**Ucom CJSC**

**Procurement of Mobile Broadband  
 LTE routers**

**RFQ**

Yerevan, 29.03.2024

**Request for Quotation (RFQ)**

**republic of Armenia**

**Ucom CJSC, Procurement of Mobile Broadband LTE routers**

**RFQ No: UC – 240185**

# **General Conditions**

## Introduction

Ucom CJSC is a broadband service provider with licenses for voice, international gateway, and Internet services.

This document comprises Ucom CJSC and appears as a Request for Quotation (RFQ) for the Procurement of **Mobile Broadband LTE routers**, of Forecasted quantity of **30,000 units, for 3 years,** with an opportunity of prolongation. The first Purchase Order (PO) for **4,000 units** will be placed immediately after signing the Main supply contract, expected delivery in November 2024.

This RFQ has been issued to obtain all the needed services and technical requirements.

## Requirements

* The successful bidder is expected to supply customized devices described in the Technical requirements.
* The Bidder may substitute alternative solutions, provided that it demonstrates to the Purchaser’s satisfaction that the use of the substitute(s) will result in the System being able to perform substantially equivalent to or better than that specified in the Technical Requirements, however before the solution modification the bidder should seek for a Purchaser’s approval, beforehand.
* All devices supported by the Supplier should be newly manufactured.
* The Supplier shall ship the devices based on the following delivery terms: Incoterms DAP Yerevan, Armenia, including the relevant delivery documents (if needed).
* Required latest delivery period should be 90 calendar days starting from order placement for each part.
* The Supplier shall provide support services for its system (firmware update, firmware version).
* The Supplier shall provide the supporting documentation, including user manuals in the English or Russian languages, for its device.
* The Supplier shall provide a minimum 12-month “factory” warranty, through the SWAP (to exchange one device for another) or in its authorized Service center, starting from the date of the signed Final Acceptance Act/Certificate.

The main requirements **/*appendix 1*/** are described in the supporting technical document, based on technical file (customization part).

#### Evaluation and Qualification Criteria

This Section includes the criteria to determine the lowest evaluated bid and the qualifications of the Bidder to perform the contract. The supplier and its manufacturer shall meet the following criteria(s):

**If Supplier is manufacturer:**

* Experience on manufactured goods of similar nature and complexity for at least 5 (five) years.

**If supplier is not manufacturer: its manufacturer shall meet the above criteria and the supplier shall meet the following criteria.**

* At least 1 (one) similar contract that have been satisfactorily and substantially completed as a prime contractor or joint venture member. *The similarity shall be based on the physical size, complexity, methods/technology and/or other characteristics described in this RFQ. Substantial completion shall be based on 80% or more supplies that have been completed under the contract;*
* Manufacturer’s authorization: A Bidder who does not manufacture an item(s), the Bidder shall provide evidence of being duly authorized by a manufacturer based on below Manufacturer’s Authorization Form **/*appendix 2*/;**

#### Price Quotation */appendix 3/* - price quotation should be prepared using form of appendix 1 specifying words and figure, as well as the various amounts and the respective currencies. The compression will be done based on Incoterms DAP Yerevan, Armenia.

# **Other requirements**

#### By submission of documentary evidence in its proposal, the Bidder must establish to the Purchaser’s satisfaction:

#### Authorized representatives of the eligible bidder shall be entitled to request clarifications regarding all of the RFQ documents by submitting requests by e-mails to: Mr. Hovak Podosyan ([hovak.podosyan@ucom.am](mailto:hovak.podosyan@ucom.am)) and Mr. Armen Mikayelyan ([armen.mikayelyan@ucom.am](mailto:armen.mikayelyan@ucom.am)). Any amendments to the RFP made as a result of a request for clarifications will be sent to all prospective Bidders.

#### At any time prior to the deadline for submission of proposals, Ucom may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, amend the RFQ, cancel the RFQ process, veto any, by Supplier, proposed assigned team member(s) in Supplier’s team. The request for clarification and the response shall be in writing.

#### The Supplier shall bear all its costs for the tendering and RFQ process. Ucom shall under no circumstance be liable for any cost for Supplier’s tendering process, regardless of whether or not the Supplier is selected.

#### The proposal prepared by the Bidder and all correspondence, documents, descriptions, and instructions related to the proposal exchanged by the Bidder and Ucom shall be written in Armenian or English.

#### During the proposals evaluation period the Ucom CJSC will request router sample(s), for testing and analyses, which should be provided in the agreed timing (but no longer than 10 calendar days). The Supplier shall bear the cost for the sample(s) provided.

#### Sample Submission for Testing Purposes: During the evaluation period, the bidding entity may be requested to provide samples of the proposed product/service for thorough testing and assessment by the evaluating team. The purpose of this requirement is to ensure that the offered solution meets the stated requirements and standards outlined in this RFP. The sample submission for testing purposes should be done free of charge.

#### The Bidders shall submit their proposals electronically to Mr. Hovak Podosyan ([hovak.podosyan@ucom.am](mailto:hovak.podosyan@ucom.am)) and Mr. Armen Mikayelyan ([armen.mikayelyan@ucom.am](mailto:armen.mikayelyan@ucom.am)), not later than April 12 of 2024 year, 18:00 (Armenia time), and the letter should be clearly marked RFQ No: UC- 240185. *Later bids will be rejected by the Purchaser.*

#### Proposals shall remain valid, at a minimum of 45 (forty-five) days after the deadline date for proposal submission prescribed by the Purchaser. A proposal valid for a shorter period may be rejected by the Purchaser as non-responsive.

#### For evaluation and comparison purposes, the Purchaser shall convert all proposal prices expressed in various currencies and amounts into a single currency AMD, using the selling exchange rate established by the Central Bank of Armenia on the Proposals opening date.

#### The Purchaser shall award the Contract to the Bidder whose bid has been determined to be the lowest evaluated bid and is substantially responsive to the bidding documents, provided further that the Bidder is determined to be qualified to perform the Contract satisfactorily. Other Contract points will be negotiable between the parties.

## *This RFQ and other related documents (as well as the communication) included are strictly confidential, the “Receiving Party” shall keep confidential and shall not, divulge to any third party any documents, data, or other information. Failure of the Bidder to comply with the request may result in the rejection of its Proposal and further cooperation.*

## *Notwithstanding the above point, the Receiver may furnish Confidential Information of this RFP: (i) to its support service suppliers and their subcontractors and its subcontractor to the extent reasonably required for them to perform their work under their contracts; in which event the Receiving Party shall ensure that the person to whom it furnishes Confidential Information of the Disclosing Party is aware of and abides by the Receiving Party’s obligations under this point as if that person were party to the Contract in place of the Receiving Party.*

*Appendix 1*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Technical Requirements** | | |  | |  |  |
| **Project Name: U!Home Mobile broadband LTE Router** | | |  | |  | **Remarks** |
| B2B and B2C segment | | |  | | **X** | **required (must have)** |
|  | | |  | | **O** | **optional (desirable)** |
| **Wi-Fi** | | |  | |  |  |
| **WiFi standards** | | | IEEE 802.11 b/g/n/ac 5 GHz | | x |  |
| IEEE 802.11 b/g/n/ 2.4 GHz | | x |  |
|  | | | IEEE 802.11 b/g/n/a/ac/ax 5 GHz and 2.4GHz | | o |  |
| **Wi-Fi 2.4 GHz** | | |  | | x |  |
| Throughput | | | 2.4 GHz up to 300Mbps | | x |  |
| MIMO mode | | | 2x2 MIMO | | x |  |
| bandwidth | | | 2.4 ghz-40MHz | | x |  |
| Wi-Fi 2.4 GHz internal antenna gain | | | 3-5 dBi | | x |  |
| WiFi transmission power 2.4 Ghz | | | 20- 24 dBm | | x |  |
| **Wi-Fi 5 GHz AC** | | |  | | x |  |
|  | | | 5 GHz up to 867 Mbps | | x |  |
|  | | | 2x2 MIMO | | x |  |
|  | | | 5 ghz-80MHz | | x |  |
|  | | | 3-5 dBi | | o |  |
|  | | | 20- 22 dBm | | o |  |
| **Wi-Fi 5 GHz AX** | | |  | | o |  |
|  | | | 5 GHz up to 2400 Mbps | | x |  |
|  | | | 2x2 MIMO | | x |  |
|  | | | 5 ghz-160MHz | | x |  |
|  | | | 3-5 dBi | | o |  |
|  | | | 20- 22 dBm | | o |  |
| **MU-MIMO** | | | MU-MIMO support | | **o** |  |
| **Easy Mesh** | | | Easy Mesh Support | | o |  |
| **WiFi Encryption** | | | WPA/WPA2 | | x |  |
| WPA 3 | | o |  |
| **Mobile connection** | | |  | |  |  |
| **MIMO scheme support** | | | 2x2 MIMO | | x |  |
| 4x4MIMO | | o |  |
| MU-MIMO | | o |  |
| LTE Carrier aggregation support | | | (B20+B3)/(B20+B7)/(B3+B7)/(B1+B20)/(B1+B3)/(B1+B7) | | x |  |
| modulation UL | | | 16 QAM | | x |  |
| modulation DL | | | 64 QAM | | x |  |
| BAND 4G FDD | | | B1/B3/B7/B20 (2100/1800/2600/800 MHz) | | x |  |
| BAND 3G | | | DC-HSPA+/HSPA/UMTS:B1/B8 (2100/900 MHz) | | x |  |
| DC HSPA | | | DC-HSPA+ ：DL 42 Mbps, UL 5.76 Mbps | | x |  |
| HSPA+       ：DL 21 Mbps (64QAM), UL 5.76 Mbps | | x |  |
| HSPA         ：DL 14.4 Mbps, UL 5.76 Mbps | | x |  |
| Category | | | 3GPP Release 11 with LTE CAT 6 | | x |  |
| 4G UL throughput | | | 50Mb/s | | x |  |
| 4G DL throughput | | | 300Mb/s | | x |  |
| **Connection type** | | |  | |  |  |
| Internet connection type | | | Automatic IPv4 (DHCP), Static IPv4 | | x |  |
| NAT Forwarding | | | Port Forwarding | | x |  |
| **Ports** | | |  | |  |  |
| LAN Ports | | | 2x 100 Mb/s LAN Ports | | x |  |
| 4x 100 Mb/s LAN Ports | | o |  |
| WAN Ports | | | 1x 100 Mb/s LAN Port | | o |  |
| USB | | | USB Support | | o |  |
| **Buttons and indicators** | | |  | |  |  |
| Power | | | to power on or off | | x |  |
| Reset | | | resotre to the default settings | | x |  |
| WPS | | | to connect by WPS | | o |  |
| WLAN | | | to enable or disable WLAN function | | o |  |
| Signal strenght indicator | | | Light indicators | | x |  |
| WLAN, Power & Wi-Fi indicators | | | Light indicator | | x |  |
| **Language Supported** | | |  | |  |  |
| Language Supported | | | English | | x |  |
| Language Supported | | | Russian | | o |  |
| Management | | |  | |  |  |
| Management | | | Web | | x |  |
| App (IOS and Android) | | o |  |
| Support of TR-069 | | o |  |
| Power adapter | | |  | |  |  |
| Switching power supply | | |  | | x |  |
| Input voltage | | | 110-240V | | x |  |
| Input frequency | | | 50Hz-60Hz | | x |  |
| Max. input current | | |  | |  |  |
| Input plug | | | Euro plug, CE Europe | | x |  |
| Output Voltage | | | 11,4 VDC -12.4VDC | | x |  |
| Output max cuurent | | |  | |  |  |
| Dimensions XxYxZ (mm) | | |  | |  |  |
| Weight | | |  | |  |  |
| Length of power cord | | | min 1,5 m | | x |  |
| **Packing list, qty** | | |  | |  |  |
| Router | | | 1 | | x |  |
| Power Adapter | | | 1 | | x |  |
| User manual, English | | | 1 | | x |  |
| USB, LAN cable | | | 1, CAT 5, UTP, 1.5m | | x |  |
| Branding | | | No Branding | | x |  |
| **Others (Commercial terms)** | | |  | |  |  |
| Warranty | | | SWAP/Service center | | x |  |
| **Order** | | |  | |  |  |
| Minimal order quantity | | |  | |  |  |
| **Support, during the expected contract period** | | |  | |  |  |
| Software support | | | Firmware bug fixes, securuty patrches in a form of new firmware releases | | x |  |
| **Customization Requirements** | | | | | | |
| **Group Settings** | **Settings Name** | | **Value** | | | |
| **Wi-Fi 2.4 Ghz** | *SSID#1* | | Ucom-2.4G\_xxxx\* | | | |
| *Encryption Type* | | WPA/WPA2 PSK | | | |
| *802.11 Standard* | | b/g/n/ac/ax or b/g/n in a case of Wi-Fi 5 router. | | | |
| *Channel* | | Auto | | | |
| *Region* | | EU/RU | | | |
| *Password* | | 8 character long password must be unique and contain uppercase and lowercase latin letters and numbers. Example – 8vy4TR7o | | | |
| **Wi-Fi 5 Ghz** | *SSID#2* | | Ucom-5G\_xxxx\* | | | |
| *Encryption Type* | | WPA/WPA2 PSK | | | |
| *802.11 Standard* | | b/g/n/ac/ax or b/g/n/ac in a case of Wi-Fi 5 router. | | | |
| *Channel* | | 36 | | | |
| *Region* | | EU/RU | | | |
| *Password* | | 8 character long password must be unique and contain uppercase and lowercase latin letters and numbers. Example – 8vy4TR7o | | | |
| **SIM Lock** |  | | Optional | | | |
|  | |  | | | |
| \*Last 4 digits of MAC address |  | |  | | | |

*Appendix 2*

Manufacturer’s Authorization

*[The Bidder shall require the Manufacturer to fill in this Form in accordance with the instructions indicated. This* *letter of authorization should be on the letterhead of the Manufacturer and should be signed by a person with the proper authority to sign documents that are binding on the Manufacturer. The Bidder shall include it in its bid]*

Date: *[insert date (as day, month and year) of Bid Submission]*

**RFQ No: UC – 240185**:

**To: *Ucom CJSC***

WHEREAS

We *[insert complete name of Manufacturer],* who are official manufacturers of*[insert type of goods manufactured],* having factories at [insert full address of Manufacturer’s factories], do hereby authorize *[insert complete name of Bidder]* to submit a bid the purpose of which is to provide the following Goods, manufactured by us *[insert name and or brief description of the Goods],* and to subsequently negotiate and sign the Contract.

We hereby extend our full guarantee and warranty in accordance with RFQ requirements, with respect to the Goods offered by the above firm.

Signed: *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name: *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Title: *[insert title]*

Dated on \_\_\_\_\_\_\_\_\_\_\_\_ day of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_ *[insert date of signing]*

*Appendix 3*

**Price quotation**

**Date of this Quotation submission**: *[insert date of* Quotation *submission]*

**RFQ No.:** **UC-240185**

**To: Ucom CJSC**

1. **Conformity:** We offer to supply in conformity with the bidding document and in accordance with the Delivery Schedules specified in the RFQ the following Goods : **LTE router**
2. **Price**: The total price of our Quotation, excluding any discounts offered in item (f) below is:

Total price is: [*insert the total price of the Quotation in words and figures, indicating the various amounts and the respective currencies*];

1. **Validity**: Your Proposal shall be valid **45 days***,* and it shall remain binding upon us and may be accepted at any time before the expiration of that period;
2. **Purchaser Not Bound to Accept**: We understand that you are not bound to accept the lowest evaluated cost Quotation, the Most Advantageous Quotation or any other Quotation that you may receive.

**Name of the Bidder**: \*[*insert complete name of the Bidder*]

**Name of the person duly authorized to sign the Quotation on behalf of the Bidder**: \*[*insert complete name of person duly authorized to sign the* Quotation]

**Title of the person signing the Quotation**: [*insert complete title of the person signing the* Quotation]

**Signature of the person named above**: [*insert signature of person whose name and capacity are shown above*]

**Date signed** [*insert date of signing*] **day of** [*insert month*], [*insert year*]

\*: Person signing the Quotation shall have the power of attorney given by the Bidder. The power of attorney shall be attached with the Price Quotation.

**End of RFQ**