



LOW EARTH ORBIT (LEO) SERVICES FOR BUSINESS AND RESIDENTIAL FOR THE NAVAJO NATION Addendum #2

BID NO 25-04-3638LE

Prepared by:
Navajo Nation Broadband Office
Connect Dine
Office of the President and Vice President of the Navajo Nation

Submission Deadline extended

Bid Responses to this RSQ has been extended to April 18, 2025, at 4:00 pm MDT.

Changes to Section 1.8

Email To:

sonianez@navajo-nsn.gov
bportilla@americasrf.com
lmelo@americasrf.com

Questions shall be submitted to

Sonia Nez, NNBO, sonianez@navajo-nsn.gov
bportilla@americasrf.com
lmelo@americasrf.com

Deadline:

- April 18, 2025, by 4:00 p.m. MDT



LOW EARTH ORBIT (LEO) SERVICES FOR BUSINESS AND RESIDENTIAL FOR THE NAVAJO NATION Addendum #1

BID NO 25-04-3638LE

Prepared by:
Navajo Nation Broadband Office
Connect Dine
Office of the President and Vice President of the Navajo Nation

QUESTION:

Section 1.8 states a deadline of April 14, 2025, by 5:00 p.m. MDT. Does this timeframe refer to the submission deadline or questions deadline?

ANSWER:

Deadline for response to the RSQ BID NUMBER: 25-04-3638LE

QUESTION:

Section 1.3 states LEO under Business Class Service, however, residential class service does not state LEO.

- Is your intent that LEO is used for both Business Class as well as Residential Class? Or
- Is your intent that LEO is used for Business Class and any other type of service can be used for Residential Class?

ANSWER:

This RSQ is exclusively for LEO services as stated in section 1.0, section 1.3 states LEO for business specifically but for residential should be understood the request is for LEO as well. For clarification, the original RSQ will add that statement as well.

QUESTION:

Section 1.7 indicates pricing for volume deployments up to 200 business class location and up to 5000 residential class locations.

· Will the billing for residential be to each individual resident or will the billing for all business and residential be sent to a single govt entity?

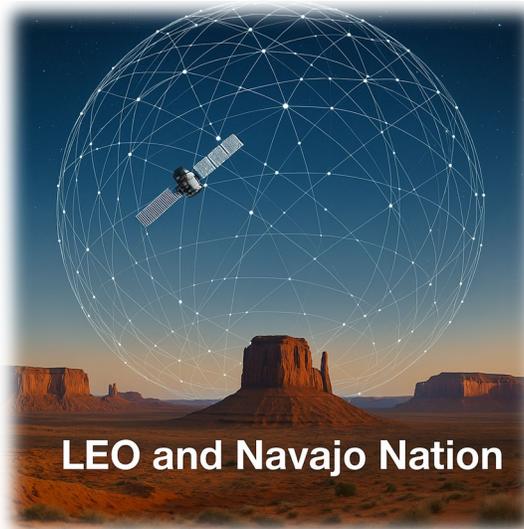
ANSWER:

For now, billing shall be assumed to a single account managed by Navajo Nation.

**REQUEST FOR STATEMENTS OF QUALIFICATION LOW EARTH ORBIT (LEO)
SERVICES FOR BUSINESS AND RESIDENTIAL FOR THE NAVAJO NATION – VERSION
3.1**

BID NUMBER: 25-04-3638LE

Document Version: 3.1



April 10, 2025

Prepared for:
The Navajo Nation



Prepared by:
**Navajo Nation Broadband Office
Connect Diné
Office of the President and The Vice-President of the Navajo Nation**

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Document History

Version	Description	Date	Author
1.0	First Version for Internal Review	04/4/2025	CD
2.0	Final Version for Release Review	04/7/2025	CD
3.0	Release Version	4/7/2025	CD
3.1	Release Version adding clarifications to Residential Service	4/10/2025	CD

1.0 Introduction

The Navajo Nation Broadband Office (NNBO), under the Office of the President and Vice President, has issued a Request for Statements of Qualification (RSO) Bid 25-04-3638LE from qualified and experienced Providers to prequalify for the provision of Low-Earth Orbit (LEO)-based broadband services across the Navajo Nation. The focus is on:

- Connectivity for up to 58 Chapter House Libraries
- An undisclosed number of government facilities
- Best-effort residential internet access in remote and unserved areas

This RSQ will support the short- and mid-term implementation of critical internet infrastructure while fiber builds and other terrestrial services are underway (e.g., E-Rate funded projects, BEAD, 5G).

1.1 Project locations

This project includes geographically dispersed sites across Navajo Nation lands in Arizona, New Mexico, and Utah. Site-specific data for government facilities will be made available post-selection or under NDA.

1.2 Objective

The objective is to identify qualified providers who can demonstrate:

- Proven experience in large-scale rural LEO deployments
- Capacity to connect unserved/underserved locations
- Compliance with technical and operational specifications of NNBO
- Ability to provide both institutional and residential services

1.3 Scope of work

Qualified respondents should demonstrate capacity to:

Business Class Service:

- Deploy high-speed LEO internet at business locations (around 58 Chapter Houses and undisclosed number of government facilities), with the following specifications:

- Minimum 100 Mbps down / 20 Mbps up
- Max latency: 50ms
- Uptime: 99% or higher

- Provide all Customer Premises Equipment (CPE) including:
 - Antennas, mounts, routers, cabling
 - Integration with RJ45-based Ethernet LAN
 - Support installation, testing, and optional monitoring/maintenance services.
- Implementation shall start within 30 days of contract, with full deployment within 60 days.

Residential Class Service:

- Offer LEO residential internet access across the Nation on a best-effort basis, particularly in remote, mountainous, or desert regions.
- Provide all Customer Premises Equipment (CPE) including:
 - Antennas, mounts, routers, cabling
- Provide (optional) installation services and monitoring
- Implementation time yet to be defined but it is expected to start 3Q 2025

1.4 Submission requirements

Respondents must submit a digital package including:

- Cover letter (one page)
- Company overview and experience
- List of similar LEO deployments (last 2 years)
- Organizational structure and key staff bios
- Technical approach to LEO deployment and service
- Legal documentation
- List of at least 2 relevant client references
- Priority Status (if applicable)

1.5 Priority Status Requirements under the Navajo Nation Business Opportunity Act (NBOA)

If the Offeror has Priority Status under the NBOA, the subject line of the proposal submission must begin with:

“PRIORITY STATUS [1 or 2]”

Offerors must be prepared to provide proof of their Priority Status upon request.

1.6 Evaluation criteria

Submissions will be evaluated on:

Criteria	Weight
Relevant experience with LEO services in rural or tribal settings	35 %
Organizational capacity and key staff qualifications	10%
Technical capability and integration plan	10%
References and track record of successful delivery	10%
Navajo Preference (NBOA Priority 1 or 2)	5%
Pricing	30 %

1.7 Pricing

Please provide pricing for the following information per unit:

Business Class Service

- Provide the Cost for installation of Equipment to integrate with local area network (RJ-45 interface)
- Provide monthly recurrent for service
- Provide any discount for prepayment services for 12 and 24 months
- Provide Monitoring and Maintenance support per site
- Volume pricing for bulk deployments for 10, 50, 100, 200 locations

Residential Class Service

- Provide the Cost for Residential Equipment including router (if applicable) to provide Wi-Fi inside the premises
- Provide monthly recurrent for service
- Provide any discount for prepayment services for 12 and 24 months
- Volume pricing for bulk deployments in terms of 100, 500, 1000, 5000 units
- Provide optional installation services

1.8 Submission format

- Subject Line:

[PRIORITY STATUS [1 or 2] (if applicable)] - RSQ Bid 25-04-3638LE LEO-NNBO – [Your Company Name] – Statement of Qualifications

- File Format:

Single PDF or similar file addressing all items in the RSQ.

- Email body must contain:
- Company name, address, contact info
- Authorized signatory name/title
- Email To:
 - sonianez@navajo-nsn.gov

Questions shall be submitted to Sonia Nez, NNBO, sonianez@navajo-nsn.gov

Deadline:

- April 14, 2025, by 5:00 p.m. MDT

1.9 Other requirements

Providers must comply with all applicable Navajo Nation laws including:

- Navajo Business Opportunity Act (5 N.N.C. § 201 et seq.)
- Navajo Nation Procurement Act (12 N.N.C. § 301 et seq.)
- Sovereign Immunity Protection
- Providers must not subcontract without prior written approval

NNBO reserves the right to:

- Reject any or all submissions
- Select multiple providers
- Cancel this RSQ at any time

1.10 Post-selection process

Qualified vendors will be invited to participate in the next step, which may include:

- Interviews or technical presentations
- Clarification of deployment scenarios and SLAs
- Follow-up for additional pricing request
- Selected vendors will be required to execute a contract and provide:
 - Insurance certificate naming Navajo Nation as additional insured
 - Updated W-9 form
 - Affidavit of non-debarment