

# REPUBLIC OF RWANDA



## RWANDA UTILITIES REGULATORY AGENCY

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### INVITATION TO BID FOR THE THIRD NATIONAL TELECOMMUNICATIONS OPERATOR IN RWANDA

The Government of Rwanda has over a decade been embarking on institutional and economic reform programs aimed at modernizing Rwandan economy and expanding the role of the private sector in driving sustained economic development.

In the year 2003, the Cabinet granted a 5 year duopoly to two telecommunications operators, namely Rwandatel and MTN Rwandacel to provide fixed and mobile communications. That duopoly is due to expire by end June 2008.

In line with its objective to further liberalise the market, the Government has now decided **TO SELECT A THIRD NATIONAL OPERATOR** at the expiry of the exclusivity period through a public tender process. The **Third National Operator** will be issued with and have both fixed and mobile licences with a 15 year licence-duration and on the terms and conditions as applicable to the existing duopoly operators in Rwanda.

The licence obligations include payment of annual operating fees, contributions to the Universal Access Fund and other fees as stipulated in the relevant legislations, copies of which can be found on the website of Rwanda's national regulator (RURA); [www.rura.org.rw](http://www.rura.org.rw)

The Government hereby invites interested and qualified legal entities to submit their expression of interest together with technical and financial proposals for evaluation.

In order to ensure that the **Third National Operator** is in a suitable position to provide the necessary network infrastructure, the bidding process will be restricted to telecommunications operators or consortia that meet the following criteria:

- *experience and proven capability to advance Rwanda Government's objectives in ICT sector development, and*
- *Proven clear commitment and financial capabilities to implement a clear realistic plan to boost the telecommunications sector in Rwanda.*

The bidding documents, which include the current legislations and the draft licences, can be obtained at the headquarters of RURA on presentation of the proof of payment of a non refundable amount equivalent to US\$ 2,500 (Two Thousand Five Hundred United States Dollars) into the account number of RURA 120 11 27 at the National Bank of Rwanda.

The closing date for submission of clarifications on the bidding documents is **15 August 2008**, whilst the closing date for submission of technical and financial bids is **30 September 2008** at 3 pm local time of the Republic of Rwanda, at which time the bids will be opened at in public meeting in the Conference Room of Rwanda Utilities Regulatory Agency (RURA).

Done in Kigali, Rwanda

25<sup>TH</sup> DAY OF JUNE 2008

**Col. Diogène MUDENGE**  
**Ag. Director General**

WORKPLAN FOR 3RD LICENCE											
		MONTHS									
S/N	TASKS	Mar 2008	Apr 2008	May 2008	Jun 2008	Jul 2008	Aug 2008	Sept 2008	Oct 2008	Nov 2008	Dec 2008
1	Approval of bid documents by RURA Bcard	X									
2	Presentation of bid documents to Hon Minister for onward transmission to Cabinet	X									
3	Publication of bid documents [Gazette etc]				X						
4	Sensitisation of potential bidders					X					
5	Submission of Request for Clarifications						X				
6	Response to Questions of Clarifications						X				
7	Submission of bids Closing Date							X			
8	Technical Evaluation								X		
9	Financial Evaluation								X		
10	Approval of the Evaluation report by the Cabinet									X	
11	Negotiation with preferred bidder									X	
12	Award of Licence										X

### Significant Milestones

Publication of bidding documents	June 2008
Submission of clarifications on bidding documents	August 2008
Submission of bids Closing Date	September 2008
Approval of evaluation report by the Cabinet	November 2008
Negotiation with Preferred Bidder	November 2008
Award of licence	December 2008