



THE DIGITAL MALAWI PROGRAM PHASE I: DIGITAL FOUNDATIONS PROJECT

PROJECT NUMBER: P160533

Procurement of: Rural Broadband Connectivity

RFB No.: MW-PPPC-205232-NC-RFB

Responses to Queries

S.R. No.	Tender Clause No	Tender Page Number	Query	Response
1	Part II- Employer Requirement - 1 Preamble	64	Does the Supplier have to manage sites for 10 years?	If their bid is successful, the supplier will enter into a 10-year contract with the PPPC to deliver on the terms of the contract. The contract is meant to define the terms and conditions of the subsidy. The property will be owned, managed and operated by the successful bidder based on the terms of the contract.

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2	SEC VI - Clause 3 - Technical Evaluation Criteria	66	Is there any set standard PPPC has for Tower Specifications	Please refer to Section IV, Para 3. Technical Responsiveness and Compliance Sheets, Sub-para Technical Evaluation and look at row (2)(a) - (c) in the table. Here, the bid provides the minimum specification, but the bidder is required to respond with the full design and specifications which they intend to use for each tower.
3	SEC VI - Clause 3 - Technical Evaluation Criteria	66	Does PPPC has a wind load specification for the Tower or would PPPC like Service Provider to do the design for the same	The bidder is required to determine this parameter, making their own assumptions and calculations
4	SEC VI - Clause 3 - Employers Requirement - Technical Evaluation Criteria- Clause 3c	67	Will PPPC assist to get relevant license to install and operation Tower infrastructure as well supply 3G and 4G service to users?	No, the bidder is responsible for licensing obligations.
5	SEC VI - Clause 3 - Technical Evaluation Criteria	67	What licenses are requirement from MACRA for above and charges for same	Licences that authorise the bidder to build and operate the infrastructure that is the subject of this bid.
6	SEC VI - Clause 3 - Employers Requirement - Technical Evaluation Criteria- Clause 3c	67	Will MACRA issue spectrum of 5MHz or more for this Project? Is 800MHz or 900MHz available?	The bidders are advised to approach MACRA directly about this question
7	SEC VI - Clause 3 - Employers Requirement - Technical Evaluation Criteria- Clause 3c	67	What will be the spectrum cost for above for 10 years?	The bidders are advised to approach MACRA directly about this question

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8	SEC VI - Clause 3 - Technical Evaluation Criteria	67	Can service be 3G and 4G as pure broadband only? Without Voice?	The voice service is a requirement
9	SEC VI - Clause 3 - Employers Requirement - Technical Evaluation Criteria- Clause 3c	67	<p>1.Can you share who will be commercialising the infrastructure and services in Malawi</p> <p>2. Whose network will be used for backhauling the 2G/3G/4G network, can bandwidth can be secured from any ISP in Malawi</p> <p>3. How does the subscriber access services, does the new network needs to be integrated with one of the existing licences for Voice and Data</p> <p>4. We are system Integrator and we do not own any Voice and Data network in MALAWI.</p> <p>5. 3G & 4G needs RNC and EPC to provide the services which are moslty with MNOs. How this will be addressed?</p>	The bidder is required to undertake the provision of backhaul, and the provision of end-user services (voice and broadband).
10	SEC VI - Clause 3 - Employers Requirement - Technical Evaluation Criteria- Clause 3c	67	<p>1. How do the services become commercialised -</p> <p>2. Does it have to be integrated with Existing Mobile or ISP networks to sell these services.</p> <p>3. Will the Revenue collected for services from users go to supplier?</p>	The service is to be provided as part of the regular commercial operations of the bidder.

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11	SEC VI - Clause 3 - Employers Requirement - Technical Evaluation Criteria- Clause B1	67	RFP also reads delivery of 5 Mbps of Bandwidth to be delivered to schools Cost of BW of 5Mbps of School will it be part of cost submitted for tender- 1. Please confirm who will be paying for this service for 10 Years, 2. OR will it be part of the RFP Funds which have been allocated for the RFP and will be paid to the successful bidder.	The PPPC as the contracting party, responsible for the costs
12	Part II- Employer Requirement - Table 3	70	Table 3- Power Supply - For 4 Sites with ESCOM Supply, how much power Backup time we need to maintain	The bidder is required to make arrangements for the supply of electricity and a backup power system for the site to cover the anticipated load.
13	Part II- Employer Requirement - Clause 2c	80	1. What is customer preference for backup generator or Solar or Both. 2. Can you also confirm the Annual Availability of the Main Grid in percentage,	The bidder will be the owner of the whole infrastructure. Therefore, the design decisions, subject to the applicable standards, will be for the bidder. The outcome that the project seeks is a high level of availability and service levels that are in compliance with MACRA's QoS requirements. The bidder is required to familiarise themselves with MACRA's QoS regime in this regard. The bidder is expected to find information about the Annual Availability from the electricity grid operators.

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14	Environmental and Social Management plan - Clause 3.2	136	Point 3.2 - Which sites need to be provisioned with a GENERATOR	The bid requires that, in the case of sites for which connecting to the grid is not feasible, the bidder must provide an off-grid solution. The inclusion of a generator could be one of the design solutions, among several options, made by the bidder, but it is not mandatory.
15	20 X 20 mentioned on Page 136 - Clause 3.2 15 X 15 Mentioned in the SEC VI - Clause 3 - Technical Evaluation Criteria	136	Do we need to get a site with dimensions 15X15 or 20X20 as there are two different specifications in the Tender Document	The minimum expected is 15m x 15m as this is the size that would typically accommodate a site with passive sharing. The bidder shall decide on the size of the plot required. There is a typo under A2. Terms of Reference that where the dimensions if capture as 15x125m - please ignore that. The minimum requirement is 15 metres by 15 metres.
16	Environmental and Social Management plan - Clause 3.4	137	Can you share the responsibility matrix for land acquisition	The land acquisition is the full responsibility of the bidder.