



REQUEST FOR PROPOSAL

5G Site Development Planning, Permitting and Engineering Services

Addendum #1

RFP No: 26-07-4239SB

SECTION 4.2 Minimum Qualifications

For MQ-10, remove the word "audited".

MQ-10	Financial capacity to perform, evidenced by audited financial statements for the two (2) most recent fiscal years or equivalent documentation acceptable to the Nation.
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QUESTIONS/ANSWERS

Question: Does the NNBO require sign and seal zoning and construction drawings, or is this being done by others?

Answer: Yes

Question: Are the initial 27 collocations sites already chosen and ready for applications to be processed and submitted to providers?

Answer: No

Question: For the new tower sites, have the search rings already been decided, along with the tower heights needed?

Answer: No

Question: Does NNBO, for the new build sites, have a standard tower lease to use for landlords?

Answer: The question is not clear. NNBO is the landlord of the tower, and the Navajo Nation is the landlord of the ground.

Question: What is the footprint of the antenna equipment, and how much ground space is required for base equipment?

Answer: N/A

Question: How much land space is required to be leased for the tower, base station equipment, ETC for new towers?

Answer: New towers may have a footprint up to 100 sq. feet, but this requirement could change.

NAVAJO NATION BROADBAND OFFICE
Office of the President and Vice President

REQUEST FOR PROPOSAL

**5G Site Development Planning, Permitting and Engineering
Services**

Issued by: Navajo Nation Broadband Office

RFP #: 26-07-4239SB

1. Purpose

The Navajo Nation Broadband Office (NNBO), on behalf of the Navajo Nation Office of the President and Vice President, is soliciting proposals from qualified firms to provide 5G Site Development Planning, Permitting, and Engineering Services in support of the Nation's large-scale 5G deployment program.

The Navajo Nation Broadband Infrastructure Projects Expenditure Plan commits funds over 2026–2029 to extend 5G coverage across Navajo lands — approximately 17.5 million acres across Arizona, New Mexico, and Utah. In partnership with a Tier 1 carrier, the Nation is deploying 5G across its territory. The carrier is responsible for radio access network (RAN) equipment, installation, and construction; the Nation is responsible for site development — securing land rights, obtaining permits, and ensuring each site is fully entitled and approved before construction begins.

The objective of this procurement is to engage a qualified and experienced firm to serve as the Nation's technical representative throughout the site development lifecycle: reviewing and validating carrier site designs, managing all permitting and entitlement, and delivering construction-ready approvals for 49 collocations and 45 new Navajo Nation-owned tower sites over the program period.

The Contractor shall act solely in the Nation's interest throughout all coordination with the Tier 1 carrier, tower owners, landlords, and government agencies. The Contractor shall negotiate, on behalf of the Navajo Nation, collocation agreements, backhaul access arrangements, and utility easements at commercially reasonable terms, and shall not represent or act in the interest of the carrier or any vendor.

2. Timeline / Sequence of Events

All dates are subject to change at the discretion of the NNBO. Any changes will be communicated to all prospective vendors via addendum.

Event	Date / Deadline
RFP Issue Date	08/17/2026
Deadline for Written Questions	08/20/2026 — 5:00 PM MDT
NNBO Responses to Questions (Addendum)	08/24/2026
Proposal Submission Deadline	08/27/2026 — 5:00 PM MDT
Notice of Intent to Award	8/31/2026

3. Program Phasing and Site Counts

The program is structured across four years. The base period of performance covers Years 1 and 2 (2026–2027). The Nation holds a unilateral option to extend the contract into Years 3 and 4 (2028–2029) for continued new tower site development, exercisable by written notice not less than sixty (60) days before expiration of the base period.

Program Year	Period	Collocations	New Tower Sites	Status
Year 1	2026	27	2	Base Period
Year 2	2027	22	10	Base Period
Year 3	2028	—	20	Option Year
Year 4	2029	—	13	Option Year
Total	2026–2029	49	45	

Year 1 priority is the 27 collocations, which are on the near-term critical path for the carrier's 2026 deployment schedule. New tower site development is a parallel track, beginning with the 2 Year 1 sites. Collocation permitting must be front-loaded to meet carrier milestones.

Site Location Note: All 94 sites — 49 collocations and 45 new tower sites — are located within the exterior boundaries of the Navajo Nation, spanning areas across Arizona, New Mexico, and Utah. The Contractor shall be familiar with the geography, land tenure system, and regulatory environment applicable to telecommunications infrastructure development on Navajo lands.

Individual third-party costs — including licensed surveys, geotechnical investigations, archaeological surveys, biological surveys, environmental assessments, and title work — are outside the Contractor's fixed price and shall be reimbursed at cost without markup. The Contractor is responsible for scoping, scheduling, managing, and packaging all such studies and incorporating their results into complete permit submittals.

4. Eligibility Information

4.1 Eligible Offerors

Eligible Offerors are qualified firms, including teams and joint ventures, that satisfy the minimum qualifications in Section 4.2. A newly formed entity may rely on the capabilities and experience of its constituent members, and an Offeror may satisfy a discipline requirement by teaming with, or subcontracting to, a qualified firm, provided the arrangement is disclosed and documented in the proposal.

4.2 Minimum Qualifications

Proposals from Offerors that do not demonstrate each of the following will be found non-responsive and will not be evaluated. Offerors shall address each item explicitly, in order, with supporting documentation in Tab C of the Technical Proposal (see Section 12).

#	Minimum Qualification
MQ-1	The Offeror shall be a legally organized business entity — corporation, limited liability company, partnership, joint venture, or sole proprietorship — in good standing in its jurisdiction of organization, and authorized to conduct business in the State(s) where project sites are located.
MQ-2	A minimum of five (5) years of corporate experience in wireless network planning and site development, including experience reviewing RF coverage designs and supporting carrier network deployments.
MQ-3	Demonstrated experience managing collocation permitting packages for at least twenty (20) wireless sites within the last five (5) years, including structural review coordination and collocation agreement negotiation.
MQ-4	Documented completion of at least five (5) wireless tower site development programs of comparable scale within the last seven (7) years, at least three (3) involving tribal lands or federally funded deployments.
MQ-5	Demonstrated experience with land access and right-of-way on tribal trust or allotted land, including BIA right-of-way applications under 25 C.F.R. Part 169. Navajo Nation-specific experience is strongly preferred and will be scored.
MQ-6	Demonstrated experience with NEPA documentation and Section 106 review under the National Historic Preservation Act for wireless telecommunications facilities.
MQ-7	Demonstrated experience negotiating collocation agreements, ground leases, easements, or access agreements on behalf of a land-owning public entity, tribal government, or comparable organization.
MQ-8	Current registration, or an executed commitment to register within thirty (30) days of award, with the Navajo Nation Business Regulatory Department.
MQ-9	Ability to provide the insurance coverages specified in Section 14 and to furnish certificates within ten (10) days of notice of intent to award.

MQ-10	Financial capacity to perform, evidenced by audited financial statements for the two (2) most recent fiscal years or equivalent documentation acceptable to the Nation.
MQ-11	Not currently debarred, suspended, or otherwise excluded from federal, state, or Navajo Nation contracting; written certification required.

4.3 Navajo Preference

This procurement is subject to the Navajo Business Opportunity Act (5 N.N.C. § 201 et seq.) and the Navajo Preference in Employment Act (15 N.N.C. § 601 et seq.). Certified Navajo-owned businesses will receive preference in accordance with applicable law and Navajo Nation procurement regulations. Offerors claiming preference must submit current certification with their proposal.

5. Scope of Work

The Contractor shall serve as the Navajo Nation's technical and land development representative for the 5G deployment program under a Professional Services Agreement. The Contractor's role is one of review, coordination, interface, and approval management — the Tier 1 carrier and its construction contractors are responsible for RAN design, equipment, and construction. The Contractor represents the Nation's interests and ensures every site is permitted, entitled, and approved before the carrier builds.

The scope comprises five tasks for the base period and one option task for Years 3 and 4:

- Task 1 — Site Candidate Review and Carrier Coordination
- Task 2 — Collocation Permit Packages (49 Sites)
- Task 3 — New Tower Site Development (45 Sites)
- Task 4 — Right-of-Way, Land Access, and Permitting
- Task 5 — Program Management and Reporting
- Task 6 — Option Years 3 and 4: Continued New Tower Site Development (33 Sites)

6. Task 1 — Site Candidate Review and Carrier Coordination

Objective: serve as the Nation's independent technical interface with the Tier 1 carrier and transport providers, validating proposed site configurations, reviewing coverage designs, and ensuring the Nation's interests are protected throughout technical negotiations.

6.1 Review of Carrier Site Designs and Coverage Claims

- Review and validate carrier-submitted site lists, coverage models, and propagation analyses to confirm they achieve the Nation's coverage and capacity objectives.
- Identify gaps, discrepancies, or unfavorable assumptions in carrier-supplied designs and provide the Nation with a written technical assessment for use in negotiations.
- Review proposed antenna configurations, sector orientations, equipment specifications, and frequency plans to ensure alignment with the Nation's network ownership interests.

- Attend technical meetings with the carrier and document all commitments, changes, and open items for the Nation's records.

6.2 Site Candidate Assessment

- Conduct field reconnaissance at each candidate site — new and collocation — documenting terrain, access conditions, existing improvements, land use, and physical constraints.
- Assess whether each proposed site location meets coverage objectives, permitting feasibility, and land access requirements; recommend acceptance, adjustment, or substitution.
- Identify search rings with at least two viable alternates per new tower site where terrain permits, so land-access failure does not stop the site.
- Produce a ranked site assessment report with coverage contribution, land status, permitting complexity, access conditions, and schedule risk per site.

6.3 Backhaul and Transport Coordination

- Review carrier-proposed backhaul interface requirements at each site — capacity, hand-off point, demarcation, and interface specifications.
- Coordinate with the Nation's transport providers to confirm that site development and backhaul designs are reconciled before construction begins.
- Identify any backhaul access constraints or easement requirements on the Nation's lands and incorporate them into the Task 4 entitlement workplan.

6.4 Coverage Acceptance Methodology

- Review and comment on the carrier's proposed post-construction coverage validation methodology, including test routes, measurement protocols, and acceptance thresholds.
- Provide the Nation with recommended acceptance criteria for inclusion in carrier and construction contracts, sufficient to hold the carrier accountable to coverage commitments.

7. Task 2 — Collocation Permit Packages (49 Sites)

Objective: deliver complete, approved collocation permit packages for all 49 collocation sites — 27 in Year 1 and 22 in Year 2 — and negotiate collocation agreements on behalf of the Navajo Nation. Year 1 collocations are the near-term critical path and shall be sequenced first.

7.1 Structure Assessment and Review

- Review structural analysis documentation submitted by the structure owner or carrier; identify deficiencies, missing data, or non-compliant assumptions and require correction before accepting the package.
- Where structural analysis is absent or inadequate, scope and manage an independent ANSI/TIA-222 structural review and incorporate the results into the permit package. (Third-party structural analysis cost is a reimbursable outside the fixed price.)

- Document existing structural capacity, appurtenances, tenant loading, and any required modifications needed to accommodate the Nation's collocations.
- Issue a written site acceptance determination per structure, confirming structural adequacy or specifying required modifications as a condition of the collocation agreement.

7.2 Collocation Agreement Negotiation

- Negotiate collocation agreements on behalf of the Navajo Nation with each structure owner, securing favorable lease rates, term lengths, renewal options, modification cost allocation, reserved capacity rights, and access provisions.
- Negotiate backhaul access and fiber interconnection terms at collocation sites where applicable.
- Review all proposed collocation agreement terms for legal and commercial adequacy and provide the Nation with a written recommendation before execution.
- Coordinate with the Nation's legal counsel as required for final agreement review and execution.

7.3 Collocation Permit Package Preparation

- Prepare complete collocation permit packages meeting each structure owner's application requirements, including all required drawings, analyses, and supporting documentation.
- Submit packages, track review status, respond to owner engineering review comments, and manage the package through written approval.
- Coordinate all required regulatory clearances for each collocation, including FAA review, FCC notifications, and RF exposure documentation, as applicable.
- Deliver a complete, approved permit package per site as the Task 2 deliverable, with all instruments required before the carrier begins installation.

8. Task 3 — New Tower Site Development (45 Sites)

Objective: secure all land rights, obtain all permits, and deliver fully entitled site packages for 45 new Navajo Nation-owned tower sites — 2 in Year 1, 10 in Year 2, with Years 3 and 4 addressed under Task 6 (option).

8.1 Site Assessment and Land Status

- Conduct field reconnaissance at each new tower site, documenting terrain, access conditions, existing improvements, land use, and physical constraints.
- Determine and document land status — tribal trust, allotted, fee, state, or federal — and identify all parties whose consent is required for each site and access route.
- Obtain title status reports and ownership records, including allottee identification on allotted parcels, and flag fractionated ownership early given its effect on schedule.
- Identify all encumbrances, existing rights-of-way, easements, and prior land withdrawals affecting each parcel.

8.2 Navajo Nation Land Instruments

- Prepare business site lease and land withdrawal applications and all supporting documentation for submission through the Navajo Land Department.
- Prepare site-specific packages for Chapter review and Chapter resolution, including maps, site plans, and plain-language project descriptions suitable for community presentation.
- Identify grazing permittees and customary use area holders affected by each site and access route; prepare consent documentation and compensation basis for the Nation's use.
- Support Navajo Nation Land Board and Resources and Development Committee review processes as required.

8.3 Site Package Delivery

- Coordinate with the carrier and its engineers to review proposed tower specifications, ensuring the Nation's structural reserve requirements are reflected in the carrier's tower design.
- Review FAA obstruction evaluation and FCC Antenna Structure Registration filings prepared by the carrier or its engineers; provide comments and track approvals.
- Review RF exposure documentation for each new site; confirm compliance with FCC maximum permissible exposure limits as a condition of site acceptance.
- Deliver a complete, entitled site package per location — comprising all executed land instruments, environmental clearances, regulatory approvals, and permit conditions — constituting the Nation's written approval for the carrier to proceed with construction.

9. Task 4 — Right-of-Way, Land Access, and Permitting

Objective: prepare, package, submit, and track to closure every land, access, environmental, cultural, and regulatory instrument required before any site may be constructed. The Contractor prepares, documents, and supports; the Nation retains all authority over consultation with Navajo Nation divisions, Chapters, and land users, and over all submissions to sovereign or federal bodies.

Individual costs for archaeological surveys, biological surveys, environmental assessments, boundary surveys, and title work are reimbursables outside the Contractor's fixed price. The Contractor is responsible for scoping, scheduling, managing, and packaging all such studies and incorporating their results into complete permit submittals.

9.1 Rights-of-Way and Access

- Prepare right-of-way and easement applications for access roads and utility line extensions, including legal descriptions, exhibits, and plats.
- Prepare Bureau of Indian Affairs right-of-way applications under 25 C.F.R. Part 169, including all supporting documentation and required consent evidence.
- Prepare state department of transportation and county permits for road crossings, encroachments, and utility occupancy in Arizona, New Mexico, and Utah as applicable.
- Coordinate with serving electric utilities on line-extension easements and with any affected railroad, pipeline, or federal land manager.

9.2 Environmental and Cultural Review

- Prepare NEPA documentation appropriate to each undertaking — categorical exclusion documentation or environmental assessment — as determined by the lead federal agency.
- Support Section 106 review under the National Historic Preservation Act, including area of potential effect definition, and coordinate with the Navajo Nation Historic Preservation Department and applicable State Historic Preservation Offices.
- Scope, schedule, and manage archaeological and biological surveys by permitted specialists; track clearance status and incorporate results into permit packages. (Survey costs are reimbursables outside the fixed price.)
- Coordinate with the Navajo Nation Environmental Protection Agency and Department of Fish and Wildlife, including biological evaluation for listed and Nation-protected species.
- Prepare stormwater permitting documentation (Notice of Intent and SWPPP), floodplain and wetland determinations, and Clean Water Act Section 404 determinations where applicable.

9.3 Entitlement Tracking and Closure

- Maintain a live entitlement tracker covering every site: each required instrument, responsible party, submission date, current status, expected approval date, and days at risk.
- Provide the tracker in a format the Nation can maintain independently after contract completion.
- Escalate to the NNBO any site whose entitlement path threatens the construction schedule, with a recommended alternate site from the search rings established in Task 1.

10. Task 5 — Program Management and Reporting

- Maintain a master program schedule integrating site candidate review, collocation permit packages, new tower site development, and entitlement for all sites in the active program year, with the critical path identified.
- Maintain a risk register with mitigation owners and target resolution dates, addressing at minimum: land access and cultural clearance delay, winter and seasonal access, collocation structural deficiency, remote-site power availability, and carrier schedule dependency.
- Deliver monthly progress reports suitable for NNBO, OPVP, RDC, and OOC review, reporting sites by stage, identifying schedule variances, and flagging sites at risk.
- Maintain a complete, organized project record for each site — all correspondence, applications, approvals, executed instruments, and permit conditions — in a format deliverable to the Nation at contract close.
- Attend monthly program review meetings with the NNBO and carrier; prepare meeting agendas, minutes, and action item logs.

11. Task 6 — Option Years: Continued New Tower Site Development (Years 3 and 4)

Task 6 is exercisable by the Nation unilaterally, by written notice not less than sixty (60) days before expiration of the base period (12/31/2027). The Nation is under no obligation to exercise this option. Option-year pricing must be submitted separately in the Price Proposal.

Task 6 applies the same scope as Tasks 3 and 4 to the remaining new tower sites:

- Year 3 (2028): 20 new Navajo Nation-owned tower sites — site assessment, land instruments, and full entitlement package delivery.
- Year 4 (2029): 13 new Navajo Nation-owned tower sites — site assessment, land instruments, and full entitlement package delivery.

All reporting and program management requirements of Task 5 apply during the option period.

12. Proposal Requirements

Proposals shall be organized in the order presented below. Every page shall be numbered and include the vendor's entity name. The Technical Proposal shall not exceed forty (40) pages, excluding resumes, licenses, certifications, and required forms. Use 8.5" × 11" pages, 11-point minimum font, and one-inch margins. The Price Proposal shall be a separate, clearly labeled document.

12.1 Cover Letter

Introduction of the Offeror, including legal entity name, business address, taxpayer identification number, contact details, acknowledgment of all addenda, and a signature by an individual authorized to bind the Offeror. Include a statement that the proposal remains valid for one hundred twenty (120) days from the submission deadline.

12.2 Executive Summary

A concise overview (no more than two pages) of the Offeror's qualifications, proposed approach, and alignment with the Nation's 5G program goals. Address specifically how the Offeror will protect the Nation's interests — not the carrier's — throughout carrier coordination, site design review, and collocation negotiations.

12.3 Table of Contents

A clear organization of proposal contents with corresponding page numbers.

12.4 Company Information

Legal company name, business address, phone number, website, and primary point of contact (name, title, email, phone). Include years in business, areas of expertise, and relevant experience with wireless infrastructure development, tribal nations, or similar public entities.

12.5 Qualifications and Experience

Describe the firm's qualifications and relevant experience, including:

- Experience managing end-to-end 5G or wireless tower site development programs on behalf of a land-owning entity, including site assessment, permitting, and entitlement.
- Demonstrated experience negotiating collocation agreements on behalf of public entities, tribal governments, or land-owning organizations — with specific examples of agreement terms secured.
- Experience reviewing carrier coverage designs and site configurations, serving as an independent technical representative protecting the land owner's interests in carrier negotiations.
- Experience with right-of-way, land access, and entitlement on tribal trust lands, allotted lands, and Bureau of Indian Affairs jurisdictions.
- Experience coordinating NEPA, Section 106 cultural resource reviews, and environmental compliance for telecommunications infrastructure on tribal and federal lands.
- Past performance on programs of comparable scale (at least 40 sites) and geographic complexity. Provide at least three (3) references with contact name, telephone, email, contract value, dates, and scope. The Nation may contact references directly.
- Key Personnel: provide an organizational chart, resumes, licensure, percentage of time committed by individual, and identification of the Project Manager, Lead RF/Technical Reviewer, and Land and Entitlement Lead. Key personnel substitutions after award require written NNBO approval.

12.6 Technical Approach

Describe the proposed methodology for each Task (Sections 6–11). For Task 1, describe the approach to independently reviewing carrier coverage designs and site proposals. For Task 2, describe the collocation agreement negotiation strategy and the process for managing permit packages through approval. For Tasks 3 and 4, describe the approach to managing site entitlement on tribal trust and allotted lands, and the strategy for accelerating land access on sites with fractionated allottee ownership. Include a clear description of how Year 1 collocations will be prioritized while new tower site development advances in parallel.

12.7 Project Schedule

A Gantt-format schedule mapped to the program phasing in Section 3, showing Year 1 collocation-first sequencing, the entitlement critical path for new tower sites, and delivery milestones through 12/31/2027 for the base period.

12.8 Risk Management Plan

Describe the approach to identifying and mitigating key program risks, addressing at minimum: land access and cultural clearance delay, fractionated allottee ownership on new tower sites,

winter and seasonal access, collocation structural deficiency requiring modification, carrier schedule dependency, and federal agency review timelines.

12.9 Pricing Proposal

Provide a clear cost breakdown using the three categories below. All pricing shall be in U.S. dollars. The Navajo Nation 6% sales tax must be included as a separate line item. All pricing shall remain valid for one hundred twenty (120) days from the submission deadline.

Cost Category	Description	Price (USD)
Overall Program Support (Tasks 1 & 5)	Site candidate review, carrier coordination, and program management for base period (Y1–Y2)	
Collocation Packages (Task 2 — 49 Sites)	Structural review, collocation agreement negotiation, and permit package preparation for all 49 collocations (27 Y1, 22 Y2)	
New Tower Site Packages (Tasks 3 & 4 — 12 Base Sites)	Site development, land instruments, ROW, permitting, and entitlement for 12 new sites in base period (2 Y1, 10 Y2)	
Option Year 3 — New Tower Sites (Task 6 — 20 Sites)	Site development and entitlement for 20 new sites in 2028 (at Nation's option)	
Option Year 4 — New Tower Sites (Task 6 — 13 Sites)	Site development and entitlement for 13 new sites in 2029 (at Nation's option)	
Navajo Nation Sales Tax (6%)	Applied to base period total	
Base Period Total (Tasks 1–5)	Not-to-exceed fixed price for Y1–Y2	

Offerors shall also provide a per-site unit price for collocation packages and for new tower site packages, and a fully loaded hourly rate schedule by labor category for base and option periods. The Navajo Nation reserves the right to select any combination of services and to adjust site counts through negotiation.

Not Included in Pricing: The following costs are explicitly excluded from the Contractor's fixed price and shall be reimbursed at actual cost without markup, or procured separately by the Nation: (1) licensed boundary and topographic surveys; (2) geotechnical investigations and foundation reports; (3) archaeological surveys and cultural resource studies; (4) biological surveys and environmental assessments; (5) title status reports and title work; (6) legal fees for agreement review and execution by the Nation's counsel; (7) government filing fees and agency permit fees; (8) tower construction, equipment installation, and RAN deployment (carrier's responsibility); and (9) fiber backhaul route engineering and construction. The Contractor is responsible for scoping, scheduling, managing, and packaging all third-party services and incorporating their results into complete permit submittals.

12.10 Exceptions

Clearly identify any exceptions, deviations, or requested modifications to the requirements of this RFP. If no exceptions are taken, the proposal shall expressly state that the Offeror accepts all terms and conditions as written.

12.11 Navajo Priority Documentation

Provide proof of Navajo Priority Certification if applicable, along with details regarding Navajo ownership, control, and workforce composition.

- Navajo Priority Certification number and certifying authority (if applicable).
- Percentage of Navajo ownership and names of Navajo principals or officers.
- Description of Navajo workforce composition, including number and percentage of Navajo employees and roles to be performed under this contract.
- Names, certifications, and proposed scopes of any Navajo subcontractors to be utilized in performance of this contract.

Proposals will be evaluated on Navajo Priority in accordance with the Navajo Nation Business Opportunity Act (5 N.N.C. § 201 et seq.) and the Navajo Business and Procurement Act (12 N.N.C. § 1501 et seq.).

13. Evaluation Criteria

Proposals will be evaluated by an evaluation committee based on the criteria below. Award will be made to the responsible Offeror whose proposal represents best value to the Navajo Nation. This is not a low-bid procurement. Technical factors, combined, are significantly more important than price. Evaluation is conducted in accordance with the Navajo Business and Procurement Act (12 N.N.C. § 1501 et seq.) and the Navajo Business Opportunity Act (5 N.N.C. § 201 et seq.).

Evaluation Factor	Weight
Technical Approach & Methodology (all Tasks)	30%
Firm Qualifications and Relevant Past Performance	30%
Key Personnel and Team Capability	15%
Project Schedule and Risk Management	15%
Price Proposal	10%
Total	100%

Factor descriptions:

- Technical Approach & Methodology: credibility and completeness of the proposed approach to each Task, with particular weight on carrier coordination and independent technical review (Task 1), collocation negotiation strategy (Task 2), and entitlement management on tribal trust and allotted lands (Tasks 3 & 4).
- Firm Qualifications and Past Performance: demonstrated experience managing wireless site entitlement on tribal or public lands, negotiating collocation agreements on behalf of a land-owning entity, and coordinating with Tier 1 carriers as an independent representative.

- Key Personnel: qualifications, licensure, and demonstrated experience of the Project Manager, Lead RF/Technical Reviewer, and Land and Entitlement Lead.
- Project Schedule and Risk Management: realism of the schedule, credibility of Year 1 collocation-first sequencing, and quality of the risk management approach for tribal land entitlement.
- Price Proposal: reasonableness and competitiveness of the proposed fixed price, per-site pricing, and option-year pricing relative to proposed scope.

14. Terms and Conditions

- The Navajo Nation Broadband Office reserves the right to reject any or all proposals.
- The lowest-cost proposal will not necessarily be awarded the contract.
- Vendors are responsible for all costs associated with proposal preparation.
- Substitutions of key personnel must be approved in writing by the NNBO prior to or after award.
- All procurement activities shall comply with applicable Navajo Nation law, the Navajo Preference in Employment Act, and applicable federal laws and regulations.
- The Navajo Nation is a sovereign government. All contracts resulting from this RFP shall comply with Navajo Nation law, rules, and regulations. The Offeror consents to the jurisdiction of the Courts of the Navajo Nation for all disputes arising under or relating to the contract.
- Nothing in this RFP or any resulting contract shall constitute a waiver, express or implied, of the sovereign immunity of the Navajo Nation, its agencies, entities, officials, or employees. Any limited waiver must be expressed, in writing, and granted only by an authorized body of the Navajo Nation.
- The Navajo Nation is not bound to enter a contract under this RFP and may issue a subsequent RFP for the same services.
- Prior to contract formation, the Business Regulatory Department shall certify that the Navajo Nation Business Opportunity Act was adhered to in the solicitation and award.
- The Contractor shall obtain and maintain all required Navajo Nation business registrations and licenses and shall comply with all applicable Navajo Nation tax obligations.
- The Contractor shall serve exclusively as the Nation's representative and shall not simultaneously represent, advise, or act in the interest of the Tier 1 carrier or any vendor under this contract. The Contractor shall disclose any prior or existing relationship with the carrier before contract execution.
- All deliverables, site records, entitlement instruments, databases, and work product prepared under any resulting contract shall be the sole property of the Navajo Nation upon creation and shall be delivered in editable native format.
- The Contractor shall maintain complete records for a minimum of seven (7) years following final payment and shall make records and personnel available to the Navajo Nation and its auditors upon request.
- The Contractor shall observe Navajo Nation cultural protocols in all field work. Discovery of cultural or archaeological materials requires immediate work stoppage and notification of the Navajo Nation Historic Preservation Department and NNBO.

- The Nation may terminate any resulting contract in whole or in part for convenience upon thirty (30) days' written notice, or for cause upon ten (10) days' written notice and failure to cure.
- Payment terms are net forty-five (45) days from receipt of a properly documented and approved invoice. The Nation will withhold ten percent (10%) retainage on each Task Order, released upon acceptance of the final deliverable for that Task Order.

15. Submission Instructions

Submission Deadline: ALL PROPOSALS MUST BE RECEIVED NO LATER THAN THE DATE AND TIME OUTLINED IN Section 2. Timeline / Sequence of Events.

Proposals must be submitted electronically via email to all designated Points of Contact:

- Sonia Nez — sonianez@navajo-nsn.gov
- Laura Johnson — laurajohnson@navajo-nsn.gov

Email subject line must read: "Navajo Nation Broadband Office RFP # 26-07-4239SB — [Vendor Name] — [Navajo Priority #] (if applicable)". Volume I (Technical Proposal) and Volume II (Price Proposal) shall be submitted as separate PDF files. Hard-copy, facsimile, or physical submissions will not be accepted.

15.1 Contract Award

The Procuring Party shall issue a Notice of Intent to Award within five (5) business days of the proposal evaluation. The contract shall be awarded to the Respondent whose proposal is most advantageous to the Navajo Nation, considering all evaluation factors. The Nation reserves the right to negotiate scope, site counts, price, and terms with the highest-ranked Offeror prior to award.

16. Questions

Questions shall be submitted in writing no later than date and time outlined in Section 2. Timeline / Sequence of Events. No oral questions will be accepted. All questions and responses will be compiled and distributed to all prospective vendors via written addendum.

- Sonia Nez — sonianez@navajo-nsn.gov
- Laura Johnson — laurajohnson@navajo-nsn.gov