

REQUEST FOR INFORMATION
&
INNOVATIVE IDEAS & SOLUTIONS (RFI)

FOR THE ATLANTA BELTLINE, INC.'S COMMUNICATIONS AND
TECHNOLOGY CORRIDOR & OPPORTUNITIES USING
ATLANTA BELTLINE, INC. ASSETS

RFI Number 2021-12-15



Issued on October 26, 2021

This RFI is solely produced and administered by eX² Technology LLC, a private sector Atlanta Beltline, Inc. (ABI) partner.

Responses must be received no later than 4:00 p.m. CT on December 15, 2021.

CONFIDENTIALITY

All information received in the Respondent's response will be treated as confidential and will not be shared with any outside party without prior consent. The information is being submitted to eX² Technology for analysis and determination of final technology recommendations to the Atlanta BeltLine.

REQUEST FOR INFORMATION SUBJECT

REQUEST FOR INFORMATION AND INNOVATIVE IDEAS & SOLUTIONS RELATED TO THE ATLANTA BELTLINE (ABI) COMMUNICATIONS & TECHNOLOGY CORRIDOR AND OPPORTUNITIES THROUGH THE USE OF ABI ASSETS.

INQUIRIES

All inquiries or questions must be directed in writing to Jake Loghry, Project Development Manager, eX² Technology, via email at jloghry@ex2technology.com. Questions will be accepted until 12:00 p.m. Central Time (CT), November 19, 2021, and all answers and clarifications will be provided via direct response email to the person sending the questions. Late questions will not be answered. No extensions will be provided for any due dates. All information submitted by Respondents shall be kept confidential.

TIMELINE

KEY ACTIVITY	DUE DATE
RFI Released	October 26, 2021
Questions Due to eX ² Technology	No earlier than November 17 and no later than the November 19, 2021 – 12:00pm CT
Questions Responded to via email	On or before November 24, 2021
RFI Response due to eX ² Technology	December 15, 2021 – 4:00pm CT
Follow-up phone conversations with selected Respondents	Anticipate Mid-January 2022
Solution and Concept Refinement with Selected Respondents	January-March 2022. We anticipate this to be a 2-3-month timeline to incorporate a wide range of possible innovative ideas and solutions.
eX ² Provides ABI with Formal Recommendations for Technology Innovation and Solutions	March 2022
Additional Actions with Selected Respondents and Award Date	TBD

SUBMITTAL INFORMATION

Electronic responses must be received via email no later than 4:00 p.m. Central Time on December 15, 2021 with the subject line “RFI for Technology and Communications Innovations, Response No. 2021-12-15”. Late submissions will not be evaluated. Recommended file size is 20 megabytes.

INTRODUCTION

The Atlanta BeltLine (“ABI” or “BeltLine”) is a sustainable urban revitalization project transforming 22 miles of abandoned railroad corridor into a network of public parks, multi-use trails and a light rail transit system circling downtown Atlanta and connecting 45 in-town neighborhoods.

ABI developed a fiber-rich network that supports the BeltLine’s communications, smart city and public safety initiatives as well as serves as the foundation for an innovation district that helps close the digital divide. Access to the Atlanta BeltLine’s network provides connections to

emerging markets, homes, businesses and major connection points like data centers, communication hubs and co-location facilities.

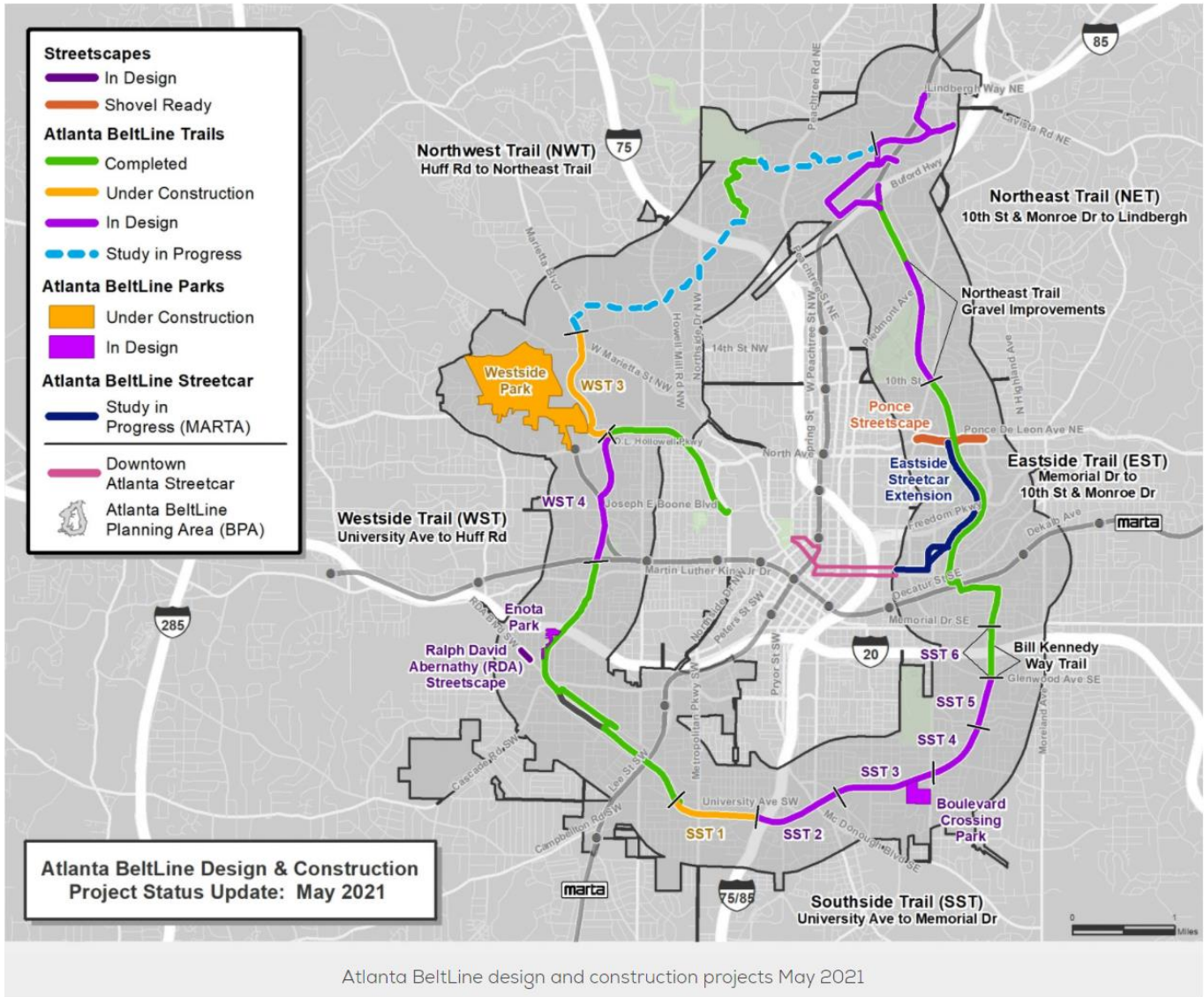
eX² Technology (eX²) and ABI entered into a formal long-term partnership not only to design, deploy and maintain a fiber optic infrastructure system, but to leverage ABI's physical assets to deliver smart city, digital inclusion and public safety initiatives and on-trail services, including common wireless broadband infrastructure, public Wi-Fi, safety, wayfinding and other technology-centric applications along the corridor.

eX² is Atlanta BeltLine's exclusive design-build-maintain and commercialization partner, helping to foster the corridor into a technology-driven network that connects Atlanta with a vast selection of innovative opportunities. eX² markets the Atlanta BeltLine's dark fiber, wireless and other infrastructure assets to those seeking to expand their reach within the Atlanta market.

This effort is part of ABI's larger Strategic Implementation Plan for developing a system of underground utility ducts meant to hold fiber optic cable, electric and other utility and communications infrastructure ("System"). The System was designed to serve as a foundation for a smart corridor, providing a springboard for local connectivity to homes, businesses, parks, roadways, schools, healthcare, data centers, light poles, traffic signals, retail facilities, commercial facilities and other related infrastructure that helps close the digital divide.

ABI seeks to implement the BeltLine project as well as this technology-oriented effort in way that ensures all legacy residents, new residents and business owners – regardless of age, gender, gender identity or expression, sexual orientation, race and ethnicity, ability, income or political ideology – benefit and prosper from its economic growth and activity for generations to come. More information about ABI can be found at: <https://beltline.org/>.

The System's current architecture includes 15.8 miles of multi-duct, carrier-class 288-count fiber optic cable. The remaining fiber system will be built incrementally as funding becomes available. Please see Attachment 1 for Atlanta BeltLine's "State of the BeltLine Report".



RFI Attachment 2 is a .kmz file that depicts the trail system, communications assets and adjacent key points of interest, including:

- Parks
- Commercial development and major retail centers
- Data centers and colocation points
- Future commercial developments
- Hospitals, universities and schools
- Tourist areas, zoo, stadiums, etc.

As ABI's dedicated partner, eX² Technology is responsible for identifying and recommending viable technologies and innovations to ABI for future deployment. To assist in fulfilling this responsibility, this RFI is issued to invite interested parties to submit their innovative ideas and information regarding ways prospective private partners can work with eX² to develop and deploy technology solutions and advance key opportunities. Technical innovations that can be

utilized to benefit BeltLine users will be considered in future development plans, except for smart lighting solutions as there is already a smart lighting solution in place.

Companies with experience in developing and deploying technology products and solutions, shared broadband infrastructure, outdoor advertising, mobile and online advertising, sponsorships and/or Smart City solutions, wayfinding, mobile phone and visual pedestrian counting, Intelligent Transportation Systems (ITS), quality of life systems, digital inclusion, etc., with an interest in making their ideas and services available, are invited to respond to this RFI. For purposes of this RFI, "Respondents" means the companies or individuals that submit their ideas and willingness to develop partnerships and business models in response to this RFI.

RFI Goals and Objectives

This RFI is centered on innovative solutions Respondents can bring to ABI's program through services, technology, trail user benefits and other revenue generating ideas that can also deliver a positive social and economic impact. In return, ABI can offer the Respondent access to the trail system through fiber optic connectivity assets, other physical infrastructure and facilities,

This RFI seeks ideas on innovative ways to leverage ABI's communications network and physical assets to enhance mobility, foster culture and inclusiveness and improve connections to opportunity through technology applications.

Respondents proposed activities may presume the use of ABI-owned assets, including, but not limited to, physical property (i.e., poles, fiber optic cable through an IRU, etc.), right-of-way access, and other BeltLine facilities. Such ideas must enable ABI to generate the maximum commercial value for its corporate fund to facilitate future services, mitigate any negative social impacts of the proposed activities and preserve the continuity and integrity of ABI. ABI will ultimately consider payments, revenue sharing or other creative methods to derive commercial value from any technology deployment arrangements.

eX² encourages Respondents to share their expertise, which may be used to shape the direction and form of future public-private collaboration. We further encourage Respondents to work together if a collaborative approach would best meet ABI's ultimate goals. As part of your response, please identify any potential partners in your effort. We encourage you to bring forward your ideas, technical solutions and other contributions to our attention as we develop the larger program and make recommendations for future technology deployments.

eX² desires input from potential collaborators or partners regarding the terms or conditions under which they would participate in such projects. We seek responses from potential partners with a variety of business models that share technological and operational responsibilities and financial risk between the partners and ABI in innovative ways. While eX² and ABI prefer solutions and options that require little to no investment by the BeltLine, we will consider making minor capital contributions toward one or more projects. To use ABI or eX² capital, the project must be supported by a sustainable business model that can be scaled easily and that demonstrates a measurable return that will enable the ABI mission of service to the community.

We are also interested in learning more about what additional actions would be required to implement the proposed solutions. Respondents should discuss all required contributions including, but not limited to, permitting, right-of-way access, property usage, conduit access, fiber connections, electricity requirements and State and Federal guidelines or regulations.

This is an invitation for ideas and information only. No decision has been made on future actions resulting from the innovations and ideas delivered in the RFI response. If an idea or technical solution is determined beneficial, a physical pilot program may be required at the Respondent's sole expense to validate the benefit of the technology innovation to ABI and the greater Atlanta community. The pilot program will also need to demonstrate the feasibility of an associated financial model and the monetary contributions that could be made to ABI resulting from a Beltline-wide innovative technology/solution deployment.

Resources Available to Respondents

The Atlanta Beltline has a wealth of resources available for possible use to deliver systems and services that mutually benefit the respondent and ABI. Some examples include, but are not limited to:

- Access to ABI-owned infrastructure in the ABI-owned right of way. The infrastructure could include conduit, fiber, poles and/or other facility access in the form of an IRU or other long-term lease or access agreement. A complete listing of ABI property and facilities is not available at this stage of the process.
- Respondents are encouraged to use existing ABI dark fiber for connectivity and technology advancement. ABI will provide an Indefeasible Right of Use (IRU) agreement to acquire and access the fiber. Please find a kmz file of the route in Attachment 2.
- Assistance from ABI and eX² to coordinate and facilitate the planning, permitting, construction, maintenance and upgrading of the proposed infrastructure.
- Primary construction activities, conduit/fiber connections and maintenance activities will be managed by ABI/eX² at the Respondent's expense. Respondents can assume physical maintenance and installation activities on the ABI right of way will be completed on their behalf.
- If a technical solution is not proposed, Respondents should be aware that ABI has a significant amount of dark fiber available for third party use through an IRU agreement.

Specific information about ABI pole assets and fiber interconnection points will not be made available to Respondents at this time. Although presuming the ability to use ABI assets is encouraged, Respondents requiring pole attachments on ABI right of way must complete their own due diligence about availability.

INFORMATION REQUESTED FROM RESPONDENTS

Technical Solution and Business Model

In exchange for use of ABI resources, we are looking for creative offers that include monetary and/or non-monetary consideration to ABI. In general, we are looking for creative utilization of ABI resources to deliver better broadband, Wi-Fi, kiosk, information distribution services, public safety, pedestrian monitoring, mass notification, emergency notifications, wayfinding, refuse container monitoring, advanced marketing systems, parking availability information management, mobile connectivity, refuse monitoring or any other creative use cases that benefit ABI users. Consideration must be given to aesthetics and will require ultimate review and approval by ABI. Respondents will be expected to deliver and operate their solution for the life of the contract.

At this time, it is expected that ABI will select a partner for the deployment of cost-free public gigabit Wi-Fi services at ABI public spaces.

Respondents must include information on how they intend to fund their proposed solution for the initial implementation site and when such funds would be available. Please include information such as how much will it cost to deploy, build and operate the technology. Would you expect ABI to contribute more than access to its municipal infrastructure? If so, what support from eX² or ABI is desired? Please note, that opportunities requiring financial support from eX² or ABI are not ideal.

eX² and ABI envision a public–private partnership (P3). Respondents should discuss, in detail, revenue-sharing opportunities in their proposed technology. Respondents should also discuss how and when the profits generated from their proposed network would be shared.

Responses should be focused primarily on the initial implementation site and specifically along the trail and the ABI-owned areas adjacent to it. Additional responses about how build-outs might occur in other locations within the City are acceptable but not required.

Information Sharing

The selected Solution Provider(s) will be expected to share aggregate information with eX² and ABI regarding network usage (i.e., the number of connections to fiber or Wi-Fi devices to permit eX² and ABI to assess system usage and traffic patterns in particular areas). This information would be used for reasonable marketing and project benchmarking purposes. eX² and ABI understand and appreciate that Respondents may have confidentiality concerns, and we encourage Respondents to include any limitations or proposed confidentiality agreements in connection with information sharing between eX², ABI and Respondent. eX² and ABI do not request and are not interested in receiving a technical innovation or solution that would provide us with personally identifiable information regarding network users.

Confidentiality

All information received in the Respondent's response will be treated as confidential and will not be shared with any party outside of ABI and eX² without prior consent. The information is being submitted to eX² Technology for analysis and recommendation to ABI.

Response Format

A minimal format has been developed to assist evaluators; however, it is broad enough to encourage Respondent creativity and innovation. Respondents can structure their individual responses in any way they feel is advantageous to expressing their ideas, plans and models within the guidelines below. Marketing and product information sheets may be included as an attachment. The recommended total file size is 20 megabytes.

RFI responses should be prepared on 8 ½" X 11" letter-size documents and limited to 50 pages. Submit a PDF copy via email to jloghry@ex2technology.com on or before the due date. Sections should be separated and organized in sequence as set forth below with sections identified and sequential page numbers. RFI responses should be clear, concise and well organized. A cover letter is optional, but not required.

1.0 Executive Summary

Please provide an executive summary that explains your understanding of the RFI's intent and objectives and how your innovation, technology and ideas would achieve those objectives. The summary must discuss the Respondent's plan for formulating and implementing the services; approach to project management; strategies, tools and safeguards for ensuring performance of

all required services, equipment, software and firmware considerations; training and ongoing support; and any additional factors for consideration. Please provide a clear and concise description of your innovative idea related to Communications, Municipal Marketing and/or Smart City Innovations.

Provide a monetization plan and summarized revenue models related to your proposed idea and how ABI would share in these revenues. Please describe the public benefit that your idea will bring to the City of Atlanta, its residents and visitors. Elaborate on how your firm will execute its vision for bringing its services to the City.

2.0 Value Proposition

Please summarize the value that your idea or solution will provide to all stakeholders, both tangible and intangible. Consider this your elevator pitch to the parties reviewing the information.

3.0 Professional Qualifications and Specialized Experience of Respondent and Team Member Entities Committed to this Idea

Identify participants in Respondent's Team. For example, if Respondent is a business entity that is comprised of more than one legal participant (i.e., Respondent is a general partnership, joint venture, etc.), then Respondent must identify all anticipated entities involved, and summarize the role, degree of involvement and experience of each entity separately. If Respondent proposes that major portions of the solution are provided by different team member entities, Respondent must provide the information for each such team member entity. Describe the relationships between the team member entities and delineation of responsibilities.

4.0 Project Team

4.1 Organizational Chart

Submit an organizational chart that clearly illustrates all firms (joint venture partners, if any, subcontractors), their relationship in terms of proposed services and key personnel involved and the following information:

1. A chart that identifies not only the proposed organizational structure, but also key personnel by name and title. Staffing levels of each organizational unit should be estimated.
2. The specific role of each of the firms in a team or joint venture for each task/work activity must be described.

4.2 Dedicated Resources

1. Describe facilities, equipment, software/hardware technologies and other resources available for implementing any proposed services. Identify ABI/eX² resources, if any, required and responsibilities. Assume physical installation of any technologies proposed and associated maintenance activities on ABI property/facilities will be provided by ABI's existing vendors through a direct agreement between with the vendor(s).
2. Provide a high-level description of the professional qualifications, specialized experience and local availability of key personnel assigned to perform the services.
3. Financial resources to the extent required, summarize the financial resources backing the Respondent's proposed services. If the Respondent proposes to invest in development of assets for ABI, detail how such investments would be funded and how ABI would benefit from such a program.

5.0 Overview of Respondent's Plan for Implementing the Services

Respondent should include a comprehensive and detailed description of the process by which it will provide the innovation and technology solutions/services, including facilitating new ideas and strategies to implement proposed strategic plan initiatives. Respondents must identify an asset either identified in this RFI or one identified by the Respondent. The Respondent may identify one asset or combination of assets in the submittal.

5.1 Ideas and Approaches for Implementation of Services

Describe your ideas and approaches for the implementation of the services, including the following information:

1. Prioritize ABI assets that will be used for your communications, marketing, advertising, sponsorship, smart city innovation, etc.
2. Identify ideas for creative and integrated programs
3. Identify potential commercial partners for asset-based transactions
4. Identify how the ideas and approach will gain maximum value for Atlanta residents and taxpayers, while preserving the continuity and integrity of the City and its neighborhoods
5. Identify any changes in law that would be required to implement the ideas and approaches

6.0 Point of Contact

Please provide the contact information for the person to be contacted if there are questions or a follow-up discussion is desired. Include:

- Name
- Company
- Title
- Preferred Phone Number
- Email Address