

Africa Connect 4

UbuntuNet Network 4 Link Upgrades and Extensions (Phase I and II)

Provision of Connectivity Services Tender

Volume 3 - Invitation to Submit Outline Proposals (ITSOP)

Guidance Notes for Bidders

- 1) This “Invitation to Submit Outline Proposals (ITSOP)” is Volume 3 of a set of 4 (1 to 4), comprising the Descriptive Document relating to this competitive dialogue procurement exercise. Before completing this ITSOP, Bidders should familiarise themselves with the procurement process described in Volume 1, “Information for Bidders”.
- 2) Please return a completed version, by answering the questions in this set of ITT, and all correspondence through the e-procurement portal <https://s2c.mercell.com>
- 3) “Bidder” means the legal entity seeking to be invited to the next stage of the procurement process and responsible for the information provided.
- 4) Bidders must ensure that all questions are completed accurately and concisely in the format, requested, and in accordance with the Requirements. Failure to do so may result in a Bidder’s submission being disqualified. If the question does not apply, the Bidder must state ‘N/A’ and provide an explanation.
- 5) Where a “Yes” or “No” answer is required, Bidders shall mark the relevant checkbox so as not to create ambiguity for evaluators. Bidders may seek clarifications via the e-procurement portal <https://s2c.mercell.com> or e-mail procure@ubuntunet.net before submitting their response.
- 6) Information must be entered into the appropriate answer boxes except where additional documentation is required or specifically requested.
- 7) Any additional Appendices in response to the questions should be numbered clearly and listed as part of the Bidder’s declaration.
- 8) Bidders should not alter any questions set out in the ITSOP in their response. Amended questions will not be evaluated and a score of zero will be applied.
- 9) *Bidders may suggest how a question can be improved or augmented to support a better response in the comments (Annex 3) provided at the end of this Volume 3.*
- 10) Bidders should not cross-reference their answer to one question in their answer to another, even where there is commonality.

INTRODUCTION

12) The overall objective of the AfricaConnect project is to contribute to the reduction of poverty and the digital divide by harnessing the potential of Information and Communication Technologies (ICTs) for sustainable development in Africa. The project seeks to do this through facilitating the creation, development and use of regional education and research communication networks and high-capacity Internet connectivity with a gateway to global research collaboration.

13) This EC / UA funded project will improve connectivity, specifically in those countries in Eastern and Southern Africa whose National Research and Education Networks (NRENs) are members of UbuntuNet Alliance and are technically and legally ready. The action will consolidate, upgrade and extend UbuntuNet Network 3, the regional research and education network – building in resilience and extending its reach to new countries in the region. This action will also target those countries in the region that are not yet members of UbuntuNet Alliance and work with them to join the Alliance and connect to the network.

14) The project also aims to increase intra-regional and international communication and collaboration between research centres and universities, including the increased use of online applications for research cooperation. To this end, the capacity being sought under this tender exercise will support the use of the regional networks for **non-commercial** e-applications by end users (students, researchers, doctors), including video conferencing infrastructure. To ensure sustainability, the action will be accompanied by capacity building activities with the aim of transferring the necessary managerial, technical and operational skills required to run and operate NRENs and associated research and education applications. UbuntuNet Alliance, with the support of the EU, will also work towards increasing political dialogue to raise political and financial support for connectivity issues for research and education communities, and among funding organisations and national governments.

15) By facilitating access to educational and research resources and enabling research collaboration, AfricaConnect4 aims to support the digital transformation of those sectors and digital skills development.

16) The Action is being managed through three different grant contracts which all contribute to the implementation of a coherent action composed of common work packages. UbuntuNet Alliance is the implementing partner in Africa for Cluster 1 that covers Eastern and Southern Africa.

17) The Overall Objective of this action is to increase African Research and Education (R&E) communities' access to and use of information and communications technology and to enhance scientific cooperation to address global challenges

18) For Cluster 1, the Specific Objectives are to

- Enhance the delivery capacity and the financial and institutional sustainability of the UbuntuNet Alliance and its member National Research and Education Networks (NRENs) in East and Southern Africa.
- Ensure Southern and East African R&E communities' access to affordable, reliable, high-speed connectivity infrastructure and connection to the global R&E community;
- Strengthen the delivery of over-the-network services by UbuntuNet Alliance and its member NRENs to R&E communities, with particular focus on supporting e-learning and climate change science and related disciplines.

19) To realise these objectives, this tender is for the provision of point-to-point connectivity services to support the transition from UbuntuNet Network 3 infrastructure to UbuntuNet Network 4 as detailed in the Annexes. UbuntuNet Alliance, therefore, has an immediate need to upgrade and extend UbuntuNet Network 3 under long-term IRU arrangements with higher capacity links (10/40/80/100 Gbps) as they become affordable through this tender proceeding.

SCOPE

20) The aim of this tender exercise is to establish one or more contracts for the provision of point to point connectivity services under IRU basis as detailed in Annex 1, for use within UbuntuNet Alliance's research network in Eastern and Southern Africa and to Europe.

21) The winning bidder(s) will demonstrate their ability and capability to provide point to point connectivity services including support and deployment within the region.

TECHNICAL EVALUATION CRITERIA

22) Bidders' responses to the questions in Volume 3 shall be evaluated in accordance with the Evaluation Criteria published in this section. Bidders must confirm their compliance with all parts of the ITSOP identified as "mandatory". Non-compliance with any mandatory requirement will result in rejection. However, where a requirement is not identified as "mandatory", Bidders must clearly identify and explain any non-compliance. Such explanations may be considered and may result in the amendment of the relevant specifications in the Invitation to Submit Final Bids (ITSFB).

For purposes of the technical evaluation, a Lot represents the complete end-to-end path specified in Annex 1, while a Sub-lot represents a defined segment of that path. Bidders may propose a solution for a complete Lot and/or for one or more Sublots, as applicable to the infrastructure and capacity that they are able to provide. Each proposed Lot and/or Sub-lot shall be evaluated against the applicable technical requirements set out in this Volume.

Where a Bidder proposes a complete Lot, the Bidder shall demonstrate compliance with the technical requirements across the complete end-to-end path. Where a Bidder proposes only a Sub-lot, the Bidder shall demonstrate compliance across the complete segment offered, including the proposed A-end and B-end/interconnection or demarcation points and the arrangements required to interconnect that segment with adjacent segments forming the complete path.

23) UbuntuNet Alliance reserves the right to reject offers that do not meet the minimum standards of the project, where stated. The minimum requirements shall apply, as relevant, to each complete Lot and/or Sub-lot offered. A Bidder shall clearly identify the Lot(s) and/or Sub-lot(s) to which each technical response relates and shall provide sufficient supporting evidence to enable UbuntuNet Alliance to establish the technical, operational and commercial feasibility of the proposed solution.

24) Each response will be evaluated to establish the extent to which it meets the Project's requirements according to the scoring criteria presented in Table 5. Evaluation shall consider the completeness, clarity, technical feasibility, deliverability and supporting evidence provided for each Lot and/or Sub-lot offered.

25) UbuntuNet Alliance reserves the right to consider answers to one question where it may support the evaluation of another. Notwithstanding this provision, Bidders should provide sufficient information and evidence under each applicable technical question to permit the proposed Lot and/or Sub-lot to be evaluated independently and objectively.

26) UbuntuNet Alliance shall evaluate the responses to the questions set out in this tender in accordance with the Technical Evaluation criteria set out in Table 6. The six criteria—Solution Design, Ownership of Infrastructure,

End-to-End Visibility, Service Levels and Service Credits, Service Operations, and Commissioning and Acceptance (Implementation)—shall apply to each complete Lot and/or Sub-lot offered, as relevant.

For each Lot and/or Sub-lot, Bidders shall clearly identify the proposed route, infrastructure, technology, ownership arrangements, third-party dependencies, interconnection/demarcation points, monitoring arrangements, applicable service levels, operational support arrangements and implementation methodology.

27) Comments will be recorded alongside the score for each question to highlight key points justifying the score allocated. The evaluation record shall identify the applicable Lot and/or Sub-lot and record the extent to which the evidence submitted demonstrates compliance with each criterion.

28) Bidders may submit offers for complete Lots and/or defined Sub-lots simultaneously. Each offer shall identify its endpoints, mandatory drops, bandwidth, infrastructure, demarcation points and separate pricing. Bidders shall state whether offers are independently available, mutually exclusive or conditional on a package. Any agreed refinement of the service scopes during dialogue shall be communicated equally to the relevant participating Bidders before final bids.

29) For each Lot, UbuntuNet Alliance shall identify all technically compliant configurations capable of delivering the complete end-to-end requirement for that Lot. A configuration may consist of (i) one compliant complete-Lot offer from a single Bidder, or (ii) a combination of compliant Sub-lot offers from one or more Bidders which together provide the complete end-to-end requirement. Each such configuration shall be evaluated and compared on the same service scope, bandwidth, IRU period and evaluation basis. Sub-lots shall not be ranked or awarded independently merely on the basis of their individual score.

30) For each complete-route and/ or subplot configuration, technical assessment shall use the six criteria and weights in Table 6. Each constituent segment must attain the weighted technical threshold of 60%. For a combination, the score for each criterion shall be the lowest constituent segment score for that criterion, and the same weights shall be applied to calculate the combined technical percentage. The combination must also attain 60% and demonstrate compatible handovers, full service coverage, end-to-end monitoring, agreed fault responsibilities and coordinated commissioning and acceptance. This aggregation rule applies to combinations from one or several suppliers.

31) A Bidder must achieve a minimum score of 60% from the technical evaluation, to progress to the Financial Evaluation. The technical evaluation shall therefore determine whether each proposed solution provides sufficient technical merit and supporting evidence for the complete Lot and/or Sub-lot offered.

Table 5 Scoring Descriptions

Score	Criteria	Judgement
5	Response provides a clear and comprehensive solution to the UbuntuNet Alliance's requirements, which is supported by evidence (where relevant) and which presents no concerns in relation to deliverability and/or performance and/or transfer of risk to the UbuntuNet Alliance.	Fully meets the stated requirements
3	Response provides a clear and comprehensive solution to the UbuntuNet Alliance's requirements but there are minor deficiencies in the evidence provided (where relevant) and minor concerns in relation to deliverability and/or performance and/or transfer of risk to the UbuntuNet Alliance	Minor Reservations
1	Response provides a solution to the UbuntuNet Alliance's requirements but there are major deficiencies in the evidence provided (where relevant) and major concerns in relation to deliverability and/or	Significant Reservations

	performance and/or transfer of risk to the UbuntuNet Alliance.	
0	The response does not meet requirements.	Not Answered / Unacceptable

Table 6 – Technical Evaluation Criteria and Weightings

Evaluation Criteria	Main weighting	Sub-Weighting	Number	Stated requirement	Score guidance
Quality - Technical Merit	40%	25%	Q1	Solution Design	Score 0-5
		20%	Q2	Ownership of the Infrastructure	Score 0-5
15%		Q3	End to End Visibility	Score 0-5	
Quality – Services		5%	Q4	Service Levels & Service Credits	Score 0-5
		20%	Q5	Service Operations	Score 0-5
		15%	Q6	Commissioning and Acceptance (Implementation)	Score 0-5
		100%		Total Score	0-30

FINANCIAL EVALUATION CRITERIA AND AWARDS

32) The financial evaluation shall be carried according to the scoring criteria and weights presented in Table 7

33) Financial assessment shall aggregate all necessary upfront acquisition charges (IRU) and all recurring charges (O&M) over ten years, including installation, access, interconnections, non-recoverable taxes and contractual escalation. Costs shall be counted once. Total Cost of Ownership shall be the sum of upfront and ten-year recurring costs.

34) As the upfront IRU acquisition is funded separately from UbuntuNet's operating budget, the financial evaluation will assess both (i) overall life-cycle value for money and (ii) long-term operational sustainability. Bidders offering materially lower recurring operating costs without an unreasonable increase in the IRU acquisition price may receive a more favourable financial evaluation.

35) The scoring formula: Technical score T is the weighted percentage calculated using Table 6. The qualifying threshold is $T \geq 60\%$. Financial score $F = 40 \times (\text{lowest eligible upfront cost} / \text{configuration upfront cost}) + 60 \times (\text{lowest eligible ten-year recurring cost} / \text{configuration ten-year recurring cost})$. Overall score $S = 0.40T + 0.60F$.

36) For each Lot, the technically compliant complete-route configuration achieving the highest Overall Score (S) shall be recommended for award, subject to the approved funding for that Lot and any applicable diversity requirements. Where the selected configuration consists of multiple Sub-lots, the relevant Sub-lot contracts shall together constitute the award solution for that Lot.

37) UbuntuNet Alliance may award all Lots, selected Lots, coordinated Sub-lot contracts or no contracts. Award is subject to technical compliance, the published evaluation methodology and

approved funding. No Lot's allocation shall be transferred to another Lot during evaluation and award under this approach.

38) A Lot and/or subplot may remain unawarded where no compliant complete configuration is available, all suitable configurations exceed the approved affordability limits, mandatory diversity or implementation requirements cannot be met, or approved funding becomes unavailable. UbuntuNet Alliance shall record and communicate the material reason for non-award. For example, A preferred Lot 1 offer shall not justify withholding Lot 2's allocation to finance an over-budget Lot 1 award.

39) Sub-lot contracts may be awarded together to form the selected complete route. A stand-alone partial award must have an expressly identified operational purpose and scope; a disconnected segment shall not be awarded solely because it scored well.

Table 7 – Financial Evaluation Criteria and Weightings

Main weighting	Sub-Weighting	Component	Scoring
60%	40%	Upfront IRU Cost	$(40 \times \text{Lowest Bidder IRU}) / \text{Bidder IRU}$
	60%	Residual O&M	$(60 \times \text{Lowest Bidder O\&M}) / \text{Bidder O\&M}$
	100%	Total	Maximum 100

CONTRACTUAL CLAUSES

40) The Master Service Agreement (MSA) contains the terms and conditions that will govern the connectivity services contracts. The MSA will be used for contracting with the winning Bidder(s) once the procurement process is completed.

41) The MSA published here as Volume 4, has been used and accepted by the market in several tender procedures by the Alliance in the last 8 years.

42) Bidders should provide a light touch review of the contract terms and conditions to enable convergence to an agreement acceptable to all parties and that meets the Alliance's requirements and protects its investment.

43) Contractual elements are NOT scored. This dialogue stage provides the only opportunity to discuss the contract terms and ensure clarity before final bids are invited.

44) Bidders must read the MSA and provide feedback, if any, as part of their response to the ITSOP to enable issues associated with the terms and conditions of the MSA to be conclusively addressed during the dialogue phase.

DEADLINE FOR SUBMISSIONS

45) Bidders are required to submit their responses to the requirements set out in the ITSOP through the e-procurement portal <https://s2c.mercell.com> by the **3rd of December 2026**

CONTEXT TO THE REQUIREMENTS AND THE NETWORK AS IT IS TODAY

46) UbuntuNet Alliance's requirement is to procure international point to point connectivity to connect the UbuntuNet Alliance PoPs serving its various NRENS as set out in the link requirements table in Annex 1.

47) UbuntuNet Alliance is seeking commercial terms for 10 years on an IRU basis that capitalises on the EC funding at the start of the contract term and recognises the need for the Alliance's service offerings to remain competitive to its members throughout the life of any agreement. In summary the requirements are connectivity services at either 10Gbps, 20Gbps, 40Gbps, 80Gbps or 100Gbps as detailed in Annex 1.

48) Bidders must respond to this ITSOP with solutions to support the requirements. To this end Bidders are free to provide pricing in order to ensure that such offers can be formally captured in the contractual documents should the Alliance be in a position to consider.

49) The UbuntuNet Network 3 (Figure 2) is supported through contracts awarded to various providers throughout the region following a number of competitive tender exercises that were conducted in accordance with competitive procurement processes:

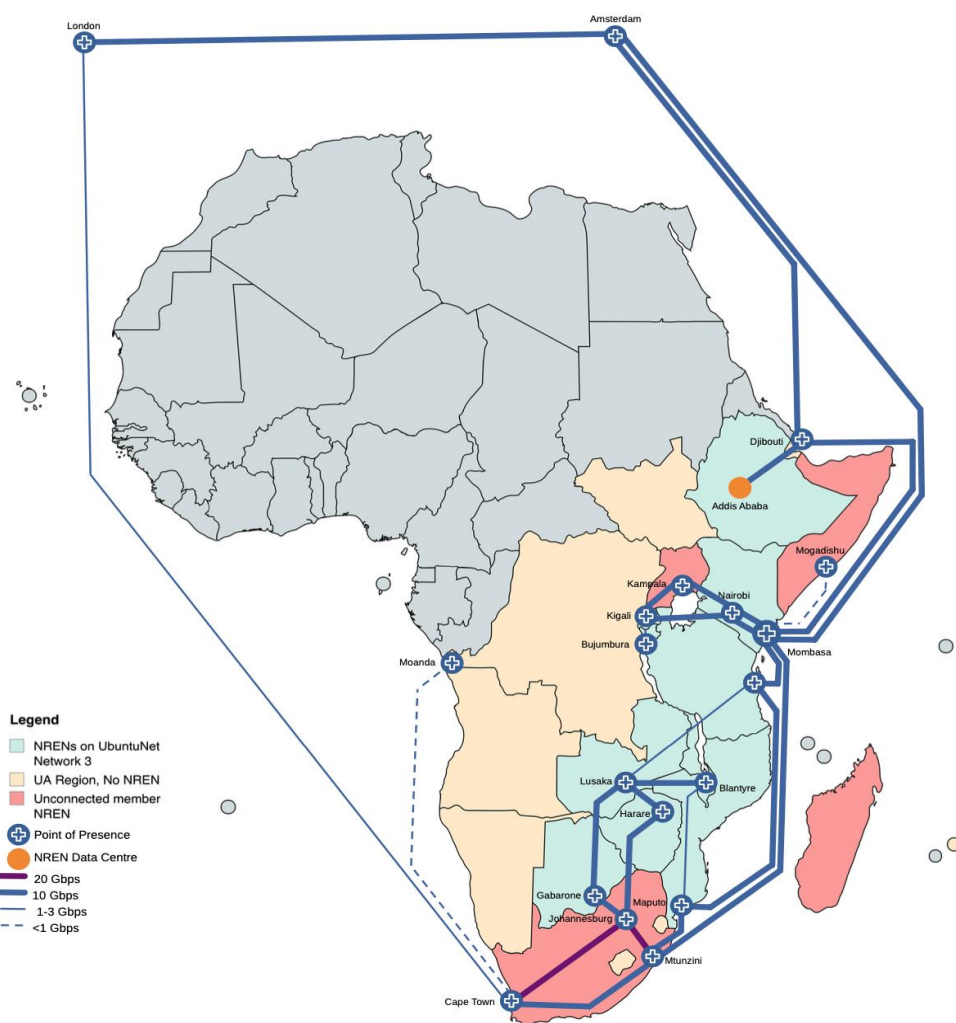


Figure 2 - UbuntuNet Network 3.

50) In order to comprehensively address the requirement as stated, Bidders will need to consider a number of features and aspects to achieve maximum marks. Guidance to help inform your response is set out within the questions. In structuring your response to the stated requirement, you should consider and address all the relevant features that *collectively* comprise the requirement.

TECHNICAL PROPOSAL

Q1 – Solution Design	Award Criteria: Technical Merit
Requirement: UbuntuNet Alliance require a clear, reliable and robust technical solution for the delivery of the required capacity services.	
Bidders should, in order to fully meet the stated requirement, provide information in respect of the network approach and technology platform used (i.e. the configuration and ownership of the equipment and infrastructure used), that the Bidder will use to deliver the service for the proposed (Lot and/or Sublot). <i>A proper response should include a straight line diagram showing the proposed Lot and/or Sublot circuit topology, and demonstrating how the solution will support the reliable and error-free transport of data between equipment owned and operated by UbuntuNet Alliance and its NREN stakeholders - this should be sufficiently detailed to allow the project team to confirm, as part of the evaluation of bids, that the proposal offers a complete, resilient and effective means of meeting the requirement for capacity services. Full marks will be given where Bidders address the requirement as stated and are able to demonstrate that any equipment they deploy will fail gracefully and minimise the risk to UbuntuNet Alliance of any potential loss of service due to Bidder's equipment failing.</i> <i>Please enter your response in the box below</i>	
Click here to enter text.	

Q2 – Ownership of the Infrastructure	Award Criteria: Technical Merit
Requirement: UbuntuNet Alliance require a capacity solution that is ready for deployment	
Bidders should be able to demonstrate that the capacity being proposed for (Lot and/or Sublot) is ready for service, and will have minimal impact commercially or operationally on existing UbuntuNet Alliance services. <i>You should indicate the ownership characteristics (including any 3rd parties) of all components of the proposed links, noting that our ideal solution will use the Bidder's own infrastructure with little or no resource to 3rd party resold fibre, thus scoring higher. If third party infrastructure is being used to support your response then a complete response will show that all due diligence has been carried out in respect of service demarcations, particularly in respect of commercial arrangements between the Bidder and any 3rd party infrastructure owner in respect or connectivity to the demarcation point. The response will address the issue of all required cross connects, 3rd party access requirements, and / or housing requirements for any additional hardware that may be required for a specific route or router configuration. Responses to the requirement that cannot prove the commercial and operational readiness of the proposed solution will not score full marks.</i> <i>Please enter your response in the box below</i>	
Click here to enter text.	

Q3 – End to End Visibility	Award Criteria: Technical Merit
Requirement: UbuntuNet Alliance require proactive monitoring of the capacity services from the Provider who should have a holistic view of the link being provided.	
Bidders should support their response to the requirement with information that evidences the visibility they have in respect of the proposed links (Lot and/or Sublot) and how they actively monitor their network to support Customers. <i>Responses that include a clear description of the circuit monitoring procedures and out of band access facilities are desirable in terms of supporting your response to the stated requirement. Better responses will include a clear description regarding the visibility of the link from end to end, and details of the controls that the Bidder has in terms of triggering remedial action in the event of a service affecting issue / outage.</i> <i>Please enter your response in the box below</i>	
Click here to enter text.	

Q4 – Service Levels and Service Credits			Award Criteria: Services			
Requirement - Bidders should state the performance metric that they are able to meet per SLA criteria in the table below						
#	KPI – Key Performance Indicator Parameter	Ideal Service Level target <i>preferred</i> by Customer	Actual Service Level Target <i>offered</i> by Bidder	Ideal Service Credit <i>preferred</i> by the Customer	Actual Service Credit <i>Offered</i> if metric Breached	Sub - Weighting
4.1	<u>Availability</u> (monthly) – Circuits	99.99%		10% of equivalent MRC (calculated from contract TCO) per day capped to a max value of 100% of the equivalent MRC		60%
4.2	Mean Time to Repair (MTTR)	8 hours				30%
4.3	Service Delivery Guarantee	30 days				10%

Q5 – Service Operations	Award Criteria: Services
Requirement: UbuntuNet Alliance require 24(hours)*7(days)*365(days of year) access to effective support services for the proposed capacity	
Bidders should provide a response to the stated requirement that evidences their support function, including the Bidder's operational service desk facilities that will be used to support the proposed capacity service. <i>Responses that describe the service management tools that are used for visibility and verification of Bidders' SLA commitment values will be beneficial in supporting your response to the stated requirement. To support your response, a description of the fault reporting and escalation procedures should also be included – a sufficient response is a manual setting out your help desk</i>	

procedures and/or a detailed description of the process, noting that proactive notifications of service affecting issues detected and reported you the provider will score higher marks than a reactive model that solely relies on the Customer reporting the faults.

Where your support service relies on 3rd parties, you should explain how these are managed and incentivized to ensure the appropriate level of service to the end client. Better responses will include a description of the support structures in place to support the infrastructure (i.e. in-house spares, third-party support contract);

Please enter your response in the box below

[Click here to enter text.](#)

Q6 – Implementation	Award Criteria – Services
Requirement – UbuntuNet Alliance require a committed delivery date underwritten by an effective “Bring into service” Commissioning and Acceptance Testing regime	
Bidders should provide a comprehensive response to the stated requirement that evidences their ability to deliver and implement the capacity service on time and according to budget. <i>Responses should include the overall lead time in elapsed calendar days, noting that lead times of less than six weeks from mutual signature are preferred and will score higher than extended lead times. Responses should also be able to address the detailed activities to be undertaken to ensure the supply of equipment and associated services needed to deploy and implement the service – a good response will include any elements to be delivered by sub-contractors (stating what the elements are and who will deliver them), as well as a list of all the responsibilities of the Customer that are associated with the Bidder’s ability to complete the implementation.</i> <i>In addition, a fully compliant response will also describe the standard tests that the Bidder proposes to carry out before the handover of each circuit, ideally demonstrating compliance with ITU-T standard testing procedures.</i> <i>You should indicate if any part of your offer is subject to any due diligence and if so, explain how and when this would be carried out as well as the potential impacts to the qualification of any offer made. If no aspects of your response are subject to due diligence, this must be clearly indicated in your response</i> <i>Please enter your response in the box below</i>	
Click here to enter text.	

ANNEX 1 UBUNTUNET ALLIANCE LINKS REQUIREMENTS

The following table provides all UbuntuNet Alliance links requirement for this connectivity services tender.

Lot	PATH	Possible associated links			Bandwidth options			IRU Period (years)	Notes/ Diversity requirements
		A-End	Drops	B-end					
1	Cape Town-Mtunzini-Maputo-Dar es Salaam-Mombasa-Nairobi (Primary)	(Sub Lot 1a) Cape Town - Internet Solutions, 34 Bree Street, Cape Town	Mtunzini - SEACOM landing station - Mtunzini Cable Station, Old railway station in Mtunzini, South Africa	Nairobi-East Africa Data Centre (EADC), Sameer Park, Mombasa Road, Nairobi, Kenya					
			Maputo - SEACOM landing station, Avenida Marginal, Maputo, Mozambique						
			Dar es Salaam - SEACOM landing station. Plot no. 49, Silver Sands Hotel, Kunduchi Beach, Dar Es Salaam, Tanzania						
			Mombasa- SEACOM landing station Mombasa						
		(Sub Lot 1b) Cape Town - Internet Solutions, 34 Bree Street, Cape Town	None	Mtunzini - SEACOM landing station - Mtunzini Cable Station, Old railway station in Mtunzini, South Africa		40	100	10	
						40	100	10	

		(Sub Lot 1c) Mtunzini - SEACOM landing station - Mtunzini Cable Station, Old railway station in Mtunzini, South Africa	Mombasa- SEACOM landing station Mombasa	Nairobi-East Africa Data Centre (EADC), Sameer Park, Mombasa Road, Nairobi, Kenya		40	100	10	
		(Sub Lot 1d) Mtunzini - SEACOM landing station - Mtunzini Cable Station, Old railway station in Mtunzini, South Africa	Maputo - SEACOM landing station, Avenida Marginal, Maputo, Mozambique	Nairobi-East Africa Data Centre (EADC), Sameer Park, Mombasa Road, Nairobi, Kenya					
			Dar es Salaam - SEACOM landing station. Plot no. 49, Silver Sands Hotel, Kunduchi Beach, Dar Es Salaam, Tanzania						
			Mombasa- SEACOM landing station Mombasa						
						40	100	10	
2	Mtunzini-Maputo-Dar Es Salaam-Mombasa-Nairobi (Secondary)	Mtunzini- SEACOM landing station - Mtunzini Cable Station, Old railway station in Mtunzini, South Africa	Mtunzini - SEACOM landing station - Mtunzini Cable Station, Old railway station in Mtunzini, South Africa	Nairobi-East Africa Data Centre (EADC), Sameer Park, Mombasa Road, Nairobi, Kenya		40	100	10	Must not be on EASSy cable system
			Maputo - SEACOM landing station, Avenida Marginal, Maputo, Mozambique						
			Dar es Salaam - SEACOM landing station.						

			Plot no. 49, Silver Sands Hotel, Kunduchi Beach, Dar Es Salaam, Tanzania						
			Mombasa- SEACOM landing station Mombasa						
3	Dar Es Salaam-Mombasa-Djibouti-Amsterdam	Dar es Salaam - SEACOM landing station. Plot no. 49, Silver Sands Hotel, Kunduchi Beach, Dar Es Salaam, Tanzania	Djibouti - YAC A Cable Landing Station	Amsterdam -s Nikhef, Room H140 Science Park 105, 1098 XG, Amsterdam, Netherlands		40	100	10	Must not be on EASSy cable system
4	Cape Town-Johannesburg-Mtunzini	Cape Town - Internet Solutions, 34 Bree Street, Cape Town	Johannesburg - OADC Isando, 16 Electron Ave, Isando, Kempton Park, 1600, South Africa Rack C01.2 , OADC JNB1	Mtunzini - SEACOM landing station - Mtunzini Cable Station, Old railway station in Mtunzini, South Africa		40	100	10	
5	Mombasa-Amsterdam	Mombasa- SEACOM landing station Mombasa	None	Amsterdam - Nikhef, Room H140 Science Park 105, 1098 XG, Amsterdam, Netherlands		40	100	10	Must not be on SEACOM cable system
6	Nairobi-Kampala-Kigali (primary)	Nairobi-East Africa Data Centre (EADC), Sameer Park, Mombasa Road, Nairobi, Kenya	Rack B021, RAXIO Data Centre, Namunve Industrial Park, Mukono, Uganda	Telecom House, Boulevard de L'Umuganda, Kacyiru, Kigali, Rwanda	20	40	80	10	These two links must not be on the same underlying infrastructure
7	Nairobi- Kigali (secondary)	Nairobi-East Africa Data Centre (EADC), Sameer Park, Mombasa Road, Nairobi,	None	Telecom House, Boulevard de L'Umuganda, Kacyiru, Kigali, Rwanda	20	40	80	10	

		Kenya							
8	Dar es salaam – Nakonde-Lusaka	(Sub Lot 8a) Dar es Salaam - SEACOM landing station. Plot no. 49, Silver Sands Hotel, Kunduchi Beach, Dar Es Salaam, Tanzania	None	The ZAMREN House, Off Kamloops Road, University of Zambia,	10	20	40	10	
		(Sub Lot 8b) Dar es Salaam - SEACOM landing station. Plot no. 49, Silver Sands Hotel, Kunduchi Beach, Dar Es Salaam, Tanzania	None	Nakonde (Interconnect)	10	20	40		
		(Sub Lot 8c) Nakonde (Interconnect)	None	The ZAMREN House, Off Kamloops Road, University of Zambia,	10	20	40		
9	Lusaka-Harare-Johannesburg	(Sub Lot 9a) Lusaka-Lusaka-ZAMREN Cage, Arcades, Lusaka	Harare - Colocation room, 3rd floor TelOne Harare Main Exchange Building, Corner of Sam Nujoma Street & Samora Machel Avenue, Harare.	Johannesburg - OADC Isando, 16 Electron Ave, Isando, Kempton Park, 1600, South Africa	20	40	80	10	
		(Sub Lot 9b) Lusaka-Lusaka-ZAMREN Cage, Arcades, Lusaka	None	Kariba/Victoria falls (Interconnect)	20	40	80		
		(Sub Lot 9c) Kariba/victoria falls(interconnect)	None	Colocation room, 3rd floor TelOne Harare Main Exchange Building, Corner of Sam Nujoma street &	20	40	80		

				Samora Machel Avenue, Harare.					
		(Sub Lot 9d) Lusaka-Lusaka-ZAMREN Cage, Arcades, Lusaka	None	Colocation room , 3rd floor TelOne Harare Main Exchange Building, Corner of Sam Nujoma street & Samora Machel Avenue, Harare.	20	40	80		
		(Sub Lot 9e) Kariba(interconnect)	Harare-Colocation room, 3rd floor TelOne Harare Main Exchange Building, Corner of Sam Nujoma street & Samora Machel Avenue, Harare.	Beit Bridge (Interconnect)	20	40	80		
		(Sub Lot 9f) Beit Bridge (interconnect)	None	Johannesburg - OADC Isando, 16 Electron Ave, Isando, Kempton Park, 1600, South Africa	20	40	80		
		(Sub Lot 9g) Harare-Colocation room, 3rd floor TelOne Harare Main Exchange Building, Corner of Sam Nujoma street & Samora Machel Avenue, Harare.	None	Johannesburg - OADC Isando, 16 Electron Ave, Isando, Kempton Park, 1600, South Africa	20	40	80		
10	Lusaka-Kazungula-Gaborone-Johannesburg	(Sub Lot 10a) The ZAMREN House, Off Kamloops Road, University of Zambia,	None	Kazungula (interconnect)	20	40	80	10	

		(Sub Lot 10b) Ka-zungula(interconnect)	Gaborone- Digital Delta Data Centre (DDDC), Botswana Innovation Hub Science and Technology Park, Block 8, Gaborone.	Johannesburg - OADC Isando, 16 Electron Ave, Isando, Kempton Park, 1600, South Africa	20	40	80		
11	Lusaka-Mchinji-Blantyre	(Sub Lot 11a) Lusaka-Lusaka-ZAMREN Cage, Arcades, Lusaka	None	Mchinji(interconnect)	10	20	40	10	
		(Sub Lot 11b) Mchinji(Interconnect)	None	Blantyre - Malawi Liverpool Welcome Trust Learning and Training Centre, University of Malawi, College of Medicine, Blantyre, Malawi	10	20	40		
12	Blantyre-Kasumulo-Dar es Salaam	(Sub Lot 12a) Dar es Salaam - SEACOM landing station. Plot no. 49, Silver Sands Hotel, Kunduchi Beach, Dar Es Salaam, Tanzania	None	Blantyre - Malawi Liverpool Welcome Trust Learning and Training Centre, University of Malawi, College of Medicine, Blantyre, Malawi	10	20	40	10	
		(Sub Lot 12b) Dar es Salaam - SEACOM landing station. Plot no. 49, Silver Sands Hotel, Kunduchi Beach, Dar Es Salaam, Tanzania	None	Kasumulo(Interconnect)	10	20	40		
		(Sub Lot 12c) Kasumulo(interconnect)	None	Blantyre - Malawi Liverpool Welcome Trust Learning and Training	10	20	40	10	

				Centre, University of Malawi, College of Medicine, Blantyre, Malawi					
13	Kigali-Bujumbura (protected)	Kigali-Telecom House, Boulevard de L'Umuganda, Kacyiru, Kigali, Rwanda	None	Vietel Burundi Data Centre, Bujumbura - Number 51 Boulevard de l'Uprona, Quartier Rohero II, Commune Rohero Bujumbura Marie Burundi		5	10	10	
14	London-Amsterdam	London -Telecity, 8/9 Harbour Exchange Square, London E14 (EQUINIX)	None	Amsterdam - Nikhef, Room H140 Science Park 105, 1098 XG, Amsterdam, Netherlands		40	100	10	
15	Cape Town-London	(Sub Lot 15a) Cape Town	Swakopmund (Location will be identified as part of procurement)	London -Telecity, 8/9 Harbour Exchange Square, London E14 (EQUINIX)		40	100	10	
		(Sub Lot 15b) Cape Town	Luanda (Location will be identified as part of procurement)			40	100	10	
18	Mombasa- Antananarivo	Mombasa- SEACOM landing station Mombasa	None	Antananarive ((Location will be identified as part of procurement)		5	10	10	

ANNEX 2 PRICING

For pricing purposes, Bidders shall use the prescribed **Excel Pricing Template** attached to the tender documents and uploaded to the e-procurement portal.

PRICING NOTES

- For each proposed link (Lot and/or Sub-lot), Bidders shall submit complete pricing for the 10-year Indefeasible Right of Use (IRU), including the upfront IRU cost and detailed quarterly and annual Operations and Maintenance (O&M) charges, using the prescribed Excel Pricing Template.
- Pricing shall be comprehensive and clearly itemised for each Lot and/or Sub-lot offered and shall provide sufficient detail to enable the Total Cost of Ownership (TCO) to be evaluated separately for each proposed Lot and/or Sub-lot over the full 10-year IRU period.

ANNEX 3 COMMENTS AND SUGGESTED IMPROVEMENTS TEMPLATE

Question No	Issue	Suggested Alternative Text / Approach	Importance: High/Med/Low

Add rows as needed.