



**AFRICA MOBILE NETWORKS LTD**

**REQUEST FOR PROPOSAL (RFP)**

**FOR**

**SUPPLY OF AN ELECTRONIC TOP UP PLATFORM FOR  
RURAL MOBILE NETWORK IN BENIN**

AMN REFERENCE: RFP1309-2

OCTOBER 8<sup>TH</sup>, 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 and total capacity of up to approximately 1Gbps. All base stations will be deployed by December 2017.

This Request For Proposal (RFP), AMN reference RFP1309-2, is for the supply of an e-commerce platform which will enable AMN to sell airtime via retailers in the rural communities.

This version 2 (10-Oct-2013) adds the requirement for a management interface and clarification of the pricing breakdown.

## **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 18<sup>th</sup>, 2013. Proposals submitted after this date may not be considered in the evaluation. Proposals should be in English and emailed to [md@africamobilenetworks.com](mailto:md@africamobilenetworks.com).

Proposals should quote reference number RFP1309.

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 for the mobile network base stations 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
<b>TOTALS</b>			<b>200</b>

Where ARO means After Receipt of Order.

The e-commerce platform will be deployed in Phase 1 and proven. It will then be rolled out with the mobile network base stations.

#### 6. TECHNICAL REQUIREMENTS

The e-commerce platform supplied must generally be fit for the purpose of meeting the requirements of providing electronic top ups for mobile network communication services in rural areas in Benin, including but not limited to the requirements below.

General Requirements

- Electronic interface to MNO (nominally 1 but up to maximum of 3)

- Electronic interface to multiple banks (nominally 3 but up to maximum of 7)
- Supports multiple retailers (nominally 1,000 but up to a maximum of 5,000)
- Allows account of a retailer to be credited by paying cash into an AMN bank account using the retailer's unique ID. Account is credited by amount paid plus a configurable margin. Supports SMS to retailer to confirm credit added to account
- Allows retailer with smartphone (and credit) to add airtime to any pre-pay SIM issued by MNO. Supports SMS to subscriber to confirm credit added to SIM.
- Smartphone app must be supported by Android, Blackberry OS as a minimum (with iOS, Symbian, Windows support preferred but not mandatory)
- Smartphone app must work over mobile data network with GPRS and EDGE
- Prepares reports for amounts owed to MNO, plus analysis of retailer activity
- Platform can be hosted anywhere with good internet connectivity
- Management interface required which allows revenue per retailer per day to be downloaded and also analysed to show highest and lowest percentiles and also highest growth and decline rates. Management interfaces should be accessible remotely via secure internet connection.

## **7. COMMERCIAL REQUIREMENTS**

### **7.1. PRICING REQUIREMENTS**

All prices to be submitted in US dollars.

Prices should be broken down as follows:

- Non-recurring price for hardware and also system integration and set up fees
- License fee for software, preferably with options for AMN:
  - Option 1 – License fees, one time option plus maintenance/support fees
  - Option 2 – License fees, monthly fixed fee, including maintenance/support
  - Option 3 – License fees, monthly based on number of transactions, including maintenance/support

### **7.2. PAYMENT REQUIREMENTS**

To be invoiced monthly in arrears.