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Ucom CJSC

Procurement of Wi-Fi routers

RFP



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Request for Proposal (RFP)

REPUBLIC OF ARMENIA

UCOM CJSC, PROCUREMENT OF WI-FI ROUTERS WITH CAT 4/CAT 6

RFP No: UC – 20/05/22

1. General Conditions

1.1 Introduction

This document comprises Ucom CJSC and appears as a Request for Proposal (RFP) for the Procurement of Wi-Fi routers (CPE) with Cat 4/Cat 6, of Forecasted whole quantity of 51K, for 3 years, with an opportunity of prolongation.

According to requirements of routers, we have the following forecasts for the purchase of volumes:

- uFi cat4 35K for 3 years
- uFi cat6 1K for 3 years
- uBox cat4 5K for 3 years
- uBox cat6 10K for 3 years

Ucom CJSC is a broadband service provider with licenses for voice, international gateway, and Internet services.

This RFP has been issued to obtain all needed services and technical requirements.

1.2 Targets

Improving MBB experience for Ucom Customers.

1.3 Requirements

- The successful bidder is expected to supply customized equipment described in the technical requirements.
- All Customer Premise Equipment proposed by The Supplier shall be dimensioned in accordance with the technical specification. The Bidder may substitute alternative solutions, provided that it demonstrates to the Purchaser's satisfaction that the use of the substitute(s) will result in the System being able to perform substantially equivalent to or better than that specified in the Technical Requirements, however before the solution modification the bidder should seek for a Purchaser's approval, beforehand.
- All equipment supported by the Supplier should be newly manufactured.
- The Supplier shall ship the equipment based on the following delivery terms: DPU (Incoterms 2020) at Terminal Yerevan Airport or Ex Works (EXW), including the relevant documents (if needed).
- Delivery period; During 30~60 calendar days starting from order placement.
- The Supplier shall provide support services for its system.
- The Supplier shall provide the supporting documentation, including user manuals in the English language, for its equipment.



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- The Supplier shall provide a 12-month warranty, through the SWAP/ Service center, starting from the date of the signed Final Acceptance Certificate.

1.4 Technical conditions, Installation and Administration

Main requirements are described in the supporting technical document, Based on tech file (customization part).

2. Other requirements

By submission of documentary evidence in its proposal, the Bidder must establish to the Purchaser's satisfaction:

- that, in the case of a Bidder offering to supply key goods components of the Wi-Fi routers with Cat 4, that the Bidder does not itself produce, the Bidder is duly authorized by the producer to supply those components in the Purchaser's country under the Contract(s) that may result from this bidding. This will be accomplished by including the Manufacturer's Authorizations in the proposal.
- that, if a Bidder proposes Subcontractors for key services these Subcontractors have agreed in writing to serve for the Bidder under the Contract(s) that may result from this bidding.

2.1 Price List – Should be presented the total price (including for one item) in words and figure, as well as the various amounts and the respective currencies. The compression will be done based on EXW prices for imported Goods.

2.2 The required delivery period should be During 30~60 calendar days starting from order placement, fastest periods

2.3 Authorized representatives of the eligible bidder shall be entitled to request clarifications regarding all of the RFP documents by submitting requests by email to: Mr. Hovak Podosyan (hovak.podosyan@ucom.am) and Mr. Armen Mikayelyan (armen.mikayelyan@ucom.am). All written clarifications will be sent to all prospective Bidders at the same time within 3 business days from receiving the clarification request. Any amendments to the RFP made as a result of a request for clarifications will also be sent to all prospective Bidders.

2.4 At any time prior to the deadline for submission of proposals, Ucom may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, amend the RFP, cancel the RFP process, veto any, by Supplier, proposed assigned team member(s) in Supplier's team. The request for clarification and the response shall be in writing.

2.5 The Supplier shall bear all its cost for the tendering and RFP process. Ucom shall under no circumstance be liable for any cost for Supplier's tendering process, regardless of whether or not the Supplier is selected.

2.6 The proposal prepared by the Bidder and all correspondence and documents related to the proposal exchanged by the Bidder and Ucom shall be written in English, All data, documents, descriptions, instructions submitted by the Bidder and all communication between the Parties shall be in the English Language.

2.7 During the proposals evaluation period the Ucom CJSC will request router sample(s), for testing and analyses, which should be provided in the agreed timing (but no longer than 14 calendar days). The Supplier shall bear the cost for the sample provided.

2.8 The Bidders shall submit their proposals electronically to Mr. Hovak Podosyan (hovak.podosyan@ucom.am), Mr. Armen Mikayelyan (armen.mikayelyan@ucom.am),



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not later than June 10 of 2022 year, 18:00 (Armenia time), and the letter should be clearly marked RFP No: UC-20/05/22. Later bids may be rejected by the Purchaser.

2.9 Proposals shall remain valid, at a minimum of 180 days after the deadline date for proposal submission prescribed by the Purchaser. A proposal valid for a shorter period may be rejected by the Purchaser as non-responsive.

2.10 For evaluation and comparison purposes, the Purchaser shall convert all proposal prices expressed in various currencies and amounts into a single currency USD, using the selling exchange rate established by the Central Bank of Armenia on the Proposals opening date. The Purchaser will open all Proposals, including withdrawals, substitutions, and modifications.

2.11 This RFP and other related documents (as well as the communication) included are strictly confidential, the "Receiving Party" shall keep confidential and shall not, divulge to any third party any documents, data, or other information. Failure of the Bidder to comply with the request may result in the rejection of its Proposal and further cooperation.

Notwithstanding the above point, the Receiver may furnish Confidential Information of this RFP: (i) to its support service suppliers and their subcontractors and its subcontractor to the extent reasonably required for them to perform their work under their contracts; in which event the Receiving Party shall ensure that the person to whom it furnishes Confidential Information of the Disclosing Party is aware of and abides by the Receiving Party's obligations under this point as if that person were party to the Contract in place of the Receiving Party.

2.12 The Purchaser shall award the Contract to the Bidder whose bid has been determined to be the lowest evaluated bid and is substantially responsive to the bidding documents, provided further that the Bidder is determined to be qualified to perform the Contract satisfactorily. Other Contract points will be negotiable.

End of RFP