



Broadband Equity, Access and Deployment Next Generation Fixed Wireless Access Equipment Request for Quote (RFQ) BL2026_08

June 1, 2026

INTRODUCTION

About Broadlinc and BEAD Project Area Awards

Broadlinc, the Spokane Regional Broadband Development Authority, is a Washington public development authority established pursuant to RCW 35.21.730 through RCW 35.21.759 to expand broadband infrastructure and internet access across Spokane County through development of a public-benefit open-access network. Broadlinc plans, develops, and owns broadband infrastructure that enables participating Internet Service Providers (ISP) to deliver retail service to homes, businesses, and Community Anchor Institutions (CAI) throughout the region.

Broadlinc has been awarded 13 project areas (**Exhibit A**) by the Washington State Broadband Office (WSBO) under the National Telecommunications and Information Administration (NTIA) Broadband Equity, Access, and Deployment (BEAD) Program. These project areas represent a significant regional broadband expansion effort, including anticipated fiber and fixed wireless infrastructure intended to support connectivity to nearly 10,000 Broadband Serviceable Locations (BSLs) through a combination of fiber and next-generation Fixed Wireless ("ngFW") access infrastructure in Spokane County.

Purpose of Solicitation

Broadlinc is requesting quotations from authorized distributors for the purchase and phased delivery of Tarana ngFW equipment, associated deployment kits, and related cloud management licensing in support of Broadband Equity, Access, and Deployment ("BEAD") Program infrastructure projects in Spokane County, Washington.

This procurement is intended to support the deployment of Broadlinc's planned hybrid fiber and ngFW network infrastructure within BEAD-funded project areas. Broadlinc anticipates that procurement, fulfillment, and deployment activities will occur in phases throughout the BEAD implementation period.



PROCUREMENT FRAMEWORK

Basis-of-Design for Tarana Procurement

Broadline's planned BEAD network infrastructure incorporates a hybrid fiber and ngFW framework intended to support scalable broadband deployment across multiple project areas in Spokane County.

This procurement is structured as a "Tarana or equal" procurement. Tarana has been selected as the basis-of-design equipment standard based on three primary frameworks:

- NTIA has established core technical and operational considerations for scalable fixed wireless broadband deployment under the BEAD Program, including advanced interference mitigation, beamforming and/or beam nulling technologies, advanced non-line-of-sight operational capabilities, and scalable subscriber capacity management;
- Tarana's ngFW platform incorporates technologies and operational capabilities aligned with these NTIA fixed wireless deployment considerations;
- Broadline's BEAD deployment framework, engineering assumptions, RF propagation modeling, deployment sequencing, operational workflows, and hybrid network architecture were developed around Tarana's technical capabilities, management systems, and scalable deployment architecture.

Accordingly, this procurement utilizes Tarana equipment as the basis-of-design platform while permitting consideration of equivalent solutions. Additional rationale, technical considerations, deployment assumptions, and equivalency requirements are included in **Appendix A**.

Procurement Structure

Broadline intends to establish a purchasing relationship with a single distributor capable of supplying required equipment, coordinating phased fulfillment and delivery schedules, and supporting deployment continuity across multiple active BEAD deployment areas over the anticipated implementation period. Broadline anticipates issuing multiple purchase orders, release orders, or similar procurement authorizations over time based on deployment sequencing, construction schedules, inventory management requirements, funding availability, and operational needs.

Estimated equipment quantities and anticipated deployment volumes are identified in the associated pricing and quantity worksheets included with this solicitation, **Appendix B**.

Quantities are estimates only and are provided for pricing and procurement planning purposes. Broadline does not guarantee any minimum purchase quantity beyond executed purchase authorizations and assumes no responsibility for purchases, payments, ordering activity, or contract administration associated with participating entities.



Cooperative Purchasing

Broadlinc may permit other public agencies, public development authorities, local governments, tribes, cooperatives, public utility districts, nonprofit entities, or similarly situated public-benefit organizations to utilize any resulting agreement or pricing structure for their own procurement purposes. Respondents shall honor any purchase orders issued by any participating entity as if they were issued by Broadlinc. Participation by such entities is strictly optional and subject to agreement between the distributor and participating entity. Broadlinc assumes no responsibility or liability for purchases, payments, ordering activity, contract administration, or disputes associated with third-party procurements. No minimum cooperative purchasing volume is guaranteed.

RESPONSE REQUIREMENTS AND SUBMISSION INSTRUCTIONS

Distributor responses shall include sufficient information for Broadlinc to evaluate pricing, equipment availability, deployment compatibility, supply-chain considerations, and overall responsiveness to the requirements of this solicitation.

Responses should include:

- distributor identification and primary contact information;
- confirmation of authorized reseller, distributor, and/or manufacturer status for proposed equipment;
- completed pricing worksheet (**Appendix B**), including lead times and any ancillary materials or services;
- manufacturing availability considerations, warehousing structure, and relevant supply-chain information;
- applicable warranty, replacement, and return procedures;
- and identification of any proposed deviations, substitutions, exceptions, or alternate equipment proposals.

Distributors proposing the Tarana basis-of-design platform may respond utilizing standard manufacturer model references, SKU information, pricing schedules, lead times, licensing information, and related commercial procurement information without additional technical equivalency documentation. Distributors proposing equipment other than the Tarana basis-of-design platform shall additionally provide sufficient technical and operational documentation to support Broadlinc's equivalency evaluation as described in **Appendix A**.

Responses shall be submitted electronically as a single PDF document and organized generally in the same order as the response requirements identified in this RFQ. Submissions should be concise, complete, and formatted to support efficient evaluation.



Responses should be concise, complete, and formatted to support efficient evaluation. Narrative response materials are limited to five (5) pages excluding pricing worksheets, manufacturer datasheets, technical specifications, warranty materials, and supplemental documentation reasonably necessary to support the response.

Responses should:

- include a cover letter signed by an authorized representative;
- include all pricing assumptions, exclusions, and optional pricing elements associated with the proposed pricing structure;
- utilize a file naming convention similar to: FirmName_Broadline_ngFW_RFQ.pdf;

and be submitted electronically to info@broadline.org no later than the deadline identified in the Selection Schedule. Late submissions will not be considered.

Broadline reserves the right to request supplemental information, clarifications, supporting documentation, or technical demonstrations during evaluation of responses.

Questions and Addenda

Questions regarding this solicitation may be submitted to info@broadline.org. An optional Q&A Session will be held both in person at Broadline offices and virtually.

Responses to written questions, live questions, and any resulting addenda will be posted with the procurement listing at Broadline.org/procurement.

[Virtual Teams Link](#)

Broadline Offices
4420 E 8th Ave
Spokane Valley, WA 99212

Broadline may issue written addenda modifying this solicitation at any time prior to the response due date. Only written addenda issued by Broadline shall modify the requirements of this solicitation. Respondents are responsible for monitoring Broadline procurement postings and acknowledging receipt of issued addenda within their response submission.

Selection Schedule

Milestone	Date
RFQ Issued	Monday, June 1
Q&A Session	Monday, June 8 at 2 pm PT
Questions Due	Thursday, June 11
Responses to Questions / Addenda Issued	Monday, June 15
Responses Due	Friday June 19, 3pm PT



Evaluation and Award

Broadlinc intends to evaluate responses based on overall best value to the organization and anticipated participating entities. Evaluation considerations may include:

- responsiveness and completeness of the distributor response;
- pricing and overall procurement value;
- equipment availability and anticipated lead times;
- demonstrated ability to support phased procurement and deployment activities;
- warranty, replacement, and support considerations;
- operational and technical equivalency for any proposed alternate equipment solutions;
- distributor qualifications or demonstrated familiarity with proposed equipment platforms.

Broadlinc reserves the right to request clarifications or supplemental information, conduct discussions or negotiations with one or more distributors, waive minor irregularities or informalities, reject any or all responses, issue partial awards, or make no award if determined to be in the best interest of Broadlinc. The selection of a distributor does not guarantee any minimum purchase quantity or procurement volume beyond executed purchase authorizations.

Broadlinc anticipates entering into a Master Supplier Agreement or similar procurement framework with the selected Distributor following completion of the selection process. By furnishing a response to this solicitation, the Distributor represents that it can satisfactorily provide the proposed equipment, materials, licensing components, and associated quantities in a timely manner and in compliance with applicable requirements of the BEAD Program and Broadlinc procurement needs.

GENERAL CONDITIONS

Response Costs and Ownership

All costs associated with the preparation and submission of a response are the responsibility of the respondent. Materials submitted in response to this RFQ become the property of Broadlinc upon receipt.

Implementation Flexibility

Broadlinc reserves the right to adjust project priorities, implementation sequencing, deployment schedules, procurement timing, delivery coordination requirements, or operational implementation activities throughout the BEAD implementation period based on permitting conditions, contractor mobilization, material availability, funding requirements, operational considerations, or other project conditions.



Public Records

Responses submitted to Broadlinc may be subject to disclosure under applicable public records laws, including Washington's Public Records Act, Chapter 42.56 RCW. If a respondent believes any portion of its submission contains proprietary or otherwise exempt information, the respondent should clearly identify the specific portions claimed to be exempt and provide the basis for the claimed exemption. Broadlinc will evaluate such requests in accordance with applicable law.

Marking an entire response as confidential or proprietary will not be honored.

COMPLIANCE REQUIREMENTS

Respondents are expected to demonstrate the legal, operational, and organizational capacity necessary to provide the equipment, materials, licensing components, and associated fulfillment activities described in this RFQ.

Eligibility

Respondents must be authorized to do business in the State of Washington and maintain all licenses, registrations, authorizations, and qualifications necessary to provide the proposed equipment and services associated with this procurement.

Respondents must not be suspended, debarred, or otherwise excluded from participation in federally funded work.

Broadlinc restricts its purchasing to domestic vendors and suppliers. The vendor or supplier must represent and warrant that it is a "U.S. Business" as defined by 31 CFR 800.252, and that all products are manufactured or substantially transformed in the United States. For billing and accounting purposes, all invoices must be issued by a legal entity located within the United States, in U.S. dollars, and processed through a U.S. banking institution. Foreign invoicing or international payment processing is prohibited. Failure to meet these requirements will result in immediate disqualification or termination of any contracts.

Federal and State Compliance

This procurement is funded in whole or in part through federal BEAD Program funding and is subject to applicable federal and state requirements, including but not limited to:

- 2 CFR Part 200;
- applicable BEAD Program requirements;
- applicable NTIA guidance and policy notices;
- Build America, Buy America ("BABA") requirements where applicable;
- and applicable Washington State laws and regulations.



Respondents shall be prepared to support applicable documentation, sourcing, procurement, and compliance requirements associated with federally funded broadband infrastructure deployment activities.

DISCLOSURES AND ATTESTATIONS

Respondents shall disclose any actual or potential conflicts of interest associated with this procurement, including any relationships that could reasonably create an unfair competitive advantage or impair the respondent's ability to provide equipment or services in an objective and commercially reasonable manner.

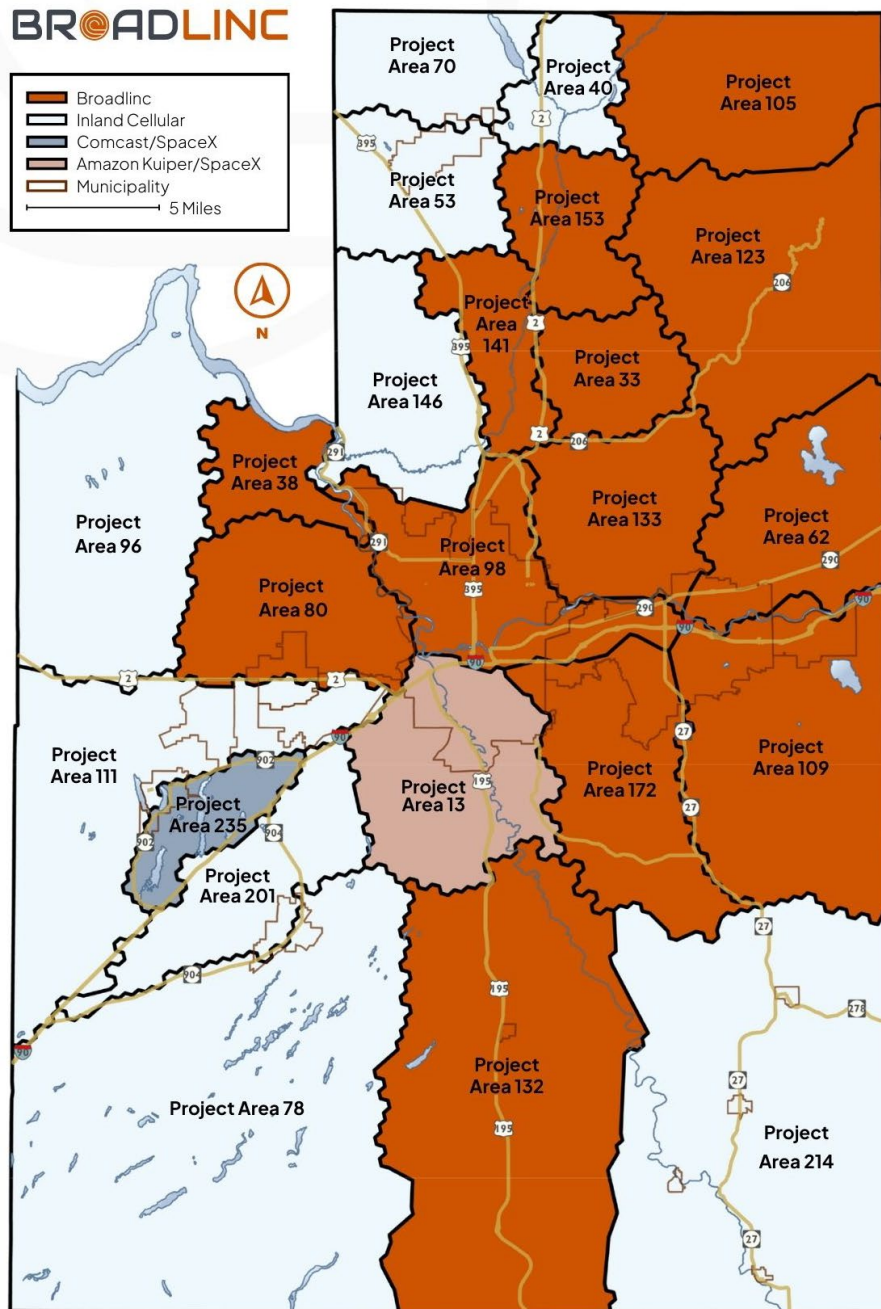
Any proposed alternate or equivalent equipment solutions shall be clearly identified within the respondent's submission.

By submitting a response to this RFQ, the respondent represents that:

- the respondent is authorized to provide the proposed equipment and associated services;
- the respondent is not suspended, debarred, or otherwise excluded from participation in federally funded work;
- the information contained within the response is accurate to the best of the respondent's knowledge;
- the respondent will honor any purchase orders issued by an entity participating in cooperative purchasing as if they were issued by Broadline;
- and the respondent has reviewed the complete RFQ, including associated appendices, exhibits, and issued addenda. Respondents shall disclose any actual or potential conflicts of interest associated with this procurement, including any relationships that could reasonably create an unfair competitive advantage or impair the respondent's ability to provide equipment or services in an objective and commercially reasonable manner.

EXHIBIT A

Broadlinc BEAD project areas (in orange) and associated preliminary design boundaries.





APPENDIX A

Tarana ngFW Platform Basis-of-Design Procurement Justification

Purpose of Appendix

This Appendix documents the technical, operational, and deployment considerations supporting Broadline's use of the Tarana next-generation fixed wireless access ("ngFW") platform as the basis-of-design equipment standard for this procurement. This Appendix is intended to document the relationship between Broadline's planned BEAD deployment architecture, applicable NTIA fixed wireless deployment considerations, operational requirements, and associated equipment selection rationale while preserving consideration of equivalent solutions capable of meeting Broadline's deployment and operational requirements.

NTIA Fixed Wireless Technical Considerations

As part of the NTIA BEAD Program restructuring guidance and associated Appendix A technical considerations for unlicensed fixed wireless deployments (www.ntia.gov/sites/default/files/2025-06/bead-restructuring-policy-notice.pdf), NTIA identified several technical and operational capabilities necessary to support scalable and reliable fixed wireless broadband deployment. These considerations include:

- beam forming and/or beam nulling antenna arrays at base station and subscriber radios;
- advanced interference mitigation technologies;
- advanced non-line-of-sight ("NLoS") and near-line-of-sight ("nLOS") operational capabilities;
- scalable base station capacity management associated with subscriber loading and bandwidth delivery requirements.

NTIA additionally identified considerations associated with fixed wireless network scalability, reserved capacity planning, signal strength management, subscriber loading assumptions, and backhaul planning necessary to support broadband service scalability and operational reliability.

Tarana ngFW Platform Capabilities

The Tarana ngFW platform incorporates proprietary technical and operational capabilities aligned with NTIA's identified fixed wireless deployment considerations, including advanced beamforming functionality, Advanced Burst Interference Cancellation ("ABIC"), NLoS and nLoS operational performance, scalable sector loading characteristics, cloud-based management systems, and high-capacity deployment architecture.

Tarana's platform architecture additionally incorporates operational functionality associated with:

- centralized cloud-based management and telemetry systems;
- automated provisioning workflows;



- network analytics and monitoring;
- spectrum utilization management;
- scalable subscriber provisioning;
- RF utilization monitoring;
- and deployment management functionality.

Tarana's platform supports operation within licensed and unlicensed spectrum environments while incorporating deployment characteristics intended to support scalable broadband deployment in complex RF and mixed-terrain operating environments, including varied topography, forested areas, agricultural corridors, dispersed rural development patterns, and other geographic conditions characteristic of Spokane County and the broader Pacific Northwest region.

BEAD Deployment Architecture and Engineering Dependencies

Broadlinc currently operates Tarana infrastructure within its existing broadband network environment, and has developed operational familiarity with Tarana deployment methodologies, provisioning workflows, RF propagation modeling and planning assumptions, tower utilization planning, management and monitoring systems, and scalable deployment operations.

As Broadlinc developed its BEAD network architecture, the organization used Tarana ngFW as the basis-of-design for the fixed wireless component of the planned hybrid network, and all associated management, monitoring, and Business Operations Support Systems (BOSS). Continued use of Tarana ngFW allows Broadlinc to leverage its design and deployment experience, operational familiarity, and management and monitoring systems, thereby reducing training and integration requirements as the network is built out.

These planning assumptions incorporate anticipated coordination between:

- fiber backhaul infrastructure
- tower deployments
- subscriber provisioning and deployment workflows
- cloud-based management systems
- inventory planning
- phased implementation activities
- scalable operational management across multiple active BEAD-funded project areas

Modification of the underlying ngFW platform could materially impact engineering assumptions, deployment methodologies, operational workflows, implementation sequencing, inventory planning assumptions, and associated deployment scalability considerations incorporated into Broadlinc's BEAD implementation framework.

Alternate or Equal Equipment Standards

This procurement utilizes Tarana equipment as the basis-of-design platform while permitting consideration of equivalent solutions.



Distributors proposing equipment other than the Tarana basis-of-design platform shall provide sufficient documentation to demonstrate that the proposed platform provides substantially equivalent:

- technical capability;
- RF performance;
- interference mitigation capability;
- NLoS and nLoS operational performance;
- capacity and scalability characteristics;
- deployment functionality;
- cloud management capability;
- provisioning functionality;
- operational integration capability;
- and compatibility with Broadlinc's planned deployment architecture and operational framework.

Broadlinc reserves the sole discretion to determine whether proposed alternate equipment satisfies the equivalency and integration requirements.



APPENDIX B

See Price Sheet on Solicitation Posting found at [Broadline.org/procurement](https://broadline.org/procurement)