

2 - Bid for 2021 Giga Schools Connectivity RFP

2.0 ConnectRwanda Ltd.

12.1.2021

UNICEF Procurement Services
3 United Nations Plaza
New York, NY 10017

Subject: Bid Proposal for Rwanda School Connectivity Project – RFP 9165317

Dear UNICEF Procurement Team,

On behalf of ConnectRwanda Ltd., we are pleased to submit our bid proposal for the Rwanda School Connectivity Project. ConnectRwanda is a Rwandan telecommunications company dedicated to providing reliable internet services throughout the country. Our proposal offers a straightforward, compliant solution to meet the connectivity needs of the selected schools, ensuring access to online resources for students and teachers. While we may not offer the same level of innovation as some other bidders, we are confident in our ability to deliver a stable and dependable internet connection.

Sincerely,
Samuel Dal
CEO
samuel.dal@example.org

2.0 ConnectRwanda Ltd.: Company Overview

ConnectRwanda Ltd. is a telecommunications company based in Kigali, Rwanda, with 8 years of experience in providing internet services to businesses and residential customers. We have a proven track record of delivering reliable connectivity solutions and excellent customer support. We are committed to supporting the growth of Rwanda's digital economy.

Key Highlights:

- Established in 2013
- Experience in providing internet services to over 10,000 customers in Rwanda.
- Partnerships with local and international technology providers.
- Dedicated support team based in Kigali.
- Commitment to providing affordable and reliable internet access.

Organizational Structure

- Project Director: [Name], responsible for overall project execution.
- Technical Lead: [Name], responsible for network design and implementation.
- Financial Manager: [Name], responsible for budget management and reporting.

3.0 Technical Approach and Business Model

ConnectRwanda proposes using a standard 4G LTE solution to provide internet connectivity to the selected schools. We will install 4G base stations at each school and provide each student and teacher with a WiFi dongle that connects to the 4G network. The business model will be based on a monthly subscription fee charged to each school.

3.1 Detailed Description of Technical Solution

We plan to leverage existing 4G infrastructure in Rwanda wherever possible, minimizing upfront capital expenditure. For schools outside of current 4G coverage areas, we will deploy new base stations. All base stations will be connected via licensed microwave backhaul. Each school will receive a dedicated 25Mbps connection.

3.2 Addressing Innovation

We recognize the RFP emphasizes innovative solutions. While our approach is not revolutionary, we believe it provides the most reliable connectivity at a reasonable cost. We are open to exploring more innovative solutions in the future, as technology evolves and costs decline.

4.0 Connectivity Speed and Coverage

ConnectRwanda guarantees a dedicated 25Mbps connection to each school. Wireless internet will be available within the main school buildings, including classrooms and administrative offices.

5.0 Quality of Service

ConnectRwanda will provide the following Service Level Agreement (SLA):

- Uptime Guarantee: 99.5%
- Mean Time to Repair: 24 hours
- Technical Escalation Matrix:
 - Level 1: Helpdesk support (available during business hours)
 - Level 2: On-site technician dispatch (response time: 4 hours)
 - Level 3: Engineering team (for complex issues)

5.1 Addressing Power Outages:

We will deploy UPS (Uninterruptible Power Supply) systems at each base station to ensure continued operation during power outages. These UPS systems will provide a minimum of 4 hours of backup power.

6.0 Sustainability

ConnectRwanda will provide services for the following one time and monthly costs:

- One-Time Costs (per school):
 - Equipment: \$1,500
 - Installation: \$1,000
 - Total: \$2,500
- Monthly Costs (per school):
 - Data Subscription: \$150
 - Maintenance: \$50
 - Total: \$200
- Total schools= 63
- Total one time costs \$157,500
- Total monthly costs = \$12,600

This approach will use 4G LTE technology

These costs are based on a standard 4G LTE deployment and do not include any renewable energy components. Scalability will be achieved by adding capacity to existing base stations as needed.

7.0 Executive Summary of Implementation Plan

ConnectRwanda will follow a phased implementation plan:

- Phase 1 (Weeks 1-4): Site surveys and network planning
- Phase 2 (Weeks 5-8): Equipment procurement
- Phase 3 (Weeks 9-12): Installation and testing
- Phase 4 (Weeks 13-16): Training and handover

7.1 Gantt Chart (Implementation Timeline)

Task	Start (weeks)	End (weeks)	Duration (weeks)
Site Surveys	0	4	4 weeks
Equipment Procurement	4	8	4 weeks
Installation and Testing	8	12	4 weeks
Training and Handover	12	16	4 weeks

This implementation plan will ensure all schools are connected within 4 months of contract signing.

8.0 Budget and Price List

ConnectRwanda will provide the following equipment and services:

- 4G Base Station: \$1,000 per school (one-time)
- WiFi Dongles: \$50 per device (one-time)
- Data Subscription: \$150 per school per month
- Maintenance: \$50 per school per month
- Training: \$25 per staff (2 teachers per school, one time)

9.0 Support Services

ConnectRwanda will provide the following support services:

- Dedicated account manager (business and technical)
- Helpdesk support (available during business hours)
- On-site technician dispatch (response time: 4 hours)

10.0 Community Benefit

ConnectRwanda will provide limited after-hours internet access to the community at reduced speeds. A small percentage (5%) of the monthly revenue will be allocated to community projects.

11.0 Community Connectivity (Optional Element 1)

We can provide community connectivity outside of school hours via a hotspot, managed by the school, at the cost of USD 1,000 for the additional equipment. Community members can purchase internet vouchers via mobile money.

12.0 Regulation

ConnectRwanda's proposed solution is fully compliant with existing Rwandan regulations. We do not propose any regulatory changes.

Vendor Name and Information:

- Vendor Name: ConnectRwanda Ltd.
- Headquarters: Kigali, Rwanda
- Industry: Telecommunications, Internet Service Provider
- Specialization: 4G LTE deployments, rural broadband solutions
- Website: www.connectrwanda.example
- Contact Person: Samuel Dal, CEO, samuel.dal@example.org