

# The Arkansas BEAD Program

Technical Assistance

MAY 27, 2025



# Agenda

- 1 Accessing Tranche-3 results

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- 2 Holistic review of preliminary selectees

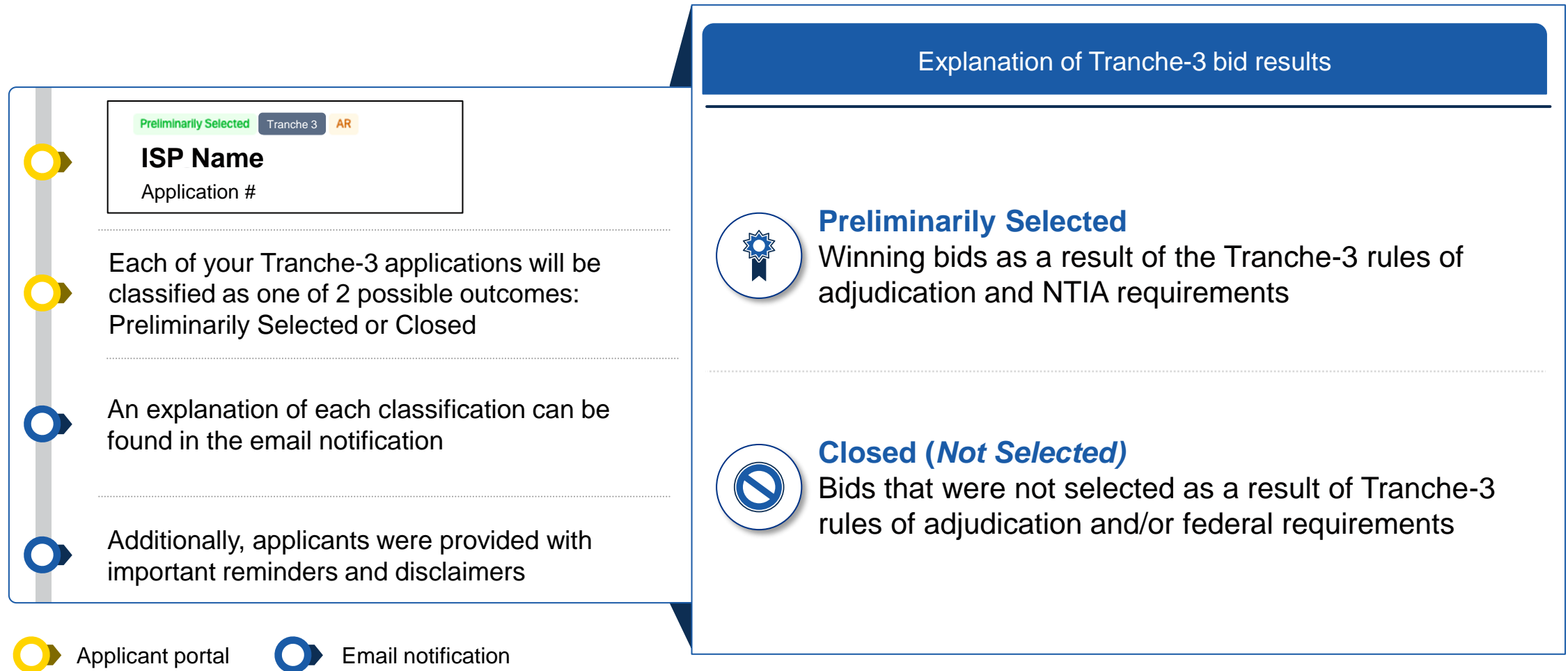
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- 3 EHCPLT impacted bids process

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- 2 Holistic review of preliminary selectees
- 3 EHCPLT impacted bids process

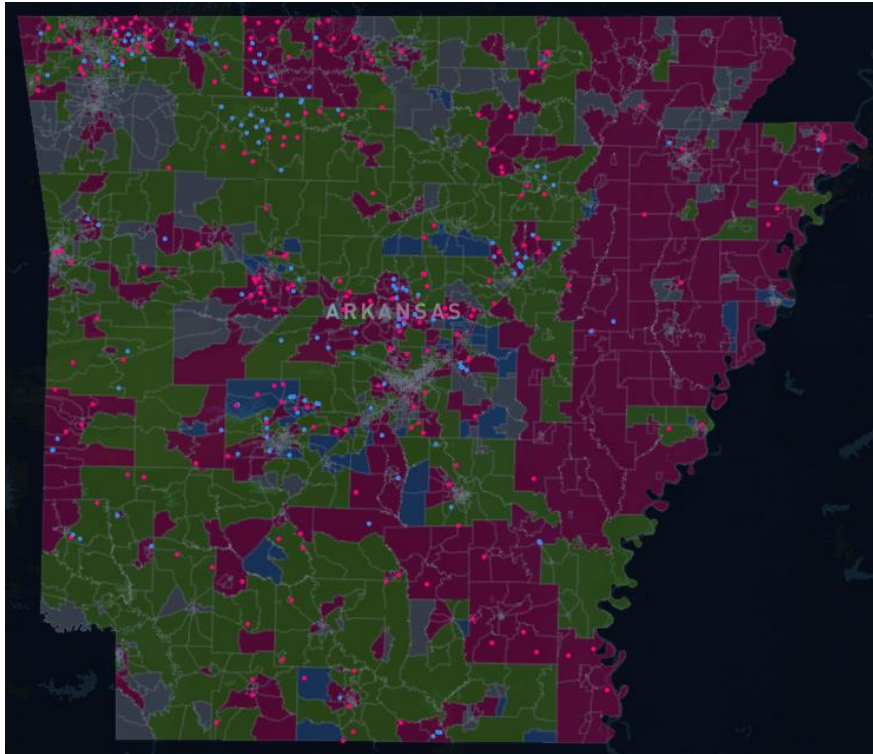
Tranche-3 Results | Applicants should receive an email on Tuesday, May 27 that Tranche-3 bid results were published in the Grantor Portal



**Recall |** All Tranche-3 results are **preliminary** and may **not** be shared publicly or with other applicants

## Tranche-3 Results | In the applicant portal, applicants will also be able to see a map displaying each CBG's availability as a result of Tranche-3 adjudication

### Illustrative map of CBG results



### CBG statuses following Tranche-3

- **Preliminarily Selected (unavailable)**
  - CBGs that have been preliminarily selected throughout the subgrantee selection process
- **Available**
  - CBGs that have BEAD eligible locations but have not been preliminarily selected for<sup>1</sup>
- **Ineligible**
  - CBGs that contain 100% served locations and are unavailable for subgrantee selection

**Note |** See how to access your results in the Grantor Portal by viewing a quick demo

1. ARConnect will release additional guidance on available locations at a later date

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# Holistic Review Process | ARConnect will conduct a holistic review process of all preliminary selectees

## Holistic Review Process Overview

### Holistic Review Process

- Now that the third and final round of the preliminary subgrantee selection process has concluded, ARConnect will **conduct a holistic review of all preliminary selectees** as part of the transition from *preliminary* selections to *provisional* selections

### From IPvII (pg. 17)

- "As a final step in determining award winners, ARConnect will review the total awards of each applicant in the context of the prequalification information received. This review will be done at the discretion of ARConnect to ensure that applicants have the means to successfully deploy all contracted projects within the proposed timelines"*

### Supplemental information requests

- As part of the holistic review process, ARConnect **may ask for additional details** on the information provided during pre-registration
- Responses may include **narrative responses and/or supporting evidence**

## Communication Details

### Notification by email

Dear Provider,

Thank you for participating in the Arkansas BEAD Program. Now that the preliminary subgrantee selection process is complete, the Arkansas State Broadband Office (ARConnect) will **conduct a holistic review of all preliminary selectees** as part of the transition from preliminary selections to provisional selections.

As stated in Section 2.04.01 of IPvII:

*As a final step in determining award winners, ARConnect will review the total awards of each applicant in the context of the prequalification information received. This review will be done at the discretion of ARConnect to ensure that applicants have the means to successfully deploy all contracted projects within the proposed timelines.*

During the review, ARConnect may ask for additional details on the information provided during pre-registration. Additionally, preliminary selectees may be required to specify how their BEAD project area(s) align with the overall organizational strategy and existing footprint in Arkansas. Responses may include **narrative responses and/or supporting evidence**. ARConnect will provide more specific details for each request.

Preliminary selectees may receive requests for additional information via email later today, May 27, and will have **30 days to respond**. All narrative responses and supporting evidence must be submitted to [ARGrants@mbakerintl.com](mailto:ARGrants@mbakerintl.com) by 6pm CT on Thursday, June 26.

Requests for additional information will be **sent via email** later today (May 27), and recipients will have **30 days to respond**

Please submit all responses to [ARGrants@mbakerintl.com](mailto:ARGrants@mbakerintl.com) by 6pm CT on Thursday, June 26



# Holistic Review Process | ARConnect may ask for additional information as part of the holistic review process (I/II)

Request Category	Supplemental Information Requests
<b>Sustainability Plan</b>	Describe how your company plans to fund and sustain operations throughout the project. Include how you will maintain service quality, meet obligations, and stay financially stable over time
	Please describe how your company plans to fund the 25% mandatory match requirement
	Please describe your plan to finance the deployment and build out of your preliminarily selected project areas specifically between the achievement of the initial two disbursement milestones (which will disburse 20% of award) and connecting 10% of project BSLs (which will disburse an additional 15% of award)
	Please provide at least one document as evidence to support your answers. Examples of acceptable evidence include, but are not limited to, cash flow forecasts, pro forma, CPA letter, or 2024 audited financial statements
<b>Community or Partner Reference Letters</b>	Please provide letter(s) of reference from local governments, community anchor institutions, and/or community partners that can speak to your organization's track record, reliability, and/or community presence
<b>Past Performance or Grant Management Explanation</b>	If your organization has not previously managed a federal infrastructure grant, describe any relevant experience administering state, local, or private funding. Explain how you plan to ensure compliance with federal requirements, including any external advisors, systems, or internal policies you have adopted. If your organization has previously managed a grant with performance or compliance issues, describe the challenges and the corrective actions you have taken to strengthen future execution
	Please provide at least one document as evidence to support your answers. Examples of acceptable evidence include, but are not limited to, a compliance advisor agreement, internal SOPs, or training certificates (e.g., 2 CFR 200)
<b>Operational Delivery Plan</b>	Describe how you will staff, manage, and deliver your preliminarily selected projects. This may include internal teams, contractors, partnerships, equipment sourcing, and project management methods
	Please provide at least one document as evidence to support your answers. Examples of acceptable evidence include, but are not limited to, a staffing plan with roles and headcount, subcontractor agreements, resourcing chart, or a sample internal project tracking workflow




# Holistic Review Process | ARConnect may ask for additional information as part of the holistic review process (II/II)

Request Category	Supplemental Information Requests
Cost Justification and Benchmarking	Please describe your methodology for determining your requested subsidies for bids. Highlight key drivers such as labor rates, material costs, population density, terrain, make-ready work, deployment method, or technology type
	Please describe how your company plans to fund the 25% mandatory match requirement.
	Please describe your plan to finance the deployment and build out of your preliminarily selected project areas specifically between the achievement of the initial two disbursement milestones (which will disburse 20% of award) and connecting 10% of project BSLs (which will disburse an additional 15% of award)
Project Motivation and Justification	Please provide at least one document as evidence to support your answers. Examples of acceptable evidence include, but are not limited to, procurement savings evidence or vendor quotes, cost modeling summary, budget benchmark from a comparable recent project, cost breakdown by phase or function, or 2024 audited financial statements.
	For your preliminarily selected bid(s) that have a requested subsidy less than \$63,000 and/or less than 5 BEAD-eligible locations, please explain the rationale for bidding on them. Describe strategic, community, or operational reasons that justify your interest in the area
	Please provide at least one document as evidence to support your answers. Examples of acceptable evidence include, but are not limited to, a map showing alignment with existing or planned service areas.


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# Recall | ARConnect is setting an ECHPLT at 97<sup>th</sup> percentile of preliminarily selected locations




### Threshold and Impacted Tranches



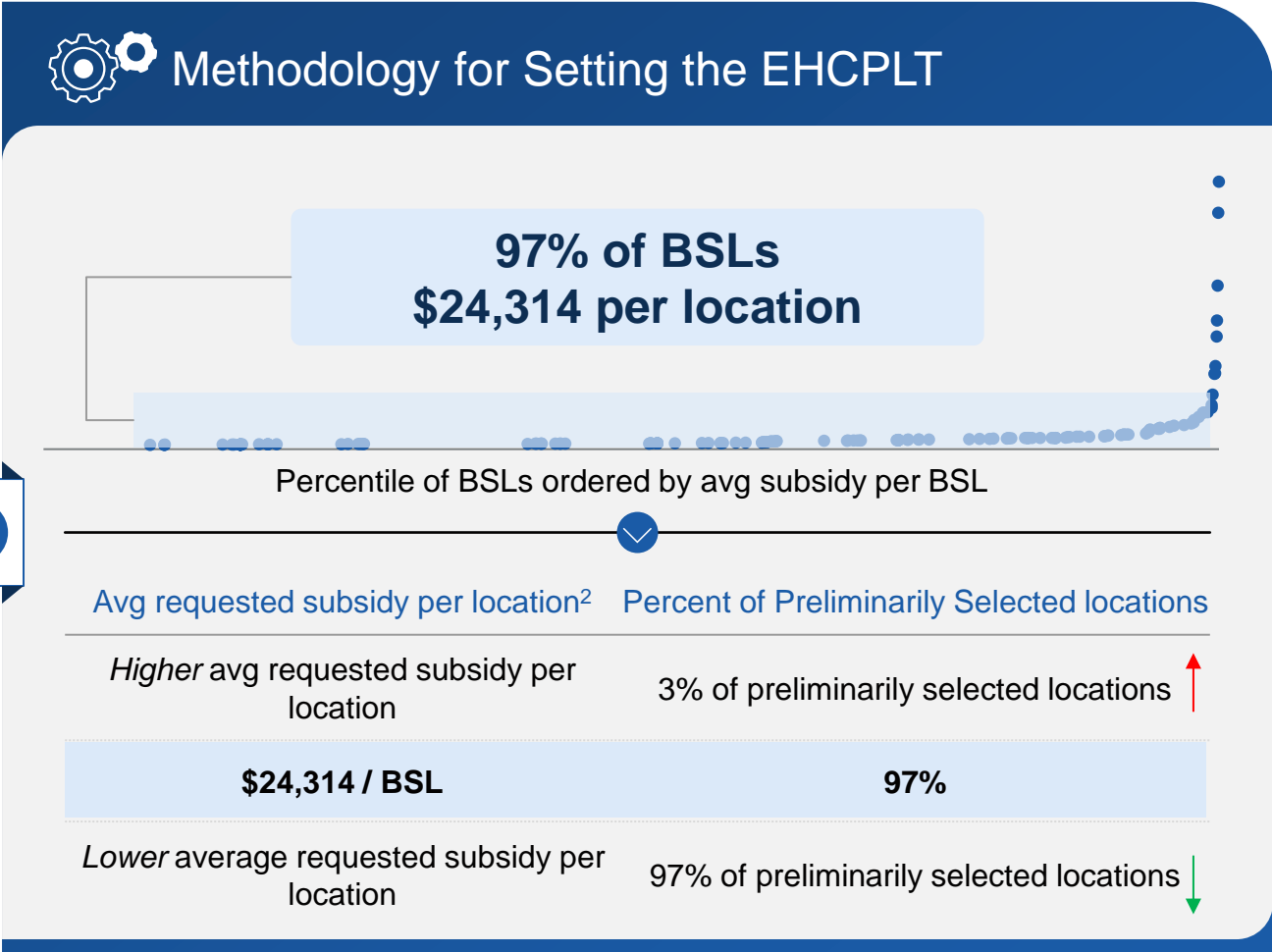
ARConnect is setting an Extremely High Cost per Location Threshold based on the average requested subsidy per location at the **97th percentile** of all preliminarily selected locations<sup>1</sup>



This equals an EHCPLT of **\$24,314**



The EHCPLT will be applied to **bids preliminarily selected in Tranche-3**, as this round of bidding did not have a pre-existing cost threshold, and measured against the **average per-location subsidy amount**, not the total



1. When ranked by average subsidy per location 2. By Preliminarily Selected bid

## Recall | Modifications to impacted bids in Tranche-3



You may modify your impacted bid(s) in three ways to bring the average subsidy per location below the EHCPLT:

- 1 Reduce the subsidy request such that the average subsidy per location is below the EHCPLT **(Required)** AND
- 2 Remove high-cost BEAD-eligible locations **(Optional)** AND/OR
- 3 Change the technology type **(Optional)**



Note that removing high-cost locations and changing the technology type are optional modifications. You are, however, required to lower the subsidy request such that the average subsidy per location is below the EHCPLT








If you choose to make no modifications, ARConnect will rescind the preliminary selection(s)








Additional technical assistance regarding the exact mechanism to modify impacted bids will be released at a later date

# ECHPLT | Overview of key activities and timeline for process to modify bids impacted by the EHCPLT

Activity	Medium(s)	Deadline
 Receive notification of the EHCPLT and roster of any impacted bids in your portfolio	<ul style="list-style-type: none"><li>• Email</li><li>• Excel</li></ul>	Tuesday, May 27
 Modify impacted bids and submit updated "Impacted Bid" document to <a href="mailto:ARGrants@Mbakerintl.com">ARGrants@Mbakerintl.com</a>	<ul style="list-style-type: none"><li>• Excel</li><li>• Email</li></ul>	Tuesday, June 3 6 pm CT
 Receive revision request of bid modifications in Grantor Portal	<ul style="list-style-type: none"><li>• Grantor Portal</li></ul>	Wednesday, June 4
 Attend TA session on ECHPLT revision request	<ul style="list-style-type: none"><li>• TA session</li></ul>	Wednesday, June 4 10 am CT
 Accept revision requests in Grantor Portal to formally submit and finalize bid modifications	<ul style="list-style-type: none"><li>• Grantor Portal</li></ul>	Friday, June 6 6 pm CT

**Note** | Any bids impacted by the EHCPLT that are **not** appropriately modified and submitted in the Grantor Portal by the deadline **will be considered withdrawn** and **will be rescinded**

# ECHPLT | Overview of key activities and timeline for process to modify bids impacted by the EHCPLT

Activity	Medium(s)	Deadline
 Receive notification of the EHCPLT and roster of any impacted bids in your portfolio	<ul style="list-style-type: none"><li>• Email</li><li>• Excel</li></ul>	Tuesday, May 27
<i>Focus of today's session</i>		
 Modify impacted bids and submit updated "Impacted Bid" document to <a href="mailto:ARGrants@Mbakerintl.com">ARGrants@Mbakerintl.com</a>	<ul style="list-style-type: none"><li>• Excel</li><li>• Email</li></ul>	Tuesday, June 3 6 pm CT
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**Note** | Any bids impacted by the EHCPLT that are **not** appropriately modified and submitted in the Grantor Portal by the deadline **will be considered withdrawn** and **will be rescinded**

# EHCLPT | Impacted Bids document orientation



## Tab | Overview

*If you have any bids in your portfolio impacted by the EHCPLT, you will receive an email and accompanying "Impacted Bid" document. This document will have tabs titled "Overview" and "All Impacted Bids", as well as a tab for each bid impacted by the EHCPLT in your portfolio.*

*Please first review the bid modification process by reading the detailed instructions in the "Overview" tab*

Overview
<p>This form is meant to streamline the process for modifying your bid(s) impacted by the EHCPLT. As specified in the supplemental guidance issued by ARConnect, you have two options to modify your bid(s) to ensure that the average subsidy per location is below the EHCPLT:</p> <ol style="list-style-type: none"><li>1. <b>Remove high-cost locations AND lower the subsidy request</b> based on the high-cost locations removed from the bid</li><li>2. <b>ONLY lower the subsidy request</b> such that the average subsidy per location is below the EHCPLT. By exercising option 2, please note you will still be obligated to serve all locations in the original bid</li></ol> <p>Please note that <b>for both options, you may change the technology type of your project(s)</b> to propose a mix of fiber and non-fiber technologies to bring the subsidy per location below the EHCPLT. If you do not exercise either option for a bid, ARConnect will rescind the preliminary selection.</p> <p>This form has two sections:</p> <p><b>All Impacted Bids</b></p> <p>This tab provides the list of all Tranche-3 bids impacted by the EHCPLT. For each impacted bid, you will see the number of locations, original subsidy request, and the original average subsidy per location. There is also a column to indicate whether you will elect to modify a bid using the options listed above.</p> <p><b>Location Rosters</b></p> <p>Each of your impacted bids will have its own tab in the Location Rosters section. The tab, labeled with the bid name, will contain the list of Location IDs in the bid. There is a column called "Remove?" where you will indicate whether you would like to keep the location in the bid or remove it. Each location is set to "Keep" by default.</p> <p>Please read through the following instructions carefully to proceed with modifying your impacted bids. Note the only columns you will be able to edit have a light blue header.</p> <p><b>Step 1</b> - Review the list of impacted bids in the All Impacted Bids tab. If you would like to modify the bid, select <b>"Y"</b> from the drop down menu in column F. If you do not wish to modify the bid, select "N." If you do not wish to modify a bid such that its average subsidy per location is under the EHCPLT, the bid will be resinded</p> <p><b>Step 2</b> - <b>For each bid marked "Y" in column F</b>, review the list of locations in the corresponding tab in the Location Rosters section. If you would like to remove the location, simply select <b>"Remove"</b> from the drop down menu in column I. Please note that you will need to conduct your own review using the tools at your disposal to determine which high-cost locations to remove</p> <p><b>Step 3</b> - Return to the All Impacted Bids tab, indicate whether you will <b>change the technology type from the drop down menu in column G</b>, and input a <b>new subsidy request for each bid you wish to modify in column H</b>. Note that columns G and I will auto-populate with the new number of locations and the new average subsidy per location respectively. If the new average subsidy per location is still above the EHCPLT, the cell will be highlighted <b>red</b>. ARConnect will <b>NOT accept</b> any modified bids where the new average subsidy per location is <b>still above the EHCPLT</b>. Please also note that ARConnect will <b>rescind the preliminary selection for any bid marked "N" in column F</b>. After you have completed steps 1-3, column K will provide the <b>bid status based on your chosen modifications</b>. Please see the table below for the definition of each bid status.</p> <p><b>Step 4</b> - Email the completed form to <a href="mailto:ARGrants@mbakerintl.com">ARGrants@mbakerintl.com</a> by the deadline.</p> <p>Please reach out to <a href="mailto:ARGrants@mbakerintl.com">ARGrants@mbakerintl.com</a> with any questions.</p>



# EHCP LT | Impacted Bids document orientation



## Tab | All Impacted Bids

*This tab provides the list of all Tranche-3 bids impacted by the EHCPLT. For each impacted bid, you will see the number of locations, original subsidy request, and the original average subsidy per location. There is also a column to indicate whether you will elect to modify a bid.*

Provider	Bid Name	Original Requested Subsidy	Original Number of Locations	Original Subsidy per Location	Modify Bid? (Y/N)
Example Provider	Bid 1	\$1,000,000.00	20	\$50,000.00	Y
Example Provider	Bid 2	\$1,500,000.00	20	\$75,000.00	N
Example Provider	Bid 3	\$2,000,000.00	20	\$100,000.00	Y

*For each bid that you intend to modify, indicate whether you will change the technology type (optional) and input the bid's new requested subsidy amount (required)*

Change Technology Type? (Y/N)	New Number of Locations	New Requested Subsidy
Y	20	400000
N	20	
N	20	1000000

*To remove locations from a bid (optional), navigate to the tab with the application name*

# EHCPILT | Impacted Bids document orientation



## Tab | Application Name

*Each bid in your portfolio that is impacted by the EHCPLT will have its own tab. For bid's that you wish to modify, if you want to remove locations, navigate to the bid's tab. A roster of all BEAD eligible locations in the bid's project area will be pre-populated*

Location ID	Service Level	Address	City	State	Zip Code	Latitude	Longitude	Remove?
1234567	Unserved	1234 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1235 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1236 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1237 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1238 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Unserved	1239 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1240 Street	Example	AR	12345	35.000000	-92.000000	Keep

*To carve out any locations from a bid's project area, change the location's status from "Keep" to "Remove"*

Location ID	Service Level	Address	City	State	Zip Code	Latitude	Longitude	Remove?
1234567	Unserved	1234 Street	Example	AR	12345	35.000000	-92.000000	Remove
1234567	Underserved	1235 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1236 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1237 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1238 Street	Example	AR	12345	35.000000	-92.000000	Remove
1234567	Unserved	1239 Street	Example	AR	12345	35.000000	-92.000000	Keep
1234567	Underserved	1240 Street	Example	AR	12345	35.000000	-92.000000	Keep

*The "Removed" locations will be subtracted from the bid's location count, which will be reflected in the "All Impacted Bids" tab*

# EHCPLT | Impacted Bids document orientation



## Tab | All Impacted Bids

Once you have made modifications to each bid, you can review the impact of the changes on each bid's average requested subsidy in the "All Impacted Bids" tab

Change Modify Bid? Technology Type?	New Number of Locations	New Requested Subsidy	New Subsidy per Location	Bid Status
Y Y	18	\$400,000.00	\$22,222.22	Modifications Accepted
N N	20			No Modifications
Y N	20	\$1,000,000.00	\$50,000.00	Further Modifications Needed

The "Bid Status" column will indicate the outcome for each bid based on its current modifications

Bid Status	Status Definition
No Modifications	No modifications have been made, and the preliminary selection will be rescinded.
Further Modifications Needed	This bid is still above the EHCPLT and requires further modification.
Modifications Accepted	Congratulations, this bid is now below the EHCPLT and may be preliminarily selected.

Once you have made your intended modifications and are satisfied with the status of each bid, email the entire completed "Impacted Bids" document to [ARGrants@mbakerintl.com](mailto:ARGrants@mbakerintl.com) by Tuesday, June 3 at 6 pm CT. These modifications will then be resent to you as a revision request in the Grantor Portal for final confirmation

# EHCPLT | Impacted Bids document orientation

Microsoft Teams

## Microsoft Teams meeting

2025-05-23 19:07 UTC

Recorded by  
Ashley Hock

Organized by  
Ashley Hock