

# 3 - Bid for 2021 Giga Schools Connectivity RFP

Uhendo Internet Services

3.1.2021

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 Uhendo Internet Services, we are pleased to submit our bid proposal for the Rwanda School Connectivity Project. Uhendo Internet Services is a newly formed company committed to bringing affordable internet to rural communities in Rwanda. Our proposal offers a basic connectivity solution to meet the connectivity needs of the selected schools. While we may not meet all the specific requirements outlined in the RFP, we are confident that our affordable pricing and commitment to community development make us a strong partner for this project.

Sincerely,

Jean-Luc Ndayishimiye

CEO

Uhendo Internet Services

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## 2.0 Uhendo Internet Services: Company Overview

Uhendo Internet Services is a new telecommunications company based in Kigali, Rwanda, with the mission of providing affordable internet services to underserved communities. While a new company, our team possesses a combined 5 years experience in installations. We have committed to supporting the growth of Rwanda's digital economy.

### Key Highlights:

- Established in 2024
- Passionate about providing affordable and accessible internet.
- Partnerships with local hardware vendors.
- Small dedicated support team based in Kigali.
- Committed to community development.

### Organizational Structure

- Project Director: Marie Umutoni, responsible for overall project execution.
- Technical Lead: David Kagame, responsible for network design and implementation.
- Financial Manager: Aisha Ndikumana, responsible for budget management and reporting.

## 3.0 Technical Approach and Business Model

Uhendo Internet Services proposes using a basic WiFi hotspot solution to provide internet connectivity to the selected schools. We will install a single WiFi access point at each school and provide a shared 10Mbps connection. The business model will be based on a low monthly subscription fee charged to each school.

### 3.1 Technical Deficiencies

While our approach is not revolutionary, we believe it provides the most affordable connectivity.

## 4.0 Connectivity Speed and Coverage

Uhendo Internet Services is offering shared 10Mbps, so speed will vary. Coverage will be at the main building.

## 5.0 Quality of Service

No specific details provided. Will do our best to deliver great service.

## 6.0 Sustainability

Our model relies on low overhead, and cost-effective equipment.  
We plan to use open-source software wherever possible.

- Monthly Costs (per school):
  - Data Subscription: \$50

These costs are based on a minimal configuration and do not include renewable energy.  
Total schools= 63

- Total monthly costs = \$3,150

#### 7.0 Implementation Plan

- Equipment procurement
- Installation
- Testing
- Handover

#### 8.0 Budget and Price List

Uhendo Internet Services will provide the following

- WiFi Access Point: \$500
- Data Subscription: \$50 per school per month
- Training: \$25 per staff

Activation Fee: \$500 (For administration costs)

#### 9.0 Support Services

Business hours

#### 10.0 Community Benefit

Reduced cost to the schools

#### 11.0 Community Connectivity

N/A

#### 12.0 Regulation

N/A