



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
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: <ol style="list-style-type: none">1. All appropriate Bid Submission Forms as detailed in the RFP and for these purposes shall comprise the following documents:<ol style="list-style-type: none">a. Form 1 - Company Information Requirementsb. Form 2 - Qualification Informationc. Form 3 - Legal Informationd. Form 4 - Client Reference Form*e. Form 5 - Bid-Securing Declarationf. 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)

- 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	Response	
1	Certificate of Incorporation	Yes <input type="checkbox"/>	No <input type="checkbox"/>
2	Memorandum of Association (if applicable)	Yes <input type="checkbox"/>	No <input type="checkbox"/>
3	Articles of Association	Yes <input type="checkbox"/>	No <input type="checkbox"/>
4	Particulars of Bidders (company address, name of Principal Bidder etc)	Yes <input type="checkbox"/>	No <input type="checkbox"/>
5	Valid Tax Compliance Certificate (TCC)	Yes <input type="checkbox"/>	No <input type="checkbox"/>
6	Certificate of Good Standing	Yes <input type="checkbox"/>	No <input type="checkbox"/>
7	Completed Sealed and signed Financial Proposal	Yes <input type="checkbox"/>	No <input type="checkbox"/>

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 <input type="checkbox"/>	No <input type="checkbox"/>
9	Declaration of spectrum assignment	Yes <input type="checkbox"/>	No <input type="checkbox"/>
10	Declaration that Bidder is not affiliated with another Bidder or existing operator	Yes <input type="checkbox"/>	No <input type="checkbox"/>
11	Litigation History	Yes <input type="checkbox"/>	No <input type="checkbox"/>
12	Financial Information	Yes <input type="checkbox"/>	No <input type="checkbox"/>
13	Payment of non-refundable application fee	Yes <input type="checkbox"/>	No <input type="checkbox"/>

Technical Proposal Evaluation Sheet

Evaluation Criteria	Maximum	Score
Incentive for New Entrant <ul style="list-style-type: none"> - Bidder must not have operated a mobile network in Jamaica at any point in time (10 pts) - Otherwise (0 pts) 	10	
Adequacy and timeliness of proposed service rollout in meeting requirements set out in the RFP <p>For new entrants, After forty-eight (48) months, proposed rollout plan satisfies the following:</p> <ul style="list-style-type: none"> I. 95% population coverage of the entire country at a minimum download data rate of two (2) Mbps under peak traffic conditions. II. 95% population coverage of 	<i>Max - 20</i> 7	

<i>and <50% population coverage = 3 points)</i>		
<p>Adequacy and quality of the proposed Network Plan & Diagram in meeting the requirements set out in RFP</p> <ul style="list-style-type: none"> - Backhaul network plan designed to illustrate an efficient reuse of frequencies such as not to cause any harmful interference. - Access network designed to illustrate an optimum frequency re-use plan. - Bidders must submit geographic coverage maps showing proposed service areas. <p><i>(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)</i></p>	<p>Max - 20</p> <p>10</p> <p>7</p> <p>3</p>	
<p>Experience and Qualifications of key personnel that will be assigned to the project:</p> <p>I. ICT Specialist/Technical Lead:</p> <ul style="list-style-type: none"> • Post Graduate degree in ICT, Computer Science, Engineering or related field; • At least 10 years’ experience in the telecommunications sector, with practical experience in designing and deploying a mobile network. <p>II. Project Management Specialist:</p>	<p>Max - 20</p> <p>10</p> <p>6</p>	

<p><i>confirm the adequacy of the company's required financing.</i></p> <p>Does the company's 5-year cashflow projection indicate that its projected operating and capital expenditures are comprehensive and reasonable for the roll-out? If not, 0 pts.</p> <p>- <i>Review the 5-year cashflow projection in addition to the statement from the independent auditor for confirmation of same.</i></p> <p>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.</p> <p>- <i>Review the 5-year cashflow projection in addition to the statement from the independent auditor for confirmation of same.</i></p>	7	
	8	

3) **Form 6 - TECH- 3: Description of Approach, Methodology, and Roll-out Plan.**

2. **Roll-Out Plan:** 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.