

Combined Two Year Broadband Planning and Mapping Budget, Federal funds and Match

	Applicant Share	Federal Share	Total	Notes
Personnel Salaries	90,748	362,990	\$453,738	
Personnel Fringe Benefits	20,418	81,673	\$102,091	
Travel	385	1,538	\$1,923	
Equipment	6,629	26,515	\$33,144	This should include any hardware purchases that the grantee will make
Materials/Supplies	968	3,872	\$4,840	In additional materials, this should include any software purchases that the grantee will make
Subcontracts	379,761	1,519,045	\$1,898,806	
Construction	0	0	\$0	
Other	12,652	50,606	\$63,258	
Total Direct Costs	\$511,560	\$2,046,240	\$2,557,800	
Total Indirect Costs	42,385	169,541	\$211,926	
Total Costs	\$553,946	\$2,215,780	\$2,769,726	

Detailed Mapping Budget

Cost	YEAR 1			YEAR 2			Total	Notes
	Applicant Share	Federal Share	Total	Applicant Share	Federal Share	Total		
Personnel Salaries								1 FTE @ 60% (FY10), 40% (FY11) (EMS 105,000 Band 2)
Project Manager (Angela)	12,600	50,400	63,000	8,400	33,600	42,000		
Admin Assistant (Vacant)	1,437	5,748	7,186	1,437	5,748	7,186		14,371 1 FTE @ 20% (FY10FY11) (AA3)
Mapping Outreach Website (Mary Lo)	1,295	5,179	6,474	1,295	5,179	6,474		12,948 1 FTE @ 10% (ITS3)
Total	15,332	61,328	76,660	11,132	44,528	55,660	132,319	TOTAL FTEs FY10 = .9 & FY11 = .7
Personnel Fringe Benefits								
Project Manager (Angela)	2,835	11,340	14,175	1,890	7,560	9,450		23,625
Admin Assistant (Vacant)	323	1,293	1,617	323	1,293	1,617		3,234
Mapping Outreach Website	291	1,165	1,457	291	1,165	1,457		2,913
Total	3,450	13,799	17,248	2,505	10,019	12,523		29,772
Travel	Not Applicable							
Total								
Equipment								
Mapping Plotter and Supplies	2,120	8,480	10,600	620	2,480	3,100		13,700 Plotter and estimated supplies (ink and pap
Multifunction Color Printer	222	886	1,108	0	0	0		1,108 One Time Purchase/by FTE
Office Phones	58	233	292	45	181	227		518 Phone is \$324 per year/FTE
Mobile Devices and Service	207	829	1,037	161	645	806		1,843 Devices are \$1,152 per year/FTE
Computers and Peripherals	324	1,296	1,620	0	0	0		1,620 PC Stations are \$1,800 per FTE/One time
Total	2,931	11,725	14,656	827	3,307	4,133		18,789

Detailed Mapping Budget

Cost	YEAR 1			YEAR 2			Total	Notes
	Applicant Share	Federal Share	Total	Applicant Share	Federal Share	Total		
Materials/Supplies								This assumes approximately 50 report 1,260 copies produced twice a year.
		144	576	720	108	432	540	
		43	173	216	34	134	168	384 Supplies is \$240 per year/FTE
		22	86	108	17	67	84	192 Long Distance is \$120 per year/FTE
Total		209	835	1,044	158	634	792	1,836
Subcontracts								
		232,439	929,757	1,162,196	107,322	429,288	536,610	1,698,806
		40,000	160,000	200,000				200,000 Updating Parcel Data - 9 Counties
Total		272,439	1,089,757	1,362,196	107,322	429,288	536,610	1,898,806
Construction								
		Not Applicable						
Total								
Other								
		756	3,024	3,780	588	2,352	2,940	6,720 Floor space is \$4,200 per year/FTE
		996	3,983	4,979	774	3,098	3,872	8,851 LAN/WAN Support is \$5,532 per year/FTE
Total		1,752	7,007	8,759	1,362	5,450	6,812	15,571
Total Direct Costs		296,113	1,184,450	1,480,563	123,306	493,224	616,531	2,097,094
Total Indirect Costs		5,869	23,475	29,344	4,565	18,258	22,823	52,166 Agency Overhead is allocated at \$32,604 per year/FTE
Total Costs		\$301,981	\$1,207,925	\$1,509,907	\$127,871	\$511,483	\$639,353	\$2,149,260

Detailed Planning Budget

Cost	YEAR 1			YEAR 2			Total	Notes
	Applicant Share	Federal Share	Total	Applicant Share	Federal Share	Total		
Personnel Salaries								1 FTE @ 40% (FY10), 60% (FY11) (EMS Band 2)
Project Manager (Angela)	8,400	33,600	42,000	12,600	50,400	63,000	105,000	
Admin Assistant (Vacant)	5,748	22,994	28,742	5,748	22,994	28,742	57,485	1 FTE @ 80% (FY10/FY11) (AA3)
Communications Analyst (Amy)	13,951	55,805	69,756	13,951	55,805	69,756	139,512	1 FTE @ 100% (FY10/FY11) (CC5)
Mapping Outreach Website (Mary Lou)	1,942	7,769	9,711	1,942	7,769	9,711	19,422	1 FTE @ 15% (ITS3)
Total	30,042	120,168	150,209	34,242	136,968	171,209	321,419	TOTAL FTEs FY10 =2.35 & FY11 = 2.55
Personnel Fringe Benefits								
Project Manager (Angela)	1,890	7,560	9,450	2,835	11,340	14,175	23,625	
Admin Assistant (Vacant)	1,293	5,174	6,467	1,293	5,174	6,467	12,934	
Communications Analyst (Amy)	3,139	12,556	15,695	3,139	12,556	15,695	31,390	
Mapping Outreach Website (Vacant)	437	1,748	2,185	437	1,748	2,185	4,370	
Total	6,759	27,038	33,797	7,704	30,818	38,522	72,319	
Travel								
Car (Rental & Mileage)	80	322	402	43	174	217	619	
Lodging (Room and Tax)	85	338	423	46	183	229	652	Travel to Chelan County, Walla Walla
Subsistence	85	338	423	46	183	229	652	County, Spokane County, Bellingham, Seattle and Vancouver.
Total	250	998	1,248	135	540	675	1,923	
Equipment								
Multifunction Color Printer	578	2,314	2,892	0	0	0	2,892	One Time Purchase/by FTE
Office Phones	152	609	761	165	661	826	1,588	Phone is \$324 per year/FTE
Mobile Devices and Service	541	2,166	2,707	588	2,350	2,938	5,645	Devices are \$1,152 per year/FTE
Computers and Peripherals	846	3,384	4,230	0	0	0	4,230	PC Stations are \$1,800 per FTE/One time
Total	2,118	8,473	10,591	753	3,011	3,764	14,355	

Detailed Planning Budget

Cost	YEAR 1			YEAR 2			Total	Notes
	Applicant Share	Federal Share	Total	Applicant Share	Federal Share	Total		
Materials/Supplies								This assumes approximately 50 report copies produced twice a year.
	Report Copying	156	624	780	92	368	460	1,240
	Office Supplies	113	451	564	122	490	612	1,176 Supplies is \$240 per year/FTE
	Long Distance Calling (SCAN)	56	226	282	61	245	306	588 Long Distance is \$120 per year/FTE
Total		325	1,301	1,626	276	1,102	1,378	3,004
Subcontracts	Not Applicable							
Total								
Construction	Not Applicable							
Total								
Other	Floor Space/Rent	1,974	7,896	9,870	2,142	8,568	10,710	20,580 Floor space is \$4,200 per year/FTE
	LAN/WAN Support	2,600	10,400	13,000	2,821	11,285	14,107	27,107 LAN/WAN Support is \$5,532 per year/FT
Total		4,574	18,296	22,870	4,963	19,853	24,817	47,687
Total Direct Costs		44,069	176,273	220,342	48,073	192,292	240,365	460,707
Total Indirect Costs		15,324	61,296	76,619	16,628	66,512	83,140	159,760 Agency Overhead is allocated at \$32,604 per year/FTE
Total Costs		\$59,393	\$237,568	\$296,961	\$64,701	\$258,804	\$323,505	\$620,466

COSTS - BUDGET		YEAR 1			YEAR 2			Total	Notes
Cost	Applicant Share	Federal Share	Total	Applicant Share	Federal Share	Total			
Personnel (Hourly Rate)								FTE over 2 years	
Anderson - Project IC	\$19,546.41	\$78,185.64	\$97,732.05	\$9,024.99	\$36,099.96	\$45,124.95	142,857	0.19	
Buck - Assistant PM	\$15,704.36	\$62,817.46	\$78,521.82	\$7,251.04	\$29,004.14	\$36,255.18	114,777	0.17	
Baldwin - Telecom Expert	\$974.41	\$3,897.63	\$4,872.03	\$449.90	\$1,799.62	\$2,249.52	7,122	0.01	
Girard - software architect	\$4,437.56	\$17,750.25	\$22,187.82	\$2,048.92	\$8,195.67	\$10,244.58	32,432	0.04	
Westphal - developer	\$11,526.14	\$46,104.55	\$57,630.69	\$5,321.86	\$21,287.45	\$26,609.31	84,240	0.15	
McHallam - DBA	\$14,455.70	\$57,822.80	\$72,278.49	\$6,674.50	\$26,698.00	\$33,372.51	105,651	0.16	
Stein - Senior Analyst	\$14,183.55	\$56,734.22	\$70,917.77	\$6,548.85	\$26,195.38	\$32,744.23	103,662	0.23	
Duquosnoy - Junior Analyst	\$22,956.23	\$91,824.90	\$114,781.13	\$10,599.37	\$42,397.50	\$52,996.87	167,778	0.50	
Maheshwari - Project Manager	\$40,702.35	\$162,809.42	\$203,511.77	\$22,017.65	\$88,070.58	\$110,088.23	313,600	0.46	
McDaniel/Kappel - Legal Team	\$2,873.33	\$11,493.30	\$14,366.63	\$1,326.67	\$5,306.70	\$6,633.37	21,000	0.04	
Hoyt - Senior Analyst	\$12,273.20	\$49,092.81	\$61,366.02	\$5,666.80	\$22,667.19	\$28,333.98	89,700	0.17	
Bax - Senior Analyst	\$14,209.77	\$56,839.08	\$71,048.85	\$6,560.95	\$26,243.80	\$32,804.75	103,854	0.22	
Heartwell and Weckstein - Junior Analyst	\$45,359.34	\$181,437.35	\$226,796.69	\$20,943.36	\$83,773.45	\$104,716.81	331,514	1.13	
Total	\$219,202.35	\$876,809.40	\$1,096,011.76	\$104,434.86	\$417,739.44	\$522,174.30	1,618,186		
Personnel Fringe Benefits	Included in the personnel hourly rate								
Total									
	Airfare, Lodging, Per Diem (\$1500 per trip)	\$5,400.00	\$21,600.00	\$27,000.00	\$2,100.00	\$8,400.00	\$10,500.00	37,500	25 trips over 2 years
	Local Travel Throughout State (Car, Gas, Lodging)	\$1,836.80	\$7,347.20	\$9,184.00	\$787.20	\$3,148.80	\$3,936.00	13,120	45 days of local tavel
Total		\$7,236.80	\$28,947.20	\$36,184.00	\$2,887.20	\$11,548.80	\$14,436.00	50,620	
Equipment	None required								
Total									

Contractor	System	Budget	YEAR 1			YEAR 2			Total	Notes
			Applicant Share	Federal Share	Total	Applicant Share	Federal Share	Total		
Materials/Supplies	Cost									
	Purchase Commercial Deployment Broadband Data		\$6,000.00	\$24,000.00	\$30,000.00	\$0.00	\$0.00	\$0.00	\$30,000.00	Commerical software
Total			\$6,000.00	\$24,000.00	\$30,000.00	\$0.00	\$0.00	\$0.00	\$30,000.00	
Subcontracts	Included in the personnel hourly rate									
Construction	Not Applicable									
Total										
Other	Not Applicable									
Total										
Total Direct Costs			\$232,439.15	\$929,756.60	\$1,162,195.76	\$107,322.06	\$429,288.24	\$536,610.30	\$1,698,806.06	
Total Indirect Costs	Included in the personnel hourly rate									
Total Costs			\$232,439.15	\$929,756.60	\$1,162,195.76	\$107,322.06	\$429,288.24	\$536,610.30	\$1,698,806.06	

WASHINGTON STATE
State Broadband Data and Development Program

Responses to Questions from NTIA
(October 22, 2009)

- 1. Data Collection: Since a Master Address File (MAF) will no longer be created as a part of this project, please describe how the proposed data collection methods have changed.*

Due to the change in requirements for collecting data from the address level to the census block level (except where census blocks are larger than 2 square miles), Sanborn made adjustments to its methodology which is described below.

Broadband Service Availability in Provider's Service Area

From the outset of the project, Sanborn had anticipated having to create data models both for internally staging provider data, and for the final deliverables to NTIA, and Washington's Broadband Map. Existing data models that have been created for this are lacking, as they do not model the fact that multiple providers can provide service in the same block and it would not work well to repeat the geography multiple times for such situations. Instead the data model needs to be adjusted through the use of related tables which can store many rows for a single census block geography. Another example is the modeling of wireless service areas as points in the NSGIC data model, rather than as polygons, which is what is required from NTIA. Therefore, the process must start with creating a data model that will satisfy NTIA requirements and also allow Sanborn to receive data in multiple formats from providers and process them as discussed below.

Format of Data from Providers

We have already conducted workshops with the wireline, wireless, and cable providers in the state. Based on our conversations with about 20% of the providers for Washington (which includes a mix of large and small providers), we have confirmed that data will be sent to us in four different ways. Thus, different processing steps will be needed based on how the data are delivered. The four processes are outlined in the Figure 1, which is also described below.

At the optimum level, some providers such as AT&T and COVAD Communications are in the process of writing programs to take their data and create NTIA compliant products for each state. This is the most efficient outcome but we anticipate only 10% of the providers will be able to provide data in this format. In these instances, we expect to do minor transformation so that the data can be input into the WA State data model. The processed data will be input into the central repository.

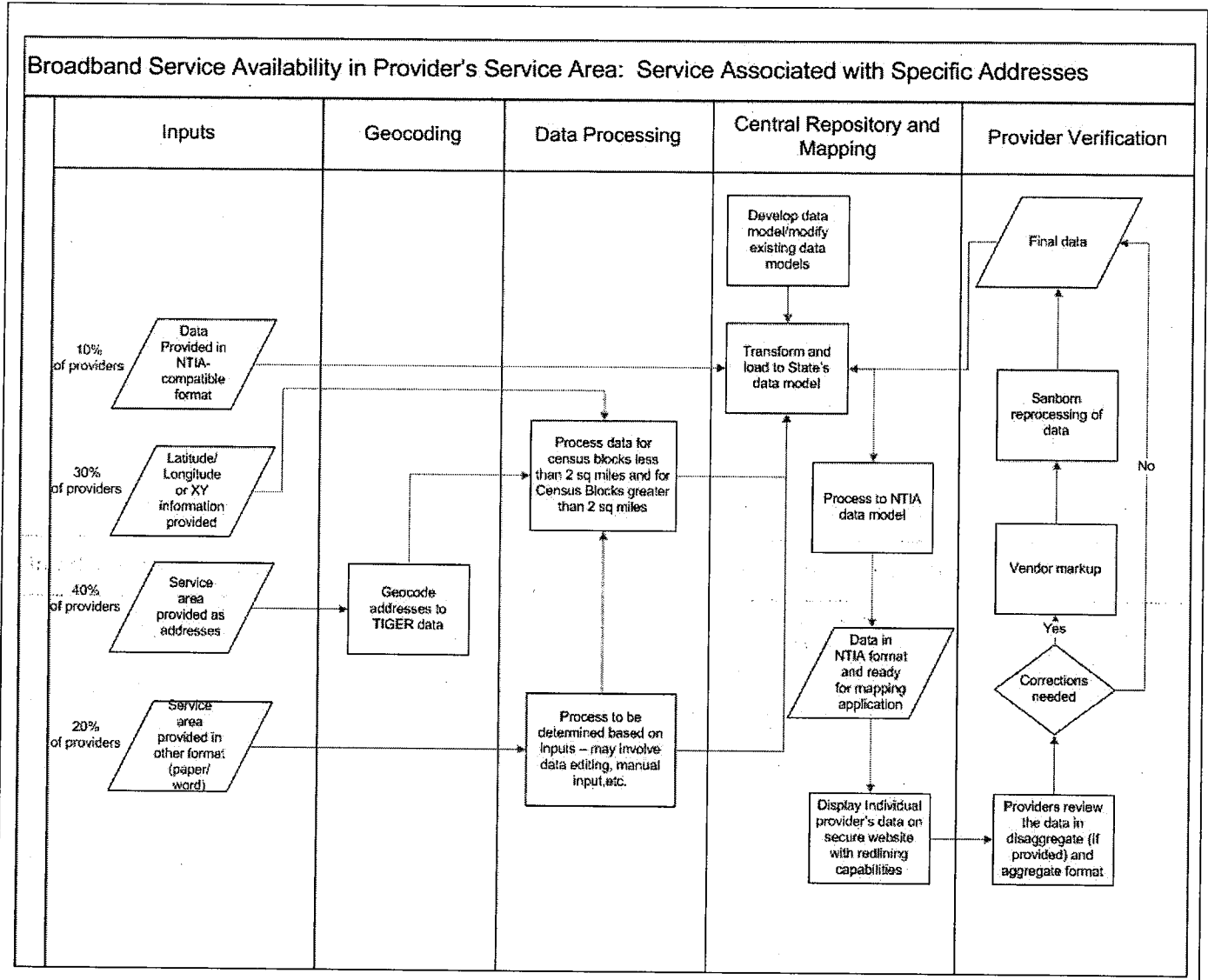


Figure 1: Technical Process Description

Many providers do not have the capability (or do not want to invest the resources needed) to provide NTIA compliant data, but can provide us x and y location (or point data) of their customers and or their service availability points. We anticipate that 30% of the providers will provide us with point data or x and y coordinates of their customers. In these situations, we will create NTIA compliant data. This process may involve re-projection and then will require spatial analysis to aggregate the data to the census blocks and street segment where these providers can provide service. Even when point data are provided, we plan on identifying the street segment based on TIGER street centerline files for Washington. Once the processing for census blocks and street segments is accomplished, we will transform the data to the central data repository.

Other providers state they do not have the capability of providing x and y location but can provide Sanborn with address lists of where they can provide service or are currently providing service. Sanborn anticipates that roughly 40% of the providers will provide data at the address level. This includes smaller providers and also some of the cable providers. In such cases, Sanborn will geocode the address data to parcel centroids, then use the TIGER street centerline file for geocoding if the address does not match. Once points are created, the data will be processed to the census blocks, as discussed above using spatial analysis techniques.

Finally, we anticipate that 20% of the providers will provide us data in formats that are not easy to work with, such as paper maps, or by verbal description such as town names, etc. In these cases, Sanborn will generate the service boundary through manual input and digitizing, then load it to the central repository.

Web Mapping Application for Providers

As data are put in the central repository, we will display it on a web mapping application which is secure and accessible to individual providers through a secure login which will allow them to see only their data. We will map the data and allow providers to see it in both disaggregate format (if data was provided as points or addresses) and aggregate format (very close to what would be displayed on the final map and provided to NTIA). We will also provide markup capabilities to the providers so they can make changes to their data (which will be verified). This will be useful in cases where providers give Sanborn only addresses of current customers. This visual will allow them to make sure that they have an accurate description of their service area, and not their current customer locations. Once changes are updated on the final dataset for each provider, it will then be ready for external verification. This application will also be used to inform providers of any discrepancies in their data based on external verification and validation (discussed in detail in response to Question 3)

Please note that we will have to make a determination of the best possible census block geography. We plan on using the 2009 census data for blocks and road centerlines. This dataset has been updated since the 2000 dataset to include spatial adjustments of lines, incorporation of any annexations that have occurred since 2000, etc.

2. Data Collection: Please provide further explanation to the sentence on page 7, "Some Providers could be missing from these lists (e.g., wireless) and we propose methods to validate these below."

DIS compiled a list of providers using data from Form 477, and the Washington Utilities and Transportation Commission (UTC), which regulates certain providers in Washington. Given the changes in the reporting requirements to the FCC earlier this year, and that the information on the FCC website is from from June 2008, Sanborn should verify that newer providers may not be on these lists (e.g.,

providers of VOIP were not required to file Form 477 in 2008). As Sanborn checks provider accuracy and validates the data acquired, (which includes some of the supplemental verification work by DIS, on top of Sanborn's phone surveys and web research, and joint development of web surveys with DIS), we will be able to identify such new providers or any other providers that are not on the list we have compiled to date.

3. Verification: Please provide additional information about the verification efforts that will be provided by the contractor and the verification efforts that will be provided by the State of Washington. For example, if you contemplate utilizing existing datasets to verify information, please describe. If you plan to use survey techniques, please provide information to describe how the survey will be implemented, how you will determine your sample, etc. If you are contemplating crowdsourcing activities, be sure to describe how you will drive residents to your website and how you will combat potential biases. These should be detailed in a manner such that it is clear which activities will be completed by the State of Washington and which by the contractor.

There are two types of accuracy and validation checks that will be performed for data collected through this project:

Data Completeness Checks

The first involves checks of accuracy/completeness of the data provided in digital format. In addition to visual checks, various tools will be developed for an initial assessment for quality of data received from providers. This will include checking for valid values in various fields using automated routines (such as looking for the maximum and minimum values, averages of fields, determining what percentage of a field is populated and whether null values are allowed, etc.). Based on these checks, Sanborn will determine whether the data are acceptable in the current form or if a new request needs to be made due to invalid data, corrupt files, incorrect files or incomplete files. If address or point data are provided, the data will be displayed geographically (through geocoding using latitude/longitude (x, y) information, or through geocoding to statewide parcel data or street centerline files, to see what percentage are geocoded in a batch mode, and to check if the values for the latitude and longitudes are valid geographically. It is not unusual for data providers to switch/interchange latitude and longitude information and such errors should be trapped earlier on in the process. These tools will be created incrementally as data comes from the providers and common checks will be automated and generalized for many fields and table structures and reports will be generated for each set of data. These quality control tools can be used for future updates and checking new deliveries of the same dataset.

Data Validity Checks

The second set of checks involves methods to validate whether the data provided by the service providers are accurate. DIS and Sanborn will use two methods to validate data:

Internal validation by providers

Once Sanborn receives data from providers, some processing will be needed to bring it into a format that allows for display on the mapping site, and can be provided accurately to NTIA. Based on Sanborn's conversation with providers, many providers intend on providing their customer database either as points or as addresses. We will create NTIA products from these datasets through data processing (see the process described above under Question 1). The result of this will be census blocks that are currently being served by a provider and not where they could provide service based on the definition of "available" as defined in the NOFA. In order to give the broadband providers an opportunity to make sure that their data is accurately representing where they provide service, and to make sure there were no data processing errors, we intend to provide the disaggregate data and NTIA aggregated products back to them on a secure web mapping application (as described above). This application will also have markup tools that will allow them to mark any corrections. Any marked up corrections will be implemented and then loaded to the central repository. This data will then be subject to external validation as discussed below.

External validation

We will use various tools for external validation:

- a) Sanborn will design and provide a real-time user generated speed test capability on the DIS Broadband Mapping Information Portal or as part of the Internet Mapping Application. Users can conduct the test by entering their address, and the results of the test will be input into a database and validated against provider data.
- b) Sanborn will work with DIS to design a web survey and administer it through the Broadband Mapping Information Portal. The speed test could be an integral part of this survey. Users will be informed about this web survey through the DIS listening sessions, and other outreach methodologies to be determined by DIS. It is possible that this data will be used to verify or backfill data provided by the actual service providers.
- c) Sanborn will conduct phone surveys primarily with businesses and local government entities to question the availability of broadband service within a geographic area. Those contacted for survey will be asked to take the speed test and record the results. As a verification method, phone surveys will be targeted to areas identified as unserved or underserved particularly when data is lacking from providers who have elected to not participate in the effort

to map broadband for Washington. When new providers are identified, Sanborn will work to collect their data through the NDA process, or work with the FCC if necessary to request the appropriate information (pending FCC determination regarding how much Form 477 data they will share with designated mapping entities). A statistically significant sample of blocks will be selected for surveying and the statewide parcel data will be used to generate survey candidates for wireline and wireless data.

- d) Sanborn will perform web research to gather data on which companies are marketing their services in various geographies around the state. Each of the 39 counties will be researched and Sanborn will identify companies that are marketing services, but from whom we do not have data. Then, Sanborn will reach out to these companies for further data gathering or verification of service availability.
- e) Sanborn will also undertake spatial analysis of the collected data with commercially available data that are acquired for the project (e.g. Tele Atlas Telecommunications data, Microbuild Broadband Indicator data from Gadberry Group) to see if the data corroborates what we know, or if further investigation is needed.

DIS Verification

Sanborn will cross-reference data collection and validation efforts with the supplemental verification of findings by DIS (i.e., when DIS brings hard copies of broadband maps to listening sessions they plan to hold throughout the state). If requested, Sanborn will attend some of these workshops in conjunction with bi-monthly meetings scheduled with DIS to review budget, progress, challenges/issues and design and functionality of the state broadband map.

4. Security: Please further describe your ability to handle information requiring sensitive treatment (such as infrastructure information). Please describe the procedures or methods that you will employ to secure such data. Please describe if you will be working with your Department's Information Security Officer or the State of Washington's Homeland Security Office. If available, please provide examples of other sensitive data that you or your contractor have procured/safeguarded and how this information was secured.

All broadband data will be provided to Sanborn. Since DIS will not have access to any of this data, they will not require a process for securing such data. Sanborn's process for securing the data is explained below.

Sanborn routinely signs Non Disclosure Agreements (NDAs) with customers. Sanborn has worked to create datasets for companies such as AT&T and Qwest and such data are created under strict security guidelines and NDA requirements.

Pursuant to the NTIA, State Broadband Data and Development Grant Program, Sanborn's approach to confidentiality is governed by Sanborn's ISO 9001:2000 certified Quality Management System which is also compliant with but not certified to ISO/IEC 27002:2005 Information Technology – Security Techniques – Code of Practice for Information Security Management. As a matter of business practice, Sanborn does not engage in the transfer of information in any form with other commercial firms regarding technology, business development or other matters without first consummating a mutually acceptable confidentiality agreement. This type of agreement will be executed between Sanborn and all of the broadband service providers from whom information is collected and all subcontractors, consultants or agents engaged by Sanborn to meet its obligations under the contemplated contract with the State. As a condition of employment, all Sanborn employees receive and must sign an acknowledgement of receipt and understanding of the company's Business Conduct and Ethics policy which articulates their obligation to keep any and all information regarding the company's operations and customer information in the strictest of confidence.

In accordance with past contractual terms and conditions between Sanborn and telecommunications providers, Sanborn is willing to entertain the use of the broadband providers' standard documents for itself and all subcontractors, consultants or agents engaged on this contract. Sanborn will also, if required, sign an affidavit confirming that all individual employees used on the program, and all subcontractors, consultants or agents engaged, have been advised individually of their confidentiality obligations.

Sanborn's Information and Security Policies and Strategies for digital data security meet or exceed the requirements of ISO/IEC 27002:2005. Sanborn incorporates a Data Security room separate from the Data Center and all data transport devices are loaded and unloaded in the Data Security room. Both the Data Security room and Data Center are protected by authentication systems (keyed and or badged) and only authorized personnel are allowed in these areas. The policy covers (1) the security of hardware, peripherals and other equipment, (2) control of the access to information and the systems, (3) processing of information and documents, (4) purchasing and maintenance of commercial software, (5) development and maintenance of in-house software, (6) combating cyber crime, (7) complying with legal and policy requirements, (8) planning for business continuity, (9) addressing personnel issues related to security, (10) controlling e-commerce information security, (11) training and staff awareness, (12) premises related considerations, (13) detecting and responding to IS incidents, and (14) classifying information and data. Sanborn has not had any data security breaches in the last five (5) years.

Information Data Security at Sanborn

The components of the security portfolio are identified as follows:

Perimeter:

- Cisco 5540 at Colorado Springs, CO and a Sonic Firewall (scheduled for upgrade to a Adtran 908E in FY10) at Ann Arbor, MI are in place. These firewalls log all activity, including web activity for end users, reports are available.
- MXLogic web filtering system is in place.

Desktop:

Kaspersky network security is a suite of centrally managed security software. It includes File Anti-Virus, Mail Anti-Virus, Web Anti-Virus, Proactive Defense, Anti-Spy and Anti-Hacker.

- Dual authentication based wireless access to laptops.
- Device lock to block all physical port's on the systems like USB ports, CD-ROM, External HDD, Bluetooth etc.
- SBU/Project wise VLAN segregation of network to provide isolation for critical projects.
- Patch easy Patch Management Application for deploying OS/Application patches.

E-Mail:

- All email (inbound and outbound) passes through an external defense system at MXLogic.
- Windows 2003 Active Directory Windows service authentication and group policies.
- Secure Radius Server: VPN user authentication.

Backup Solutions:

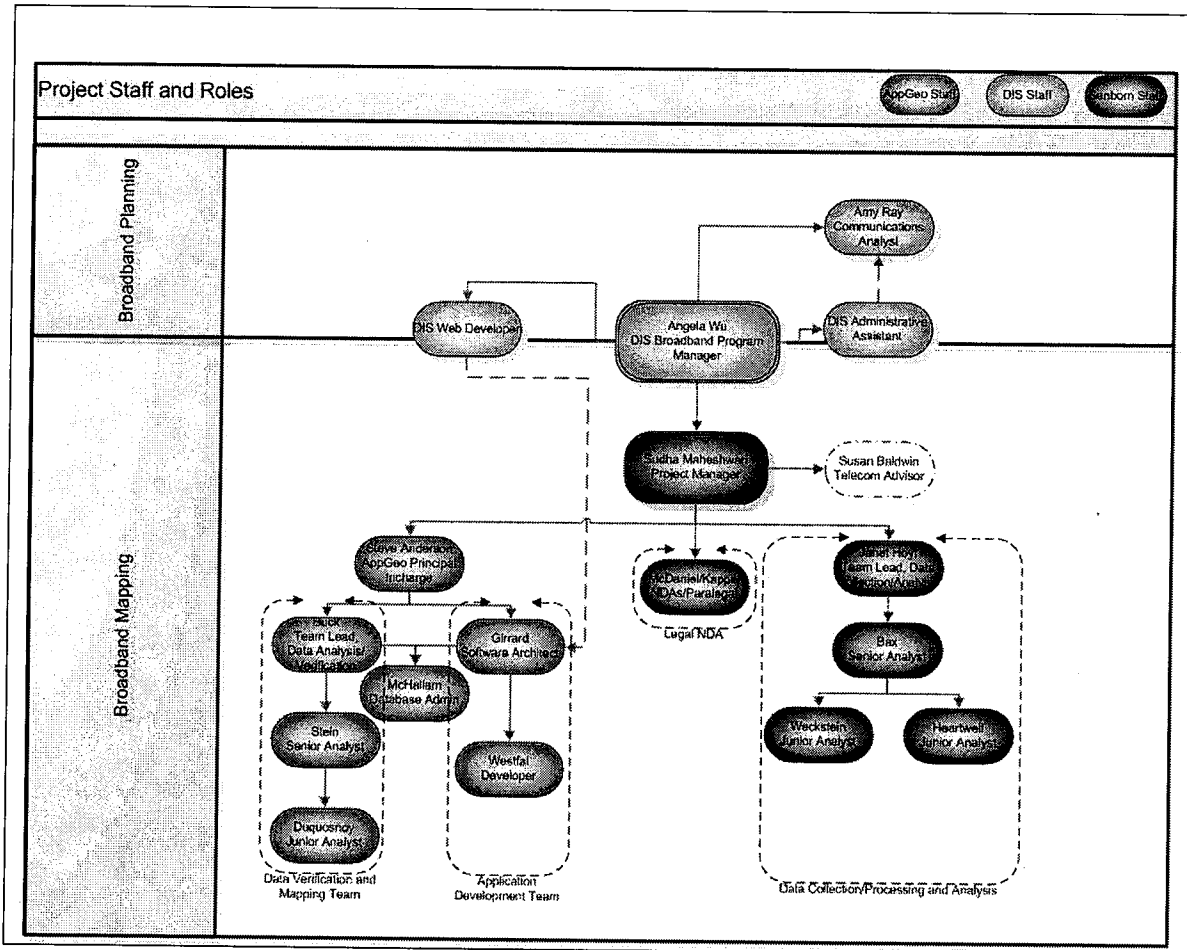
There are a total of three libraries and 10 LTO3 drives. Two libraries have 60 slot capacity and the third library has 48 slot capacity. All devices connect to the network via a 2Gbit optical fiber connection. There are daily incremental and weekly full backups conducted. A copy of the monthly full backup is sent to offsite storage. These backups can be called back to restore data within 45 minutes of the request. Sanborn uses ComVault as Backup Software.

Business Continuity:

Sanborn has a well defined and documented Business Continuity Plan, which is regularly monitored by senior management under leadership of Chief Executive Officer. Sanborn's multiple locations are key to its business continuity plan and any potential disaster recovery efforts. Critical data is replicated at regular intervals across physically separated locations. Multiple firewall to firewall VPN links exist between each of the remote offices so that in the event of a disaster at one site, another location can resume the work with minimal disruption.

5. *Qualifications: Please clarify the role each key project staff member for DIS and Sanborn will have in the project.*

The following organizational chart provides a diagram of the key project staff members and their role in the project. Resumes for key staff in the Sanborn team, and DIS team, are provided as part of our grant, but is summarized here.



6. *Additional Data: On page 36 of the application, you discuss how Washington will collect subscriber information. Subscriber information is not required to be collected per the NOFA. Please describe how Washington will collect this data, at what level of granularity, and the extent to which this request has already been discussed with providers.*

Washington does not plan to actively collect subscriber information. However, many providers (particularly small ones that do not have adequate resources) will not be able to provide NTIA-required products. Instead they will provide Sanborn with customer address or point databases from which NTIA products will need to be created. In such cases, Sanborn will collect subscriber information and treat these as confidential information. Sanborn will process the data to NTIA

deliverables and provide it to NTIA and also upload these on the web mapping application.

7. BB Planning and Mapping Budgets and Narratives, Federal Portion: Please provide additional detail to the budget such that the information below is completed. While it is important to continue providing line-item detail, please provide the information in the themes below (personnel, equipment, etc).

The categories reflected in the proposed State of Washington Broadband budget are those required to manage the Mapping program and the Strategy/Planning program. Below is an explanation for each category of cost. Unless specifically noted, the costs are applicable to both programs (i.e. Mapping and Strategy/Planning).

- Personnel Salaries - Wages paid to those individuals who will be working on the programs. The pay ranges for these positions are established by the State of Washington Department of Personnel. A description of position responsibilities, as well as a bio for each proposed staff member, can be found in the Broadband Planning Narrative. DIS staff time cannot be applied as an In-Kind contribution.
- Personnel Fringe Benefits - These are benefits that are provided to staff as part of the compensation package. They include Medical, Dental and Vision Insurance, Retirement Contributions, Social Security Contributions, etc. The benefits for staff are established by the State Legislature.
- Travel - Travel is exclusively part of the Strategy/Planning program budget. These costs are for two staff to travel to six predetermined locations in the state (Chelan County, Walla Walla County, Spokane County, Bellingham, Seattle and Vancouver) to meet with local government officials, services programs, tribal members, etc.

DIS plans three workshops in Eastern Washington. Eastern Washington trips are more expensive because they are further away and require a hotel stay. Costs for these trips include per diem for the two traveling employees, rental of a state car, plus mileage, and overnight hotel costs. DIS plans three workshops in Western Washington. Costs for these trips include per diem for the two traveling employees, rental of a state car, plus mileage. Our average is approximately \$320 per trip.

(NOTE: Sanborn's travel (six trips to Washington, per year) is based on two employees that reside out of state, a program manager and another employee (e.g., a developer or data analyst), to participate in workshops throughout the state as appropriate, and to participate in face-to-face meetings with DIS. For efficiency, this travel will be coordinated with the bi-monthly meeting with DIS.

- Equipment
 - The mapping plotter is a purchase that is solely for the Mapping program, while the Multifunction printer is being allocated between the two programs based on FTEs. These costs are estimates of the actual purchase price.
 - Office phones and mobile devices are based on a predetermined cost per FTE. The determination of the cost per FTE is developed at the agency level and is used for determining the service rate DIS will charge other agencies for the services provided. These costs are approved by the State of Washington Office of Financial Management as part of our rate structure and used in the Department's state budget.
 - Computers/peripherals are needed for staff and are charged a onetime charge of approximately \$1,800 per FTE. The charge consists of a desktop computer, two monitors, a mouse and keyboard.

- Materials/Supplies.
 - Report copying costs associated with the reproduction of items that will be distributed.
 - Office supplies are based on a predetermined cost per FTE. The determination of the cost per FTE is developed at the agency level and is used for determining the service rate DIS will charge other agencies for the services provided. These costs are approved by the State of Washington Office of Financial Management as part of our rate structure and used in the Department's state budget.
 - Long distance calling is an estimated cost associated with the administration of the programs. It was estimated the cost would be \$10 per month per FTE.

- Subcontracts - Is a purchase that is only for the Mapping program. Subcontracting will be accomplished in two areas:
 - Sanborn is a contractor that DIS has hired to assist with the statewide mapping effort.
 - Interagency County agreements are items that DIS will be entering into with select counties to obtain parcel level data.

- Other - Floor Space (rent) and LAN and WAN Support are based on a predetermined cost per FTE. The determination of the cost per FTE is developed at the agency level and is used for determining the service rate DIS will charge other agencies for the services provided. These costs are approved by the State of Washington Office of Financial Management as part of our rate structure and used in the Department's state budget.

- Indirect Costs - The administrative costs to operate the department are what comprise the Overhead costs. The overhead rate is on a predetermined cost per FTE. The determination of the cost per FTE is developed at the agency

level and is used for determining the service rate DIS will charge other agencies for the services provided. These costs are approved by the State of Washington Office of Financial Management as part of our rate structure and used in the Department's state budget.

NOTE: ADDITIONAL INFORMATION FOR CLARITY

Parcel Data

The \$200,000 listed on the mapping budget as Interagency Agreements is for the flat fee we propose to pay the 9 counties that do not have their parcel data in digital format.

- We have confirmed with Pend Oreille, Adams, and Island counties that they are willing to update their parcel data for use in the state broadband map.
- We expect to also include either Columbia County or Ferry County.
- Two other counties are already in the process of updating their parcel data, Wahkiakum and Garfield.
- The two remaining counties will not be participating. Asotin declined participation in updating their parcel data as they are 2-3 years away from being able to digitize their information. And, Whitman will be costly (i.e., potentially \$200,000).

In-kind contributions

The revised spreadsheet do not provide for documentation of the in-kind contributions for our 20% state match. And, we were asked to provide more detail regarding the value of the two studies our state has done on broadband to date. We provide the explanation here:

The Washington Utility and Transportation Commission's Broadband Study conducted a telephone-based survey focused on five counties to assess the impediments to broadband availability and use in our state. We will take into consideration the findings from this study, assess how the study was conducted, and determine which parts of this study should be included in our own survey of impediments to adoption of broadband for all 39 counties. This report provides an initial insight into barriers to broadband availability and adoption.

The High-Speed Internet Working Group Stud, focused on providing recommendations on how to determine the state of broadband for Washington. We expect to apply these ideas as appropriate. However, we first need to determine the status of broadband in our state, then determine which of the recommendations should be used in developing our broadband plan for the state.

In-Kind Contribution	Amount	Value of contribution to program
Washington Utilities and Transportation Commission (WUTC)	\$138,560	Broadband Study Report - This report was prepared for WUTC by CBG Communications, Inc. (a consulting group)

Study and Report		dated June 27, 2008. This was a study of five Washington State counties with disparate demographic characteristics. The report extrapolates from the results of the five-country study, statewide policy recommendations.
WUTC Staff Cost	\$15,760	Staff costs associated with the internet study performed by CBG
Washington State Department of Commerce Staff Costs (pre-award cost)	\$3,375	Grant Writer's time for the Broadband Mapping grant application.
Washington State Department of Ecology Staff Costs (pre-award cost)	\$3,600	K-20 mapping
DIS (CBG Communications Contract)	\$139,907	High Speed Internet Strategy Final Report - High-Speed Internet and Deployment Strategy Recommendations for the State of Washington also prepared by CBG Communications for the High Speed Internet Strategy Work Group (herein "Work Group") dated December 1, 2008.
Cash amount already appropriated	\$200,000	As specified in House Bill 170, passed during Washington's 2008 Legislative session.