



Indiana Broadband Office
BEAD Subgrantee Selection:
Round One Guidance Document

Table of Contents

Version History.....	3
Introduction	3
Subgrantee Selection Process	5
Timing.....	5
Scoring	6
Portal Access.....	6
Content.....	7
Subgrantee Selection Application Sections.....	8
Project Area Selection (Round One Only).....	8
Project Technical Details.....	9
Project Financial Details	10
Optional Scored Materials - Local Coordination and Fair Labor Practices.....	11
Risk Management Plans.....	12
Business and Financial Plans.....	12
Technical Capability/Engineering Documents	13
Adherence to Environmental and Historic Preservation.....	13
Use of a Highly Skilled Workforce	14
Extremely High Cost Threshold and High-Cost Areas.....	16
Extremely High Cost per Location Threshold	16
High-Cost Areas	16
Appendix A: Broadband Project Scoring Matrix.....	17
Overview.....	17
Priority Broadband Project Scoring	17
Other Last-Mile Broadband Deployment Project Scoring.....	22

Version History

- Version 1.0 – Posted on December 13, 2024
- Version 2.0 – Posted on December 17, 2024
 - Point of clarification in the Project Financial Details section
 - Naming convention change on Workforce Details section
- Version 3.0 – Posted on January 9, 2025
 - Point of clarification in the Business and Financial Planning section

Introduction

The **Broadband Equity, Access, and Deployment (BEAD)** Program is a federal initiative overseen by the **National Telecommunications and Information Administration (NTIA)** to enhance high-speed internet access in unserved and underserved areas across the nation. Of the \$42 billion federal dollars allocated to the program, Indiana has been awarded \$868 million to deploy these broadband expansion efforts. The **Indiana Broadband Office (IBO)** is responsible for facilitating all BEAD Program grant requirements and determining sub-grant award selection on behalf of the state.

This document is meant to guide pre-qualified Internet Service Providers (ISPs) through the BEAD application process. It outlines essential procedures and requirements based on [Indiana's approved Volume 2](#), the [BEAD NOFO](#), and additional relevant NTIA guidance.

This guide may change as subgrantee selection progresses, as new guidance from NTIA is released, or as the IBO receives questions from applicants. Any changes will be clearly documented in the version history and communicated to applicants. Further, the IBO will post all subgrantee documentation and resources on the [Indiana Broadband Office website](#).

As outlined in the Initial Proposal Volume 2, submitting an Indiana BEAD application requires being pre-qualified during the pre-qualification process. Indiana hosted a pre-qualification round as part of the subgrantee selection deployment. There will not be any additional rounds of pre-qualification, and only pre-qualified **internet service providers (ISPs)** are eligible to submit a BEAD application at this time. Pre-qualified ISPs are invited to participate in all subgrantee selection rounds but are not required to participate in any, even if they have been pre-qualified. A list of pre-qualified entities is available on the [Indiana Broadband Office website](#).

The Indiana Broadband Office remains dedicated to running an efficient, fair, open, and competitive subgrantee selection process that will ultimately result in projects ensuring all Indiana residents have access to broadband service.

Subgrantee Selection Process

Timing

The Subgrantee Selection Process is a structured evaluation and selection procedure through which the IBO awards BEAD funding to eligible ISPs. Subgrantee selection is a several-step process outlined in the sections below. Step one began with the pre-qualification round (now closed), in which the IBO pre-qualified a total of 51 ISPs who became eligible to participate in the subgrantee selection application rounds.

Round 1 of the application process is scheduled to begin at the end of December and will remain open for 45 calendar days. During Round 1, ISPs will have the opportunity to create their own project areas comprised of Census Blocks. Projects selected during Round 1 will become **preliminarily** awarded and serve as the foundation for the IBO to create project areas with the remaining **broadband serviceable locations (BSLs)** during Rounds 2 and 3. The timing of Rounds 2 and 3 will be announced once the IBO has completed its analysis and preliminary awarding of Round 1 projects. This guidance will be updated to reflect specific dates, announced through the Indiana Broadband website.

Subgrantee Selection Timeline	
Pre-Qualification	The window is now closed.
Eligible Location List (Mid-December)	The IBO posts the list of BEAD-eligible locations upon NTIA approval.
Round 1 of Subgrantee Selection (Dec 30, 2024 – Feb12, 2025)	In Round 1 of subgrantee selection, providers will propose their own project areas. They must serve all unserved and underserved locations in their proposed project areas.
Round 2 of Subgrantee Selection (TBD)	The IBO will create project areas based on the remaining eligible locations. The timing of Round 2 will be announced after Round 1 has been completed.
Round 3 of Subgrantee Selection (TBD)	Round 3 will act as final cleanup if needed. The IBO may not utilize a third round if it can gain sufficient coverage with previous rounds.
IBO Meeting with NTIA	The IBO will meet with the NTIA to review the preliminary awards after all rounds of selection are complete. After this meeting, awards will become provisional .
Final Proposal and Project Approval	After the NTIA approves Indiana’s Final Proposal, awards become final.

The IBO will post the NTIA-approved list of eligible addresses upon final approval of data curing from NTIA. The approved map of Indiana’s BEAD-eligible addresses can be found on ConnectingIndiana.com.

Scoring

The scoring process, outlined in section 2.4.2 of Indiana's Volume 2, evaluates BEAD project applications based on clear, consistent criteria. The IBO has designed robust and fair prioritization and scoring processes for all BEAD projects – both priority and other last-mile broadband projects. A “**priority broadband project**” refers to a project that will provide service via end-to-end fiber-optic facilities to each end-user's premises. “**Other last-mile broadband deployment projects**” are projects that include the provision of service in part or whole by non-fiber-optic technology. All applications will be scored against identical, neutral criteria that do not favor one type of provider over another. Scoring processes for each project type are similar, but not identical. Applicants can find a scoring matrix as an appendix of this document and in Indiana’s Initial Proposal Volume 2.

The written material portions of applications will be reviewed on a rolling basis during each round of subgrantee selection. The IBO will communicate revision expectations and due dates via the Ready.net portal if revisions are required. At the close of the round, proposed project areas will be scored using the appropriate matrix, deconflicted, and preliminarily awarded. Providers will be notified of their award status to ensure a transparent subgrantee selection process. After each round, the IBO will update the eligible address list.

Once all rounds have been completed and applications have been scored, the IBO will meet with the NTIA to discuss the preliminary subgrantee awards. Following this meeting, the IBO will publicly announce the provisional list of awardees. Awardees will only become final when the NTIA has approved Indiana’s Final Proposal.

Portal Access

All subgrantee selection processes, including project selection and application tasks, will take place in Indiana’s Ready.net portal, available at apply.connectingindiana.com. Once the round one window opens, all pre-qualified organizations will automatically become able to access and complete a BEAD application. Organizations **do not** need to re-register for portal access; however, the IBO asks that organization members verify their company’s information in the portal to ensure the IBO is accurately reporting to the NTIA.

Content

The BEAD Subgrantee Selection Process is the only opportunity for internet service providers to apply for BEAD funding. The application process captures the necessary documentation that fulfills the requirements of Indiana's Initial Proposal Volume 2. Sections of Indiana's BEAD application are outlined below and in Indiana's Initial Proposal Volume 2 (parentheses show the relevant section of Volume 2):

- Project Area Selection (2.4.2 and 2.4.6)
- Project Technical Details (2.4.2)
- Project Financial Details (2.4.2)
- Optional Scored Materials - Local Coordination and Fair Labor Practices (2.4.2)
- Risk Management Plans (2.4.5)
- Business and Financial Planning (2.4.11)
- Technical Capability/Engineering Documents (2.4.13)
- Adherence to Environmental and Historic Preservation (2.4.5 and 2.11.1)
- Workforce Details (2.4.2; 2.7.2; 2.8.1; 2.8.2; and 2.9.1)

Subgrantee Selection Application Sections

Project Area Selection (Round 1 Only)

In this section, applicants will define the geographic area for their project area. They will first identify the specific Census Blocks (CBs) that constitute their proposed project area. To be considered a viable project area, a project area must consist of one or several contiguous Census Blocks, meaning the Census Blocks must have some shared boundary. When selecting a Census Block, the applicant commits to providing service to all unserved and underserved locations within that Census Block.

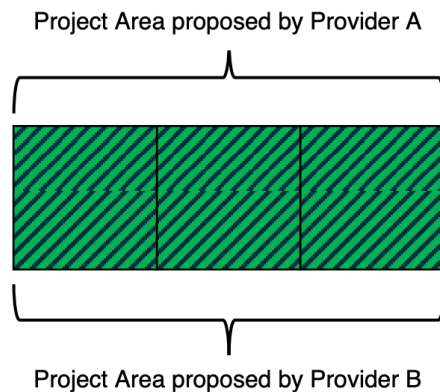
Application Questions:

1. Project Selection:

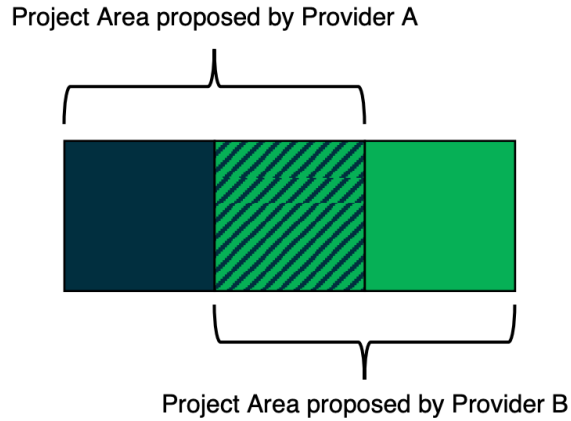
- a. Applicants will be asked to select the Census Block(s) that comprise the proposed project area. Applicants can make Census Block selections by selecting the CB(s) on a map or uploading a .csv or .xlsx file of the Census Blocks.
- b. Applicants will be asked to identify any served locations they intend to add to the project area. Served locations can, at maximum, make up 20% of the total locations in a project area. Applicants can select these locations by uploading a .csv or .xlsx file of location IDs.

If two or more organizations apply for the same Census Block, the IBO has developed a process for de-conflicting overlapping proposals to allow for like-to-like comparison. Deconfliction is only necessary when two **non-identical** project areas are submitted by two or more applicants that include the same CB covered by the same technology type. If two organizations apply for the exact same project area, the IBO will utilize the full scoring rubric to decide between identical project areas.

Below is an illustration of two providers submitting the same project area covered by the same technology type. In this scenario, the full rubric would be used to select a subgrantee.



Below is an illustration of two providers submitting non-identical projects that include an overlapping Census Block. In this scenario, the de-confliction process would be used to award the overlapping Census Block (in stripes).



To deconflict, the IBO will calculate the BEAD outlay per passing as follows:

$$BEAD\ Outlay\ Per\ Passing = \frac{Total\ Bead\ Outlay}{\#\ of\ Unserved\ and\ Underserved\ Location}$$

The proposal with the lowest BEAD outlay per passing will be awarded the conflicting Census Block. If the proposed project areas have the same BEAD outlay per passing, the IBO will then consider the provider match amount for each project area.

The IBO will only deconflict project areas that propose using the **same technology**. This means the IBO will not compare priority broadband projects to other last-mile broadband deployment projects, even if there are overlapping Census Blocks.

For additional guidance on project selection and scoring, please reference the scoring matrix in Appendix A. Additionally, applicants can refer to page 19 of Indiana’s Volume 2. For further guidance on deconfliction, please reference pages 33 and 34 of Indiana’s Volume 2.

Project Technical Details

This section requires applicants to provide comprehensive information about the proposed project’s technical specifications.

Application Questions:

1. Speed, latency, and other technical capabilities:
 - a. Applicants will be asked to indicate if they will use one or multiple technology types

- b. Applicants will be asked to select the specific technology type(s) included in the bid
 - c. Applicants will be asked to disclose the maximum upload and download speeds for the project area
 - d. Applicants will be asked to disclose the latency of the planned broadband service
 - e. Applicants will be asked to explain their plan to add incremental capacity as new customers are added to the project area. They will upload this explanation.
2. Speed to Deployment:
 - a. Applicants will be asked to provide their deployment timeline for the bid. The timeline cannot be longer than 48 months from the date of the Subaward Agreement being signed.

For additional information on scoring or content for this section, please reference page 27 of Indiana's Volume 2.

Project Financial Details

In this section, applicants will be asked to provide financial information related to their organization's proposed project plan.

Application Questions:

1. BEAD and Matching Funds
 - a. Applicants will be asked for the total BEAD dollar amount they are requesting for the project area
 - b. Applicants will be asked for the total amount of matching funds they will provide for the project area. Matching funds must make up at least 25% of total project costs.
2. Affordability:
 - a. Applicants will be asked to provide their planned cost to the consumer, including all taxes, fees, and charges, for a monthly service package. For priority projects (fiber only), applicants must answer with the cost for a 1 Gbps/1 Gbps plan. For other last-mile broadband projects (in part or fully non-fiber), applicants must answer with the cost for a 100/20 Mbps plan.
3. Budget and Budget Narrative:
 - a. Applicants will be asked to provide a detailed budget explaining the planning and financial needs that might arise during the implementation of a project area. The detailed budget should include line items such as:
 - i. Administrative and Legal Expenses
 - ii. Structure, Permitting, Planning
 - iii. Maintenance
 - iv. Engineering

- v. Project Inspection
 - vi. Site Work
 - vii. Employees
 - viii. Equipment
 - ix. Miscellaneous Expenses
- b. Applicants will also be asked to provide a budget narrative with a detailed description of the line items including a cost justification for each line item included in the budget.

For additional information on scoring and content in this section, please reference pages 19-20 for priority broadband projects and pages 24-25 in Indiana's Volume 2.

Optional Scored Materials - Local Coordination and Fair Labor Practices

In this section, applicants can submit documentation of local coordination efforts and demonstrate their plan to use a qualified workforce for the proposed project. Applicants should note that these questions are *optional* but do contribute points in the scoring matrix.

Application Questions:

1. Local Coordination:
 - a. Applicants will be asked to upload any letters of support they received from units of local government for the proposed project area. Letters of support may be provided by County Commissioners, County Councils, Auditors, Mayors, and City Councils.
2. Fair Labor Practices:
 - a. Applicants will be asked if their organization plans to utilize a qualified workforce to complete the proposed project area. If so, the applicant will provide a narrative detailing their methods of qualifying their workforce (apprenticeships, training programs, partnerships with community partners, etc.)

Additional guidance about these topics and their scoring information for priority broadband projects and other last-mile broadband deployment projects can be found outlined in Indiana's Volume 2. For letter of support content, please reference page 22 or page 27, respectively. For additional information on fair labor practice requirements, reference pages 22 or 24.

Risk Management Plans

This section asks applicants for the documentation prefaced during the pre-qualification process. To complete pre-qualification, applicants were required to certify that they will provide their organization's cybersecurity risk management plan and supply chain risk management plans during subgrantee selection. **You do not need to resubmit if your organization submitted these documents during the pre-qualification round.**

Application Questions:

1. Risk Plan Documentation:
 - a. If **not** uploaded during the pre-qualification window, applicants should utilize this section to upload the following documents:
 - i. Supply Chain Risk Management Plan
 - ii. Cybersecurity Risk Management Plan

For additional guidance on these documents, please reference pages 82-83 in Indiana's Volume 2 and pages 70-71 in the BEAD NOFO. Additionally, applicants can review [NTIA guidance](#) on cybersecurity and supply chain risk management to ensure their plan is in compliance with NTIA requirements.

Business and Financial Plans

In this section, applicants will be asked to demonstrate their organization's ability to meet the obligations associated with being awarded a BEAD project, including having available funds for all project costs that exceed the amount of the grant, and demonstrating compliance with all program requirements, including service milestones.

Application Questions:

1. Business plans and related analyses to substantiate the sustainability of the proposed project.
 - a. The uploaded documentation can be provided in the form of pro forma statements or analyses, inclusive of cash flow and balance sheet projections, and should include at least three years of operating cost and cash flow projections post-targeted completion of the project.
2. Letter committing to a letter of credit or letter guaranteeing a performance bond
 - a. To complete this portion of the application, applicants may provide a letter of credit or performance bond during the application round. However, the minimum *letter of credit* requirement is to submit a letter from a bank that meets all eligibility requirements committing to issue an irrevocable standby letter of credit, in the required form, to the prospective subgrantee. For *performance bonds*, the minimum requirement is to submit a letter from a company holding a certificate of authority committing to issue a performance bond to the prospective subgrantee.
 - i. The letter of credit must be at least 25% of the subsidy amount.

- ii. The performance bond must be at least 100% of the subsidy amount.
- b. If a commitment letter is received during the application round, the subgrantee must provide the actual letter of credit or performance bond before any subgrant agreement can be finalized.

For additional guidance on business and financial requirements, please reference pages 40-42 of Indiana's Volume 2 and pages 72-73 of the BEAD NOFO.

Technical Capability/Engineering Documents

In this section, applicants will be asked to provide details regarding the workforce to be used for the proposed project area. Applicants will also be asked to submit engineering documents showcasing their organization's technical capabilities.

These documents must confirm that your organization's proposed network is capable of delivering broadband service that meets the BEAD program's performance requirements for all locations within the project area.

Application Questions:

1. Network Design/Diagram:
 - a. Applicants will be asked to submit their network design/diagram, milestones for project implementation, and a capital investment schedule certified by an engineer.

NOTE: This should include a detailed network design or diagram, a capital investment schedule certified by a professional engineer, and project implementation milestones. Additionally, the professional engineer must state that the proposed network can deliver broadband service that meets all performance needs to all locations in the project area.

For additional guidance on this section, please reference pages 43-44 in Indiana's Volume 2.

Adherence to Environmental and Historic Preservation

In this section, applicants will be asked to fully demonstrate their compliance of the Build American Buy America and Environmental and Historic Preservation requirements. Additionally, if selected as an awardee, the applicant organization will be asked to acknowledge they will be subjected to a National Environmental Policy Act (NEPA) analysis to ensure all requirements are minimally met. Finally, the applicant must address environmental concerns in the NRI risk mitigation plan, as they relate to the BEAD NOFO requirements. Applicants will be asked to outline their organization's plans to comply with each requirement.

Application Questions:

1. Build America, Buy America Compliance Plan:
 - a. Applicants will be asked to provide a narrative detailing their organization's plan to adhere to Build America, Buy America guidelines. If the applicant believes their organization should be exempt from this requirement, they will be asked to detail the exemption in their narrative.
2. Environmental and Historic Preservation Compliance Plan:
 - a. Applicants will be asked to provide a narrative about their organization's plan to adhere to the Environmental and Historic Preservation requirements.
3. National Environmental Policy Act Certification:
 - a. Applicants must certify that, if awarded, their organization will provide sufficient information to conduct a NEPA analysis.
4. National Risk Index:
 - a. Applicants will be asked to disclose if any of the proposed project area(s) are in an NRI risk rating block of moderate risk or above.
 - i. If the applicant answers yes, they will be asked to describe the climate resilience and mitigation measures for the project area and how the organization will develop emergency response plans if these hazards arise.

For additional guidance on BABA/EHP/NEPA narrative and certification requirements, please reference pages 31-32 and 68-69 in Indiana's Volume 2.

Additionally, applicants can review the [NTIA BABA guidance document](#), which includes information on the waiver. For further guidance on the NRI risk mitigation, please reference page 73 of Indiana's Volume 2.

Workforce Details

This section asks applicants to outline their organization's approach to utilizing a highly skilled workforce for the proposed project area(s). Applicants will be asked to provide details on any training programs, certifications, or apprenticeships available to ensure the organization's workforce is appropriately skilled as it relates to carrying out a prospective BEAD award.

Application Questions:

1. Workforce Disclosure:
 - a. Applicants will be asked to provide a narrative about the workforce their organization intends to use for the proposed project area. The narrative should include the following criteria:
 - i. Your organization's plans to ensure all workers are appropriately skilled and credentialed for the project

- ii. Details about any training programs, apprenticeships, certifications, and/or licensure that workers will be required to complete including internal training programs.
 - iii. If you detail internal training programs, please describe how these programs produce appropriately skilled workers.
- 2. Subcontractor Information:
 - a. If the applicant's organization is planning to utilize subcontractors to complete a project, please provide details regarding the subcontractors' qualifications and their roles within the project.
 - i. Applicants will be asked to list their contractor's information (website, resumes of key personnel), as well as a brief narrative stating the capacity in which they will be working on the BEAD Program build-out if awarded.
 - ii. Additionally, applicants will be asked to indicate if the subcontractor is a Minority Owned Business, a Women-Owned Business, and/or a labor surplus firm.
- 3. Workforce Composition:
 - a. Applicants will be asked to disclose if their intended workforce is unionized. ***If any part of your organization or contractors is not unionized, please upload a document which includes the following information:***
 - i. The job titles and size of the full-time employee workforce required to carry out the proposed project work and the entity (applicant, contractor, or subcontractor) that will employ each portion of the workforce. For every job title required to carry out the proposed work, including contractors and subcontractors, a description of:
 - 1. Safety training, certification, and/or licensure requirements (e.g. OSHA 10, OSHA 30, confined space, traffic control, or other training as relevant depending on the title and the work), including whether there is a robust in-house training program with established requirements tied to certification, titles; and
 - 2. Information on the professional certifications and/or in-house training in place to ensure that deployment is done at a high standard.

For additional guidance on this section, please reference pages 62-66 of Indiana's Volume 2.

Extremely High Cost Threshold and High-Cost Areas

Extremely High Cost per Location Threshold

The Extremely High Cost per Location Threshold (EHCT) is a per-location financial benchmark unique to each state that helps identify broadband deployment projects with high costs that may be completed more cost-effectively using a different technology type. Most importantly, the **EHCT benchmark provides a per-location dollar amount at which the Indiana Broadband Office can prioritize other last-mile broadband projects over fiber deployments.** For example, if two identical project areas are proposed, one serving the area with fiber and one with another technology, the IBO can only choose the non-fiber project when the cost per location is over the EHCT. The EHCT is necessary so that the IBO maximizes the use of fiber, but also utilizes BEAD funds judiciously and can ensure that all locations will be served. Please note that the EHCT does not indicate the cost at which the IBO may submit a waiver to NTIA to waive the ISP match requirements.

The Indiana Broadband Office will establish the EHCT immediately after Round 1 of subgrantee selection has concluded so that the office can utilize data from the projects submitted to make the EHCT as accurate as possible to current economic constraints. Once established, the IBO will apply this threshold during Rounds 2 and 3 of the subgrantee selection process to optimize the distribution of BEAD funds. All submissions, including priority and other last-mile projects, will be assessed for cost per passing and compared to the EHCT. If any projects exceed this threshold, the IBO will perform a cost-reasonable assessment to understand the factors contributing to high costs and evaluate the project's viability. Section 2.4.9 in Indiana's Initial Proposal Volume 2 further outlines the model's methodology and parameters.

High-Cost Areas

A high-cost area (HCA) is an NTIA-defined area where at least 80% of the locations in A Census Block Group are unserved and where the costs associated with deploying broadband service are significantly higher than the average costs in similarly defined unserved areas. The NTIA identified HCAs in each state as part of the BEAD allocation process completed in 2023.

The NTIA defined two HCAs in Indiana, the following Census Block Groups:

- 180731012001
- 181279800021

Internet service providers who apply for projects in these two Census Block Groups will be eligible for a reduced or waived 25% project match requirement.

Appendix A: Broadband Project Scoring Matrix

Overview

The Indiana Broadband Office (IBO) has designed robust and fair prioritization and scoring processes for all BEAD projects. These processes are outlined for both priority broadband projects and other last-mile broadband deployment projects, with scoring processes that are similar but not identical. A "**priority broadband project**" is defined as one that provides service via end-to-end fiber-optic facilities to each end user's premises, whereas "**other last-mile broadband deployment project**" may include service provision using non-fiber-optic technology. This section is designed to provide guidance to applicants as they complete a BEAD application.

Priority Broadband Project Scoring

Each priority broadband project will be scored on a total of 100 points, evaluated against criteria consistent with the guidelines in the BEAD Notice of Funding Opportunity (NOFO) and outlined in Indiana's Initial Proposal Volume 2. If multiple competing proposals exist for the same project area utilizing priority broadband technologies, the IBO will use the rubric outlined below to select among these competing proposals.

Primary Criteria (80 total points)

1. Minimal BEAD Program Outlay – 45% (45 total points)

- **Definition:** This criterion measures the total BEAD funding that will be required to complete the project. All projects will be completed with some combination of BEAD funds and an applicant's proposed match, which must cover no less than 25 percent of the project cost, except for BSLs that exceed the extremely high-cost threshold.
- **Scoring:**
 - **BEAD Outlay Per BSL (40 points):** The IBO will calculate the BEAD Program outlay per broadband serviceable location for each project area. This calculation will only include unserved and underserved BSLs. The most cost-efficient application for each project area will receive a full 40 points under this section. The calculation will be as follows:
 - First, calculate the BEAD outlay per eligible location in the project area. Calculation = Total BEAD \$/eligible BSLs in the project. (Eligible is only unserved and underserved locations).

- Then, utilize: Respondent’s score = (Lowest BEAD outlay per eligible BSL for project area/respondent’s BEAD outlay per eligible BSL for same project area) x 40
- Example: Applicant A has a BEAD outlay of \$4,000 per eligible location. Applicant B has a BEAD outlay of \$4,500 per eligible location. Applicant C has a BEAD outlay of \$3,400 per eligible location.
 - Applicant A receives $(3,400/4,000) \times 40 = 34$ points.
 - Applicant B receives $(3,400/4,500) \times 40 = 30$
 - Applicant C receives 40 points.
- **Provider Match Percentage (5 points):** All projects must provide a minimum of 25% match to BEAD funds. In an effort to minimize BEAD outlay, the IBO will calculate the percent of each project area to be funded with applicant dollars and will assign points based on the following scale:

% Funded by Applicant	Score
>25-30%	1
>30-40%	2
>40-50%	3
>50-60%	4
60%+	5

2. Affordability – 20% (20 total points)

- **Definition:** The affordability criterion measures the prospective subgrantee’s commitment to provide the most affordable total price to the customer for 1 Gbps/1 Gbps service in the project areas.
- **Scoring:** An application will receive 20 points if the service package for 1 Gbps/1 Gbps is \$100 or less per month, including all taxes, fees, and charges. Applicants with more expensive total costs to the customer will receive a percentage of the total points available based on their distance from \$100 a month. For every 5% higher than a total cost of \$100 a month, an applicant will lose 1 point. For example, if an applicant submits a project area with a total price for gigabit symmetrical service of \$150, the applicant will receive a score of 10 for affordability.

3. Fair Labor Practices – 15% (15 total points)

- **Definition:** Applicants must show past and future compliance with federal labor laws and, optionally, submit a narrative about using a highly qualified workforce.
- **Scoring:** First, 5 points will be awarded to each applicant based on their narrative response that displays compliance with federal labor and employment laws and their plans to continue to be in compliance with these laws. If the response includes both components, the applicant will receive the 5 points. New entrants without a record of labor and employment law compliance will receive up to 5 points based on their narrative response that makes specific, forward-looking commitments to strong labor and employment standards and protections with respect to BEAD-funded projects. If the narrative includes specific commitments, the applicant will receive the 5 points. This information was submitted during pre-qualification. An additional 5 points will be awarded to applicants who submit evidence of their plans to utilize a qualified workforce, signaling an applicant's commitment to strong labor standards and a skilled workforce. A qualified workforce can include many methods of qualification, including using registered apprenticeships or other training programs, using a directly employed workforce, preventing the misclassification of workers, partnerships with community partners like Ivy Tech Community College, etc. Finally, applicants will be required to submit any OSHA violations they have received in the past three years. Applicants with no OSHA violations in the past three years will receive an additional 5 points. This information was submitted during pre-qualification.

Secondary Criteria (20 total points)

4. Service Levels in Project Area – 12% (12 total points)

- **Definition:** For each project area, the prospective subgrantee must submit the total number of broadband serviceable locations it plans to serve, as well as the total number of BSLs that are unserved, underserved, and served.
- **Scoring:** Points based on the percentage of unserved BSLs in the project area and the percentage served.
 - **Unserved Percentage (10 points):** The IBO will sum the total number of unserved and underserved locations and calculate the percentage that is unserved. The applicant receives 1 point for every 10% that is unserved, up to 10 points.

- **Served Locations (2 points):** Applicants will also be scored on the percent of total project BSLs that are served. Per the BEAD NOFO, up to 20% of BSLs in a project area may be served. Applicants will be scored on the following scale:

% Served in Project Area	Score
>10-20%	0
>5-10%	1
0-5%	2

5. Speed to Deployment – 3% (3 total points)

- **Definition:** Commitment to complete deployment within four years, with preference for earlier dates.
- **Scoring:** The IBO will award points in this category based on the number of years before the 4-year deadline that the applicant commits to complete deployment. The scale for scoring is described below:

Years to Deployment	Score
2 years or less	3
2-3 years	2
3- less than 4 years	1

6. Local Coordination and Support – 5% (5 total points)

- **Definition:** Proving local coordination and support from a local government leader.
- **Scoring:** Letters of support may be given from local government leaders and groups, including County Commissioners, County Councils, Auditors, Mayors, and City Councils. Applicants who receive a basic letter of support with limited details will be awarded 1 point.

If the letter of support includes details about meetings and correspondence between the applicant and the local government leader or group, the applicant will receive an additional 2 points. Examples of evidence or language that would provide the applicant with these two points include:

- Mention of meeting(s), either in-person or virtual, between the applicant and the entity granting the letter of support, with the date of the meeting(s) explicitly listed. The local government leader or group may also include who attended the meeting and what was discussed.
- In lieu of a meeting, the entity granting the letter of support may also describe email or phone correspondence that has occurred between

the applicant and the entity. Additional details, such as the date range of these correspondences, who was included on the communication, and what was discussed, will be considered in the scoring. In short, for the applicant to receive these two points, the letter of support must include enough evidence to ensure that some kind of meeting or correspondence occurred specifically related to potential BEAD-funded project areas.

Finally, if the letter of support includes a justification for the support based on local coordination that has occurred, the applicant will receive another 2 points. This justification should go beyond the mention of meetings and communication and describe why the applicant has the local government entity’s support. A non-exhaustive list of example justifications is provided below:

- The applicant intends to serve the most hard-to-reach locations within the area in a logical fashion.
- The applicant has previously been a good partner in the community, so the local government entity feels confident it can deliver on its proposed BEAD project.
- The applicant and local government entity had extensive communication, and the local government entity believes the applicant’s project area makes sense in its jurisdiction.
- The applicant's plans for deployment, including the technology, pricing, and buildout plan, are ideal for the community.

Local governments are strongly encouraged to meet with all potential applicants, deeply discuss BEAD Program plans, and write judicious letters of support. Local government may support none, one, or multiple applicants for a project area.

All priority broadband projects will be scored against the following rubric:

Category	Maximum Points Available
Minimum BEAD Program Outlay	45
Affordability	20
Fair Labor Practices	15
Service Levels in Project Area	12
Local Coordination	5
Speed to Deployment	3
TOTAL	100

Other Last-Mile Broadband Deployment Project Scoring

All other last-mile broadband deployment projects will also be scored on a total of 100 points, with criteria similar to those outlined for priority projects.

Primary Criteria (80 total points)

All primary criteria remain the same as for priority broadband projects. However, the scoring for affordability is updated as follows:

1. Affordability – 20% (20 total points)

- **Definition:** The affordability criterion measures the prospective subgrantee’s commitment to provide the most affordable total price to the customer for 100 Mbps/20 Mbps service in the project areas.
- **Scoring:** An application will receive 20 points if the service package for 100/20 Mbps is \$70 or less per month, including all taxes, fees, and charges. Applicants with more expensive total costs to the customer will receive a percentage of the total points available based on their distance from \$70 a month. For every 5% higher than a total cost of \$70 a month, an applicant will lose 1 point.

Secondary Criteria (20 total points)

Only two pieces of secondary criteria differ between priority broadband projects and other last-mile broadband deployment projects. These are detailed below.

1. Speed to Deployment – 1.5% (1.5 total points)

- **Definition:** Commitment to complete deployment within four years, with preference for earlier dates.
- **Scoring:** The IBO will award points in this category based on the number of years before the 4-year deadline that the applicant commits to complete deployment. The scale for scoring is described below:

Years to Deployment	Score
2 years or less	1.5
2-3 years	1
3 - less than 4 years	.5

2. Speed of Network and Other Technical Capabilities – 1.5% (1.5 total points)

- **Definition:** Indiana Broadband Office will weigh the speeds, latency, and other technical capabilities of the technologies proposed by prospective subgrantees seeking to deploy projects that are not priority broadband projects. Applications that propose technologies that will provide higher speeds to the consumer will receive preference.
- **Scoring:** Prospective subgrantees will be required to submit the maximum speed that their proposed technology will provide to each location within the project area. The IBO will award points in this category based on the scale described below:

Maximum Downstream/Upstream Speed (Mbps)	Score
300/150	.5
400/200	1
1000/500	1.5

All other last-mile broadband deployment projects will be scored against the following rubric:

Category	Maximum Points Available
Minimum BEAD Program Outlay	45
Affordability	20
Fair Labor Practices	15
Service Levels in Project Area	12
Local Coordination	5
Speed to Deployment	1.5
Speed of Network and Other Technical Capabilities	1.5
TOTAL	100