



**CALL FOR TENDER**  
**TENDER n° 2015-32 - OPT/DTE/DED**  
  
**FOR**  
  
**OPT FRENCH POLYNESIA**  
**SATELLITE SERVICES**

Date tender issued :	<b>October 16<sup>th</sup> 2015</b>
OPT's officer in charge of the tender :	<b>Tehina THURET, Telecommunications Chief Executive</b>
Closing time for tender response	<b>November 23<sup>rd</sup> 2015, 13 p.m. Tahiti Local time (GMT – 10h00)</b>
E mail addresses for tender inquiries and clarifications	<a href="mailto:OPTsatellite.tender@opt.pf">OPTsatellite.tender@opt.pf</a> <b>Subject: Tender n°2015-32 - OPT/DTE/DED for satellite services</b>
Address for tender submission by post mail	Direction Déléguée des Télécommunications Immeuble Ainapare First Floor – Pont de l'Est 98714 PAPEETE TAHITI FRENCH POLYNESIA Phone : +689 40 41 45 49
Platform address for tender submission	<a href="https://cryptshare.opt.pf/">https://cryptshare.opt.pf/</a> <b>Subject: Tender n°2015-32 - OPT/DTE/DED for satellite services</b>

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## 1. DISCLAIMER

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OPT is bound by public tenders regulations under the “Code des postes et des télécommunications” of French Polynesia and the annex 2 of decree n°1891/CM of December the 20th of 2012, as amended, related to « organisation et aux règles de fonctionnement de l'établissement public à caractère industriel et commercial dénommé « Office des postes et télécommunications » ».

The said Decree organizes tenders launched by OPT and expresses all specifications and proceedings that must be strictly followed under penalty of immediate rejections in French Polynesia.

Thus, Tenderers are expressly warned that all specifications described hereunder must be strictly applied unless expressly otherwise specified in the followings.

Any non compliance regarding these specifications will lead to the reject of the bids without any prior analysis.

For the proper conduct of the Tender, Tenderers must read and accept all the following specifications and ensure their bids are filled with all the required documents.

No negotiations will occur in this Tender and no exceptions, discount or non authorized side proposal (hereunder “Variation”) will be accepted.

## 2. OBJECTIVE OF TENDER

This tender is issued by Office des Postes et Télécommunications (OPT) in regards to the provision of **satellite capacities**.

OPT is relying on both satellite & submarine cable to meet its service obligations in French Polynesia.

OPT will take delivery of a sizeable amount of satellite capacity which will be used for two purposes. Its primary purpose is to provide a sizeable amount of satellite capacity which will be used for domestic network as known as POLYSAT.

The other part of capacities is to meet the requirement of a permanent restoration link for the priority service on international Honotua cable system.

The tender covers following requirements organized in three individual lots. Some lots may have variation and/or option (see the glossary for further details on these terms).

All information under this tender will be considered confidential by tenderers.

This tender should not be construed as an obligation by the OPT to enter into contract with any of the Tenderer. OPT reserves the right to select different Tenderers for the various Lots or variations.

Tenderers are informed that:

- **They can answer for one or several lots**
- **Any proposal for a variation identified in a lot has to be accompanied with an answer to the initial needs for the aforementioned lot. If not, the offer of tenderer for variations will be rejected.**

### **LOT 1 – 36 MHz C-Band - 3 or 5 years term**

Meet OPT's minimum requirement for domestic network **POLYSAT**.

Tenderer quote both 3 and 5 years term contract.

### **LOT 2 – Capacity for IP services - 3 or 5 years term**

At present time, OPT manages 144 MHz Ku-Band on IS-18 satellite dedicated to its domestic network POLYSAT.

Therefore, Lot 2 meets OPT's requirement to provide additional bandwidth for IP services on POLYSAT. Required throughput is declined according to Low / High scenarios given in ramp-up Table Lot 2.

The Tenderer shall provide pricing for Low/High scenarios, each for **3 and 5 years term contract**.

Note that Tenderer can offer solutions operating on any frequency band available on satellite, and possibly a mix of different band depending of total bandwidth availability.

**Option Lot 2**

If needed, Tenderers provide equipments (antennas, modems) to adapt, its offer to OPT's network.

Network's specifications are described on §8 - *Network configuration to be considered*.

<b>LOT 3 – 36MHz C-Band - Permanent Backup – 18 months term</b>
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This lot is related to a **36 MHz permanent C-Band capacity** for a backup of priority services on international Honotua cable.

This lot includes terrestrial backhaul to OPT Point-of-presence at Equinix (Los Angeles, CA) or DR Fortress (Oahu, HI)

Tenderer must quote an 18 months term contract.

**Variation lot 3**

This lot can be contented with **other Frequency Band**.

### 3. GLOSSARY

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<b>DR FORTRESS</b>	: OPT POP Located a Oahu, HI
<b>EQUINIX</b>	: OPT POP located at Los Angeles, CA
<b>HONOTUA</b>	: International optical cable between Tahiti and Hawaii
<b>LOT</b>	: Standalone unit, as a component of the requirements that is allocated separately. Each lot can be allocated to various Tenderers. <b>It is here expressly stated that no discount can be applied and conditioned by Tenderers to the award of more than one lot to the same Tenderer.</b>
<b>OPT</b>	: Office des Postes et Télécommunications de Polynésie française.
<b>OPTION</b>	: Specific part of the standard requirement. Tenderers must quote and describe all options expressly stated in this Tender. Options subscription is at OPT's sole and discretionary will
<b>POLYSAT</b>	: Acronym for " <b>POLY</b> nésie par <b>SAT</b> ellite" = Satellite Domestic Network
<b>PAPENOO</b>	: OPT Space Teleport site located at Papenoo – Tahiti Island
<b>TENDERER</b>	: Company which makes a formal offer to present Tender
<b>VARIATION</b>	: Alternative offer, on specific elements, expressly authorized by OPT consisting of a modification of some components of the requirements, on the sole Tenderers' will and initiative that OPT is free to subscribe. <b>Any proposal for a variation identified in a lot has to be accompanied with an answer to the initial needs for the aforementioned lot. If not, the offer of tenderer for variations will be rejected.</b>
<b>VINI</b>	: OPT Subsidiaries in charge of Mobile, Internet and DTH TV services

## 4. GENERAL INFORMATION ABOUT OPT

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Telecommunications services in French Polynesia are provided by “Office des Postes et Telecommunications” (O.P.T), a public owned corporation and an OPT wholly owned subsidiary VINI for mobile, Internet, software and network solution services. With 900 staff and postal services in more than 80 contacts points, OPT have some public service obligations and must provide telephone services to all inhabited islands of a territory covering 5 millions km<sup>2</sup> which is approximately the size of Europe.

In a world where the advances in telecommunications provide new opportunities, French Polynesia, like many others Pacific islands nations, is facing challenges of a geographical and economic nature. OPT’s role is to:

- Adapt its infrastructure to a fast changing environment and encourage its use
- Develop content creation and launch new applications.

OPT currently serves 53,000 fixed telephone subscribers on its public switched telecommunication network whilst VINI has more than 210,000 mobile subscribers, 35,000 Internet Broadband users and 18,000 DTH users.

For more information please logon to the following websites:

- [www.opt.pf](http://www.opt.pf)
- [www.vini.pf](http://www.vini.pf)

## **5. LOT 1: 36 MHZ C-BAND – 3 OR 5 YEARS TERM**

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This lot seeks bids in regards to C-Band capacity requirement to address services on domestic network POLYSAT.

The Tenderer shall provide pricing for both following contract term:

- 36 MHz C-Band for three (3) years, starting on 1<sup>st</sup> January 2016 to 31<sup>st</sup> December 2018
- 36 MHz C-Band for five (5) years term, starting on 1<sup>st</sup> January 2016 to 31<sup>st</sup> December 2020



## 6. LOT 2: CAPACITY FOR IP SERVICES – 3 OR 5 YEARS TERM

The tender seeks bids to procure additional capacity on domestic network POLYSAT for IP services as Internet, VoIP, lease lines.

Tenderer can offer solutions operating on any frequency band available on satellite, and possibly a mix of different band depending of its total bandwidth availability.

Table below give Mbps duplex threshold ramp according throughput requirements expected on domestic network POLYSAT in the coming years. The Low / High scenarios are respectively at the lower and higher end of OPT's expectation in terms of traffic growth.

Sched.	2016				2017				2018				2019				2020			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Low (Mbps)	165	180	200	200	200	230	230	230	230	230	260	260	260	260	280	280	280	290	290	300
High (Mbps)	360	360	400	400	400	400	450	450	450	480	500	500	500	520	520	550	550	550	600	600

Table Lot 2. POLYSAT capacity threshold ramp (Mbps)

The Tenderer shall provide pricing for corresponding capacity for both contract terms below:

- three (3) years term, starting on 1<sup>st</sup> January 2016 to 31<sup>st</sup> December 2018
- five (5) years term, starting on 1<sup>st</sup> January 2016 to 31<sup>st</sup> December 2020

### Option: equipments provision

The Tenderer shall sell or rent equipments (antennas, modems,...) required to operate its offer on OPT's network. Network's specifications are detailed on §8 - *Network configuration to be considered*.

In this option, Tenderer must give a scope of work and detailed deployment schedule with an expected in-service date.

## 7. LOT 3: 36MHZ C-BAND PERMANENT BACKUP – 18 MONTHS TERM

OPT requires to be permanently connected at all times to one of his PoP (DR Fortress in Hawaii and Equinix in Los Angeles). This capacity will enable OPT to ensure continuity of service in the event of a cable fault on Honotua.

Traffic protocols carried by the permanent capacity will experience minimal interruption of service in the event of a cable fault.

The Tenderer shall provide pricing for the initial capacities on contract term:

- 36 MHz C-Band for eighteen (18) months, starting on 1<sup>st</sup> January 2016 to 30<sup>th</sup> June 2017

### Terrestrial Backhaul

All capacity between teleport and the demarcation point shall be carried via geographically diverse backhaul. Demarcation point may be located either at:

- EQUINIX 600 W 7th Street, Los Angeles CA
- or
- DR FORTRESS 3375 Koapaka St D198, Honolulu, HI 96819

Interface at the Meet me room demarcation point shall be GigE optical.

The Tenderer is required to quote the Terrestrial backhaul service separately from capacity.

### Variation lot 3

This lot can be contented with **other Frequency Band**.

In this case, the Tenderer have to meet same capacity requirements at least, with terrestrial backhauling.

## 8. NETWORK SPECIFICATIONS TO BE CONSIDERED

In providing its response the Tenderer is required to take into account the following technical characteristics.

### POLYSAT Tahiti Hub Teleport

#### C-Band teleport configuration

16,4m C-Band, std A antenna (PNO 3A)		
Source Circular Pol	Polar A	Polar B
Gain	55.9 dbi	55.7 dbi
G/T	36.5 db/k	36.3 db/k

#### Ku-Band teleport configuration

13m Ku-Band (GD-Satcom expected end 2015)		
Source Circular Pol	Polar A	Polar B
Gain	63,5 dBi	63,5 dBi
G/T	> 40,5 dB	> 40,5 dB

### POLYSAT Network – Remote Sites

Remote Islands configuration to be considered, are included below. Tenderer will provide link budget for each station / configuration.

ISLANDS		Ku - Band Remote			C-Band Remote		
TUAMOTU	Site name	Code Station	Ant Diam.	Modem Type	Code Station	Ant Diam.	Modem Type
FAKARAVA	FAKARAVA	FAK+03G2	2,4	Idirect X7	FKRV01G	7,3	CDM-Qx Cnc
RANGIROA	AEROPORT	RAN+10G2	2,4	Idirect X7	RAGI01G	7,3	CDM-Qx Cnc
TIKEHAU	TIKEHAU	TIK+32G2	2,4	Idirect X7	TIKHO01G	7,3	CDM-Qx Cnc
TIKEHAU	TIKEHAU	TIK+32G2	2,4	Idirect X7	TIKHO01G	7,3	CDM-Qx Cnc
<b>AUSTRALES</b>							
RAIVAVAE	RAIVAVAE	RAI+18G2	2,4	Idirect X7	RAIV01G	7,3	CDM-Qx Cnc
RAPA	RAPA	RAP+06G2	2,4	Idirect X7	RAPA01G	7,3	CDM-600
RIMATARA	RIMATARA	RIM+02G2	2,4	Idirect X7	RIMT01G	7,3	CDM-Qx Cnc
RURUTU	MOERAI	RUR+01G2	2,4	Idirect X7	RURU01G	7,3	CDM-Qx Cnc
TUBUAI	MATAURA	TUB+02G2	2,4	Idirect X7	TUBU01G	7,3	CDM-Qx Cnc
<b>NORTH MARQUESAS</b>							
NUKUHIVA	TAIOHAE	TAI+06G2	2,4	Idirect X7	TAIO01G	7,3	CDM-Qx Cnc
NUKUHIVA	TAIPIVAI	TAI+07G2	1,8	Idirect X7			
UAHUKA	HOKATU	HOK+01G2	1,8	Idirect X7			
UAPOU	HAKAHAU	HAK+04E1	2,4	Idirect X7			
UAPOU	HAKATAO	HAK+07G2	1,8	Idirect X7			
<b>SOUTH MARQUESAS</b>							
HIVAOA	ATUONA	ATU+05G2	2,4	Idirect X7	ATUO01G	7,3	CDM-Qx Cnc
HIVAOA	HANAIAPA	HAN+18G2	1,8	Idirect X7			
FATUHIVA	OMOA	OMO+03G2	1,8	Idirect X7			
TAHUATA	VAITAHU	VAI+02G2	1,8	Idirect X7			

## 9. TECHNICAL INFORMATION TO BE PROVIDED

The Tenderer is required to populate the table contained in worksheet "technical info to provide" contained in file "Satellite Information table tender\_2015-32.xls" as part of its response. The information to be provided is summarised herein:

- Satellite names, launch date, end of life.
- Cross connection possibilities
- Spatial segment
- Polarisation
- Transponder
- EIRP
- Spectral efficiency (Mbit/s)/MHz). **The conversion factor shall be a binding contractual requirement**
- Detailed link budget
- Best modulation/FEC parameters or convolutional codes
- Availability of capacity as a function of time

### LOT 2 - Throughput table to provide

For Lot 2, The Tenderer is required to indicate the throughput in Mbps duplex and corresponding allocated bandwidth in the excel version of Table A below for each combination of antenna, satellite and band.

In providing its response the Tenderer is required to state all the key assumptions including up/down ratio, modulation technique, FEC, convolutional codes.

#### Satellite:

#### Antenna specifications

Tenderer Teleport:

OPT:

#### Key assumptions:

- Assumption 1
- Assumption 2, etc.
- Possible throughput according best up/down ratio for optimal use of the specified satellite bandwidth by employing alternate modcods

Schedule	2016				2017				...			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Satellite Capacity (MHz)												
Spectral Efficiency ((Mbit/s)/MHz)												
Throughput Low (Mbps duplex)												
Allocated Bandwidth Low (MHz)												
Throughput High (Mbps duplex)												
Allocated Bandwidth High (MHz)												

Table Lot 2 : Mbps/MHz Table

**LOT 3 - Throughput table to provide Backup capacity**

	During contract Term	
Satellite Capacity (MHz)		<b>36 MHz</b>
Spectral Efficiency ((Mbit/s)/MHz)		
Throughput (Mbps simplex)	PNO -> Teleport	
	Teleport -> PNO	

Table Lot 3: Permanent Capacity - Backup link

## 10. COMMERCIAL INFORMATION REQUIRED

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All bids should be in US Dollars or €. Tenderer to provide a payment schedule and payment terms with its offer. All pricing information is to be provided in the respective worksheets contained in "Satellite information table tender 2015-32.xls"

All tenderers, even those who do have satellite contract currently in force with OPT, are required to submit a set of terms and conditions and a Master Service Agreement (MSA). The said terms and conditions and MSA must not be bound to any previous Tender, MSA or any contract signed previously between OPT and Tenderers.

The Tenderer is required to provide a Plan of Work (POW) and a firm delivery date for each lot. The delivery time indicated would become contractually binding in the event that the bid was selected.

It should be noted that the current intention is that all elements would be commissioned and ready for service by **1<sup>st</sup> January 2016**.

**Important Note:** for **option Lot 2**, Tenderer will provide deployment planning of its solution with an expected in-service date.

## 11. GOVERNING LAW-DISPUTE RESOLUTION

The Agreement will be governed by and construed and interpreted in accordance with the applicable laws of New Zealand, excluding New Zealand's principles of choice of law.

The Parties shall endeavour to settle amicably by mutual discussions any disputes, differences, or claims whatsoever related to the Agreement.

Failing such amicable resolution, any controversy, claim or dispute arising under or relating to the Agreement shall be escalated to President and/or Chief Executive and OPT's Chief Executive Officer for resolution. Any dispute relating to the Agreement or its subject matter -- including disputes as to validity, performance, breach, or termination -- which cannot be settled by negotiation within 30 days, shall be submitted to binding arbitration.

Any controversy or claim arising out of or relating to this contract, or the breach thereof, shall be determined by arbitration administered by the Arbitrator's and Mediator Institute of New-Zealand Inc. in accordance with the Arbitration Rules of the United Nations Commission on International Trade Law (UNCITRAL). The number of arbitrators shall be one. All arbitration proceedings shall be conducted in English. All documents shall be in the English language. Certified translations of non-English documents shall be provided and paid for by the party submitting such documents. The Parties, arbitrator, appointing authority, and administering authority shall not disclose the existence, content, or results of any arbitration without the written consent of the parties except where limited disclosure is necessary to request an interim measure of protection from a court.

However, a Party may not request an interim measure from a court until the Party seeking protection requests an interim measure of protection from the arbitral tribunal and the arbitral tribunal denies the request or fails to rule on the request within a reasonable period of time.

The decision of the arbitrator shall be in writing, signed by the arbitrator, and shall state the reasons for the decision. Any award granted by the tribunal shall be stated in and payable in U.S. dollars. The arbitrator shall not award exemplary, punitive or treble damages. Any decision made by the arbitral tribunal shall be final and binding on the Parties. A Party may not appeal the arbitrator's decision unless the decision contains an error of law that results in a clearly erroneous decision.

When determining whether a decision is clearly erroneous, a Party shall consider the nature of the dispute, the reasoning of the tribunal, and the substance of the decision. A decision is not clearly erroneous merely because a Party disapproves of the outcome.

Each Party shall pay one half of the costs of the arbitration. Each Party shall pay the expenses it incurs for its own legal and other representation and assistance.

Judgment on the award may be entered in any court of competent jurisdiction. The post-award - proceedings shall be governed by the Convention on Recognition and Enforcement of Foreign Arbitral Awards of 1958 (the New York Convention).

**Tenderers are informed that all terms and conditions as stated in clause 11 (governing law-dispute resolution) are requested in their proposal, which will be included into the final contract if any. Compliance with this clause will be noted by the Evaluation team in accordance with criteria of selection referred to in Clause12.**

## 12. TENDER EVALUATION METHODOLOGY

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1. An Evaluation Team will be established,
2. Only tenders received by the due date, as specified in clause 15, will be accepted,
3. Prospective Tenderers can seek clarification of elements of the tender by forwarding questions in writing by email to [OPTsatellite.tender@opt.pf](mailto:OPTsatellite.tender@opt.pf)  
Answers will be provided and copied, along with the questions to all other Tenderers.
4. The Evaluation Team may conduct clarification sessions via Email,
5. Tenders must contain a pricing schedule for the items for which bids are made,
6. The Evaluation Team will select one or more preferred Tenderers based on a combination of the level of compliance, components bid, the price offered and the level of risk assessed. As such, the lowest price may not be selected.



### 13. BIDS EVALUATION CRITERIA

In order to assess the quality of the bids the following criteria will be considered.

Criteria	Weighted Score
Price of the proposal	40 %
Technical performance of the solution to optimize throughput (Mbps/MHz)	25 %
Compliance of the proposal in regards to technical requirements and based on the compliance table attached "Satellite information table Tender2015.xls"	15 %
In-service date on regard to the Tenderer's delivery schedule and to OPT's needs	10 %
Ability to provide contract terms which matching with OPT's requirements as specified for dispute resolution clause	5%
Quality of the tender response (accuracy, relevancy, clarity of explanations provided)	5%

**On prices:** the lowest bid will get the maximum score. Then, other offers will be scored using the following formula:

$$P = P0 * 40 / P1$$

In this formula:

P: is the expected price

P0: is the lowest bid

P1: is the bid's price waiting for a score.

**On delivery schedule:** the closest date will get the maximum score. Then, other proposal will be scored using the following formula:

$$D = D0 * 10 / D1$$

In this formula:

D: is the expected commissioning date notation

D0: is the closest date of all Tenderers

D1: is the Tenderer's date waiting for a score.

## **14. DOCUMENTS TO BE PROVIDED**

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The following documents are to be provided along with the tender response:

1. Manager's authorization to sign the contract.
2. Corporate presentation.
3. Financial results for the last 3 years.
4. 2013, 2014 and if available 2015, annual activity reports.
5. Draft service order(s) and/or contract(s) showing proposal pricing and terms between the Tenderer and OPT French Polynesia, including provisions incorporating the service parameters in the Annexes to this Tender.
6. Tenderer's sworn statement, which testifies that its business is not going to personal bankruptcy, compulsory liquidation, receivership or equivalent procedure governed by foreign law.
7. In case of receivership, a bidder must provide the authorization of the competent authority to continue its activities during the agreement period.
8. Bidders must provide social and tax certificates that justify their compliance with social and tax laws and authorities (payment of all taxes and fees).

Any document presented in the form of copy will be certified by Tenderers or by any official authority under Tenderers' law as being a true extract of the original.

All these documents must be provided by Tenderers under the penalty of rejection. Any lack regarding this obligation should be dully reasoned by Tenderers.

## 15. TENDER SUBMISSION ARRANGEMENTS

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The Closing time/date for tenders is **November 23<sup>rd</sup> 2015, before 13:00 pm Tahiti time.**

The proposals shall be valid for one hundred and twenty (120) days starting from the submission date.

Any enquiries of clarification shall be submitted in writing by email simultaneously to the following [OPTsatellite.tender@opt.pf](mailto:OPTsatellite.tender@opt.pf).

The tender shall be delivered, in a sealed envelop, via Express mail (CHRONOPOST, FEDEX, DHL, etc.) against delivery of a receipt to the following address:

OFFICE DES POSTES ET TELECOMMUNICATIONS  
OPT/DTE – Ainapare Building – 1<sup>st</sup> Floor – Pont de l'Est  
Attn: Tehina THURET, Telecommunications Chief Executive  
98714 PAPEETE TAHITI  
FRENCH POLYNESIA

Notices of receipt that would be delivered after the deadline (date and time) set above shall not be retained. Tenders will be returned to their authors.

Additionally, one (1) copy of the tender shall be provided on USB flash drive and mailed to OPT.

In order to take into account the particular geographic location and remoteness of the French Polynesia Territory, and the lengthy mail delivery service, the tenders will also be delivered the deadline set above on a encrypted uploading transfer application created by OPT named CRYPTSHARE and available on the following URL: <https://cryptshare.opt.pf/>

Tenders files uploaded this way will be protected by a password that will be send by Tenderers via Email to OPT immediately after the deadline set above.

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