

Local2u RFP Response for CRFP OOT25-01:

Vendor NAME: Local2u West Virginia LLC

BUYER: Larry McDonnell

Solicitation NUMBER: CRFP OOT25-01

BID OPENING DATE: June 3, 2025

BID Opening Time: at 1:30 PM EST

Fax Number: 304 558-3970

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BUYER Tara H.

WITNESS [Signature]

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Section 3: Management Approach

Overview:

Local2U will manage West Virginia's vertical real estate assets using a platform-based approach coupled with dedicated operational staffing. We will:

- Operate a secure, cloud-based platform to track asset data, leases, and compliance status.
- Provide end-to-end site management including inspections, compliance, maintenance oversight, and tenant coordination.
- Conduct proactive marketing to drive tenant acquisition and maximize co-location revenue.
- Deliver detailed quarterly and annual reports aligned with WV Code §31G-5 requirements.

Team:

- **Project Director:** Oversees full contract execution and agency liaison.
- **Site Evaluators (2 FTEs):** Perform inspections and ensure operational integrity.
- **RF Engineers (2 FTEs):** Manage spectrum coordination and technical site assessments.
- **Community Engagement Manager:** Coordinate outreach to local governments and stakeholders.
- **Marketing Coordinator:** Lead tenant acquisition strategy.
- **Legal & Compliance:** Ensure contract and regulatory adherence.

Technology Platform:

A custom SaaS platform tracks lease status, site health, compliance documentation, and tenant activity. Each site is monitored for revenue performance and operational metrics.

Reporting & Compliance:

We will prepare all required reporting under WV Code §31G-5, including financial summaries, site performance metrics, and an annual utilization audit.

Scalability:

The proposed fee structure and staffing model are designed for 96 towers. Should the number of managed assets increase, Local2U is prepared to scale staffing and platform support accordingly, with future pricing adjustments tied to the total number of sites under management.

Section 4: Pricing Proposal

Service Description	Unit	Rate	Quantity	Monthly Extended Price
Vertical Real Estate Management (all-inclusive)	Site			
Total Base Management Fee	Month			

Note: Pass-through expenses (Schedule C) such as utilities, maintenance, and taxes will be billed separately at cost.

Addendum Acknowledgement

- Addenda 1 through 9 acknowledged and incorporated.

Company Information:

Legal Name: Local2U West Virginia LLC

Address: 520 16th Street, Dunbar, WV

EIN: YTJSBSNNUSS8

Primary Contact: Troy Snyder, CEO (troy@local2u.com)

Technical Contact: Richard Scott, CTO (rscott@local2u.com)

Additional compliance forms, references, and supporting documents to be appended in the final submission.



June 23, 2025

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Larry D. McDonnell
Department of Administration
Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130

Dear Mr. McDonnell,

Local2U West Virginia LLC is pleased to submit our proposal for the management of the State's vertical real estate assets under CRFP OOT25-01. Our team brings deep experience in telecommunications site management, RF engineering, and compliance with WV Code §31G-5. Our approach combines a proven operational framework with a secure, cloud-based platform to streamline asset management, ensure compliance, and increase revenue for the State of West Virginia.

Local2U has a strong track record of success in West Virginia. We have successfully converted several USPS post office locations into connected hubs that expand broadband access and economic opportunity for underserved communities. Additionally, we completed the Parkersburg Toll Bridge project, transforming an underutilized asset into a high-capacity communications corridor. These projects reflect our deep commitment to improving connectivity and infrastructure across the state.

In addition to this proposal, Local2U is also submitting a response to the companion solicitation for the maintenance of these vertical assets. Awarding both management and maintenance scopes to Local2U creates an immediate opportunity for the State to achieve cost efficiencies and streamlined operations. A unified partner eliminates duplication of effort, accelerates response times, and ensures accountability across the full lifecycle of these critical assets.

Looking ahead, Local2U is committed to serving as a long-term infrastructure partner to the State. We welcome the opportunity to expand our role to include the inventorying, management, and maintenance of additional State-owned vertical assets including, but not limited to, light poles, utility poles, water towers, and other permanent, powered structures that offer a high point of egress. Our integrated approach is designed to help the State maximize the value of its infrastructure investments while supporting broadband expansion, public safety, and economic development.

Thank you for your consideration. We look forward to the opportunity to serve the State of West Virginia.



Sincerely,

A handwritten signature in black ink, appearing to be "Troy Snyder".

Troy Snyder
Chief Executive Officer
Local2U West Virginia LLC
troy@local2u.com
520 16th Street, Dunbar, WV

