



Republic of South Sudan
Revitalized Transitional Government of National Unity
Universal Service And Access Fund Secretariat

The Secretary General

Terms of Reference(TOR)

Request for technical and finance proposals for the installation of base transceiver stations (BTSs) in selected unserved areas.

1. Introduction

The Universal Service and Access Fund (USAF) or the Fund derives its mandate from the South Sudan National Communication Act 2012. The principal mandate of the Fund is to develop and deploy communication services to cover the entire population of South Sudan, to include, urban, rural and remote areas to ensure universal service and access. One of the main strategic goals envisaged in the Fund's Strategic Management Plan (2020 – 2024) is universal service and access. The key aim is to facilitate the availability and use of transmission infrastructure and connectivity to the national backbone in all local government areas.

The strategies to achieve this goal include:

- provision of subsidies or other forms of incentives to telecom operators who are willing to invest in the identified un-served areas;
- exploration of opportunities to deploy a full suite of universal service and access initiatives to build, and create awareness on utilization and sustainability of ICT projects;
- co-location and sharing of infrastructure subsidized by the Fund;
- continuous consultations and collaboration with other government agencies, non-profit organizations, community based organizations and development partners to facilitate connectivity for development initiatives; and
- encourage community ownership of universal service projects and consequently, promote entrepreneurship in target communities.

2. Objectives of the Project

The objective of this pilot project is to extend mobile telephony and broadband services to communities and groups that are not currently covered by any of the existing operators. This would lead towards the realization of the Fund mandate and the goal of the Ministry of ICT and Postal Services of achieving the widest use and access to ICTs throughout South Sudan within a reasonable period.

3. Clusters

The locations targeted in this phase of the pilot are grouped into clusters of communities which are currently not connected to any mobile telephony and broadband services. Note that each cluster represents a target area, and interested applicants can apply for as many target areas as they wish.

The clusters are as in the table below:

Cluster	Target Area
Central Eqatoria State	Bilinyang
Lakes States	Maper
	Ramciel
Greater Pibor	Boma

4. Purpose of the RFP

The purpose of this RfP is to invite qualified existing Mobile Network Operating (MNO) companies or a consortium in partnership with an existing licensed MNOs to deploy BTSs and associated infrastructure to provide telecoms services to the unserved clusters (as in 3.0) which will deliver one or all of the following:

(a) **Services**

- i. Voice
- ii. Value Added Services (VAS)
- iii. Data
- iv. Mobile Broadband

(b) **Energy Solution:**

The infrastructure deployed are to be powered by renewable energy, like; solar, wind etc.

Note I:

Applicants are encouraged to utilize sustainable techniques and technologies that will minimize operational expenditure (OPEX) and negative impact on the environment. Minimizing OPEX would benefit the subsidy-winning operator, as the BTS will be owned and run by that operator. Technologies that have been certified to be environmentally safe and effective will be ranked higher accordingly.

5. Scope of Work

- 5.1. Survey, design and deploy BTS and other associated infrastructure to cover each of the targeted area 100% and provide multiple services (as given in 4. a. above) for a period of 2 years or less.

- 5.2. Deploy a power solution that will sustain the network in each selected cluster (as given in 4. b. above).

6. Subsidy

In consideration of the above, successful operators shall be supported with incentives in form of subsidy on an ‘Output Based Assistance’ (OBA) model to deploy BTS and other associated infrastructure to the identified locations across the country.

7. Financial Capacity

An applicant must satisfy the Fund that it has sufficient financial capacity for this project by providing a bank statement of account for the last one year and a letter from a reputable bank confirming financial support, may be included as additional proof of financial support and capability.

8. Eligibility Criteria

As this project is intended to extend mobile coverage to areas currently left unserved, proponents applying for it MUST meet all of the following conditions:

8.1. Mandatory/ Specific Conditions

An existing MNO with proven subscriber base **OR** a consortium of licensed in partnership with an existing licensed MNOs, considering that they are expected to expand services to unserved areas.

8.2. General Conditions

All proposals must comply with the requirements of Public Procurement Laws of South Sudan and must attach the following:

- i. evidence of incorporation with Registrar of Companies and must enclose Certificate of Incorporation and business operation license;
- ii. submit Memorandum and Articles of Association of their Company, which must show that the company has ICT/ telecom related activities as part of its objectives;
- iii. three-year Tax Clearance Certificates (2017, 2018 and 2019);
- iv. verifiable evidence of financial capacity to execute the project;
- v. company profile and organizational structure, including names and resume of key personnel and technical staff;
- vi. evidence of compliance with Universal Service Obligation, including formal evidence of remittances of USAF contribution to the Fund; and

- vii. a sworn affidavit that the firm is not bankrupt, in receivership or under liquidation or involved in any litigation which can potentially affect the company's ability to conclusively participate in this engagement.

9. Compliance with the LAW

In implementing the project, an applicant shall be required to comply with the operator's license as stipulated by the National Communication Authority, all laws of South Sudan applicable to this project at all times and the contract agreement and authorization.

10. Pre-Application Meeting

Potential applicants are encouraged to study this document and submit any questions/clarifications that they might require.

All applicants are to note that a pre-application meeting will be held to highlight the pilot project and to answer questions as follows:

Date: 12th November 2020

Venue: USAF Secretariat

Time: 11:00 am (GMT +3)

Minutes of the pre-application meeting would be issued within five work-days after the meeting.

11. Submission of Application

- a. Qualified companies wishing to apply for this project must purchase a copy of the **RfP DOCUMENT** from the Finance and Procurement Department, at the Fund Secretariat by payment of a non-refundable application fee of **one hundred thousand South Sudanese Pounds** (100,000 SSP) only, which must be payable through the Cooperative Bank of South Sudan and in favor of "Universal Services and Access Funds". **The payment/ transaction receipt should be submitted to the Office of the Secretary General.**
- b. The proponent shall prepare three copies each of the Technical and Financial Proposals, clearly marking the first copy "Original Proposal" the 2nd and 3rd copies as "Copy of Proposal".

The technical proposal shall contain among others the potential technologies and energy solutions to be deployed and the financial proposal shall include the geo-market analysis particularly the projected revenue pattern and the duration for break-even point.

Each application package shall be clearly marked with the following information:

- Technical Proposal marked ‘USAF /TP /TA x/ BTS /2020-2021 /TECHNICAL at the top right hand corner.
 - Financial Proposal’ USAF /TP /TA x /BTS /2020 – 2021 /FINANCIAL at the top right hand corner.
 - Name of proponent.
 - Contact name, phone number and e-mail address.
- c. The proponent shall also prepare one electronic copy of the Technical Proposal and Financial Proposal (in USB in a format readable by Microsoft Office application).
- d. **A copy of the application fee receipt endorsed by the Procurement Officer MUST be submitted in a separate envelope and marked AF /BTS**
- e. All copies of the proposals shall be clearly marked with the name of the proponent and duly signed by its authorized representative. In the event of any discrepancy between copies, the original shall govern. The original and all copies of the proposal shall be packaged together in a single box or container, which shall be sealed.

Note II:

Proposals that do not comply with this section may be rejected.

All application documents must be hand delivered and should reach the office of the undersigned on or before Sunday, 22nd November 2020 by 4:59 PM (GMT +3), addressed to:

**The Secretary General,
Universal Service and Access Fund (USAF) or the Fund Secretariat
Block No, EV, Plot No. 1-6 Market street,
Juba.**

Note III:

Failure to comply with the application instructions shall lead to disqualification.

12. Disclaimer

- i. Late submissions shall be rejected.
- ii. The Fund will not compensate any applicant for lack of understanding of the scope and lack of competence in preparing this application.
- iii. The Fund will not be responsible for any cost or expenses incurred by any interested party in connection with any response to an inquiry nor shall it entitle any party submitting documents to claim any indemnity from the Fund.

- iv. The Fund is not bound to shortlist any applicant and reserves the right to annul the application process at any time without incurring any liabilities and assigning any reason thereof.
- v. This advertisement is published for information purposes only and should not be construed as a commitment or obligation on the part of the Fund to award a contract.

For further clarification on this advertisement, please email: info@usaf.gov.ss with a blind copy to sg@usaf.gov.ss

Sign:



09/11/2020

Eng. **Lemi** Isaac Yoseke

The Secretary General,

Universal Service and Access Fund (USAF) Secretariat.

Block No, EV, Plot No. 1-6 Market street, Juba.