

INVITATION FOR BIDS (IFB)

Issuing date of the IFB: May 25, 2018

INTERNATIONAL COMPETITIVE BIDDING

*The Republic of Ghana
Ministry of Communications
e-Transform Project*

e-Government Network Connectivity in Ghana

Credit No IDA 5304-GH

IFB No: eTP/RComp/2.2.3

1. This Invitation for Bids (IFB) follows the General Procurement Notice (GPN) for this project that appeared in UNDB issue No WB5553-11/14 of November 4, 2014.
2. The Government of Ghana has received a Credit from the International Development Association toward the cost of *the e-Transform Ghana Project*, and it intends to apply part of the proceeds of this *credit* to payments under the agreement(s) resulting from this IFB: Service Provider for E-Government Network Connectivity (*GovNet*) *in Ghana on an IRU basis*.

This project will aim to **interconnect** and **secure** government agencies in the country to enable faster communication, easier access to government shared services, integrate functions and simplify processes. Agencies connected to the GovNet through a fiber optic backbone and radio/wireless infrastructure will be able to reap the benefits of lower costs of facilitating security (protection against cybercrime), internet services, faster data transfers for effective government-to-government transactions that comes from being on a common network and the associated lower costs of providing a shared network.

3. The *National Information Technology Agency (NITA)* of the *Ministry of Communications (MoC)* of Ghana will serve as the implementing agency for the project, and now invites sealed bids from eligible Bidders for *the “Service Provider for the E-Government Network Connectivity (GovNet) in Ghana on an IRU basis”* as follows:

Lot 1 Connectivity to District Centers

Lot 2 Last mile Connectivity from District Centers to end-user government facilities

Lot 3 Implementation of a Network Security Operations Centre

To ensure that the work-plan is well distributed through the contractual period taking quality control and timely progress into consideration, the prospective Bidder may propose a “full service model” for connecting all regional and district offices including “last mile connections” for complete network and data connectivity of government entities through

Service Level Agreements (SLA) to ensure better quality of service and high availability. In the event that not all connections are available at the time the network goes live, the bidder shall provide a timetable for completing the missing links.

Bidders may bid for one or more lots. Bids will be evaluated and contract awarded on per lot basis. Bids which do not offer all the items under a selected lot shall be rejected as incomplete, but bidders may compete for one, two or all three lots.

4. Bidding will be conducted using the International Competitive Bidding (ICB) procedures specified in the World Bank's Guidelines: Procurement of Goods, Works, and Non-Consulting Services under IBRD Loans and IDA Credits & Grants January 2011 Revised July 2014 and is open to all Bidders eligible as defined in these Guidelines that meet the following minimum qualification criteria.

a) Experience

(Lot 1)

- (i) The prospective Bidder should have completed at least one (1) contract of similar nature within the last five (5) years of at least USD 2Million in value for the Development, Customization, Implementation and Maintenance of Network Connectivity. In the case of a Joint Venture, the Lead Partner shall have led at least one of the contracts.

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

- (ii) 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.

(Lot 2)

- (i) The prospective Bidder should have completed at least one (1) contract of similar nature within the last three (3) years of at least USD 1Million in value for the Development, Customization, Implementation and Maintenance of Network Connectivity. In the case of a Joint Venture, the Lead Partner shall have led at least one of the contracts.

For this project, "similar in nature" shall mean "Installation of New Facilities and Repair/Maintenance experience for warranty and/or Annual Maintenance contract of Outside Optical Fibre Cable Network" and/or "offer of internet connectivity"

- (ii) Written Statement of the contractor signed by their authorized representative that they have at least 3 years of direct experience on planning, engineering, supply and delivery, installation, testing and commissioning and experience in operations and maintenance of optical fibre transmission, Access and last mile connectivity projects/systems with major telecommunications carriers.

(Lot 3)

- (i) The prospective Bidder should have completed at least one (1) contract of similar nature within the last five (5) years of at least USD 0.5Million in value for the Development, Customization, Implementation and Maintenance of Network security centre project for large size private organisation or national level government organisation. In the case of a Joint Venture, the Lead Partner shall have led at least one of the contracts.

For this project, “similar in nature” shall mean “Installation of New Facilities and Repair/Maintenance of Network security centre” and/or “Operation of a Network Operations Center”.

- (ii) Written Statement of the contractor signed by their authorized representative that they have at least 5 years of direct experience on design, planning, supply and delivery, installation, testing and commissioning and experience in operations and maintenance of Network security centre projects/systems with government or major telecommunications carriers.

b) Technical Capacity

(Lot 1)

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

(Lot 2)

- (i) The Contractor must demonstrate by sample proofs (as-built drawings documentation, test reports, etc.) of their recent past fibre optic cable access and/or last mile connectivity network project implemented. The Contractor shall also submit resumés 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.

(Lot 3)

- (i) The Contractor must have proof of Network diagrams, hardware and software datasheet, brochures, customisations, scalability and flexibility, upgradation scheme details, etc. for the similar projects implemented. The contractor should also demonstrate the network security systems are the latest and of next generation. The contractor should also indicate their client-facing network systems in terms of number of years in operation. The contractor should also indicate their route wise breakdown for information on number of years in operation. The Contractor shall also submit resumés of key personnel to be assigned to the project. These key personnel include the: Professional Network, Hardware and software Engineers, Project system Manager; Project system Engineer, Supervisors.
- (ii) 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

(Lot 1)

- (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 USD 2 million. In the case of an aggregator this will be from the implementing companies.
- (iii) Each joint venture member or sub-contractor undertaking a significant portion of work under this contract (20% or greater of the estimated value of the contract) must be financially stable, with gross revenue base of at least US\$1 million annually over the last three (3) years, and liquid assets of at least US 1 million.

(Lot 2)

- (i) Minimum average annual turnover of at least US\$1 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 USD 500,000. In the case of an aggregator this will be from the implementing companies.
- (iii) Each joint venture member or sub-contractor undertaking a significant portion of work under this contract (20% or greater of the estimated value of the contract) must be financially stable, with gross revenue base of at least US\$1 million annually over the last three (3) years, and liquid assets of at least US \$250,000.

(Lot 3)

- (i) Minimum average annual turnover of at least US\$1 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 USD 500,000. In the case of an aggregator this will be from the implementing companies.
- (iii) Each joint venture member or sub-contractor undertaking a significant portion of work under this contract (20% or greater of the estimated value of the contract) must be financially stable, with gross revenue base of at least US\$1 million annually over the last three (3) years, and liquid assets and stocks of at least US \$250,000.

5. Interested eligible Bidders may obtain further information, and inspect the bidding documents at the address given below from 9:00 a.m. to 5:00 p.m. An information session with potential bidders was held on 18 January 2018. A pre-bid meeting for bidders, following the release of this bidding document, will be held on **June 28, 2018**.
6. A complete set of bidding documents 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 Bidders on submission of a written application to the address below and upon payment of a non-refundable fee of Four hundred Ghana Cedis (GH¢400.00) or one hundred US Dollars (US\$100.00). The method of payment will be cash or bank draft in the name of the Ministry of Communications. **The document may be directly downloaded from the website** and/or collected at the address given below or 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.
7. Bids must be delivered to the address below at or before: **10:00 hours GMT on July 31, 2018**. Electronic bidding **will not** be permitted. All bids must be accompanied by a Bid

Security of not less than One hundred and fifty thousand US Dollars (US\$150,000.00) or an equivalent amount in the local currency or a freely convertible currency. **Late bids will be rejected.** Bids will be opened in the presence of Bidders' representatives who choose to attend at the address below at: **10:00 hours GMT on July 31, 2018.**

8. The attention of prospective Bidders is drawn to (i) the fact that they will be required to certify in their bids that all software is either covered by a valid license or was produced by the Bidder and (ii) that violations are considered fraud, which can result in ineligibility to be awarded World Bank-financed contracts.

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 Office Complex Abdul Diouf Street, near Kofi Annan ICT Centre of Excellence P.O. Box M.38, Ministries, Accra Ghana Digital Address: GA-079-0539 To Email: issah.yahaya@moc.gov.gh CC Email: piu.etransform@moc.gov.gh</p> <p>URL: www.moc.gov.gh</p>	<p>The Chief Director Attn: The Project Coordinator eTransform Project Six Floor Conference Room Ministry of Communications Office Complex Abdul Diouf Street, near Kofi Annan ICT Centre of Excellence P.O. Box M.38, Ministries, Accra Ghana Digital Address: GA-079-0539</p>