



RÉPUBLIQUE TOGOLAISE

Ministère des Postes
et de l'Économie Numérique

CALL FOR EXPRESSION OF INTEREST IN THE GRANT OF LICENCES TO INTERNET SERVICE PROVIDERS IN TOGO

I. BACKGROUND

In its vision for the development of its online market, Togo is paying particular attention to the development of the internet market and its ambition is to change the status of the provision of access to broadband from that of a luxury item to a consumer product.

As part of the implementation of that vision, several large scale projects were launched, some of which are being finalised. These include the construction of a data centre aimed at promoting the development of local online content, the setting up of an internet exchange point (IXP), and the deployment, under the E-Government project, of a fibre optic network covering more than 250 kilometres in the city of Lomé.

In order to capitalise on these projects, strengthen competition in this market sector, improve service quality, and, above all, allow Togolese consumers the opportunity to choose between several Internet service providers, the State of Togo has decided to grant two (2) new licences for the supply of internet access.

The services in question cover Internet access services on a national scale, the provision of links, the supply of IP addresses, the provision of Internet services, leasing of facilities, Internet access via Hotspots (Wi-Fi), as well as value-added services.

II. OBJECTIVES

- General objective

Generally, the project will help the State of Togo to move forward in its efforts to transform the current Internet market landscape into a truly competitive market for the benefit of users and the area as a whole, and will help to:

- Capitalise on ongoing projects (Internet Exchange Point, a Data Centre that will be managed under a public/private partnership (PPP), E-Government fibre optic network accessible to Internet service providers, etc.);
- Strengthen competition;
- Increase investment in the sector;
- Create a suitable environment to bolster the positioning of Togo as a logistic and banking hub in the sub-region; and
- Promote the development of new and innovative range of products and services (fibre optic in the home), as well as customised products and services for enhancing the competitiveness of businesses based in Togo.

- Objectives of the call for expression of interest

The objective of this call for the expression of interest is to shortlist legal entities interested in operating a telecommunications network for the supply of Internet services in Togo.

In order to allow interested operators who have been shortlisted following their expression of interest to, in a second stage, submit an application with a bid, draft terms of reference to be attached to the licence constituting the reason for this call for expression of interest can be obtained from the Regulatory Authority.

III. TARGETS OF THE CALL FOR EXPRESSION OF INTEREST

This call for expression of interest is primarily targeting companies that, individually or with their partners, have proven experience in providing telecommunication services/ICTs, in particular in providing Internet access.

Operators that already hold a licence in Togo for the operation of electronic communications networks available to the public can directly or indirectly apply for the licenses.

IV. CRITERIA FOR ASSESSING PROPOSALS

The shortlisting of operators wishing to participate in the tender for the purpose of obtaining the licence constituting the reason for this call for expression of interest will be mainly based on the reputation and the declared ambitions of the parties in question.

V. DOCUMENTS TO BE INCLUDED IN THE EXPRESSION OF INTEREST

All documents to be included in the response to this call for expression of interest must be written entirely in French and contain the following:

- Detailed identification of the bidder and a showcase of their experience;
- The letter of expression of interest, clearly stating the bidder's intention, concerns and recommendations;
- Attachments, if applicable, which confirm the bidder's statements.

VI. TIMETABLE FOR THE SUBMISSION OF EXPRESSIONS OF INTEREST

- Responses to this call for expression of interest must be submitted no later than Friday 4 November 2016 to the Regulatory Authority (ART&P) by post, accompanied by signed original paper documents. An electronic version of the application file must be sent to the following address: licencesfai@numerique.gouv.tg

- The list of shortlisted candidates will be finalised on 14 November 2016.
- Shortlisted operators will be given until 22 December 2016 in order to complete their bids.
- Incomplete or late files will be rejected.
- Applications are to be submitted to the following contacts:
 - **Email:** licencesfai@numerique.gouv.tg;
 - **Postal address:** Autorité de Réglementation de Poste et de Télécommunications - 01 BP 358 Lomé - Togo ;
TokoinTame - SOS Village d'enfants, côté Est.
- Bidders may send requests for information to the following email address: licencesfai@numerique.gouv.tg

For more information as to Togo's online market, please visit the websites of the Regulatory Authority (www.artp.tg) and the Ministry of Postal and Online Communications (www.numerique.gouv.tg).

VII. ANNEXES:

As a guide, a list of details for identifying the bidder and a template of the letter of interest are attached.

- BIDDER IDENTIFICATION

1. Name of the interested company or group,
2. Address of the company's head office (geographical address: city, district, apartment no., postal code);
3. Telephone number, Fax number, Email address, Website,
4. Company's legal status;
5. Total share capital;
6. Surname, first name, position, nationality, date and place of birth of the company's legal representatives and name of persons authorised to bind the company under this call for expression of interest;
7. Total number of permanent workers;
8. Annual turnover for the past five years;
9. Other relevant identification information.

- LETTER OF EXPRESSION OF INTEREST INTEREST TEMPLATE

I, the undersigned, _____
(Surname, first name, position)
Representing the company/group _____

(Name and address)

Hereby express my company's interest in being awarded the fourth (4th) licence for which a request for expression of interest was published on _____ in the newspaper _____ for the following lot(s) _____ and hereby attach all documents providing information regarding my company.

Please also find below our intentions, concerns and recommendations

-
-
-

Prepared by the company

At _____, on _____