



CONNECT new mexico

Office of Broadband Access & Expansion

Scoring and Ranking Guide

New Mexico

Broadband Equity, Access, and Deployment Program (BEAD)

February 3, 2025

Version 1.1

Email for Questions: broadband@connect.nm.gov

Version History		
Version	Publication Date	Summary of Changes
1.0	December 6, 2024	Initial publication
1.1	February 3, 2025	Correction of point allocation table for Total Outlay of Funds; minor formatting changes

Table of Contents

1. Overview.....	2
Scoring and Ranking Guide Objective.....	2
Review and Selection Process	2
Scoring Criteria and Points	2
2. Consideration Factors for Scoring Criteria	4
Primary Criteria.....	4
Total Outlay of Funds (100 points)	4
Matching Contribution (50 points)	6
Lowest Price Service Commitment (100 points).....	7
Compliance with Federal Fair Labor Laws (50 points)	9
Secondary Criteria	11
High-Cost Areas (30 points)	11
Low-Income Households (29 points)	11
Technical Capabilities (20 points).....	12
Community and Partnership Support (15 points)	16
Aggregation of PAUs (5 points)	17
Speed to Deployment (1 point).....	17
3. Ranking Criteria and Process.....	18

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

1. Overview

The Office of Broadband Access and Expansion (“Office”) presents the following Scoring and Ranking Guide for the New Mexico BEAD Program (“BEAD”).

The Scoring and Ranking Guide provides a detailed overview of the selection criteria OBAE will use to select BEAD subgrantees, consistent with the Initial Proposal, Volume II (“IPV2”). Please refer to the IPV2, the Notice of Funding Opportunity (“NOFO”), and the BEAD Application for additional information regarding the details of the BEAD program. The application window for Round One runs from January 3, 2025, to February 17, 2025.

Scoring and Ranking Guide Objective

The Scoring and Ranking Guide identifies the specific categories and consideration factors by which applications will be evaluated and selected. The document aims to: 1) provide a methodical, structured approach to comprehensively assess an application’s potential to achieve the purpose of the BEAD Program; 2) ensure that all applications receive a consistent standard of evaluation; 3) identify critical shortcomings, for an otherwise strong application, which can be raised and cured during the Negotiation Phase. As stated in the NOFO, the BEAD Program aims to connect 100 percent of unserved locations in New Mexico and as many underserved locations and eligible community institutions as remaining funds allow; and prioritize fiber-optic networks but also consider other terrestrial-based reliable technologies (e.g., licensed fixed wireless) and hybrid approaches (for locations deemed overly costly for fiber deployment). The selection criteria reflect these elements.

Review and Selection Process

Applications will be scored by a Scoring Team assigned by OBAE. They will score the application based on the criteria stated in this document. The score may be adjusted based on additional information received during curing.

Once all applications have been assigned a score, applications will be ranked according to the criteria identified in this document. Generally, speaking, the highest ranked application for a given PAU that is under the Extremely High Cost Per Location Threshold (“EHCPLT”)/Reference Price, will be selected. Applications’ scores are used to determine between applications that would otherwise be of equal rank. This structure enables OBAE to carry out the BEAD programs preference for fiber and mandate for universal coverage. Importantly, this means that a competing application that scores lower may be awarded if it ranks higher based on other ranking criteria.

Scoring Criteria and Points

As detailed in the IPV2, up to 400 points will be awarded to BEAD applications for priority broadband projects and other last-mile broadband deployment projects according to the following rubrics. These criteria will be applied to the information provided by the Applicant. Please provide complete,

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

detailed, and clear responses for all requested information to ensure that an application receives the highest possible score.

➤ **Scoring Criteria for Priority Broadband Projects:**

Primary scoring criteria (all are mandatory under NTIA rules)	Points available
Total outlay of funds	100
Matching contribution	50
Lowest price gigabit service commitment	100
Compliance with federal fair labor laws	50
Primary criteria subtotal	300
Secondary criteria	
High-cost areas	30
Low-income households	29
Technical review	20
Community and partnership support	15
Aggregation of PAUs	5
Speed to deployment (mandatory under NTIA rules)	1
Secondary criteria subtotal	100
Total	400

➤ **Scoring Criteria for Other Last-Mile Broadband Deployment Projects:**

Primary scoring criteria (all are mandatory under NTIA rules)	Points available
Total outlay of funds	100
Matching contribution	50
Lowest price 100/20 Mbps service commitment	100
Compliance with federal fair labor laws	50
Primary criteria subtotal	300
Secondary criteria	
High-cost areas	30
Low-income households	29
Technical review	20
Community and partnership support	15
Aggregation of PAUs	5
Speed to deployment (mandatory under NTIA rules)	1
Secondary criteria subtotal	100
Total	400

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

2. Consideration Factors for Scoring Criteria

The following tables list the consideration factors for the scoring criteria. For the non-formulaic factors, OBAE will consider other non-listed factors determined to be relevant for any specific criterion.

Primary Criteria

Total Outlay of Funds (100 points)

Total Outlay of Funds	100 points
OBAE will award up to 100 points to applications based on the grant amount proposed relative to OBAE’s benchmark pricing analysis for the service area proposed by the applicant.	
Overview	Factors for Consideration
<p>Points will be awarded based on the following formula:</p> <ul style="list-style-type: none"> • Proposed grant amounts that are more than 76 percent below the benchmark will receive all possible points (100 points) • Proposed grant amounts that are equal to the benchmark will receive half the possible points (50 points) • Proposed grant amounts that exceed the benchmark by more than 76 percent will receive zero points • Proposed grant amounts that fall within this range will receive points according to the table below. 	<ul style="list-style-type: none"> • Section 2C “Budget, Grant, and Match Overview” • Section 3C “Upload of PAU CSV Files” • OBAE internal reference pricing for PAUs • Note: For the purpose of scoring this metric, percentages will be rounded to the nearest two decimal places.

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

➤ For Total Outlay of Funds, points will be awarded according to the following table:

Proposed Budget as a Percentage of Reference Price	Points	Proposed Budget as a Percentage of Reference Price	Points
176.01% or more	0	99.99% to 96.00%	52.5
172.01% to 176.00%	2.5	95.99% to 92.00%	55
168.01% to 172.00%	5	91.99% to 88.00%	57.5
164.01% to 168.00%	7.5	87.99% to 84.00%	60
160.01% to 164.00%	10	83.99% to 80.00%	62.5
156.01% to 160.00%	12.5	79.99% to 76.00%	65
152.01% to 156.00%	15	75.99% to 72.00%	67.5
148.01% to 152.00%	17.5	71.99% to 68.00%	70
144.01% to 148.00%	20	67.99% to 64.00%	72.5
140.01% to 144.00%	22.5	63.99% to 60.00%	75
136.01% to 140.00%	25	59.99% to 56.00%	77.5
132.01% to 136.00%	27.5	55.99% to 52.00%	80
128.01% to 132.00%	30	51.99% to 48.00%	82.5
124.01% to 128.00%	32.5	47.99% to 44.00%	85
120.01% to 124.00%	35	43.99% to 40.00%	87.5
116.01% to 120.00%	37.5	39.99% to 36.00%	90
112.01% to 116.00%	40	35.99% to 32.00%	92.5
108.01% to 112.00%	42.5	31.99% to 28.00%	95
104.01% to 108.00%	45	27.99% to 24.00%	97.5
100.01% to 104.00%	47.5	23.99% or less	100
100.00%	50		

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

Matching Contribution (50 points)

Matching Contribution	50 points
Overview	Factors for Consideration
OBAE will award up to 50 points to applications based on the matching contribution proposed by the applicant. Most PAUs have a minimum 25% matching requirement; only high-cost PAUs do not have a minimum matching requirement. However, applicants are encouraged to propose a match for such areas and are awarded additional points for doing so.	<ul style="list-style-type: none"> • Section 2C “Budget, Grant, and Match Overview” • PAU(s) selected by the applicant (to determine whether the minimum 25% matching requirement applies) • Note: For the purposes of scoring this criterion, matching percentages will be rounded to the nearest two decimal places.

➤ For Matching Contribution, points will be awarded according to the following table:

Matching Contribution Percentage	Points
0-24.99%	0 (only allowable for applications for High-Cost Areas without a waiver)
25-27.50%	0
27.51-30.00%	2.5
30.01-32.50%	5
32.51-35.00%	7.5
35.01-37.50%	10
37.51-40.00%	12.5
40.01-42.50%	15.
42.51-45.00%	17.5
45.01-47.50%	20
47.51-50.00%	22.5
50.01-52.50%	25
52.51-55.00%	27.5
55.01-57.50%	30
57.51-60.00%	32.5
60.01-62.50%	35
62.51-65.00%	37.5
65.01-67.50%	40
67.51-70.00%	42.5
70.01-72.50%	45
72.51-75.00%	47.5
75.01% and above	50

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

Lowest Price Service Commitment (100 points)

Lowest Price Service Commitment	100 points
Overview	Factors for Consideration
<p>OBAE will score affordability based on the pricing proposed for the symmetrical 1 Gbps service tier (for priority broadband projects) or for the 100/20 Mbps service tier (for all other projects). The points received will be determined by the degree to which the applicant’s proposed price varies from a reference price for the service tier. This reference price will reflect the average price for the service tier based upon the data in the FCC’s 2024 Urban Rates Survey.</p> <p>An applicant will receive 50 points if they commit to honor the reference price. The applicant will receive greater points, up to 100, based on the degree of discount relative to the reference price, with all 100 points received if the discount exceeds meets or exceeds 50%. The applicant will receive fewer points based on the degree greater, with zero points offered if the premium meets or surpasses 50%.</p>	<ul style="list-style-type: none"> • Section 9B “Price for Required Speed Tiers” • Reference price for the speed tier. <ul style="list-style-type: none"> ○ The reference price for symmetrical 1 Gbps is \$99.26. ○ The reference price for 100/20 Mbps is \$70.65. • Note: For the purposes of scoring this criterion, percentages will be rounded to the nearest integer.

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

➤ **For Lowest Price Service Commitment, points will be awarded according to the following table:**

Percentage	Points	Percentage	Points	Percentage	Points	Percentage	Points
-50%	100	-25%	75	0%	50	25%	25
-49%	99	-24%	74	1%	49	26%	24
-48%	98	-23%	73	2%	48	27%	23
-47%	97	-22%	72	3%	47	28%	22
-46%	96	-21%	71	4%	46	29%	21
-45%	95	-20%	70	5%	45	30%	20
-44%	94	-19%	69	6%	44	31%	19
-43%	93	-18%	68	7%	43	32%	18
-42%	92	-17%	67	8%	42	33%	17
-41%	91	-16%	66	9%	41	34%	16
-40%	90	-15%	65	10%	40	35%	15
-39%	89	-14%	64	11%	39	36%	14
-38%	88	-13%	63	12%	38	37%	13
-37%	87	-12%	62	13%	37	38%	12
-36%	86	-11%	61	14%	36	39%	11
-35%	85	-10%	60	15%	35	40%	10
-34%	84	-9%	59	16%	34	41%	9
-33%	83	-8%	58	17%	33	42%	8
-32%	82	-7%	57	18%	32	43%	7
-31%	81	-6%	56	19%	31	44%	6
-30%	80	-5%	55	20%	30	45%	5
-29%	79	-4%	54	21%	29	46%	4
-28%	78	-3%	53	22%	28	47%	3
-27%	77	-2%	52	23%	27	48%	2
-26%	76	-1%	51	24%	26	49%	1
						50%	0

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

Compliance with Federal Fair Labor Laws (50 points)

Compliance with Federal Fair Labor Laws	50 points
<p>Up to 50 points will be awarded based on (1) a demonstrated history of compliance with federal labor laws; (2) demonstrated commitments to future compliance with federal labor laws; and (3) the quality and contents of labor practice-related items submitted during the Prequalification Phase. New entrants without a lengthy record of labor and employment law compliance will receive points in this category based on specific, concrete commitments to strong labor and employment standards and protections going forward.</p>	
Overview	Factors for Consideration
<p>(10 points) Certification from an Officer/Director-level employee, or an equivalent, of consistent past compliance with federal labor and employment laws on broadband deployment projects in the last five years</p>	<ul style="list-style-type: none"> Section 18B “Compliance History”
<p>(Up to 30 points) Either: certification that the prospective subgrantee, as well as its contractors and subcontractors, have not been found to have violated laws such as the Occupational Safety and Health Act, the Fair Labor Standards Act, or any other applicable labor and employment laws for the preceding five years; or, disclosure of any findings of such violations and submission of a plan to maintain compliance for the life of the program. 30 points will be awarded to subgrantees who certify no violations. Subgrantees who disclose any findings of such violations and submit a plan to maintain compliance for the life of the program will receive 30 points with 5 points deducted for each violation, up to 30 points.</p>	<ul style="list-style-type: none"> Section 18B “Compliance History”

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

<p>Certification that the potential subgrantee, and its proposed contractors and subcontractors, have existing labor and employment practices in place and that the subgrantee will recertify this annually for the duration of the BEAD implementation period, including:</p> <p>(5 points) Applicable wage scales and wage and overtime payment practices for each class of employees expected to be involved directly in the physical construction of the network</p> <p>(5 points) Certification that the potential subgrantee will ensure the implementation of workplace safety committees that are authorized to raise health and safety concerns in connection with the delivery of deployment projects and that the participant will recertify this annually for the duration of the BEAD implementation period.</p>	<ul style="list-style-type: none">• Section 18B “Compliance History”
---	--

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

Secondary Criteria

High-Cost Areas (30 points)

High-Cost Areas	30 points
OBAE’s map of Project Area Units contains high-cost areas that were defined by NTIA and where no match and/or less than 25 percent match is required.	
Overview	Factors for Consideration
Applications that have 1 or more high-cost areas shall receive the full points. Bids that do not target any high-cost areas will receive zero points.	<ul style="list-style-type: none"> • Section 3B “PAUs Overview” • Whether any of the PAUs targeted in the application are high-cost areas.

Low-Income Households (29 points)

Low-Income Households	29 points
The State of New Mexico seeks to ensure rural and low-income households are given access to affordable high-speed broadband. Applications that include PAUs with high populations of low-income households at 200 percent of federal poverty line shall receive additional points.	
Overview	Factors for Consideration
<ul style="list-style-type: none"> • Total application containing more than 50 percent of households below 200 percent of federal poverty line shall receive full points • Total application containing more than 40 percent but less than 50 percent of households below 200 percent of federal poverty line shall receive 19 points to 28 points • Total application containing more than 30 percent but less than 40 percent of households below 200 percent of federal poverty line shall receive 9 points to 19 points • Total applications containing less than 30 percent will receive zero points 	<ul style="list-style-type: none"> • Section 3G “BSLs by Low-Income Status Percentage” • Note: For the purposes of scoring this criterion, percentages will be rounded to the nearest two decimal places.

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

➤ **For Low-Income Households, points will be awarded according to the following table:**

Percentage of Locations	Points
50.01% or more	29
49.01-50.00%	28
48.01-49.00%	27
47.01-48.00%	26
46.01-47.00%	25
45.01-46.00%	24
44.01-45.00%	23
43.01-44.01%	22
42.01-43.00%	21
41.01-42.00%	20
40.01-41.00%	19
39.01-40.00%	18
38.01-39.00%	17
37.01-38.00%	16
36.01-37.00%	15
35.01-36.00%	14
34.01-35.00%	13
33.01-34.00%	12
32.01-33.00%	11
31.01-32.00%	10
30.01-31.00%	9
30.00% or less	0

Technical Capabilities (20 points)

Pursuant to NTIA rules, applications will be scored based on applicants’ demonstration of the speeds, latency, and other technical capabilities of the technologies proposed for projects that are not Priority Broadband Projects (i.e., that use technologies other than fiber-to-the-premises).

For projects that are not Priority Broadband Projects, NTIA requires assigning greater weight to those applications that propose to use technologies that exhibit greater ease of scalability with lower future investment and whose capital assets have longer useable lives over those proposing technologies with higher costs to upgrade and shorter capital asset cycles.

Additionally, consideration will be given to network design that furthers future deployment to underserved locations, community anchor institutions, and low-income multi-dwelling units that the BEAD funding allocation does not currently allow OBAE to consider funding.

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

➤ **Speed of Network and Sufficient Capacity**

Speed of Network and Sufficient Capacity	5 points
Up to 5 points will be awarded to applications that demonstrate that the proposed project can reliably deliver symmetrical 1 Gbps broadband services to at least 80 percent of unserved locations in the proposed service area, with projects delivering slower speeds receiving fewer points.	
Overview	Factors for Consideration
Applications must detail the selection of technology and particular hardware configurations in both backbone and last-mile segments, including any assumptions and/or calculations around capacity oversubscription, limitations imposed by terrain, and geographic constraints, to definitively demonstrate the connection speed and network capacity requirements can be met. Applicants that do not make this demonstration will be awarded zero points for Speed of Network and Sufficient Capacity.	<ul style="list-style-type: none"> • Section 9C “Minimum Speeds” • Section 7B “Technical Specifications Template” • Section 7C “Speed of Network and Sufficient Capacity Narrative”

➤ **For Speed of Network and Sufficient Capacity, points will be awarded according to the following table:**

Minimum Speeds	Points
At least 1/1 Gbps	5
At least 500/500 Mbps	4
At least 250/250 Mbps	3
At least 250/100 Mbps	2
At least 100/100 Mbps	1
Less than 100/100	0
Note: All BEAD-funded networks must reliably offer at least 100/20 Mbps	

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

➤ **Scalability**

Scalability	5 points
<p>Up to 5 points will be awarded to applications that demonstrate that the proposed infrastructure will be capable of delivering higher speeds in the future, including that the infrastructure will be scalable with respect to capacity to support higher speeds to 80 percent of currently unserved locations in the proposed service area.</p>	
Overview	Factors for Consideration
<p>Applications must detail the specific approach to scalability both in backbone and last-mile segments of the network.</p> <p>For fixed wireless networks, OBAE will consider the maximum speeds available today and over the future—considering the oversubscription assumptions applied in the wireless network design, available licensed spectrum bandwidth, the cost-effectiveness of adding new sectors, hardware upgrade specifications (base station and receiver), vendor solution roadmap, the capacity of backhaul networks, and ease of tower deployment.</p> <p>Fiber networks are inherently scalable. OBAE will consider the maximum speeds available today and over the future, including the oversubscription assumptions applied in the fiber network design, the capacity of backhaul networks, and the number of fiber strands.</p> <p>Applications that do not make this demonstration will be awarded zero points for Scalability.</p>	<ul style="list-style-type: none"> • Section 7B “Technical Specifications Template” • Section 7D “Network Scalability Narrative”

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

➤ **Cost-Effective Future Upgrade and Capital Investment Path**

Cost-Effective Future Upgrade and Capital Investment Path	5 points
Up to 5 points will be awarded to applications that demonstrate a cost-effective projected technical upgrade path, including a capital investment timeline and costs for equipment refresh and replacement cycles.	
Overview	Factors for Consideration
<p>For wireless networks, OBAE will consider the useful life of assets, replacement cycles proposed by the vendor, and the amount of capital investment required for an upgrade.</p> <p>For fiber, all five points will be allocated given its future-proof nature.</p>	<ul style="list-style-type: none"> • Section 7B “Technical Specifications Template” • Section 7E “Cost-Effective Future Upgrade and Capital Investment Path Narrative”

➤ **Cost-Effective Network Design for Future Deployment to Eligible Locations**

Cost-Effective Network Design for Future Deployment to Eligible Locations	5 points
Up to 5 points will be awarded to applications that demonstrate a cost-effective network design that can reduce costs for and accommodate future deployment to eligible locations of underserved, community anchor institutions, and low-income multi-dwelling units.	
Overview	Factors for Consideration
<p>Applications must detail the specific approach to accommodate future network expansion, such as: the number of interconnection points per mile, location of interconnection points, open access policies to enable non-affiliated ISPs to purchase wholesale capacity for future expansion from the BEAD-funded network, and specific route placement to be near other eligible locations.</p>	<ul style="list-style-type: none"> • Section 7B “Technical Specifications Template” • Section 7F “Cost-Effective Network Design Narrative” • Section 6A “Fiber Metrics” • Section 6B “Wireless Infrastructure Metrics” • Section 8A “Network Map of Proposed Project Area”

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

Community and Partnership Support (15 points)

Community and Partnership Support	15 points
<p>OBAE will award up to 15 points to applicants for demonstrations of support and partnerships formed in the area to be served by an application from local governments, Tribal governments (for applications that propose to build on Tribal lands), and other community institutions and stakeholders in the area served by an application.</p>	
Overview	Factors for Consideration
<p>Documents can include such items as letters, board or council resolutions, evidence of partnerships with units of local government or nonprofit organizations working directly in the communities to be served, commitments of funding, and commitments to purchase services if the project is funded.</p>	<ul style="list-style-type: none"> • Section 11A “Community Support” • Section 11B “Support Across Targeted PAU(s)” • Section 5C “Proof of Tribal Consent”

- **For Community and Partnership Support, points will be awarded according to the following table:**

Community and Partnership Support	
Any combination of the following documents of support may be combined to earn up to 14 points:	
Document of Support	Points
A document of support, including consent that is mandatory for deployment on Tribal lands, from any Tribal government included in the application area	5
A document of support from any local government entity or community anchor institution (as defined in OBAE’s approved Initial Proposal Volume I) included within the application area	4
A document of support from any business or individual included within the application area	1
Support From Each Targeted Project Area Unit	
<p>If the application includes at least one document of support from each project area unit covered by the application, the application receives one (1) additional point.</p> <p>Note: In the event an entity providing a document of support serves more than one project area, the entity must submit a separate document of support for each project area to satisfy this requirement.</p> <p>Note: To earn the maximum available points, an application must combine documents of support as listed above to earn 14 points and include at least one document of support from each project area unit covered by the application to receive one additional point, for a total of 15 points.</p>	

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

Aggregation of PAUs (5 points)

Aggregation of PAUs	5 points
Overview	Factors for Consideration
OBAE will award up to 5 points to applicants for applications with adjacent PAU bids. Total applications with two or more adjacent PAUs will receive full points. Total applications that do not have any PAUs that are adjacent to one another will receive zero points.	<ul style="list-style-type: none"> Section 3B “PAUS Overview”

Speed to Deployment (1 point)

Speed to Deployment	1 point
Overview	Factors for Consideration
Based on the BEAD rules, all funded projects must be complete within four years following execution of grant awards. Applicants will be awarded an extra point if they can demonstrate that they will deploy the network in three years or less.	<ul style="list-style-type: none"> Section 12A “Required Months for Project Completion”

3. Ranking Criteria and Process

Applications will be ranked according to the following factors: 1) Budget relative to the EHCPLT/reference price, 2) technology selection, 3) coverage percentage commitment, and 4) score.

Given federal requirements to achieve 100 percent broadband coverage statewide, while maximizing fiber-to-the-premises, OBAE proposes the following approach to the EHCPLT and negotiation processes:

- I. OBAE will review applications to determine whether there exist sufficient funds to fund all the highest-scoring Priority Broadband applications for 100 percent coverage of all unserved locations in all Project Area Units. If this is the case, there will be no need for the EHCPLT. Again, this may not include those locations OBAE and/or the applicant makes a convincing case that fiber is not practicable due to exorbitant costs or other barriers.
- II. If OBAE determines that there are insufficient funds, it will calculate the EHCPLT.
- III. OBAE will then tentatively plan to provide awards to the highest-scoring 100 percent coverage Priority Broadband application for each Project Area Unit for which the average grant cost per location is below the EHCPLT/budget.
 - a. If there is only a single proposal under the EHCPLT/budget in the Project Area Unit, that proposal will be tentatively awarded.
 - b. If there are multiple proposals under the EHCPLT/budget, the highest scoring proposal will be tentatively awarded.
 - c. If two or more such proposals are tied in score, the proposal with the lowest BEAD request will be selected.
 - d. If there is a tie in amount request, OBAE will solicit a best and final offer proposal and the offer with the lowest BEAD request will be selected
- IV. For those Project Area Units with Priority Broadband applications that are left, OBAE will evaluate the proposed pricing for the category of Alternative Percentages and will tentatively plan to provide awards to the highest-scoring application at the highest proposed Alternative Percentage that falls below the EHCPLT/budget. To facilitate comparisons, the coverage percentage will be rounded to the nearest integer.
 - a. Starting with the highest coverage percentage in a Project Area Unit,
 - i. If there is only a single proposal under the EHCPLT/budget in the Project Area Unit, that proposal will be tentatively awarded.
 - ii. If there are multiple proposals under the EHCPLT/budget, the highest scoring proposal will be tentatively awarded.
 - iii. If two or more such proposals are tied in score, the proposal with the lowest BEAD request will be selected.
 - iv. If there is a tie in amount request, OBAE will solicit a best and final offer proposal and the offer with the lowest BEAD request will be selected

New Mexico BEAD Program
Scoring and Ranking Guide - Version 1.1

- b. If there are no proposals at this coverage percentage below the EHCPLT/budget, the next highest coverage percentage for which there are proposals in the Project Area Unit will be examined as above.
- V. For those Project Area Units that have no Priority Broadband Alternative Percentage proposals lower than the EHCPLT/budget,
 - a. If Priority Broadband proposals were received for such a Project Area Unit, but exceeded the EHCPLT/budget, OBAE may then negotiate with the Priority Broadband bidders to reduce their average per location proposal below the EHCPLT/budget.
 - i. The highest-scoring Priority Broadband applicant will be afforded the opportunity to revise its proposal.
 - ii. If the applicant is unable to sufficiently reduce its cost per location, OBAE will then negotiate the same with the other applicant(s) for that Project Area Unit, in order of highest-scoring application.
 - b. If no Priority Broadband proposals were received for such a Project Area Unit, OBAE will negotiate with nearby assignees and qualified incumbents to absorb as many eligible locations as possible with Priority Broadband at a BEAD request cost below the EHCPLT/budget.
- VI. For those Project Area Units for which it is not possible to secure through the process above awards for Priority Broadband technology, OBAE will then apply the same process to evaluate applications that propose an alternative, non-Priority Broadband technology that meets the BEAD Program's requirements for Reliable Broadband Service.
- VII. If it is not possible, through the process above, to secure awards for alternative, non-Priority Broadband technology that meet the BEAD Program's requirements for Reliable Broadband Service, OBAE will then apply the same process to evaluate applications for non-Priority Broadband technologies that do not meet the BEAD Program's requirements for Reliable Broadband Service (while otherwise satisfying the Program's technical requirements).
- VIII. For all Project Area Units for which no satisfactory application can be funded, as well as for locations that are excluded from funding under the Alternative Percentages process, OBAE may undertake an additional grant round and seek alternative proposals or may otherwise seek alternative solutions for securing broadband to those areas and locations.

END OF DOCUMENT