

**Virginia Office of Broadband
Broadband Equity, Access, and Deployment (BEAD) Program**

Policy Notice on the ISP Negotiation Cycle of the BEAD Benefit of the Bargain Round

On July 16, 2025, the Virginia Office of Broadband (OoB) will publish the locations eligible for the Negotiation Cycle and open the Negotiation Cycle Portal for its 10-day application window to accept applications at individual locations that were not included in a provisional subaward after the initial BEAD Benefit of the Bargain round.

Concurrently to uploading this file on the Virginia Open Data Portal, the Office of Broadband will open an application portal for eligible BEAD applicants for submissions under the Internet Service Provider (ISP) Negotiation Cycle (“Negotiation Cycle”) of the BEAD application process. The portal will close 10 days after opening. Specifically, the portal will close at 9:00 p.m. on July 26.

This portal will accept a bulk upload of location ID information in a .csv format. The information below is required to be submitted in the .csv format. Each location must be submitted in a separate row.

- Location ID Number
- Location Classification (0 for unserved, 1 for underserved, 3 for CAI)
- Proposed De-Obligation? (Yes/No)
 - If yes, applicant should submit the required information to broadband@dhcd.virginia.gov after submitting their information. Locations proposed for de-obligation do not need to complete the other fields. See more information below regarding de-obligation in the Internet Service Provider (ISP) Negotiation Cycle.
- Requested Funds
- 25% Match (Yes/No)
- Technology Code
- Download Speed Anticipated
- Upload Speed Anticipated
- Low Latency? (Yes/No)¹
- Deployment Time (Months)
- Cluster? (Yes/No)

Please refer to the Negotiation Cycle application process handbook for additional information on how to submit applications under this cycle. This handbook will be published prior to the opening of this cycle of applications.

Based on the Commonwealth of Virginia’s approved BEAD Initial Application and as approved in the Initial Application Correction Letter as outlined under NTIA’s June 6th Policy Notice, the Office of Broadband will establish prioritization criteria for reviewing applications submitted under the Internet Service Provider (ISP) Negotiation Cycle. These prioritization criteria will be primarily based

¹ Per the BEAD Notice of Funding Opportunity, low latency means a latency of less than or equal to 100ms

on requested funds per location. Secondary criteria include speed to deployment (50%) and speed of network and other technical capabilities (50%)².

Other Guidance Provisions:

- By submitting a bid with less than 25% match, and correctly submitting this via the Negotiation Portal, the Office of Broadband will interpret this as a waiver request to the 25% required match threshold. No other documentation is needed.
- The Office of Broadband reserves the right to require provisionally identified sub awardees from the Negotiation Cycle to submit additional information to satisfy the requirements of the BEAD Final Application and other federal reporting requirements during the BEAD application process.
- The Office of Broadband will utilize the previously distributed application links to each broadband provider that submitted a Letter of Intent under the BEAD Benefit of the Bargain Round or has since expressed interest in resubmitting previous applications.
- Although unlikely, if a location was not included in any application in the Internet Service Provider (ISP) Negotiation Cycle, then the Office of Broadband will directly engage with providers to secure applications for these locations.
- The Office of Broadband does not anticipate altering the excessive cost threshold but will consider waving this threshold if no application was received to serve a location under the Internet Service Provider (ISP) Negotiation Cycle.
- Information submitted in CAMS in the initial application cycle will suffice for applicants submitting in the Internet Service Provider (ISP) Negotiation Cycle.
- If an applicant is submitting under Virginia's BEAD application process for the first time under the Negotiation Cycle of the application process, then a narrative in must be completed in CAMS by 9:00 p.m. on July 26, 2025. This requirement is in place to ensure all BEAD applicants are compliant with the requirements of the BEAD program.
- Applicants in the Negotiation Cycle that are only submitting to propose de-obligations of locations are not required to apply in CAMS.
- Applicants may de-obligate locations in the Negotiation Cycle by following the bulk submission process outlined above. The required de-obligation submission file and evidence associated with de-obligations should be directly emailed to broadband@dhcd.virginia.gov. See the [Policy Notice on de-obligation](#) for more information.
- Applicants should reference the Applicant Guide Document [BEAD Negotiation Portal - Applicant Guide v.2025.01](#) and CSV Guidelines [BEAD Negotiation Portal - CSV Guidelines v.2025.01](#) posted on DHCD's BEAD webpage under the previous Negotiation Cycle. Note, the CSV guidelines are altered by the changes in information required by location-level information above. These edits have been reflected on the Negotiation Cycle Portal.
- Applicants will be considered as a Priority or Non-Priority Broadband Project based on the statements made in applicants' Letters of Intent.
- As outlined in the OoB's Policy Notice on the Benefit of the Bargain Round, the OoB may reject treatment of an application as a Priority Broadband Project if the project could not meet the statutory definition for a specific project area as determined by the OoB.

² The OoB is electing not to utilize the Preliminary/Provisional Subgrantees Scoring Criteria, as preliminary/provisional subgrantees were never notified under the previous subgrantee selection process.

- The OoB also reserves the right to decline an applicant on the basis of financial and managerial capacity, technical and operational capability, and other requirements in 47 U.S.C. § 1702(g)(2)(A).

