



AFRICA MOBILE NETWORKS LTD

REQUEST FOR PROPOSAL (RFP)

FOR

**SUPPLY OF COMMUNICATIONS EQUIPMENT FOR
RURAL MOBILE NETWORK IN BENIN**

AMN REFERENCE: RFP1302-2

SEPTEMBER 28TH, 2013



CONTENTS

SECTION	TITLE	PAGE
1	INTRODUCTION	3
2	PROPOSAL CONDITIONS	3
3	RFP DUE DATE AND VALIDITY	3
4	EVALUATION CRITERIA	3
5	DELIVERY SCHEDULE	3
6	TECHNICAL REQUIREMENTS	4
7	COMMERCIAL REQUIREMENTS	5
7.1	PRICING REQUIREMENTS	5
7.2	PAYMENT REQUIREMENTS	6



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 RFP1302-2, is for the supply, delivery and integration of BSC/OSS and 200 sets of BTS for mobile network base stations 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 RFP1302.

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 BSC, OSS and BTS supplied must generally be fit for the purpose of providing mobile network communication services in rural areas in Benin, including but not limited to the requirements below.

BSC Requirements

- The proposal should include a BSC subsystem which interconnects the multiple BTS with the MNO's MSC
- The BSC must be scalable up to at least 300 BTS
- Must inter-work with all major MSC vendors including as a minimum Ericsson, Huawei and Alcatel-Lucent
- Proposal should price redundant and non-redundant options separately
- Include support for installation, integration and inter-working tests with the MNO



- Include on-site training for AMN technical staff

OSS Requirements

- The OSS must allow for remote (via VPN over internet) monitoring and management of the network
- Generate SNMP-based alarms for failures of BTS equipment
- Generate SNMP-based alarms for detection of anomalous traffic levels or blocking or other behaviour in excess of definable thresholds
- Generate SNMP-based events for all configuration changes on the network
- Allow current and recent historical traffic (voice minutes, SMS and data usage in KB) levels to be viewed using a GUI with hourly, daily, weekly and monthly charts for (a) specific sites and (b) network-wide aggregated traffic
- Allow current and recent historical blocking levels to be viewed using a GUI with hourly, daily, weekly and monthly charts for (a) specific sites and (b) network-wide aggregated traffic
- Log in machine-readable format (importable to excel) historical data on traffic and blocking
- Allow BTS to be reset remotely
- Include installation at AMN offices
- Include documentation and on-site training for AMN technical staff

BTS Requirements

- 2G voice (FR, AMR-HR) and EDGE data services
- Support 850MHz, 900MHz, 1800MHz GSM bands
- Minimum 2TRx capacity with modular expansion
- Must support local switching at BTS for intra-cell calls and also in a cluster of adjacent cells
- Support maximum theoretical range of up to 10Km
- DC powered (-48V DC)
- Power consumption of less than 100W (at maximum 2TRx capacity)
- Compliant to IP67 environmental standards

7. COMMERCIAL REQUIREMENTS

7.1. PRICING REQUIREMENTS

All prices to be submitted in US dollars.

Prices should be broken down as follows:

- BSS/OSS
- BTS unit price per site, FOB country of origin
- Price for provisioning of 5 spares for BTS
- Price for one set of spares for BSC
- Price for technical support
- Shipping costs per site (consistent with the delivery schedule in Section 5)
- Import duties, taxes and customs clearance
- Option price for in-country logistics and installation/commissioning on site
- Any additional sales taxes which apply

7.2. PAYMENT REQUIREMENTS

The payments for the BSS/OSS and the BTS 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.