

AMENDMENT No. 2

SPECTRUM MANAGEMENT AUTHORITY REQUEST FOR PROPOSAL

Licence in the 700 MHz Spectrum (Band 13) (SMA - RFP700-2021-02-01)

...Shaping Your Future with Wireless...

Amendment No. 2 Issue Date: February 25, 2021

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Request for Proposal

Licence in the 700 MHz Spectrum (Band 13)

RFP#: SMA - RFP700-2021-02-01

Further to comments received on the RFP, from industry on 2021 February 23, the Spectrum Management Authority (SMA) hereby issues **Amendment No. 2** to the Request for Proposal (RFP)# SMA - RFP700-2021-02-01 originally issued on 2021 February 09 for the award of a Licence in the 700 MHz Spectrum Band 13.

The SMA hereby advises of the revision of the following sections:

- 1) Section V: Bidding Data Sheet
 - C. Preparation of bids
- 2) Section VI: Evaluation and Qualification Criteria
 - Prequalification Evaluation Checklist
 - Technical Proposal Evaluation Sheet
- 3) Form 6 TECH- 3: Description of Approach, Methodology, and Roll-Out Plan.

The aforementioned sections have been revised and now read as follows:

- 1) Section V: Bidding Data Sheet
 - C. Preparation of bids

C. Preparation of bids

The language of the bid shall be in English.

Any documentation received in other languages is to be accompanied by the English translation. If not, the translation will be requested, failure to supply the requested translation in the given timeline will result in the document being disqualified from the Bidder's proposal.

The Bidder shall submit the following additional documents in its bid:

- 1. All appropriate Bid Submission Forms as detailed in the RFP and for these purposes shall comprise the following documents:
 - a. Form 1 Company Information Requirements
 - b. Form 2 Qualification Information
 - c. Form 3 Legal Information
 - d. Form 4 Client Reference Form*
 - e. Form 5 Bid-Securing Declaration
 - f. Form 6 Technical Proposal Submission Form (TECH-1)
 - g. Form 6 Bidder's Organization and Experience (TECH-2)
 - h. Form 6 Description of Approach, Methodology and Roll-Out plan (TECH-3)

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- i. Form 6 Organisational Structure, Team Composition and Curriculum Vitae (TECH 4)
- j. Appendix 1: Financial Proposal Bid Form (Separate Envelope)
- k. Appendix 2: Bidder Compliance Certificate
- l. Appendix 3: Irrevocable Letter of Undertaking
- m. Appendix 8: Power of Attorney
- n. Schedule of Requirements Forms (as required)
- 2. Detailed technical proposal including the technical requirements and the financial information.
- 3. Other Supporting Documentation
- * Incumbent Bidders providing telecommunications services in Jamaica or any other jurisdiction are to submit two (2) references from companies receiving a comprehensive range of telecommunications services such as voice telephony, internet access, data and IT services etc. New entrants are to submit two (2) references; one per any two (2) Key Experts from persons who can verify their experience in the telecommunications, networking and ICT sector.

2) Section VI: Evaluation and Qualification Criteria EVALUATION MATRIX

This section sets out the approach regarding how the SMA shall use to information required in the sections above to evaluate bids and qualify Bidders. The Bidder shall provide all the information requested in the format of the prescribed forms as indicated.

Prequalification Evaluation Checklist

Item	Mandatory Requirements	Resp	onse
1	Certificate of Incorporation		No
•			
2	Memorandum of Association (if applicable)		No
3	Articles of Association		No
4	Particulars of Bidders (company address, name of Principal Bidder etc)		No
4			
5	Valid Tax Compliance Certificate (TCC)		No
4	6 Certificate of Good Standing		No
0			
7	Completed Sealed and signed Financial	Yes	No
	Proposal		

8	The Bidder must be the holder of, have applied for or include in the response an application for the grant of the requisite telecommunications licence(s) issued by the responsible Minister, which permits the holder to offer mobile services to the public or to own or operate a mobile network.	Yes	No 🗆
9	Declaration of spectrum assignment	Yes	No
10	Declaration that Bidder is not affiliated with	Yes	No
10	another Bidder or existing operator		
11	1 Litigation History	Yes	No
''			
12	12 Financial Information	Yes	No
12			
13	Payment of non-refundable application fee	Yes	No

Technical Proposal Evaluation Sheet

Evaluation Criteria	Maximum	Score
Incentive for New Entrant	10	
 Bidder must not have operated a mobile network in Jamaica at any point in time (10 pts) Otherwise (0 pts) 		
Adequacy and timeliness of proposed service rollout in meeting requirements set out in the RFP	Max - 20	
For new entrants,		
After forty-eight (48) months,		
proposed rollout plan satisfies the		
following:		
I. 95% population coverage of		
the entire country at a minimum download data rate	7	
of two (2) Mbps under peak		
traffic conditions.		
II. 95% population coverage of		

III.	communities classified as unserved or underserved at a minimum download data rate of 2 Mbps under peak traffic conditions. Service launch date of no more than twelve (12) months after grant licence (3 pts), beyond twelve (12) months (0 pts)	3	
	OR		
	ncumbents,		
	24 months, proposed rollout		
IV.	satisfies the following: 95% population coverage of		
	the entire country at a	7	
	minimum download data rate		
	of 2 Mbps under peak traffic		
	conditions.		
٧.	95% population coverage of communities classified as	10	
	unserved or underserved at a	10	
	minimum download data rate		
	of 2 Mbps under peak traffic		
VI.	conditions Service launch date of no		
V1.	more than six (6) months	3	
	after grant licence (3 pts),		
	beyond six (6) months (0 pts).		
For I and IV	<u>/:</u>		
(>=95% popu	ılation coverage = 7 points,		
	ation coverage = 5 points, >=50%		
1	pulation coverage = 3 points		
•	opulation coverage = 1 point)		
For II and V	<u>':</u>		
· · ·	ılation coverage = 10 points,		
1	ntion coverage = 7 points,>=50%		
to /5%=< po	pulation coverage = 5 points		

and <50% population coverage = 3 points)		
una \30% population coverage = 3 points)		
Adequacy and quality of the proposed	Max - 20	
Network Plan & Diagram in meeting the	Mux 20	
requirements set out in RFP		
requirements see out in Kir		
- Backhaul network plan designed to		
illustrate an efficient reuse of	10	
frequencies such as not to cause any		
harmful interference.		
 Access network designed to 	7	
illustrate an optimum frequency re-		
use plan.		
- Bidders must submit geographic	3	
coverage maps showing proposed	3	
service areas.		
(Points will awarded for the use of channel		
plans which follow ITU-R regulations,		
efficient frequency reuse, adherence to		
path length or any other spectrum		
engineering technique that will enable		
spectral efficiency)		
Experience and Qualifications of key	Max - 20	
personnel that will be assigned to the	MUX - 20	
project:		
project.		
I. ICT Specialist/Technical Lead:		
Post Graduate degree in ICT,		
Computer Science, Engineering or	10	
related field;		
At least 10 years' experience in the		
telecommunications sector, with		
practical experience in designing		
and deploying a mobile network.		
II. Project Management Specialist:	6	

 Professional Certification in project management (PMP or equivalent cert.) At least seven (7) years' experience managing projects of a similar nature, size and value. III. Financial Resource: Post Graduate degree and/or equivalent professional certification (CPA/ACCA) At least ten (10) years' experience working in a senior role in the field of accounting and finance. (Post Graduate degree = full pts (50% of allocated pts); or Bachelor's degree = 25% of allocated pts; or equivalent certification. (Actual years of experience/ required years) 	4	
of experience) x weight [50% of allocated pts]		
Ability of Bidder to adequately finance the proposed project	Max - 30	
Is the company considered a viable or a going concern entity?		
- Examine the audit opinion in the company's audited financial statements, or the statement from the independent auditor on the company's 5-year cashflow projection.	5	
Does the company have adequate capital to roll out its planned network? If not, 0 pts.		
 Examine the confirmation statements or comfort letters from the financial institution(s) to 	10	

confirm the adequacy of the company's required financing.		
Does the company's 5-year cashflow projection indicate that its projected operating and capital expenditures are comprehensive and reasonable for the rollout? If not, 0 pts.		
 Review the 5-year cashflow projection in addition to the statement from the independent auditor for confirmation of same. 	7	
Does the company's 5-year cashflow indicate that the projected revenue is deemed reasonable and adequate to cover its operational and capital expenditures? If not, 0 pts.		
 Review the 5-year cashflow projection in addition to the statement from the independent auditor for confirmation of same. 	8	

- 3) Form 6 TECH- 3: Description of Approach, Methodology, and Roll-out Plan.
 - 2. <u>Roll-Out Plan:</u> The Licensee is to utilise the assigned spectrum for the deployment of commercial voice and wireless broadband services as follows:

Incumbents

- At least 50% population coverage within 12 months.
- At least 95% population coverage within 24 months.

In addition, the Licensee is to utilise the assigned spectrum for the deployment of wireless broadband services within the Communities specified herein at Appendix A titled Unserved and Underserved Communities ('Supplied List"). Coverage to these areas must be rolled out at the same rate as coverage for the general population, namely:

- At least 12 months cover 50% of Communities on the Supplied List (i.e., 100 Communities)
- At least 24 months cover 95% of Communities on the Supplied List (i.e., 201 Communities)

Please note that ALL other clauses, terms and conditions remain the same.