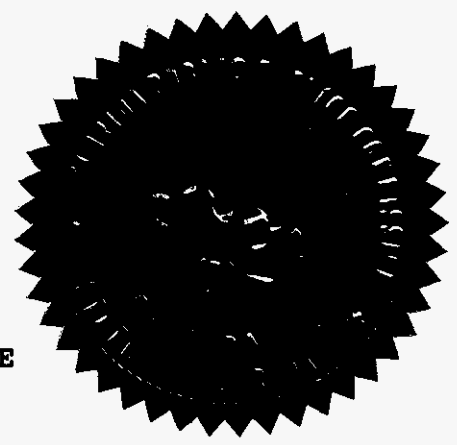


BEFORE THE
FLORIDA PUBLIC SERVICE COMMISSION

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In the Matter of :
Request for Submission of :
Proposals for Provision of :
Relay Service, Beginning in :
June, 1997. :

DOCKET NO. 960598-TP



PROCEEDINGS: BIDDERS CONFERENCE

DATE: Wednesday, August 28, 1996

TIME: Commenced at 9:30 a.m.
 Concluded at 10:30 a.m.

PLACE: Betty Easley Conference Center
 Room 152
 4075 Esplanade Way
 Tallahassee, Florida

REPORTED BY: JOY KELLY, CSR, RPR
 Chief, Bureau of Reporting
 Florida Public Service Commission

DOCUMENT NUMBER - DATE

09150 AUG 28 96

FPSC-RECORDS/REPORTING

1 **IN ATTENDANCE:**

2 **CHARLES ESTES, MCI.**

3 **BRANDI RARUS, MARILYN MIDYETTE, Sprint**
4 **Communications.**

5 **RUSSELL FLEMING, DORIS FRANKLIN and KELLY**
6 **STEPHENS, AT&T.**

7

8 **FOR THE FPSC:**

9 **RICHARD TUDOR, ALAN TAYLOR, LAURA KING and**
10 **DON McDONALD, FPSC Division of Communications.**

11 **CINDY MILLER, FPSC General Counsel's Office.**

12

13 **INTERPRETERS:**

14 **SHARN STARLING**

15 **BETTINA TANACEA**

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1 P R O C E E D I N G S

2 (Meeting convened at 9:30 a.m.)

3 **MR. TUDOR:** Let's go ahead and get started.

4 This meeting was noticed in the RFP itself
5 and also Commission notices were issued dated July
6 31st to set up this time and location for a bidders
7 conference. What we want to do today is to provide a
8 brief overview of the RFP and to answer whatever
9 questions we can today about the RFP.

10 I want to welcome everyone here. We have a
11 sign-in sheet on the front table. If everyone that is
12 here would try to sign that sometime today I'd
13 appreciate it. For the court reporters, and the
14 interpreters, if you would this morning, first couple
15 of times you talk, if you would identify yourself
16 until we make sure everybody knows everyone and also
17 don't speak too quickly so everybody can keep up.

18 The first thing I'd like to do is try to
19 identify for each potential bidder who the primary
20 contact person will be on the RFP because we want to
21 make sure that we're in communication with them
22 especially. So let me ask for AT&T who the primary
23 contact person should be. You know, we have dealt
24 with Maripat Brennan on this, and LaRain Cikota Renz,
25 and we have had additional folks this morning, so I

1 want to get some idea of who would be the best primary
2 contact person.

3 **MR. FLEMING:** Probably me.

4 **MR. TUDOR:** So Andy Lange.

5 **MR. FLEMING:** LaRain and myself. Do you
6 have my telephone number?

7 **MR. TUDOR:** I believe I have all of that,
8 yes. You haven't had any reason changes, have you?

9 **MR. FLEMING:** No.

10 **MR. TUDOR:** Okay. Let me ask that for
11 Sprint. We've gotten a couple of letters from Regina
12 Woelfle, W-O-E-L-F-L-E, who I was not familiar with
13 and I didn't know if she was going to be the primary
14 contact person or someone else. So could you tell me
15 who would be the primary contact for Sprint?

16 **MS. RARUS:** That would be Regina.

17 **MR. TUDOR:** Okay. There was a request for a
18 disk copy of the RFP. So I have done that. I have
19 made copies of the RFP on disk. Let me just give you
20 this warning: I can see why you would want that. It
21 would be helpful for doing things like word searches
22 or for doing -- perhaps trying to format maybe the
23 checklist or something like that, just a few caveats.
24 The paper copy version is the official version of the
25 RFP. If there is any difference that you find in the

1 electronic version, the disk copy and the paper copy,
2 rely on the paper copy, not on the electronic copy.
3 So you might want to just make sure that that's the
4 approach you take as you're working with it.

5 This is in WordPerfect 5.1. And let me ask
6 who I should give these too. Sprint? And for AT&T?
7 Brandi for Sprint and Kelly for AT&T. Okay.

8 For AT&T the primary contacts will be
9 Russell Fleming and LaRain Cikota Renz, and for Sprint
10 the primary contact will be Regina Woelfle; is that
11 correct? Okay. Okay.

12 I would like to just briefly go over some of
13 the schedule that's laid out just to remind you of
14 some dates.

15 Any questions that you have about the RFP we
16 would like to receive those in writing by September
17 19th. That does not necessarily mean that we will not
18 be able to respond to questions sent in later, but we
19 would like for you to use that as a target because we
20 may have difficulty in getting responses to you if
21 they come in much later than that.

22 Remind you of the bid due date which is
23 October 2nd at 3:00 Tallahassee time, 3:00 p.m., and
24 those will need to be received in our Division of
25 Records and Reporting. And just let me emphasize that

1 Section A.12 of the RFP indicates that late proposals
2 will not be accepted, so please make sure you've got
3 them here ahead of that time frame. They're not due
4 at 5 o'clock; they're due at 3:00 on that date of
5 October 2nd.

6 Also let me remind you that the price
7 proposal and the technical proposal should be
8 submitted separately. They can come in the same box
9 or whatever but they should be very clearly separated.
10 The technical proposal needs to be filed in three-ring
11 binders and the price proposal needs to be sealed up
12 in a envelope and the RFP describes what should be on
13 the outside of that envelope to make it very clear
14 what is in there.

15 On December 3rd we're anticipating that
16 that's the date where we will present -- the Staff
17 will present to the Commissioners a recommendation on
18 who to award the contract to. And, of course, the
19 date for service is -- service is to begin June 1,
20 1997.

21 Any of these dates in this schedule are
22 subject to change, but we anticipate that we will
23 follow that schedule absent any unforeseen
24 circumstances. So at this time we still believe that
25 this is the schedule we'll follow.

1 Let me remind you also that the RFP calls
2 for compliance with the Florida law, the
3 Telecommunications Access System Act, as well as the
4 Americans with Disabilities Act and related FCC rules,
5 so it's very important that you are familiar with
6 those so that any proposal you put together is in
7 compliance with those.

8 Another key item is restrictions on
9 communications. In the transmittal letter that
10 accompanied the RFP, as well as in Section A.10 of the
11 RFP we discuss communications. We're asking that
12 bidders not communicate with any Public Service
13 Commission Commissioner, no Public Service Commission
14 Staff member, no Advisory Committee member regarding
15 the RFP until after we've selected a provider.

16 I have copies of the Advisory Committee list
17 and I want to pass those out just to make sure that
18 you are aware of who is on the committee so that you
19 don't accidentally discuss the relay service with
20 them.

21 Just for the record, I think we've probably
22 gotten most everybody here. Let me ask if we could go
23 across this front table and ask everyone to introduce
24 themselves. Let's start with you if we could,
25 Charles.

1 **MR. ESTES:** I'm Charles Estes from MCI.

2 **MR. LANGE:** Andy Lange with USA Relay.

3 **MS. RARUS:** Hi, I'm Brandi Rarus from
4 Sprint.

5 **MS. MIDYETTE:** I'm Marilyn Midyette with
6 Sprint as well.

7 **MS. STEPHENS:** I'm Kelly Stephens from AT&T.

8 **MR. FLEMING:** I'm Russell Fleming with AT&T.

9 **MS. FRANKLIN:** Doris Franklin with AT&T.

10 **MR. TUDOR:** Okay. Thank you.

11 Yes, Russell.

12 **MR. FLEMING:** For clarification, I
13 understand that there's two people from the Advisory
14 Council that are on the evaluation team. So no
15 contact with them, also any of the members of the
16 Advisory Council; is that correct?

17 **MR. TUDOR:** Yes, that's correct. There are
18 Advisory Committee members and none of those should be
19 contacted during the review of this proposal. Two of
20 those members are evaluators, so that applies to them
21 as well as all the other Advisory Committee members.

22 **MR. FLEMING:** Thank you.

23 **MR. TUDOR:** Thank you. Appreciate you're
24 clarifying that.

25 We have received some written questions from

1 Sprint and we'll be reviewing those in just a little
2 bit.

3 One thing I want to emphasize is that we do
4 not currently plan any oral interviews or site visits.
5 We may do that, but we do not anticipate doing that,
6 and I want to emphasize to you that you should
7 anticipate that your written proposal could be your
8 total opportunity to present your proposal to the
9 Proposals Evaluation Committee. So don't anticipate
10 supplementing that later on in any way because the
11 written proposal may well be the total proposal that
12 the Commission and the evaluation committee will
13 review.

14 Let me just also emphasize that it would
15 certainly be to your advantage for both the Proposals
16 Review Committee and the Commission to understand your
17 proposal that you fully explain everything in your
18 proposal. Do not assume an awfully large amount about
19 what the evaluators may or my not already know. Try
20 to make as clear as possible what your proposal will
21 be in the proposal that is written and submitted.

22 One of the areas of the proposal I wanted to
23 take a minute to -- excuse me, of the RFP that I
24 wanted to take just a minute to make sure you
25 understood deals with what is in B.38 and B.39 of the

1 RFP.

2 B.38 is entitled "Unsolicited Features in
3 Basic Relay Service." B.39 is listed as "FPSC
4 Optional Services Not in Basic Relay But Available at
5 Additional Cost." I want to make sure you understand
6 the difference in those two. That's B.38 and B.39.

7 B.38 will have points awarded for it up to a
8 maximum of 200 points. That is for all -- we
9 emphasize the word all -- all unsolicited features
10 that you propose under B.38. In other words, if you
11 propose five features, it's not 200 points per
12 feature, but 200 points for all of the features that
13 you propose under B.38.

14 If your company is selected as the
15 contractor, that will be a part of your package, your
16 proposal. You will be expected to provide those
17 features in B.38.

18 There will be no additional charge to the
19 State of Florida for providing those services other
20 than the charge for basic relay service. In other
21 words, that will be a part of your basic proposed
22 relay service.

23 Now, B.39 is different from that. B.39
24 there are no points awarded. It's not going to affect
25 whether you're awarded a contract or not because there

1 are no points awarded for that.

2 The charges, price for items under B.39 are
3 to be separately stated in the price proposal. So,
4 for example, if your basic package includes two
5 unsolicited features, and you propose a charge of 50
6 cents per minute, that's your proposal for basic
7 relay. That 50 cents per minute would include those
8 two unsolicited features under B.38. But if you are
9 awarded the contract, and if the Commission chooses to
10 take one or more of the optional features under B.39,
11 then we would, in the contract, agree to that
12 additional optional service and we would reach an
13 agreement on what charge we would pay for that and
14 that would be over and above the basic 50 cents, if we
15 agree that there should be a charge at all for that
16 extra service and that would be something we would
17 reach an agreement on.

18 Do you have any questions about that? Is
19 that clear? Okay.

20 We have some prefiled questions from Sprint,
21 and I'm going to pass those out.

22 Charles, earlier I had asked who was going
23 to be the primary contact person for each company.

24 Will that be you for MCI?

25 **MR. ESTES:** It will be Ross Preston.

1 **MR. TUDOR:** I do not have any information on
2 Mr. Preston, like an address or telephone number. If
3 he's going to be the primary contact person, I need
4 that information.

5 **MR. ESTES:** Then change it to me, Richard.
6 I'm sorry.

7 **MR. TUDOR:** Okay.

8 And also we passed out a computer disk with
9 the RFP on it. And I want to give you a copy of that.
10 And with the understanding that this is not
11 necessarily the official version. I believe it is,
12 but if there are any differences between the
13 electronic version and the paper version, you need to
14 rely on the paper version. That will be considered
15 the official version of the RFP. This copy is in
16 WordPerfect 5.1, and I understand how you can use that
17 for searching and things like that, but please
18 understand that this is not the official version of
19 the RFP, but the paper version is.

20 If you would take your RFP and the list of
21 questions from Sprint we will review those.

22 The first question Sprint identifies is
23 relating to Section A.15 which is on Page 10 of the
24 RFP. And that section deals with public availability
25 of proposals. The question is will the vendors have

1 the opportunity to submit redacted versions of their
2 proposal for availability to the public? And if not,
3 how will vendors confidential information be
4 protected?

5 In responding to that I would first like to
6 refer you to Section A.25 of the RFP, which is on
7 Page 13. And what that indicates is that written
8 requests for confidentiality will be considered by the
9 FPSC as described in the Florida Statute that is
10 referenced there, and also in one of the Commission
11 rules. We have copies of that Commission rule and
12 what I want to do is get a copy of that to each of you
13 today. But let me summarize -- let me just explain
14 that these procedures lay out a process by which you
15 can request confidentiality. Generally, and you can
16 go through the process in more detail, but generally
17 the process is that you may submit something to the
18 Commission; it will be a public record. But if you
19 ask for confidentiality, we will treat it with
20 confidentiality initially. We will then review your
21 request for confidentiality. That will not
22 necessarily be granted automatically. It will be
23 reviewed and your justification for keeping that
24 information out of the -- out of public availability
25 will be reviewed, and if we do not agree that it

1 should be treated confidentially, we will issue a
2 ruling which will say that it will be made public,
3 which is obviously something that you can also
4 protest.

5 And then if we agree that it's confidential,
6 we will issue a ruling that it will remain
7 confidential.

8 Cindy, do you want to clarify or correct
9 anything I said or add to that?

10 **MS. MILLER:** Just that (4) is the part to
11 focus on. It's on that second Page 22-8. (4), and
12 there it talks about the redacted copy that you would
13 file in addition to your regular version, so,
14 hopefully, that will answer that question.

15 **MR. TUDOR:** Does that satisfy your question?

16 **MS. RARUS:** Yes. Thank you.

17 **MR. TUDOR:** Okay. The second question deals
18 with Section B.4 which is on Page 15 of the RFP. This
19 is the section dealing with the term of contract. The
20 question is, "Please clarify whether the additional
21 period the contract may allow for is a one-year or
22 three-year term?" And the answer for the question
23 asked is neither. It is not specifically for either
24 of those. That is an item that will be mutually
25 agreed to by the Commission and the contractor.

1 MS. RARUS: Okay.

2 MR. TUDOR: There's not a specific answer.
3 It's not necessarily either one or three years.

4 Of course, the initial term of the contract
5 is three years.

6 Question 3 deals with Section B.13 on
7 Page 20. The requirement of B.13 is to make available
8 CAs with the capability of providing relay service to
9 users who use either English, Spanish or ASL on their
10 relay call. The question is, are Spanish calls
11 included in the percentage of traffic that can be
12 handled outside of the state, and will Spanish calls
13 be evaluated for the percentage of in-state traffic
14 requirement?

15 First, in responding to that I would say
16 that there's probably an additional reference related
17 to this. There's a separate section that deals with
18 in-state versus out-of-state traffic.

19 The RFP does not require that traffic be
20 handled at an in-state relay center, but it does award
21 points for providers who handle traffic in-state, at
22 an in-state relay center.

23 The answer to the question dealing with
24 Spanish calls, I think, could best be answered by
25 simply saying a call is a call. We would not

1 differentiate between a Spanish call or an ASL call or
2 an English call. A call is a call in terms of the
3 in-state versus out of state issue.

4 The question talks about an in-state traffic
5 requirement. There is no in-state traffic
6 requirement. So I just want to clarify that in terms
7 of the question, there is no requirement for in-state
8 traffic. Let me use as an example, let's say, that
9 you chose to handle 75% of your traffic, which is all
10 English traffic inside the state, and you handled the
11 rest of your traffic, which is Spanish which is, say,
12 25% in some other state. Then you would have handled
13 75% of your traffic in Florida and 25% out of state.
14 In other words, you would not have handled 100% of
15 your traffic in Florida because 25% which are the
16 Spanish calls in this example, were handled in another
17 location. Is that clear? Do you have a follow-up
18 question?

19 **MS. RARUS:** Yes. Sprint is requesting a
20 percentage of this Florida -- Sprint would request for
21 the 25% of the Spanish traffic to be handled in
22 Florida because currently we handle all of the Spanish
23 traffic through the Texas center. So assuming that we
24 set up a center in Florida to handle all of the calls
25 except for the Spanish calls, we would need to know

1 the percentage.

2 **MR. TUDOR:** Okay. So as an example, then,
3 if 75% were handled in Florida, and 25% went to Texas,
4 it really wouldn't matter whether the ones that are
5 handled in-state or the ones that go to Texas are
6 English or Spanish, it wouldn't matter. The bottom
7 line is that a call is a call.

8 **MS. RARUS:** No, it would only be the Spanish
9 calls. We would run the calls as Spanish. We would
10 not send calls other than Spanish calls to the Texas
11 gate.

12 **MR. TUDOR:** And again it would not matter
13 how you handled Spanish versus English calls. That
14 would not be an issue. The bottom line would be if
15 you handled 100,000 calls in a month, if 75,000 of
16 those went to a Florida relay center and 25,000 went
17 to a Texas relay center, it really wouldn't matter
18 whether all of them were English or all were Spanish
19 or a mix. That would not make any difference in terms
20 of the issue of in-state versus out of state. A call
21 is a call.

22 Andy.

23 **MR. LANGE:** Could I ask what the percentage
24 of the Spanish calls does FRS currently handle today?

25 **MR. TUDOR:** I do not have that information.

1 It's not included in their traffic reports.

2 **MR. LANGE:** Okay.

3 **MS. RARUS:** That's what I'm requesting,
4 because we would need to know that percentage in order
5 to figure out how we could plan for Florida. Because
6 you're giving us points based on the percentage of
7 traffic, and Sprint would like to know how much
8 Florida traffic currently is handled in Spanish
9 currently.

10 **MR. TUDOR:** Charles, do you know the mix?

11 **MR. ESTES:** (Shakes head) We do not track
12 it.

13 **MR. TUDOR:** The decision of whether to
14 handle in-state versus out of state may be based on
15 the language, but it may also simply be based on the
16 load balancing plan.

17 **MS. RARUS:** How would you evaluate the
18 percentage of points based on location if you don't
19 know what the percentage of the traffic is being sent
20 to another location for Spanish? Spanish calls only?

21 **MR. TUDOR:** Currently all traffic is
22 required to be handled in-state. I understand your
23 question. You would like to know the -- because
24 you're interested in perhaps differentiating in-state
25 and out-of-state based on language.

1 **MS. RARUS:** Yes.

2 **MR. TUDOR:** But it is not a part of the
3 traffic reports that we get today. So it's --
4 Mr. Estes has indicated he does not have that
5 information. So I cannot answer that. I just don't
6 know.

7 **MS. STEPHENS:** That 1-800 number for
8 Florida, the 21 for the TTY, will that remain the same
9 for Spanish calls going through this number or will it
10 be a separate 800 telephone number?

11 **MR. TUDOR:** The RFP deals with the 800
12 number question by saying that there are two --
13 perhaps we should turn to that to make sure that I
14 understand your question and that we're following the
15 RFP. Let me find that.

16 It's item B.5 on Page 15.

17 Basically what the requirement is in the new
18 RFP, is that the existing numbers will continue to be
19 used. The 8771 number being used for TDD access and
20 the 8770 for voice access. Then at the provider's
21 discretion a separate number may be used for access by
22 ASCII terminals. So those things would be at the
23 provider's discretion, the third number. The first
24 two numbers are required, the third number for ASCII
25 is at your discretion, and then if you would like to

1 use additional numbers for relay -- and we use as an
2 example Spanish access -- you can bring that proposal
3 to the Commission for authority to add an additional
4 number.

5 It may not necessarily be at your
6 discretion, but you can make that request to do that.

7 **MS. MIDYETTE:** I'm probably new to this
8 arena in general and, secondly, I'm not sure I
9 understood the discussion heretofore on the percentage
10 traffic. In order for us to assist you in determining
11 how you would allocate points for how much traffic is
12 serviced out of the state of Florida versus how much
13 is not, because one of the differentiators for us
14 would be that Spanish-speaking element --

15 **MR. TUDOR:** Okay.

16 **MS. MIDYETTE:** -- how will you -- if we
17 can't tell you as a result of not knowing how many of
18 the calls are Spanish, how will you be able to
19 determine if we can't tell you that, to determine how
20 many points are awarded for an in-state center or not?

21 **MR. TUDOR:** Well, you will have to, of
22 course, comply with what you put in your proposal.

23 **MS. MIDYETTE:** Right.

24 **MR. TUDOR:** So certainly you should not
25 overestimate how much traffic will be handled within

1 the state. So that will be up to you to decide what
2 you believe based on whatever information that you
3 have what the mix will be. And if it means that you
4 end up having to continue to handle some Spanish calls
5 in-state in order to comply with your written
6 proposal, that may be an ultimate result.

7 **MS. MIDYETTE:** How do we make an educated
8 guess?

9 **MR. TUDOR:** You provide service throughout
10 this country. You have some ideas perhaps in some of
11 your other locations of what the mix is. You know
12 something about the -- just from general population
13 information you may know something about the mix of
14 the Spanish-speaking people in Florida, and may be
15 able to extrapolate it that way. But I would
16 emphasize that whatever you put in your proposal you
17 will be awarded points for, and so, therefore, we
18 would expect you to stick with whatever you put in
19 your proposal.

20 **MS. RARUS:** I guess I'll ask. I just want
21 to follow up to Marilyn's question. There's no way
22 for us to determine the number of points that you'll
23 be giving us. Because, for example, if we say that
24 we'll handle all of the traffic in Florida except for
25 the Spanish calls, for example, you may say "Okay.

1 Spanish calls is worth 5% and give us 95% -- 95 points
2 instead of a hundred, because you would basing the
3 points on the percentage of traffic that's handled in
4 Florida. Because we don't know the percentage of
5 Spanish calls, we cannot figure out the number of
6 points that we would be receiving from you. Spanish
7 is Spanish.

8 **MR. TUDOR:** The RFP on Page 16 talks about
9 location of the relay center. There's a specific
10 requirement there on the second paragraph that says
11 specifically "The minimum percentage of Florida
12 traffic that will be handled at a Florida-located
13 relay center shall be specifically stated in the
14 proposal." So what I want to emphasize is do not
15 simply tell us that you're going to handle in your
16 example Spanish traffic in Florida. We expect a
17 specific percentage to be stated; otherwise, we will
18 not have any basis on which to award points. So we
19 need a specific statement of how much traffic you will
20 continue to handle within the state of Florida.

21 **MS. RARUS:** Okay.

22 **MR. TUDOR:** In other words, not just a broad
23 general statement that the Spanish traffic in this
24 example would be handled out of state. Because that
25 will give us no percentage.

1 **MS. RARUS:** Right.

2 **MR. TUDOR:** You will need to make a
3 commitment on what you will continue to handle in
4 Florida.

5 **MS. MIDYETTE:** Richard, would there be any
6 concern that because we would have to, you know, base
7 that calculation on assumptions predicated on
8 demographic information and other information that
9 would be a composite of both, perhaps, the
10 demographics in Florida coupled with experience in
11 other states, so it would be an educated guess at
12 best. Would there be any concern that a vendor would
13 potentially be disadvantaged if to their best ability
14 made an educated guess that ended up being inaccurate
15 because there is not factual information?

16 **MR. TUDOR:** I think you have that issue
17 throughout the RFP in your proposal. You obviously
18 have to make assumptions on all sorts of things: What
19 computers will cost, what labor wages will be. And
20 you have to make estimates of all of those things. I
21 don't see this as being a different issue. You have
22 to make an educated guess throughout your proposal on
23 what your costs will be and what your traffic will be.

24 **MS. RARUS:** Can we request that MCI perhaps
25 checks to make sure because we know the exact

1 percentage of Spanish traffic in every state that we
2 have. So I could tell you the percentage for Texas
3 and the percentage for California if you asked me.
4 Maybe MCI could follow up to make sure they don't have
5 that information available.

6 **MR. TUDOR:** Do you know if that's available,
7 Charles?

8 **MR. ESTES:** Richard, Spanish, English, all
9 TDD's or computer calls that are accessed the same --
10 in the same gate, going to the same production forum.
11 A person who needs a Spanish call relayed might hit a
12 Spanish CA and proceed, or the call may be transferred
13 to another console, just like transferring to another
14 sex or any other transfers reasons, so it is
15 impossible to separate those numbers. We simply have
16 never tracked them.

17 **MR. TUDOR:** Okay. Thank you.

18 Question No. 4 deals with Section B.19 on
19 Page 22. This deals with blockage rates. The
20 question is "Please clarify the requirement in
21 Paragraph 2 regarding 97% of calls are answered or
22 receive a ringing signal." The question is what is
23 this measuring? And the answer is very simply it's
24 measuring blocking, but I think more specifically the
25 question may be what is the difference between

1 Paragraph 1 and 2? And the answer is that Paragraph 2
2 is measuring more from a end user's perspective;
3 whereas, Paragraph 1 deals with calls that have
4 actually reached the relay center. Paragraph 2 deals
5 with testing that will be done by the Commission Staff
6 and will be measuring from the point of origination of
7 a call all the way through the network and into the
8 relay center. Whereas, Paragraph 1 is measuring
9 blockage at the relay center.

10 Question No. 5 deals with liquidated
11 damages, which is Section B.44, Page 34. The question
12 is, "Would the state consider lowering the amount of
13 liquidated damages stipulated?" We did question a
14 little bit the word "stipulated." I'm not sure in
15 what context that word was used. I'm going to assume
16 that it was meant more as simply the amount of
17 liquidated damage stated in the RFP. That's how I
18 took that.

19 The liquidated damages are the ones that the
20 Commission, of course, like everything else in the
21 RFP, that the Commission approved. The state
22 certainly can make changes to the RFP, so in a general
23 context the answer to this question is that a change
24 to the RFP can be made. We believe these are
25 reasonable levels, so I guess my question to Sprint

1 would first have to be why should we lower them?

2 **MS. RARUS:** Well, sometimes it becomes a
3 negotiation between the state and the company. I was
4 just wondering if this is something that could be
5 negotiated later on.

6 **MR. TUDOR:** Each bidder would need to be
7 bidding on the same RFP. And if we ask each bidder to
8 issue their proposal based on these levels, we would
9 not, then, on the tail end, after someone has been
10 awarded a contract, change the level of these. If we
11 were to make a change, it would need to be made up
12 front so that everyone is treated equally going into
13 the process and everyone bids on the same RFP.

14 **MS. RARUS:** Okay.

15 **MR. TUDOR:** Do you have any further
16 questions regarding this written list of questions?
17 Have we adequately responded to the questions that
18 Sprint submitted?

19 **MS. RARUS:** Yes, I'm satisfied. Thank you.

20 **MR. TUDOR:** At this point, then, I would
21 just ask if there are other questions that anyone has
22 that they have not submitted previously that they
23 would like to raise this morning?

24 Marilyn.

25 **MS. MIDYETTE:** To the extent the -- my

1 understanding is that each of the members of the
2 evaluation committee will independently evaluate the
3 RFP. I guess first I should ask is that a correct
4 assumption?

5 **MR. TUDOR:** Yes.

6 **MS. MIDYETTE:** And if it is a correct
7 assumption, will the evaluation committee then
8 reconvene to discuss each other's findings? Or will
9 they simply be evaluated independently and then some
10 kind of mathematical compilation be done?

11 **MR. TUDOR:** The latter. They will not meet
12 as a group either before, during or after the
13 evaluation process. The score sheets, if you will,
14 the points that are awarded by each of the five
15 primary evaluators will be submitted, and then it will
16 simply be a mathematical calculation from that point.

17 **MS. MIDYETTE:** If for some reason there
18 seemed on a particular -- as an example -- technical
19 area, a significant discrepancy amongst any of the
20 members would that not warrant a form for ensuring
21 everyone's interpreted the response to the questions
22 consistently?

23 **MR. TUDOR:** We'd have to deal with that on
24 an individual basis if it did occur.

25 **MS. MIDYETTE:** Thank you.

1 **MR. TUDOR:** Yes.

2 Are there further questions about the RFP?

3 Or the process? (No response.)

4 Okay. We appreciate your time here this
5 morning. We will anxiously await your proposals. Let
6 me just emphasize again that just please try to make
7 them as clear as possible so that the evaluators will
8 be able to easily compare one proposal to another and
9 understand what they have before them. If there are
10 no further questions we'll be adjourned. Thank you
11 all for coming.

12 (Thereupon, the conference concluded at
13 10:30 a.m.)

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1 STATE OF FLORIDA)
2 : CERTIFICATE OF REPORTER
3 COUNTY OF LEON)

4 I, JOY KELLY, CSR, RPR, Chief, Bureau of
5 Reporting, Official Commission Reporter,

6 DO HEREBY CERTIFY that the Bidders
7 Conference in Docket No. 960598-TP was conducted by
8 the Staff of the Florida Public Service Commission at
9 the time and place herein stated; it is further

10 CERTIFIED that I stenographically reported
11 the said proceedings; that the same has been
12 transcribed under my direct supervision; and that this
13 transcript, consisting of 28 pages, constitutes a true
14 transcription of my notes of said proceedings.

15 DATED this 28th day of August, 1996.

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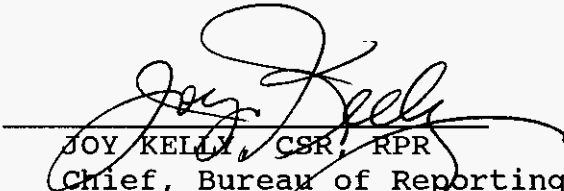
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