

**BROADBAND SYSTEMS CORPORATION
(BSC Plc)**

**Remera, Airport Road
(KN5 RD), Opposite Chez Lando
P O Box 7229, Kigali, Rwanda
Email : procurement-bsc@bsc.rw**

NATIONAL TENDER:

TENDER N° : 002/S/NOT/BSC/2026

**PROVISION OF Wi-Fi MONETIZATION SOLUTION
TO BSC PLC**

NATIONAL TENDER NOTICE N°: 002/S/NOT/BSC/2026

TITLE: PROVISION OF Wi-Fi MONETIZATION SERVICES TO BSC PLC

1. Broadband Systems Corporation Plc ("BSC") is a licensed Internet Service Provider (ISP) that is incorporated under the laws and regulations of the Republic of Rwanda. The company is engaged in the business of providing advanced Information and Communication Technology ("ICT") services based on broadband connectivity.
2. BSC Plc invites qualified bidders to submit bids for the **PROVISION OF Wi-Fi MONETIZATION TO BSC PLC**. The tender is indivisible.
3. Participation to this tender is open on equal conditions to all companies specialised in the field of catering services and qualifying bidder must present the following documents and requirements in their bids;
 - i. Bid submission form and price schedules well printed and properly organized
 - ii. Copy of business registration certificate
 - iii. Original or certified copy of clearance certificate for Social Security.
 - iv. Copy of Valid Tax Clearance Certificate.
 - v. Three references of similar tenders (size and nature) executed with other corporate institutions/companies.
4. The tender documents can be downloaded from www.bsc.rw or obtained free of charge from **BSC Plc procurement office** at Remera, Airport Road (KN5 RD), Opposite Chez Lando.
5. Well printed, properly bound bids presented in 3 copies one of which marked original, must reach BSC Plc's Procurement office at Remera Airport Road (KN5 RD), Opposite Chez Lando not later than **22nd July 2026 at 10:30 A.m.** late bids shall be rejected. The public opening will take place at **11h00 A.m.** on the same day at BSC Plc conference room.
6. The copies should be put in 'inner envelopes' having the name and address of the company. All copies should be put in other envelope called "outer envelope" marked with the reference number of tender notice with the following mentions:

To: Chairperson of the Tender Committee BSC Plc
Tender title: "PROVISION OF Wi-Fi MONETIZATION SERVICES TO BSC PLC".
Broadband Systems Corporation Plc (BSC Plc),
Remera Airport Road
(KN5 RD), Opposite Chez Lando
P O Box 7229, Kigali, Rwanda
E-mail: procurement-bsc@bsc.rw

7. The bids must have a validity period of **one hundred twenty days (120) days** from the bids opening date.

Done at Kigali, on 07/07/2026

Sincerely,

Gilber KAYINAMURA
Chief Executive Officer

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General Information

1.1. Introduction

Broadband Systems Corporation, PLC ("BSC Plc") is a licensed Internet Service Provider (ISP) that is incorporated under the laws and regulations of the Republic of Rwanda. The company is engaged in the business of providing advanced Information and Communication Technology ("ICT") services based on broadband connectivity.

To carry out its mission, BSC Plc would like to work with one of the competent companies specializing in Wi-Fi Monetization Solution.

The purpose of this Request for Proposal (RFP) is to solicit proposals from qualified and experienced service providers for the provision, implementation, operation, and support of a Wi-Fi Monetization Service. The selected service provider shall deliver a comprehensive solution that enables Broadband Systems Corporation Ltd (BSC) to monetize its public Wi-Fi infrastructure through revenue-generating models such as advertising, sponsorship, user authentication, analytics, and other value-added digital services, in accordance with the technical and functional requirements specified in this RFP.

1.2. Mandate of this Document

This document is a request for proposal for the **PROVISION OF Wi-Fi MONETIZATION SERVICES TO BSC PLC**

1.3. Schedule

Deadline for submission	22nd July 2026 at 10h30 a.m.
Public Bid Opening	22nd July 2026 at 11h00 a.m.

1.4. Contact details and bid clarification

1.4.1. Contact

Should any query be raised concerning the following specifications, they should be addressed in writing to the **Chairperson of the Tender Committee BSC Plc** at the address below:

Broadband Systems Corporation (BSC Plc),
Remera Airport Road
(KN5 RD), Opposite Chez Lando
P O Box 7229, Kigali, Rwanda
Email: procurement-bsc@bsc.rw.

The preferred communications channel will be via e-mail (with reception confirmation). Bidders are allowed to contact BSC Plc directly; however the

issue(s) rose must be confirmed in writing and the questions and answers will be shared with all bidders who purchased the tender document.

1.4.2. Bids Presentation

Bidders may be invited to present and defend their proposals to the BSC Plc Evaluation Committee or to the BSC Plc Management for recommendation or decision. Dates and times of the presentations will be agreed in advance with Bidders within the Time frame allocated for bids evaluation. Failing to show up for presentation will immediately disqualify the invited Bidder.

1.4.3. Bids Evaluation

There will be four general principles that will govern the tender document review, evaluation and selection process:

- Clear, complete and truthful responses to requirements.
- Satisfactory responses to Bidder issues and performance requirements.
- Competitive cost quotation.
- BSC Plc will be the final arbiter for determining Bidder compliance with these three general principles.

1.5. Format of tender document

This tender document comprises of the following:

- ✓ General information
- ✓ Instructions to Bidders
- ✓ Technical Requirements
- ✓ Technical and Financial Bid Contents

2. Instructions to Bidders

2.1. Language

All bid submissions shall be written in the English language, as shall all correspondence and other documents pertaining to this bid.

2.2. Eligible Bidders

- a. The company must be legally registered and operational in Rwanda.
- b. A Bidder that is under a declaration of ineligibility by the RPPA (blacklisted), at the date of contract award, shall be disqualified. The list of such debarred firms will be checked at RPPA website address, www.rppa.gov.rw.

2.3. Cost of bidding

The Bidders shall bear all costs associated with the preparation and submission of its bid, and BSC Plc, hereinafter referred to as “the Purchaser,” will in no case be responsible or liable for those costs, regardless of the outcome of the bidding process.

2.4. The bidding documents

The Bidder is expected to examine carefully all instructions, terms and conditions, bid forms, technical and service requirement specifications in the bidding documents. Failure to furnish the information required, or submission of a bid not substantially responsive to the requirements of the bidding documents, will be at the Bidders' risk and shall result in the rejection of its bid. For the purposes of these clauses, a substantially responsive bid is one that conforms to all terms and conditions set in all the bidding documents without material deviations.

2.5. Clarification of bidding documents

A Bidder requiring any clarification of the bidding documents may notify the Purchaser in writing at the Purchaser's address indicated in the general information section. The Purchaser will respond in writing to any request for clarification which it receives no later than **three (3) days** prior to the deadline for submission of bids prescribed by the Purchaser. Copies of the Purchaser's response (including a description of the query but without identifying its source) will be sent to all the Bidders.

2.6. Amendment of bidding documents

At any time prior to the deadline for the submission of bids, the Purchaser may, for any reason, whether at its own initiative or in response to a clarification request by a Bidder, modify the bidding documents by amendment. The amendment will be sent in writing to all the Bidders and will be binding on them. Bidders shall promptly acknowledge receipt of each amendment in writing. In order to provide the Bidders with reasonable time in which to take the amendment into account in preparing their bids, the Purchaser may, at its discretion, extend the deadline for the submission of bids.

2.7. Bid submission documents

The bid submitted by the Bidders shall include the following:

- Price schedules completed in accordance with clause 2.8, 2.9;
- Documentary evidence established in accordance with clause 2.11 that the Bidder is eligible to bid and is qualified to perform the contract if the bid is accepted.

2.8. Price list

The Bidder shall provide the price list as described in the requirements or furnish an equivalent schedule, indicating the goods and services to be supplied, a brief description of the goods and services and their country of origin. For the purposes of this clause, "origin" of goods means the place where the goods are manufactured or produced or from which the ancillary services are supplied.

2.9. Bid prices

The Bidder shall indicate on the appropriate price schedule the unit price for each item. The Bidder shall indicate all pricing options if more than one is available. Prices indicated on the schedule shall include all custom duties and sales and other taxes payable in Rwanda.

Prices quoted by the Bidder shall be fixed during the Bidder's performance of the contract and shall not be subjected to variation on any account. A bid submitted with an adjustable price quotation shall be treated as non-responsive and will be rejected. The Purchaser may reasonably request for the bid validity extension when necessary and the price shall be fixed for the time extended.

2.10. Bid currency

Tenders shall be priced in FRW.

2.11. Documents establishing Bidder's qualifications

For establishment of the Bidder's qualification to perform the following shall be required:

- i. Bid submission form and price schedules well printed and properly organized
- ii. Copy of business registration certificate
- iii. Original or certified copy of clearance certificate for Social Security.
- iv. Copy of Valid Tax Clearance Certificate.
- v. Three references of similar tenders (size and nature) executed with other corporate institutions/companies.

2.12. Period of validity of bids

Bids shall remain valid for a minimum period of **one hundred twenty days (120 days)** after the bid closing date.

A bid, which is valid for a shorter period, shall be rejected by the Purchaser as non-responsive.

2.13. Format, signing and submission of bid

The Bidder shall prepare one original and one copy of the documents, and they shall be clearly marked **“Original and Copy”**. In the event of any discrepancy, between them the original shall govern. The original and the copy of the bid shall be typed or written in indelible ink and shall be signed by the Bidder (or his agent). The Bidder (or his agent) shall initial all pages of the bid including any amended printed literature. Failure to fulfill these requirements may result in the rejection of the bid as non-responsive.

The copies should be put in ‘inner envelopes’ having the name and address of the company. All copies should be put in other envelope called “outer envelope” marked with the reference number of tender notice with the following mentions:

Tender title: “PROVISION OF Wi-Fi MONETIZATION SERVICES TO BSC PLC”.
Broadband Systems Corporation Plc (BSC Plc),
Remera Airport Road
(KN5 RD), Opposite Chez Lando
P O Box 7229, Kigali, Rwanda
E-mail : procurement-bsc@bsc.rw

2.14. Deadline for submission of bids

Bids must be received by the Purchaser at the address specified above not later than **22nd July 2026 at 10h30 a.m.** The Purchaser may at his discretion, extend the deadline for the submission of bids by amending the bidding documents, in which case all rights and obligations of the Purchaser and Bidders previously subject to the original deadline will thereafter be subject to the deadline as extended, and the period of validity of bid date shall be adjusted accordingly.

2.15. Late bids

Any bid received by the Purchaser after the deadline for submission of bid prescribed by the Purchaser, pursuant to clause 2.14 above, shall be disregarded and/or returned unopened to the Bidder.

2.16. Modification and withdrawal of bids

The Bidder may modify or withdraw its bid after the bid's submission, provided that written notice of the modification or withdrawal is received by the Purchaser prior to the deadline for submission of bids. The Bidder's modification notice shall be prepared, sealed, marked and dispatched in accordance with provisions of clause 2.13. A withdrawal notice may also be sent in writing or by cable but must be followed by a signed confirmation copy, post-marked not

later than the deadline for submission of bids. No bid shall be modified after the deadline for submission of bids.

2.17. Opening of bids by Purchaser

The Purchaser will open the bids after the submission deadline of the bids.

2.18. Clarification of bids

During evaluation of the bids, the Purchaser may, at its discretion, ask the Bidder for a clarification of its bid. The request for clarification and the response shall be in writing. Any Bidder who is not willing to respond to the clarification requested within the stated time will be rejected from further evaluation and be disqualified depending on the significance of the information required.

2.19. Evaluations and comparison of bids

25.1 The evaluation committee shall evaluate and compare only the bids determined to be substantially responsive.

25.2 In evaluating the bids, the evaluation committee shall determine for each Bid the evaluated Bid price by adjusting the Bid price as follows:

- (a) Making any correction for errors.
- (b) Making an appropriate adjustment for any other acceptable variations, deviations and
- (d) Making appropriate adjustments to reflect discounts or other price modifications offered.

25.3 BSC Plc reserves the right to accept or reject any variation, or deviation. Variations, and deviations offers and other factors which are more than the requirements of the Bidding Documents or otherwise result in unsolicited benefits for BSC Plc shall not be considered in Bid evaluation.

25.4 The estimated effect of any price adjustment conditions during the period of implementation of the Contract shall not be considered in Bid evaluation.

2.20. Contacting the Purchaser

After the opening of bids, information relating to the examination, clarification, evaluation and comparison of bids and recommendations for the award of a contract shall not be disclosed to Bidders or any other persons not officially concerned with such process until the award to the successful Bidder has been announced.

Any attempt by a Bidder to influence the Purchaser's bid evaluation, bid comparison or contract award shall result in the rejection of the Bidder's submission.

2.21. Bid Security

2.21.1 The Bidder shall provide a bid security: **Not Applicable**

2.21.2 The Bid Security shall:

- (a) Be in the form of either a bank guarantee from a banking institution, or surety issued by a financial institution, as the bidder would wish;
- (b) Be substantially in accordance with one of the forms of Bid Security or another form approved by the BSC Plc prior to bid submission;
- (c) Be payable promptly upon written demand by BSC Plc in case the conditions listed in the tender document are invoked;
- (d) Be submitted in its original form; copies shall not be accepted;
- (e) Remain valid for a period of 30 days beyond the validity period of the bids.

2.21.3 If a Bid Security is required, any bid not accompanied by a substantially responsive Bid Security shall be rejected by BSC Plc as non-responsive.

2.21.4 The Bid Security of unsuccessful Bidders shall be returned as promptly as possible upon the successful Bidder's furnishing of the performance security.

2.21.5 The Bid Security may be forfeited:

- (a) if a Bidder withdraws its bid during the period of bid validity or
- (b) If the Bidder does not accept the correction of its Bid Price.
- (c) if the successful Bidder fails within the specified time to:
 - (i) Sign the Contract; or (ii) furnish the required performance security.

2.22 Post qualification

The Purchaser will determine to its satisfaction whether the Bidder that is selected as having submitted the highest evaluated, responsive bid is qualified to perform the contract satisfactorily, and shall verify the expected winner's:

- Professional, technical capability & experience required.
- Managerial ability (competence);
- Track record of Bidder;
- Continuity of the Bidder in that line of business.

2.23 Award criteria

Subject to clause 2.22 above, the Purchaser shall award the contract to the successful Bidder whose bid has been determined to be substantially responsive, has met all the essential specifications and has been determined as the highest marked bid, provided further that the Bidder is determined to be qualified to satisfactorily fulfil the contract.

2.24 Purchaser's right to accept any bid, reject any or all bids

The Purchaser reserves the right to accept any bids in whole or in part or reject any bid and to annul the bidding process and reject all bids, at any time prior to award of contract, without thereby incurring any liability to the affected Bidders or any obligation to inform the affected Bidders of the grounds for the Purchaser's action.

2.25 Notification of award of contract

2.25.1 Before the expiry of the bid validity period, BSC Plc shall simultaneously notify the successful and the unsuccessful bidders of the provisional outcome of the bid's evaluation. The notification shall specify that the major elements of the procurement process would be made available to the bidders upon request and that they have three (3) days in which to lodge a protest, if any, before final negotiations are done and a contract is signed with the successful bidder. When there is no protest from other bidders, BSC Plc shall notify the successful bidder with the final notification and after shall sign the procurement contract.

2.25.2 After the final negotiation, negotiation minutes shall be duly signed by both parties and integrated as part of the contract document where applicable.

2.25.3 The notification letter to the successful bidder shall state the sum that BSC Plc shall pay the Service provider in consideration of the execution, completion, and maintenance of the goods by the Service provider as prescribed by the Contract (hereinafter and in the Contract, called the "Contract Price").

2.25.4 Only the signed contract will constitute an official commitment on the part of BSC Plc, and activities may not begin until the contract has been signed by the contracting authority and the successful bidder.

2.26 Performance Security to be determined after tender award

- 2.26.1 Within 7 days after receipt of the notification Letter, the successful Bidder shall deliver to BSC Plc a Performance Security of 10% for the total value of the contract of the tender.
- 2.26.2 If the Performance Security is provided by the successful Bidder in the form of a Bank Guarantee, it shall be issued at the Bidder's option, by a bank located in the Republic of Rwanda.
- 2.26.3 If the Performance Security is to be provided by the successful Bidder in the form of a Bond, it shall be issued by a surety who the Bidder has determined to be acceptable to BSC Plc.
- 2.26.4 Failure of the successful Bidder to comply with the requirements shall constitute sufficient grounds for cancellation of the tender award and forfeiture of the Bid Security. Upon the successful Bidder's signing of the contract and furnishing the Performance Security, BSC Plc shall discharge the Bid Securities of the unsuccessful bidders.

2.27 Advance Payment and Security

BSC Plc shall provide an Advance Payment on the Contract Price, subject to the maximum amount stated in the contract. The Advance Payment shall be guaranteed by a bank guarantee equivalent to the advance amount given to the bidder.

3. Service Requirements

1.Introduction

Broadband Systems Corporation (BSC Plc) Request for Proposal (RFP) is to solicit proposals from qualified and experienced service providers for the provision, implementation, operation, and support of a Wi-Fi Monetization Solution Service.

2. Objectives

The project aims to:

- Monetize public Wi-Fi services through flexible access packages.
- Enable customer self-registration and automated service activation.
- Support prepaid, voucher-based, and subscription-based internet access.
- Enable secure online payments through local and international payment gateways.
- Integrate with the existing Splynx CRM/BSS platform where technically feasible.
- Provide centralized subscriber management and service control.
- Support future growth in subscriber numbers, locations, and service offerings.
- Provide operational, financial, and business intelligence reporting.

3. Scope of Work

The successful bidder shall design, supply, implement, configure, test, document, and support a complete Wi-Fi Monetization Solution.

3.1 Broadband Network Gateway (BNG)

The proposed solution should provide a production-ready Broadband Network Gateway capable of:

- Subscriber Authentication, Authorization, and Accounting (AAA).
- PPPoE subscriber management where applicable.
- Dynamic subscriber provisioning.
- Policy enforcement and bandwidth management.
- Quality of Service (QoS) enforcement.
- IPv4 and IPv6 support.
- Integration with RADIUS servers.
- Integration with Splynx CRM/BSS.
- Service profile management.
- Session management and accounting.
- Subscriber usage tracking.
- High availability and redundancy capabilities.
- Scalability to support future subscriber growth.

The bidder shall clearly specify all required software licenses, subscriptions, and third-party components necessary for production deployment.

3.2 Captive Portal Solution

The bidder shall provide a fully production-ready captive portal solution with the following capabilities:

- Customer self-registration.
- User authentication and authorization.
- Social login integration (optional).
- Voucher-based access management.
- Service package selection and upgrades.
- Customer account management.
- Password recovery and reset functionality.
- Mobile-responsive user interface.
- Multi-language support.
- HTTPS encryption.
- Branding and customization capabilities.
- Administrative management portal.
- User activity and audit logging.

The captive portal shall be integrated seamlessly with the subscriber management platform and payment systems.

3.3 Payment Gateway Integration

The solution shall support integration with local and international payment gateways.

Minimum requirements include:

- Mobile Money integration.
- Card payment integration.
- Real-time payment validation.
- Automated service activation following successful payment.
- Transaction reconciliation.
- Refund management where applicable.
- Payment history and reporting.
- Secure payment processing compliant with industry standards.

The bidder shall identify all required APIs, third-party systems, and dependencies.

3.4 CRM/BSS Integration

The solution shall integrate with BSC's existing CRM/BSS platform (Splynx or equivalent).

The integration shall support:

- Customer account synchronization.
- Subscriber profile management.
- Service activation and suspension.
- Package management.
- Billing information exchange.
- Payment status synchronization.
- Reporting integration.
- Automated workflow integration.

3.5 Reporting and Analytics

The solution should provide dashboards and reports including:

- Active and concurrent users.
- Revenue reports.
- Subscriber usage reports.
- Location-based statistics.
- Service package subscription reports.
- Payment and transaction reports.
- System health and performance monitoring.
- Audit and security reports.

Reports shall be exportable in PDF, CSV, and Microsoft Excel formats.

4. Technical Requirements

4.1 Architecture

The bidder shall provide:

- High-level solution architecture.
- Detailed technical design.
- Integration diagrams.
- Network topology diagrams.
- Database architecture.
- High-availability architecture.

4.2 Security Requirements

The solution shall be provided:

- Secure authentication mechanisms.
- Role-Based Access Control (RBAC).
- Multi-level administrative access.
- Encryption of sensitive data in transit and at rest.
- Audit trails and activity logging.
- Security event logging.
- Backup and recovery mechanisms.
- Secure API communication.

4.3 Scalability

The solution shall support future expansion without significant redesign and shall allow onboarding of additional locations, subscribers, and services.

4.4 Availability and Resilience

The solution shall support:

- Service redundancy.
- Automatic failover mechanisms.
- Backup and restoration procedures.
- Disaster recovery capabilities.
- High availability for critical services.

The bidder shall clearly state any availability limitations and recommend redundancy architecture.

5. Deliverables

The successful bidder shall provide:

- Detailed Solution Design Document.
- Project Implementation Plan.
- Configured and operational BNG platform.
- Production-ready Captive Portal.
- Payment Gateway Integration.
- CRM/BSS Integration.
- Testing and Acceptance Reports.
- Administrator Guides.
- User Manuals.
- Training Materials.
- As-Built Documentation.
- Support and Maintenance Documentation.

6. Training and Knowledge Transfer

The bidder shall provide:

- System administration training.
- Operations and monitoring training.
- Troubleshooting and support training.
- Technical documentation.
- Knowledge transfer sessions for technical and operational teams.

8. Vendor Qualifications

The bidder shall demonstrate:

- Proven experience implementing Wi-Fi monetization solutions.
- Experience with Broadband Network Gateway (BNG) platforms.
- Experience integrating payment gateways.
- Experience integrating CRM/BSS systems.
- 3 References from similar projects.
- Availability of qualified and certified technical personnel.

9. Proposal Submission Requirements

Bidders shall submit:

- Company profile.
- Technical proposal.
- Solution architecture.
- Project implementation methodology.
- Project schedule and timeline.
- Support and maintenance approach.
- Relevant project references.
- Risk assessment and mitigation plan.
- Live demonstration or proof-of-concept approach.

10. Evaluation Criteria

Evaluation Area	Weight
Technical Compliance and Demonstration	100%
Solution Architecture and Design	100%
Payment Gateway Integration Capability	100%
CRM/BSS Integration Capability	100%
Implementation of Methodology and Project Plan	100%
Vendor Experience and References	100%
Support and Maintenance Approach	100%

11. Commercial Proposal

Commercial proposals shall be submitted separately and shall include all costs associated with:

- Software licenses.
- Hardware (if applicable).
- Professional services.
- Captive portal development and customization.
- Payment gateway integration.
- CRM/BSS integration.
- Training and knowledge transfer.
- Annual support and maintenance.
- Any third-party licenses or subscriptions required for the solution.

4.1. Bid Contents

Bids shall contain both technical and financial information and should be submitted in a **sealed envelope**. Non-compliance with this requirement will lead to summary rejection of the Proposal.

4.2. Financial information

Bidders must quote unit price and total prices taxes inclusive based on the quantities above.

Detailed Bill of Materials and breakdown of components must be included as follows:

Terms and Conditions must be clearly brought out in the Financial Proposal.

Bidders shall quote itemized figures against each of the Items as per the specifications above.

Detailed price breakdown of components against each item must be provided.

4.3. Parameters for the selection of the Bidder

Bidders are required to provide a solution based on the Technical Requirements of BSC as brought out in this document. Bidders are encouraged to provide more than one solution where possible. Selection will be made based on the following:

- Soundness of the Proposed technical requirements & services
- Track Record for similar services executed
- Completeness of the Proposal
- Financial Status of the Bidder
- Price & Payment Terms
- Delivery Schedule