



KENYA EDUCATION NETWORK

(KENET)

University of Nairobi,

Jomo Kenyatta Memorial Library,

P.O Box 30244 – 00100, Nairobi

Request for Quotations

for

10GE Ethernet Private Line (EPL) Service for KENET Member Institutions

1. Background

The Kenya Education Network Trust (KENET) (<http://www.kenet.or.ke>) is a not-for-profit membership organization that was constituted as a Trust in the year 2000. It is governed by a Trust Deed of 2000 and the First Supplemental Trust Deed of 2013. KENET is recognized by Global Internet Governance Organizations (e.g., AFRINIC and ICANN) and the Global Research and Education Community and endorsed by Ministry of Education in Kenya as National Research and Education Network (NREN) of Kenya.

As the NREN, KENET provides Research & Education Network (REN) services that include high-speed Internet and cloud services to a private community of about 180 member institutions. The members include public and private universities, research institutes, TVETs and other governmental organizations that support research and educational institutions in Kenya.

2. Technical Requirements

KENET desires to procure 10GE Ethernet Private Line (EPL) service between Nairobi (End A) and London (End B) as per the schedule of demarcation points in Table 1 below:-

Table 1: 10GE Nairobi<>London Demarcation Points

	End Point	City	Demarcation of Possible Drop-Off Points
1	End A	Nairobi	<ol style="list-style-type: none">1. East Africa Data Center (Sameer Business Park), KENET Cabinet. Cable type SMF, LC/PC 1310nm. OR2. University of Nairobi (KENET UoN Data Center, Hyslop Building – University Way). Cable type SMF, LC/PC 1310nm. OR3. United States International University (KENET USIU Data Center, USIU Library – Thika Road). Cable type SMF, LC/PC 1310nm.
2	End B	London	<ol style="list-style-type: none">1. Equinix Telecity 2 (LD8) 8/9 HEX. Cable type SMF, LC/PC 1310nm.

Bidders are encouraged to provide quotations for **EoDWDM** or **EoSDH 10GE** services as outlined below. The initial term for the 10GE Service shall be for initial period of 12 months renewable annually based on performance and local market price competitiveness.

The service is anticipated to be handed off on **Ethernet LAN/PHY 10GE interface, at 1310nm (LR Optics)**. The customer equipment shall not participate in the service provider's DWDM or SDH network and signaling. The service is expected to be used to complement existing KENET 10GE IRU on SEACOM Subsea cable and **thus shall not traverse the following segments**, fiber cores, optical fiber cables or share DWDM equipment on either primary or protection paths:

- a) Terrestrial Liquid Telecom Kenya fiber network between Nairobi and Mombasa
- b) Subsea SEACOM/TATA TGN-Eurasia Cable
- c) Terrestrial Telecom Egypt Trans-Egypt fiber cores between Zafarana and Abu Talat used by SEACOM
- d) Subsea TE North Cable

2.1. EoDWDM or EoSDH 10GE Service

The following restrictions strongly apply to the required solution:

- a) The bidder **MUST** clearly indicate whether they are offering EoDWDM or EoSDH service
- b) The bidder **MUST** demonstrate protection on **ALL** terrestrial segments
- c) Solution diagram **MUST** be attached clearly indicating **ALL** the different segments of the proposed end-to-end solution
- d) Transmission service shall be based on DWDM or SDH but hand off shall be on Ethernet 10GE
- e) Service shall be dedicated with capacity of 10Gb/s with no other data streams multiplexed onto the 10GE circuit.
- f) End-to-end latency (Round Trip Time) between Point A and Point B shall not exceed 190ms
- g) No IP transit costs shall be included in the quotation

3. Qualification and Experience

An existing local or international operator with experience in the installation and operation of high capacity intercontinental connectivity and with shareholding in at least one sub-sea segment along the circuit path.

4. Evaluation Criteria

The evaluation criteria shall be as follows:

- i. Technical evaluation of the solution and fitness for purpose
- ii. Financial Evaluation of quoted bid price

5. Quotation & Delivery Requirements

- a. The quotation must include all items. See Appendix 1 for template table of the pricing schedules
- b. The quotations must indicate all the costs required to deliver the solution
- c. The quote **MUST** clearly indicate delivery timelines and lead times
- d. The quote **MUST** indicate the validity time of the quotation

- e. The quote MUST include all relevant taxes
- f. KENET shall award the RFQ based on the evaluation criteria in Section 4, above
- g. Payment terms are 30 days from the invoice date presented
- h. Invoicing for the service shall be done monthly or quarterly based on preference of the bidder
- i. The currency of the quote shall be in KES or USD. All bids quoted in USD shall be converted to KES at the mean rate of the Central Bank of Kenya on the bid submission date

6. Submission of quotation

Bidders MUST provide online submissions via external download link that is password protected or via email (to procurement@kenet.or.ke). Notifications for submission of quotations must be received via email on or before the bid submission deadline of **November 5, 2021 at 1100HRS East Africa Time**. All email notifications of submissions MUST be sent to procurement@kenet.or.ke. Submissions shall comply with the following guidelines:

- 1.1 All submissions MUST be accompanied by an email with detail of the download link and password. Email notifications shall be sent to **procurement@kenet.or.ke**
- 2.1 All submissions MUST indicate in the subject the tender name (*RFQ for 10GE Ethernet Private Line (EPL) Service for KENET Member Institutions*)
- 3.1 In the body of the email notification, the name of the company/firm bidding MUST be indicated
- 4.1 Bidders can opt to compress or archive their file upload in one of the following file archival formats; .ZIP, .TAR or .GZIP. All other file archival or compression formats shall NOT be accepted
- 5.1 KENET shall send email response to confirm receipt of each submission

7. Inquiries

For any inquiries concerning the RFQ, please contact KENET procurement office via email on procurement@kenet.or.ke

APPENDIX A: PRICING SCHEDULES

Table 2: Price Schedule for EoDWDM OR EoSDH Service

No.	Item	Qty	Year 1 Unit Price (Currency)	Year 1 Total Exclusive of VAT (Currency)	Unit Price (After year 1)	Total (after Year 1)
1	Installation Costs (Non Recurrent)	LOT				
2	Monthly Lease Cost for 10GE EoDWDM or EoSDH Service (Recurrent)	12 months				
3	Other Costs (Details of item)					
TOTAL COSTS						