

 <p>العمانية للنطاق العريض تمكين الفرص Unlocking the Potential</p>	
Attention:	To whom it may concern
Date:	21/11/2022
From:	Oman Broadband Company SAOC
Our Reference:	OBB-T-010-2022 Long Run Incremental Cost (LRIC) Modeling Consultancy

Tender No: - OBB-T-010-2022

Tender Title Long Run Incremental Cost (LRIC) Modeling Consultancy

Dear Sir,

Oman Broadband Company SAOC (Oman Broadband) invites 'Bidder' to bid for the Services in accordance with the terms and conditions set down in the Tender Documents. If you are a successful Bidder you shall be required to enter into a Contract in accordance with the Form of Agreement.

The Tender Documents shall comprise the following Sections:

- T1** Invitation to Bid.
- T2** Instructions to Bidders.
- T3** Data to be provided by Bidders.
- C1** Form of Agreement.
- C2** HSE Specification
- C3** Conditions of Contract.
- C4** Scope of Work.
- C5** Schedule of Prices.
- C6** ICV Content.
- C7** Data Provided By Consultant

Only section T1 is provided; the other documents will be issued to interested Bidders that pay the Tender fee (fee is not required for SME companies (Riyadh Card holders) and submit confirmation of payment of the Tender Fee and the Bidder Data Sheet attached under Appendix 1 to the undersigned.

In the preparation and submission of the Tender, Bidder shall comply with the Tender Documents. Oman Broadband reserves the right to disqualify the Bidder if any of the requirements included in the Tender Documents are not met.

Yours faithfully,

For Oman Broadband Company



تمكين الفرص
Unlocking the Potential

OMAN BROADBAND COMPANY SAOC

OBB-T-010-2022

**Long Run Incremental Cost (LRIC) Modeling
Consultancy**

T1, INVITATION TO BID

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1.0 Terms of Tender and Tender Overview

1.1 Terms of Tender

- 1.1.1 The terms and conditions applicable to this Tender Process are detailed in Sections T1, T2, and T3, C1 to C7 may only be available with the complete Tender Document following payment of the Tender Fee.

1.2 About Oman Broadband Company

- 1.2.1 Oman Broadband Company was founded in 2014 as a joint-stock company wholly owned by the Government of the Sultanate of Oman.
- 1.2.2 Unlocking the potential for greater connectivity and productivity, while enabling the knowledge economy, the role of Oman Broadband is vital for transforming the nation's online experience. Through its collaborative approach, Oman Broadband is working to empower the nation by rolling out high-speed broadband infrastructure, benefitting citizens and businesses alike. The Company aims to deliver maximum national coverage in line with the Digital Oman strategy, e-Government and Oman Vision 2040.
- 1.2.3 The next generation broadband infrastructure network will deliver an exponentially faster and broader online experience, bringing benefits to society and the business sector with an enhanced delivery of communication services, cost savings, increased competitiveness and improved sustainability.
- 1.2.4 The Oman Broadband Company are unlocking the potential for Oman to become an increasingly connected nation, supporting the growth of the online economy, allowing new ways of doing business and boosting the rapidly growing SME sectors as well as implementing the ICV culture.
- 1.2.5 Oman Broadband is focused upon the deployment of a broadband infrastructure, providing equal and open access to telecommunication service providers on a wholesale basis, enabling end users to efficiently leverage high speed fibre connectivity in Oman.

1.3 Description of the Service

- 1.3.1 The Telecommunications Regulatory Authority of Oman (the "TRA") issued a Public Consultation Document on its updated Market Definition and Dominance ("MDD") report. This Consultation covered the TRA's analysis of the extent of competition in the provision of both retail and wholesale telecommunications services. In particular, the document set out the TRA's views on the definition of markets, an updated list of relevant markets, the TRA's assessment of competition in those markets and the ex-ante obligations that the TRA proposes to impose on dominant service providers in those relevant markets. It has been concluded that Oman Broadband is dominant the Wholesale Local Access (WLA) services single national market for WLA, including wholesale fixed access services, which includes Dark Fiber, from the network termination point to the local exchange, colocation, and access to other associated facilities and services, such as, ducts and manholes, buildings and sites, PoP, power and air conditioning, colocation space, patch-cables, and cross-connects.

As a result of this dominance, Oman Broadband is required to submit a new Reference Access and Interconnect Offer (RAIO) which sets out the new terms and conditions for the service that will be offered to licensed operator. The new RAIO also includes proposed pricing information, and has been submitted in draft form, awaiting feedback.

- 1.3.2 The Consultant shall build a new LRIC model for submission to the TRA and other authorized parties, for each of the services covered in the RAIO, namely Basic End User Connections (BEUC), Colocation (Colo) including Cross-Connect, and Direct Connection to the Building (DCTB). Since BEUC is the main product of Oman Broadband we would expect the majority of the work and scope to be concerned with this product, with the other two products requiring less.
- 1.3.3 Prepare a detailed report for presentation to the TRA, documenting key aspects of the model.
- 1.3.4 Participate in discussions with TRA where the outputs of both models are compared and discussed, defending the structure and assumptions used in the Oman Broadband LRIC model

1.4 Minimum Requirements to Participate in Tender

1.4.1 Technical Requirements –

Following is the brief description of minimum eligibility, capability, experience required in order to participate in the Tender:

- a) The bidder must have at least 5 years' experience in the same field.
- b) The bidder must have delivered at least 3 similar projects in BU LRIC model in the last 5 years.
- c) The bidder must confirm Full Compliance to Specifications and SOW.
- d) The Bidder shall not be involved in doing/participate in such a tender with a same scope for another company at the same duration of this tender.

2.0 Requirements to Collect Tender Document

2.1 Bidder Details Sheet

- 2.1.1 In order to correctly identify the Bidder and the Bidder's point of contact for this Tender Process, Appendix 1 shall be completed by the Bidder and forwarded via email, to the Contracting Section email obb.tenders@omanbroadband.om along with the tender fee receipt before the Tender Documents can be released to the Bidder.

2.2 Tender Fee

- 2.2.1 The Tender Fee for this Tender is **RO 100.000**.
- 2.2.2 The Bidder can make the payment of the Tender Fee either of the following options:
- a) Bank transfer to the following Oman Broadband account, which the transfer receipt must be forwarded via email as stated in section 2.1.1 in order to receive the Tender Documents:

Oman Broadband Company SAOC
Bank : Bank Muscat
Branch: Corporate Branch
Account: 0423044209960013

2.3 Confidentiality Declaration

- 2.3.1 Prior to collection of the Tender Documents the Bidder shall sign the attached Confidentiality Declaration (Appendix 2). The Confidentiality Declaration must be completed, signed by an authorized person, stamped with the Bidders company stamp and scanned and forwarded via email, to the Oman Broadband Contracting Section before the Tender Documents can be released to the Bidder.

3.0 Oman Broadband Contact Point

- 3.1.1 All communication with Oman Broadband shall be through Clarification Requests, in writing and addressed to obb.tenders@omanbroadband.om
- 3.1.2 No Clarification Requests shall be entertained after the Clarification Request Closing Date included in the table in Article 5.0 below

4.0 Tender Collection

4.1 Collection of Tender Documents

- 4.1.1 Once the Bidder Details Sheet, Confidentiality Declaration and confirmation of payment of Tender Fee requested in Article 2.3 above have been received, Bidder may collect the Tender Documents from Oman Broadband Contracting Section.

5.0 Outline Tender Process and Submission of Bid

- 5.1.1 The Technical Bid and the Commercial Bid are to be submitted at the same time.
- 5.1.2 The opening of the Technical Bid and Commercial Bid is the discretion of Oman Broadband.
- 5.1.3 The proposed Tender Process schedule is:

Activity	Date
Issue of T1-Invitation to Bid	21/11/2022
Tender Documents available for collection	21/11/2022
Final date for collection of Tender Documents	28/11/2022
Clarification Request Closing Date	07/12/2022
Bid Submission Date	21/12/2022

- 5.1.4 Bids to be submitted by 2.00 PM (Sultanate of Oman Timing) on or before Bid Submission Date.

6.0 Contract Award

In the event that Oman Broadband considers Bidder to be commercially a potentially successful competitor for the award of the Contract, Oman Broadband may subject Bidder to a further technical and financial evaluation. Only when a Bidder satisfies Oman Broadband technical, financial and commercial requirements will a Contract be awarded.

7.0 Appendix 1 – Bidder Details for this Tender

Contract/ Tender number	OBB-T-010-2022
Contract/ Tender title	Long Run Incremental Cost (LRIC) Modeling Consultancy
Full name of Bidder	
Postal Address	
City	
Country	
Website	
Office main tel. number	
Country of registration	
Status in Oman	Agent / locally registered branch office / Omani LLC / foreign company
Ownership details (percentages and names, indicate where Omani)	- XX% - - XX% - - XX% -

Name of company and address to be awarded the Contract (if different from details above)

Full name	
Registered address	
City	
Country	
Office main tell number	
Status in Oman	Agent / locally registered branch office / Omani LLC / foreign company
Ownership details (percentages and names, indicate where Omani)	- XX% - - XX% - - XX% -

Bidder's representative to which all Tender correspondence shall be addressed

Name of person	
Fax number	
Telephone number	
GSM number	
e-mail address	

Bidder's agent in Oman (if applicable)

Omani agent name	
Postal address	
Fax number	
Telephone number	
GSM number	
e-mail address	
Our Omani agent is permitted to pick up the Tender Documents on our behalf	Yes No, we will pick up the documents ourselves. No, please send the documents to my foreign address stated above.

Tender Fee is paid and receipt attached:

Tender Documents Received By:

Signature

Resident Card No.....

8.0 Appendix 2 – Confidentiality Declaration

The undersigned Having its principal office..... (The 'Bidder') hereby declares Oman Broadband Company SAOC ('Oman Broadband') to accept the following terms and conditions on which the Company is prepared to communicate to the Bidder certain Confidential Information pertaining to the Work under the above mentioned Tender as hereinafter defined.

8.1 Definitions

8.1.1 Confidential Information

shall mean all knowledge, data or information acquired by Bidder from, or disclosed to Bidder by the Oman Broadband, or on behalf of Oman Broadband, in connection with the Tender Documents, Clarifications and the Tender Process in writing, drawings, magnetic tapes, computer programs or in any other way, as well as all knowledge, data or information derived there from, to the extent that such knowledge, data or information at the time of such acquisition or disclosure is not either already in the unrestricted possession of Bidder or part of public knowledge or literature.

8.1.2 Confidential Record

Shall mean all Tender Documents, Clarifications and any other material containing Confidential Information.

8.1.3 Third Party

Shall mean any party other than Oman Broadband or Bidder.

8.2 Confidentiality

8.2.1 Bidder shall preserve and cause its employees to preserve the confidentiality of any Confidential Information.

8.2.2 Bidder shall not for any purpose other than the preparation and submission of a Bid

- disclose to any Third Party or enable any Third Party to note the fact that Bidder has been invited to submit a Bid and/or, if applicable, the fact that the Contract is awarded to Bidder;
- reproduce, copy or use, or disclose to, place at the disposal of or use on behalf of any Third Party or enable any Third Party to read, copy or use, any Confidential Information; except with the prior written consent of Oman Broadband.

8.2.3 The undertakings above shall continue insofar and for so long as the Confidential Information or Confidential Record in question has not:

- a) become part of the public knowledge of literature otherwise than through any act or default on the part of Bidder; or
- b) been disclosed to Bidder under an obligation to maintain secrecy by a Third Party (other than one disclosing on behalf of Oman Broadband) who could lawfully do so and who did not derive such Confidential Information or Confidential Record from Oman Broadband.

8.3 Copyright

8.3.1 The copyright in any Confidential Record shall, in the absence of any express provision to the contrary thereon, be vested in Oman Broadband. Copyright in any record containing geological or geophysical data acquired or generated by Bidder in connection with the Contract shall be vested in Oman Broadband.

8.4 Return of Confidential Record

8.4.1 If Bidder declines to submit a Bid or is notified that its Bid is unsuccessful, upon written notification thereof by Oman Broadband, Bidder shall destroy electronic copies and return all hard copy Tender Documents including Addenda and Clarifications to Oman Broadband.

8.5 Third Parties

8.5.1 Bidder shall ensure that if under the terms of this confidentiality agreement any of the Confidential Information comes to the knowledge and/or in the possession of any Third Party, Bidder shall

require from such Third Party that it shall abide by stipulations equivalent to those contained in this confidentiality agreement.

8.6 Validity

8.6.1 This Confidentiality Declaration shall be valid for a period of 5 (five) years from the date signed by the Bidder.

Agreed and accepted this

..... Day of..... 2022

And signed by a duly authorized person on behalf of the Bidder

(Signature)

Name: _____

Position: _____

For: _____