduct staff training classes. Network specifications developed for this site require a minimum broadband throughput of 100 megabits since branch sites in Fayette and Hamilton will flow through this site back to the network hub in Jasper.

NWAMHC in Haleyville (71 Carraway Drive, Haleyville, AL. 35565)

Description: This clinic provides service to Winston County which has a population of 24,240. There are 82 employees at this site who provide service to about 579 clients annually. Connectivity provided through this project will support the provision of telephone, internet, data and video services at this site. Psychiatric services will be delivered to mental health patients via a video connection from a physician located in the Walker Baptist Medical Center, or these video services may also be delivered from any one of NWAMHC's six clinics. It is anticipated that NWAMHC will also use its new video capabilities to conduct staff training classes. Network specifications developed for this site require a minimum broadband throughput of 15 megabits.

Walker Regional Medical Center (3400 Highway 78 East, Jasper, AL. 35501)

Description: Connectivity provided through this project will support the provision of telephone, internet, data and video services at this site. Psychiatric services will be delivered to mental health patients via a video connection from a physician located at this site, or these physician services may also be delivered from any one of NWAMHC's six clinics. It is anticipated that NWAMHC staff training may also be conducted from this site. In addition, during emergency situations state and local emergency management and public health agencies may make use of the new broadband network. Network specifications developed for this site require a minimum broadband throughput of 15 megabits.

5. Pricing and Cost Information

Vendors submitting proposals should identify all costs associated with the proposed solution or subset solution that they are quoting. Not all of the costs associated with the solutions may qualify for FCC assistance, and it is critical that Northwest Alabama Mental Health Center and the Walker Baptist Medical Center understand the complete cost of the proposed broadband network. As indicated in Section 3, weight will be given to those proposals containing the lowest annual recurring costs spread over a period not to exceed 36 months. Quotes must include the following:

For telecommunications solutions:

1. Implementation fees, including any cost of required hardware, for end to end connectivity.
2. Ongoing transmission fees for end to end connectivity.
3. Any other costs associated with the solution and/or

description of the requirements that are prerequisites for the solution that may add additional cost to NWAMHC and its network partner.

For hardware and/or software solutions:

1. Purchase price
2. Installation costs
3. Ongoing support costs and support hour limits that may add costs
4. Any other costs associated with the solution and/or description of requirements that are prerequisites for the solution that may add additional cost to NWAMHC and its network partner.

For network testing:

1. All costs associated with the solution and/or description of requirements that are prerequisites for the solution that may add additional cost to NWAMHC and to its network partner.

6. Implementation Schedule

The Northwest Alabama Mental Health Center and its network partner are on a tight schedule that requires the implementation of all or most of the above components by November 30, 2010. Please include a plan with timeline, and address your ability to meet project goals. Identify any circumstances that may create potential delays.

7. Service and Performance Level Agreements

Please include information regarding service levels and any service level guarantees associated with the solution, including uptime and response time guarantees. Vendors are encouraged to include strong guarantees, as this will be a consideration in the proposal evaluation process.

8. System Tests and Acceptance Provisions

- A. Any contract resulting from this solicitation will contain specific system test provisions. These provisions will be developed by NWAMHC and its network partner and the vendor in accordance with the general concepts described in this RFP and executed in mutually agreed upon test environment.
- B. Any contract resulting from this RFP will contain specific system acceptance provisions. Acceptance plans will be developed and executed in advance of delivery. Payment for the system shall not become due until acceptance plans are agreed to and incorporated into the contract. A payment schedule will be tied to a work plan and will contain critical milestones. Failure to achieve milestones will impact the payment schedule along with other hard and soft remedies.

The Northwest Alabama Mental Health Center and its network partner, the Walker Regional Medical Center, expect that any contract resulting from this RFP will contain certain guarantees relative to the performance of the proposed solution such as specified speeds, transaction speeds, transaction volumes, uptime rates, etc. Vendors have been asked to describe their service and

performance level agreements. Respondents to this RFP should describe their capability of meeting these expectations and describe the terms of their response time guarantees.

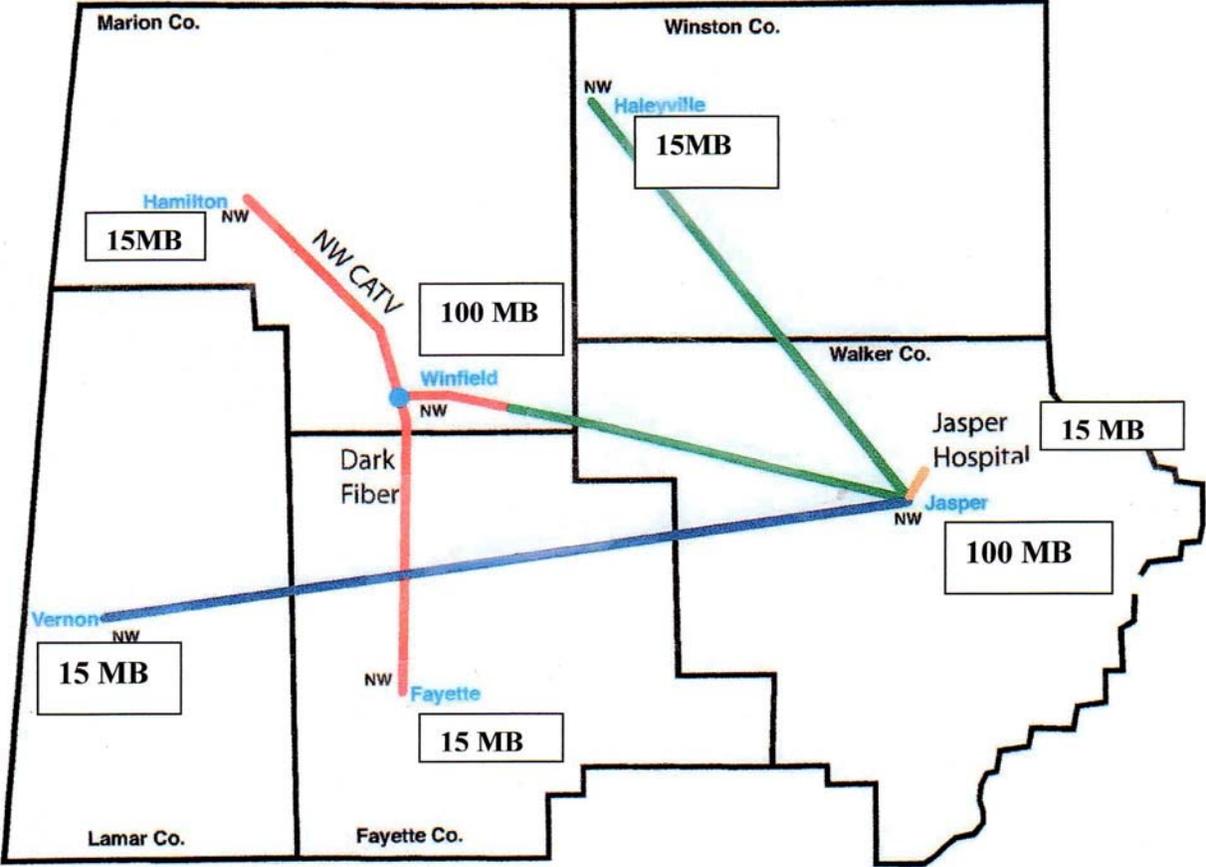
**REQUEST
FOR
PROPOSAL**

**FCC Pilot Program
Broadband Network Development**

**Requested By
Northwest Alabama Mental Health
Center**

NETWORK DIAGRAM

FUTURE MENTAL HEALTH NETWORK FOR NORTHWEST ALABAMA MENTAL HEALTH



Legend

- Existing
- NW** Northwest Mental Health

1/7/2010

Please disregard the Original RFP, which can be found below. Bids were received for the Original RFP; however, the bandwidth was far too expensive. The Revised RFP above requests lower bandwidth.