



**GISPA CONSORTIUM  
Request for Proposals  
Bulk Purchase of 2 STM1s International Bandwidth**

**Open:** 15<sup>th</sup> December 2008

**Close:** 16<sup>th</sup> January 2009

**Region:** Ghana, West Africa

**Overview of Capacity:** The Ghana Internet Services Providers Association (GISPA) has established a consortium among its members to collectively purchase International bandwidth capacity. The consortium – based on member traffic demand and projections – has demand for 2 STM1s on an undersea fiber infrastructure, which originates either in Sesimbra or London (connecting into the international Internet backbone) and terminates in Accra, Ghana. This capacity is for the first year of the contract (i.e. 2009) and may be upgradeable based on demand during the year or within the three years of the initial contract. The specific location for termination in the country will be agreed with the successful bidder. The distribution of the capacity to members of the consortium will not be the responsibility of the successful bidder; hence the consortium will have full access and control of the terminating infrastructure. The capacity will be backed by an SLA of 99.99% uptime, which must come with proof that the bidder has legal and commercial control over the originating infrastructure.

**Eligibility of Bidders:** Bids are solicited from any operator that has international capacity and meets the legal and or commercial requirements to terminate capacity in the Republic of Ghana. The bidding entities must provide both commercial and technical capability to provide support and ongoing maintenance of the link. The entity's access and proven relationship within the international capable market will be an added advantage. Ability to bring caching services to the capacity is a desired advantage but not a necessary condition. We require all backing documents for the bidding entities in softcopy. If the documents are too large to email, please advise on an upload and download mechanism.

**Expression of Interest (Eoi):** Bidders are to produce a network layout of the capacity transmission, cost and ability to upgrade based on demand and traffic projection. The Eoi must also detail the legal, commercial and technical aspects of the entity involved. The entities **MUST NOT** compete in the Ghanaian market as a retailer with the GISPA consortium members. If necessary, the entity must have clearly defined lines of engagement and agreement with the consortium, which ensures a level playing field and fair competition. Haven met the legal, technical, commercial requirements, pricing of the initial capacity and subsequent upgrade will be a critical factor. We welcome different scenarios and models for determining competitive pricing of the capacity.

Board of Directors

E. Akofio-Sowah (BusyInternet), L. Tamakloe (IGH), R. Hlormador (K-NET), A. Sarpong (AfOL), Y. Atekepe (IS)

**Timeline and Process:** All response to this RFP must reach [secretary@gispa.org.gh](mailto:secretary@gispa.org.gh) by 16 January 2009 with electronic attachments in pdf format. All submissions will be acknowledged. A tender committee will review the submissions and communicate a shortlist of candidates after a month. The GISPA Consortium will enter into a three-year contract with the successful bidder, renewable yearly with upgrades based on demand and traffic projections, after negotiations on the terms of engagement.

**About GISPA:** The Ghana Internet Service Providers Association (GISPA, [www.gispa.org.gh](http://www.gispa.org.gh)) was established in June 2001, incorporated as a company limited by guarantee under the Companies Code of Ghana, 1963 (Act 179). GISPA is a professional, non-profit trade association representing the interest of ISPs and those interested in the provision of Internet service. The strength of the Association rests on its ability to be truly representative of the Ghanaian Internet industry as a whole.

*The GISPA Consortium* is composed of members of GISPA who have come together to purchase international capacity collectively and then distribute over their own internal network to customers. The consortium is also considering buying national transmission capacity collectively to reach the members' customer access network.

*Internet Research* is contracted by GISPA to provide secretarial services and hence is responsible for coordinating the work of the GISPA Consortium regarding this tender. Below is the contact detail for Internet Research;

Postal: PMB 208, Accra-North, Accra, Ghana  
Office: 42 Ring Road Central, Accra-North, Accra  
Tel: +233.21.258800 ext 7031  
Fax: +233.21.258811  
Cell: +233.28.7300377  
Intl: +46.850.006381  
Web: [www.internetresearch.com.gh](http://www.internetresearch.com.gh)  
Mail: [info@internetresearch.com.gh](mailto:info@internetresearch.com.gh)

Board of Directors

E. Akofio-Sowah (BusyInternet), L. Tamakloe (IGH), R. Hlormador (K-NET), A. Sarpong (AfOL), Y. Atekpe (IS)

---

Tel: 021 258800 EXT 7031/028 7300377/ Email: [info@gispa.org.gh](mailto:info@gispa.org.gh) / Web: [www.gispa.org.gh](http://www.gispa.org.gh)