



# Request for Proposal (RFP)

## Dark Fiber IRU

**Organization:** Centranet, LLC

**Issue Date:** 09/02/2025

**Response Due Date:** 10/02/2025

**Point of Contact:** Sachin Gupta, [procurement@centranetfiber.com](mailto:procurement@centranetfiber.com)

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## 1. EXECUTIVE SUMMARY

### 1.1 Purpose

This Request for Proposal is issued to gather information from qualified vendors regarding dark fiber lease services to support Centranet's telecommunications and data connectivity requirements.

### 1.2 Background

Centranet is a subsidiary of Central Rural Electric Cooperative providing broadband services utilizing Fiber to the Home. Over the last five years, Centranet has built a 3300-mile fiber network to service several counties in rural Oklahoma. We are looking for dark fiber that would enable connectivity between Centranet's network and data centers in Tulsa, Oklahoma.

### 1.3 RFP Objectives

- Assess market availability of dark fiber infrastructure
  - Understand pricing models and service options
  - Evaluate vendor capabilities and experience
  - Gather technical specifications and requirements
  - Identify potential implementation timelines
  - Award to a vendor if project satisfies Centranet requirements
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## 2. PROJECT REQUIREMENTS

### 2.1 Service Overview

**Service Type:** Dark Fiber Lease (IRU), 2-6 strands

**Service Term:** 20 years with option to extend

**Expected Start Date:** 12/15/2025

### 2.2 Geographic Requirements

#### Primary Locations:

- Location A: Within 10 Km of any of the locations in the provided kmz file
  - Location Z: Tier Point 1 (322 E. Archer Street, Tulsa) and Tier Point 2 (12151 State Farm Blvd, Tulsa)
  - Applicants may provide option to either or both Z locations
  - Applicants may provide multiple packets with different routes and A and Z locations
  - Please contact [procurement@centranetfiber.com](mailto:procurement@centranetfiber.com) if your meet point is more than 10 Km from the locations provided in the kmz file. You can put in a response if the meet point is acceptable.
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## 3. VENDOR INFORMATION REQUEST

### 3.1 Company Profile

Please provide the following information about your organization:

1. **Company Overview**
  - Legal company name and structure
  - Years in business providing dark fiber services
  - Primary business focus and market segments served
  - Number of employees
2. **Financial Stability**
  - Credit rating or financial strength indicators
  - Bonding capacity
  - Insurance coverage types and limits
3. **Geographic Presence**
  - Service territories covered
  - Network maps
  - Local presence in our service area
  - 24/7 NOC locations

### 3.2 Technical Capabilities

### **1. Infrastructure Details**

- Total fiber route miles owned/leased
- Types of fiber infrastructure (underground, aerial, etc.)
- Fiber specifications (single-mode, multi-mode, strand counts)
- Network topology and redundancy options

### **2. Installation and Construction**

- In-house construction capabilities
- Certified contractor partnerships
- Permitting and right-of-way experience
- Environmental and safety certifications

### **3. Maintenance and Support**

- Network monitoring capabilities
- Fault detection and location systems
- Response time commitments
- Escalation procedures
- Spare fiber availability

## **3.3 Service Offerings**

### **Dark Fiber Services**

- Available fiber types and counts
- Route diversity options
- Cross-connect services
- Colocation services at fiber termination points

## **3.4 Vendor Questionnaire**

Please respond to the Questionnaire at this link:

<https://form.jotform.com/250096025054045>

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## **4. ROUTE-SPECIFIC INFORMATION**

For each requested route, please provide:

### **4.1 Route Availability**

- Existing fiber availability between specified locations (provide kmz and available fiber count)
- Alternative route options if direct paths unavailable
- Fiber strand counts available

## **4.2 Technical Details**

- Route distance (aerial miles and fiber miles)
- Number of splice points
- Fiber specifications and test results
- Estimated fiber loss calculations
- Access point locations for maintenance

## **4.3 Construction Requirements (If Any)**

- New construction required
  - Estimated construction timeline
  - Permitting requirements and timeline
  - Environmental considerations
  - Right-of-way acquisition needs
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# **5. PRICING INFORMATION**

## **5.1 Cost Structure**

Please provide pricing for the following components:

1. **Monthly Recurring Charges (MRC)**
2. **Non-Recurring Charges (NRC)**

Centranet will prefer NRC over MRC and preference will be given to applicants as such.

## **5.2 Commercial Terms**

- Standard contract terms and length – 20 year lease
  - Service level agreements offered
  - Termination clauses and penalties
  - Renewal options
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# **6. PROJECT IMPLEMENTATION**

## **6.1 Timeline**

- Estimated project timeline from contract execution
- Key milestones and deliverables
- Factors that could impact timeline

- Fast-track options available

## **6.2 Project Management**

- Dedicated project management approach
- Client communication protocols
- Progress reporting methodology
- Change management procedures

## **6.3 Testing and Acceptance**

- Fiber testing procedures and standards
  - Acceptance criteria
  - Documentation provided
  - Warranty terms and conditions
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# **7. REFERENCES AND EXPERIENCE**

## **7.1 Project Experience**

Please provide information on similar projects completed within the last 3 years:

- 1. Project Details**
  - Client name (if permissible)
  - Project scope and size
  - Implementation timeline
  - Challenges encountered and solutions
- 2. Client References**
  - Contact information for 3-5 recent clients
  - Permission to contact references
  - Project details and outcomes

## **7.2 Certifications and Partnerships**

- Industry certifications held
  - Professional memberships
  - Quality management certifications
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# **8. RESPONSE REQUIREMENTS**

## **8.1 Response Format**

- Provide responses in the same order as questions
- Include all requested documentation
- Clearly mark any proprietary or confidential information
- Submit electronic copies to Procurement@centranetfiber.com

## **8.2 Submission Requirements**

**Deadline:** 9/30/2025

**Delivery Method:** Email, dropbox/onedrive etc. upload

**Contact for Questions:** Sachin Gupta, sgupta@centranetfiber.com

**Question Deadline:** 9/15/2025

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# **8. TERMS AND CONDITIONS**

## **8.1 RFP Process**

- This RFP is to evaluate dark fiber offerings from various vendors
- No commitment to purchase implied
- All responses become property of Centranet

## **8.2 Confidentiality**

- Vendor information will be kept confidential
- Responses may be shared with evaluation team and advisors
- No public disclosure without vendor consent

## **8.3 Costs**

- Vendors bear all costs of RFP response preparation
- No reimbursement for response preparation costs
- Site visits and presentations at vendor expense

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**Thank you for your interest in this opportunity. We look forward to your comprehensive response.**

*This RFP does not constitute a commitment to purchase or contract for services. Centranet reserves the right to modify requirements, cancel this RFP, or pursue alternative solutions.*