



AFRICA MOBILE NETWORKS LTD

REQUEST FOR PROPOSAL (RFP)

FOR

**SUPPLY OF COMMUNICATION TOWERS FOR RURAL
MOBILE NETWORK BASE STATIONS IN BENIN**

AMN REFERENCE: RFP1301-2

SEPTEMBER 28TH, 2013



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1. INTRODUCTION

AMN has a contract with a licensed mobile network operator (the “MNO”) for the construction and operations & maintenance (O&M) of 200 mobile network base stations, all located in rural areas within Benin.

The contract in Benin is the first of 12 similar contracts that AMN will sign for different countries throughout sub-Saharan Africa for a total of approximately 5,000 base stations. All base stations will be deployed by December 2017.

This Request For Proposal (RFP), AMN reference RFP1301-2, is for the supply, delivery and assembly of 200 communication towers in Benin.

2. PROPOSAL CONDITIONS

Proposers are responsible for their own costs in preparing proposals. AMN accepts no responsibility for any costs incurred by proposers as a result of this RFP.

AMN reserves the right not to make any contract award, or to award part of the work described in this document.

3. RFP DUE DATE AND VALIDITY

Proposals are due by close of business on Friday October 18th, 2013. Proposals submitted after this date may not be considered in the evaluation. Proposals should be in English and emailed to md@africamobilenetworks.com.

Proposals should quote reference number RFP1301.

Proposals should be valid for 90 days.

4. EVALUATION CRITERIA

The successful bidder will be selected on the basis of the lowest compliant bid. Bidders are requested to provide a detailed capability statement to demonstrate their qualifications for the work, and to provide reference examples. Proposals should include:

- Capability Statement
- Technical Proposal
- Commercial Proposal
- Reference Cases

AMN reserves the right to include additional criteria in evaluating bids and to make a selection based on the proposal it deems to be in the best interests of AMN.

5. DELIVERY SCHEDULE

The build phase is divided into 3 phases:

| PHASE | MONTHS ARO | SITES PER MONTH | TOTAL SITES |
|---------------|--------------------|-----------------|-------------|
| 1 | 2 | 1 | 1 |
| 2 | 7 TO 12 INCLUSIVE | 10 | 60 |
| 3 | 13 TO 35 INCLUSIVE | 6 | 138 |
| | 36 | 1 | 1 |
| TOTALS | | | 200 |

Where ARO means After Receipt of Order.

6. TECHNICAL REQUIREMENTS

The towers supplied must generally be fit for the purpose of hosting mobile network communication equipment in rural areas in Benin, including but not limited to:

- fully galvanised and painted with design life of 20 years
- anchor bolts and plates and other fixtures required
- fixed climbing ladder and safety system
- lightening rod
- foundation earthing material
- aviation warning lights, -48V DC powered (state current draw)
- compliant to Exposure C of TIA-222-G standard
- designed for 144Kph wind per TIA-222 standard
- complete with warranty period for defects in materials and manufacture should be stated.

Three options are to be priced:

- Option 1 – 30 metre tower

- Option 2 – 45 metre tower
- Option 3 – 60 metre tower

The towers must support the following loading:

- 10Kg at the top of the tower
- 100Kg max mass within the top 5 metres of the tower
- 50Kg max mass at a height between 5 and 10 metres from the top of the tower

7. COMMERCIAL REQUIREMENTS

7.1. PRICING REQUIREMENTS

All prices to be submitted in US dollars.

Prices should be broken down as follows:

- Unit price per tower, FOB country of origin
- Shipping costs per tower (consistent with the delivery schedule in Section 5)
- Import duties, taxes and customs clearance
- Price for in-country logistics and assembly on site
- Any additional sales taxes which apply

7.2. PAYMENT REQUIREMENTS

The invoice for the tower for the phase 1 site should be deferred to month 6.

Letters of Credit will be issued for Phase 2 in month 6 and for Phase 3 in month 12.

Invoices for 50% of unit price should be issued

- On shipment
- On completion of installation.