



# MINISTRY OF COMMUNICATIONS AND DIGITALISATION

## Specific Procurement Notice - Request for Bids Non-Consulting Services



### Procurement of Connectivity Needs to Increase High-Speed Government Connectivity to District Centres, Hospitals, Police Stations and Post Offices in Five Lots

**Employer:**  
**Project:**  
**Contract title:**  
**Country:**  
**Credit No.:**  
**RFB No.:**  
**Issued on:**

**Ministry of Communications and Digitalisation**  
**eTransform Project, Additional Financing**  
**Procurement of Connectivity Needs to Increase High-Speed Government Connectivity to District Centres, Hospitals, Police Stations and Post Offices in Five Lots**  
**The Republic of Ghana**  
**IDA 6741-GH**  
**eTransform/AF/Comp2.2.1 - GH-MOC-244318-NC-RFB**  
**September 27, 2021**

Engineers, Project Manager; Project Engineer, Supervisors.

iii. The contractor shall have offices in Ghana or should furnish an undertaking that in case of being selected and awarded the contract it will set-up an operational office for this E-Government Network Connectivity (GovNet) project in Ghana after award of contract.

#### c) Financial Capacity

i. Minimum average annual turnover of at least US\$30 million (calculated as total certified payments received for contracts in progress or completed within the last five (5) years. Bidders are required to submit audited balance sheets and income statements for the last five (5) years as part of their financial statements.

ii. Demonstrate evidence of the firm's liquidity in the form of cash flow, liquid assets and/or credit lines net of other ongoing commitments at the minimum required amount of US\$2.5 million. In the case of an aggregator this will be from the implementing companies.

#### LOT 2 - MIDDLE SECTOR

##### a. Experience

i. The prospective Bidder should have completed at least two (2) contracts of similar nature within the last five (5) years of at least US\$23.8 Million in value for the Development, Customization, Implementation and Maintenance of Network Connectivity.

ii. For this project, "similar in nature" shall mean "Operation and Maintenance of outside Optical Fibre Cable Network" and/or "offer of managed internet connectivity"

iii. Written Statement from the contractor signed by their authorized

1. The Government of the Republic of Ghana has received financing from the World Bank towards the cost of the eTransform Ghana Project and intends to apply part of the proceeds toward payments under the contract for Government Network Connectivity, to pre-purchase bandwidth for District Centres, Health Centers and other government locations.

2a The Ministry of Communications and Digitalisation now invites sealed Bids from eligible Bidders for Government Network Connectivity. The scope will cover:

- A ten-year Indefeasible Rights of Use (IRU) network capacity to all 260 districts across the country
- A Minimum of 1Gig capacity (or otherwise stated) network presence in each of the 260 districts across the country broken into three lots.
- A total of about 951-identified government agencies across the country within the identified districts.

The breakdown of the lots are as follows:

LOT	Sector	No. of Regions	District Presence	No. of Sites to be Connected
	Government Sector	5	110	264



LOT	Sector	No. of Regions	District Presence	No. of Sites to be Connected
1	Southern Sector	5	110	264
2	Middle Sector	6	95	133
3	Northern Sector	5	55	86
4	Police	16	260	275
5	Ghana Post	16	260	193
<b>Total</b>				<b>951</b>

Bidders can bid for one or more lots. The client may award all lots to the same bidder, if successful, subject to being the most economically advantageous combined bid, i.e., technically compliant bid with the combined lowest price.

- The Winning Bidder for any of lots 1, 2 and 3 is expected to connect the Regional Coordinating Councils, the District Assemblies and the Ministries, Departments and Agencies listed in the given lot with the capacities indicated in the Annexes.
- Points of Presence (PoPs) of the network in the two government service nodes (Data Centers) in Accra and Kumasi
- Operations and maintenance (O&M) costs of the service only up to 31 October 2023 should be included in the bid prices (bearing in mind that the eTransform project ends in October 2023).
- Bidders should provide an estimate of annual O&M costs after that date for the duration of the contract.

#### Qualification of the Bidder

The bidder must have the following qualifications to qualify

#### LOT 1 – SOUTHERN SECTOR

##### a) Experience

- The prospective Bidder should have completed at least two (2) contracts of similar nature within the last five (5) years of at least US\$2.1 million in value for the Development, Customization, Implementation and Maintenance of Network Connectivity.

- For this project, "similar in nature" shall mean "Operation and Maintenance of outside Optical Fibre Cable Network" and/or "offer of managed internet connectivity"

- Written Statement from the contractor signed by their authorized representative that they have at least 5 years of direct experience of planning, engineering, supply and delivery, installation, testing and commissioning and experience in operations and maintenance of optical fibre transmission backbone projects/systems with major telecommunications carriers and/or of operating a managed internet connectivity facility for at least five years.

##### b) Technical Capacity

- The Contractor must have proof (as-built drawings documentation, test reports, datasheet, brochures, etc.) of their existing fibre optic cable network. The contractor should also indicate their route wise breakup for information on number of years in operation.
- The Contractor shall also submit resumes of key personnel to be assigned to the project. These key personnel include the: Professional

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- Written Statement from the contractor signed by their authorized representative that they have at least 5 years of direct experience of planning, engineering, supply and delivery, installation, testing and commissioning and experience in operations and maintenance of optical fibre transmission backbone projects/systems with major telecommunications carriers and/or of operating a managed internet connectivity facility for at least five years.

##### b. Technical Capacity

- The Contractor must have proof (as-built drawings documentation, test reports, datasheet, brochures, etc.) of their existing fibre optic cable network. The contractor should also indicate their route wise breakup for information on number of years in operation.

- The Contractor shall also submit resumes of key personnel to be assigned to the project. These key personnel include the: Professional Engineers, Project Manager, Project Engineer, Supervisors.

- The contractor shall have offices in Ghana or should furnish an undertaking that in case of being selected and awarded the contract it will set-up an operational office for this E-Government Network Connectivity (GovNet) project in Ghana after award of contract.

##### c. Financial Capacity

- Minimum average annual turnover of at least US\$34 million (calculated as total certified payments received for contracts in progress or completed within the last five (5) years. Bidders are required to submit audited balance sheets and income statements for the last five (5) years as part of their financial statements.

- Demonstrate evidence of the firm's liquidity in the form of cash flow, liquid assets and/or credit lines net of other ongoing commitments at the minimum required amount of US\$2.83 million. In the case of an aggregator this will be from the implementing companies.

#### LOT 3 – NORTHERN SECTOR

##### a. Experience

- The prospective Bidder should have completed at least two (2) contracts of similar nature within the last five (5) years of at least US\$25.2 Million in value for the Development, Customization, Implementation and Maintenance of Network Connectivity.

- For this project, "similar in nature" shall mean "Operation and Maintenance of outside Optical Fibre Cable Network" and/or "offer of managed internet connectivity"

- Written Statement from the contractor signed by their authorized representative that they have at least 5 years of direct experience of planning, engineering, supply and delivery, installation, testing and commissioning and experience in operations and maintenance of optical fibre transmission backbone projects/systems with major telecommunications carriers and/or of operating a managed internet connectivity facility for at least five years.



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## b. Technical Capacity

i. The Contractor must have proof (as-built drawings documentation, test reports, datasheet, brochures, etc.) of their existing fibre optic cable network. The contractor should also indicate their route wise breakup for information on number of years in operation.

ii. The Contractor shall also submit resumes of key personnel to be assigned to the project. These key personnel include the: Professional Engineers, Project Manager, Project Engineer, Supervisors.

iii. The contractor shall have offices in Ghana or should furnish an undertaking that in case of being selected and awarded the contract it will set-up an operational office for this E-Government Network Connectivity (GovNet) project in Ghana after award of contract.

## c. Financial Capacity

i. Minimum average annual turnover of at least US\$36 million (calculated as total certified payments received for contracts in progress or completed within the last five (5) years. Bidders are required to submit audited balance sheets and income statements for the last five (5) years as part of their financial statements.

ii. Demonstrate evidence of the firm's liquidity in the form of cash flow, liquid assets and/or credit lines net of other ongoing commitments at the minimum required amount of US\$3 million. In the case of an aggregator this will be from the implementing companies.

## LOT 4 – POLICE STATIONS

### a. Experience

i. The prospective Bidder should have completed at least two (2) contracts of similar nature within the last five (5) years of at least US\$3.5 Million in value for the Development, Customization, Implementation and Maintenance of Network Connectivity.

ii. For this project, "similar in nature" shall mean "Operation and Maintenance of outside Optical Fibre Cable Network" and/or "offer of managed internet connectivity"

iii. Written Statement from the contractor signed by their authorized representative that they have at least 5 years of direct experience of planning, engineering, supply and delivery, installation, testing and commissioning and experience in operations and maintenance of optical fibre transmission backbone projects/systems with major telecommunications carriers and/or of operating a managed internet connectivity facility for at least five years.

## b. Technical Capacity

i. The Contractor must have proof (as-built drawings documentation, test reports, datasheet, brochures, etc.) of their existing fibre optic cable network, which should also indicate their route wise breakup for information on

## b. Technical Capacity

i. The Contractor must have proof (as-built drawings documentation, test reports, datasheet, brochures, etc.) of their existing fibre optic cable network. The contractor should also indicate their route wise breakup for information on number of years in operation.

ii. The Contractor shall also submit resumes of key personnel to be assigned to the project. These key personnel include the: Professional Engineers, Project Manager, Project Engineer, Supervisors.

iii. The contractor shall have offices in Ghana or should furnish an undertaking that in case of being selected and awarded the contract it will set-up an operational office for this E-Government Network Connectivity (GovNet) project in Ghana after award of contract.

## c. Financial Capacity

i. Minimum average annual turnover of at least US\$5 million (calculated as total certified payments received for contracts in progress or completed within the last five (5) years. Bidders are required to submit audited balance sheets and income statements for the last five (5) years as part of their financial statements.

ii. Demonstrate evidence of the firm's liquidity in the form of cash flow, liquid assets and/or credit lines net of other ongoing commitments at the minimum required amount of US\$0.42 million. In the case of an aggregator this will be from the implementing companies.

3. Bidding will be conducted through international competitive procurement using a Request for Bids (RFB) as specified in the World Bank's "Procurement Regulations for IPF Borrowers -" July 2016 Revised November 2017, August 2018 and November 2020, ("Procurement Regulations"), and is open to all eligible Bidders as defined in the Procurement Regulations.

4. Interested eligible Bidders may obtain further information from the address below and inspect the bidding document during office hours 0900 to 1700 hours at the address given below.

5. The bidding document in English may be downloaded or emailed free of charge. Soft copies of the bidding documents are available free of charge online, but hard copies may additionally be purchased by interested eligible Bidders upon the submission of a written application to the address below and upon payment of a non-refundable fee of US\$200 (for foreign bidders) or GHS1,000 (for local bidders). The method of payment will be cash or bank draft in the name of the Ministry of Communications and Digitalisation. The document may be directly downloaded from the website ([www.moc.gov.gh](http://www.moc.gov.gh)) and/or collected at the address given below. The document will be sent by courier upon specific written request and payment of an additional non-refundable amount for US\$150.00 for overseas delivery costs or GHS200.00 for local delivery costs by the bidder.



backbone projects/systems with major telecommunications carriers and/or operating a managed internet connectivity facility for at least five years.

#### b. Technical Capacity

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ii. The Contractor shall also submit resumes of key personnel to be assigned to the project. These key personnel include the: Professional Engineers, Project Manager, Project Engineer, Supervisors.

iii. The contractor shall have offices in Ghana or should furnish an undertaking that in case of being selected and awarded the contract it will set-up an operational office for this E-Government Network Connectivity (GovNet) project in Ghana after award of contract.

#### c. Financial Capacity

i. Minimum average annual turnover of at least US\$5 million (calculated as total certified payments received for contracts in progress or completed within the last five (5) years. Bidders are required to submit audited balance sheets and income statements for the last five (5) years as part of their financial statements.

ii. Demonstrate evidence of the firm's liquidity in the form of cash flow, liquid assets and/or credit lines net of other ongoing commitments at the minimum required amount of US\$0.42 million. In the case of an aggregator this will be from the implementing companies.

### LOT 5- POST OFFICES

#### a. Experience

i. The prospective Bidder should have completed at least two (2) contracts of similar nature within the last five (5) years of at least US\$3.5 Million in value for the Development, Customization, Implementation and Maintenance of Network Connectivity.

ii. For this project, "similar in nature" shall mean "Operation and Maintenance of outside Optical Fibre Cable Network" and/or "offer of managed internet connectivity"

iii. Written Statement from the contractor signed by their authorized representative that they have at least 5 years of direct experience of planning, engineering, supply and delivery, installation, testing and commissioning and experience in operations and maintenance of optical fibre transmission backbone projects/systems with major telecommunications carriers and/or of operating a managed internet connectivity facility for at least five years. In the event that the bidder is an aggregator of network capacity, they would need to provide equivalent documentation from the companies implementing the network.

payment of a non-refundable fee or deposit for tendering in the name (for local bidders). The method of payment will be cash or bank draft in the name of the Ministry of Communications and Digitalisation. The document may be directly downloaded from the website ([www.moc.gov.gh](http://www.moc.gov.gh)) and/or collected at the address given below. The document will be sent by courier upon specific written request and payment of an additional non-refundable amount for US\$150.00 for overseas delivery costs or GHS200.00 for local delivery costs by the bidder.

6. Bids must be delivered to the address below on or before 10:00 a.m. local time on November 23, 2021. Electronic Bidding will be permitted. Late Bids will be rejected. For bid submission, bidders will send submissions to the specified email addresses in the bidding documents (also specified in the Address) with either: (i) the encrypted bid or (ii) password protected documents as an attachment(s). In the case of password protected bids - within one hour after the bid submission deadline bidders must send the password of their password protected bids to the email address specified in the bidding documents.

7. All Bids must be accompanied by the following Bid Securities:

- Lot 1 - One hundred and fifty thousand US Dollars (US\$150,000.00)
- Lot 2 - Two hundred thousand US Dollars (US\$200,000.00)
- Lot 3 - Two hundred and fifty thousand US Dollars (US\$250,000.00)
- Lot 4 - Fifty thousand US Dollars (US\$50,000.00)
- Lot 5 - Fifty thousand US Dollars (US\$50,000.00)

8. More details are provided in the issued Request for Bids. Bids may not be publicly opened in the presence of the Bidders' designated representatives and anyone who chooses to attend at Address below, but Minutes of Bid opening shall be shared with all bidders by email.

9. The addresses for Download and or Purchase and submission of the Bidding Documents referred to above are:

Address for Download and/or Purchase of Bid Documents	Address for Submission of Bid Documents
<p>The Chief Director Attn: The Project Coordinator eTransform Project Rooms 39 Fifth Floor, Ministry of Communications and Digitalisation Office Complex Abdul Djuof Street, near Kofi Annan ICT Centre of Excellence P.O. Box M.38, Ministries, Accra Ghana Digital Address: GA-079-0539 To Email: <a href="mailto:jpu.eforms@moc.gov.gh">jpu.eforms@moc.gov.gh</a></p>	<p>The Chief Director Attn: The Project Coordinator eTransform Project Six Floor Conference Room Ministry of Communications and Digitalisation Office Complex Abdul Djuof Street, near Kofi Annan ICT Centre of Excellence P.O. Box M.38, Ministries, Accra Ghana Digital Address: GA-079-0539</p>
URL: <a href="http://www.moc.gov.gh">www.moc.gov.gh</a>	