

Joburg Broadband Network Project – Answers to Questions Submitted by Respondents

In an endeavor to provide accurate responses to questions posed by respondents, various pieces of South African legislation have been referred to in the responses. Please note that in the event of any inconsistencies, the actual legislation will prevail over any response that has been provided by the City. While we do everything possible to provide accurate responses, the City of Johannesburg accepts no liability of whatever nature for any loss, liability, damage or expense resulting directly or indirectly from any inconsistencies between the responses provided and the applicable legislation.

No	Question	Response
1.	It is anticipated that several of the bidders will offer Wireless Broadband technologies, which require licensed frequency spectrum, notably in the 2.5GHz and 3.5GHz bands. Does Johannesburg City intend to apply for test frequencies for the demonstration networks from ICASA?	<p>If necessary, yes. As part of the response to the RFI please outline exactly what frequency spectrum you would require. Please indicate if you have been allocated such spectrum and / or if you would expect to make use of spectrum allocated to the City.</p> <p>Note that the City of Joburg has made written representations to ICASA on the allocation of radio frequency spectrum in the 3.5 GHz and the 2.6 GHz bands.</p>
2.	If the eventual design incorporates Wireless Broadband technology, which requires licensed frequency spectrum, is it the intention of Johannesburg City to apply for a permanent frequency license in the required band?	Yes, the City will apply for frequency spectrum, if permitted in terms of ICASA’s frequency allocation plans. The respondent may however make use of any frequencies that it may have been allocated.
3.	Will it be required to demonstrate mobility within the network?	The City would like to explore all possible applications and services on an IP Based converged network. The respondents should demonstrate capability to deliver mobile and/or fixed mobile services.
4.	Will it be required to include pricing for and to demonstrate Voice over IP systems?	Respondents will be expected to demonstrate their respective technologies, including VOIP. Pricing is not a requirement at this stage; however the respondents are welcome to provide an indication of pricing in their responses to the RFI.
5.	Can the City provide Layer2 backhaul between the sites to be used for the demonstration network?	Yes, the City has a Wireless Wide Area Network that can provide connectivity to any location within the City’s entire region for backhaul purposes.
6.	If additional backhaul capacity (over and above infrastructure owned	Yes. There will be a need for additional investment in infrastructure.

No	Question	Response
	by the City) is required in order to implement the full network rollout, will the rollout of this additional backhaul capacity form part of the eventual RFP?	<p>It is anticipated that a range of technologies will form part of the final solution however the City believes that optic fiber rings must form the core network with other technologies complementing for distribution and access to deliver a true broadband experience.</p> <p>The current wireless investment will form part of and complement the access networks layer.</p>
7.	Please clarify the closing time for the RFI submission on 30th March. According to the cover page the closing time is 10:30 and inside the document it says 12:00	The closing time will be 12h00 and the public opening will take place at 12h30.
8.	How/when can details be obtained of the fiber and copper network infrastructure?	The City is in the process of aggregating all related assets in a central Corporate GIS system. This information will only be made available to the short listed bidders who will be requested to develop a demonstration network. It is anticipated that this process will be completed in April 2007.
9.	Kindly clarify whether confidential company information will be protected. [2.10]	<p>A respondent may request that certain documents and information contained in its response be kept confidential and state the reason. The document or information that the respondent claims is confidential must be clearly marked as "confidential" and must be capable of being separated from the respondent's application.</p> <p>Confidentiality will not apply to documents and information that are, become, or should be generally available to the public as a matter of law. The City will, in response to the respondent's request for confidentiality, make a determination of whether the documents or information are commercially sensitive and/or if confidentiality is reasonable and justifiable. If the City determines that the documents and information are confidential these will not be made available for public inspection.</p> <p>If the City refuses a request for confidentiality, the respondent may withdraw the document or information. If it does not do so it will be available for public inspection even though it is marked as "confidential". The above paragraphs will apply to any requests from a respondent that questions asked by it be kept confidential. The respondent may withdraw its question if the City refuses its request for confidentiality. If it does not do so</p>

No	Question	Response
		the question and the answer will be made available to all respondents.
10.	Please clarify the definition and role of “partners”: 4.4 (h) How would your proposed model provide for inter-partner involvement from different stakeholders such as, government, business, and education?	<p>The success of this project relies on the collaboration of various partners in a mutually beneficial partnership. The City’s use of the word “partnership” is meant in the informal sense and a formal partnership is not a requirement. By the word “partnership” the City means that there will be a relationship of cooperation between the various parties to achieve the objectives of the project, which can be called a “Project Partnership”. It is also anticipated that various parties may enter into agreements to respond to the RFI in a joint venture that will mean a “Commercial Partnership”.</p> <p>Respondents must outline the proposed process or methodology to identify and engage with the various stakeholders. Describe how you see the roles of owners, operators and users of the services.</p>
11.	Kindly clarify the following: 4.4(q) If you were asked to run a pilot project, describe what information you would be looking to learn to validate your proposal?	<p>What would you want the demonstration network to prove about your proposed solution? We expect you to detail aspects of your business model and technical rollout that you would be looking to validate during the demonstration networks. This can include any unique value-add that you would want to demonstrate to the City.</p> <p>The following would be some of the information the City would be looking to learn.</p> <ul style="list-style-type: none"> • Identify a partner who can match the appropriate systems and technologies to design and develop a robust Municipal Broadband Service. • A partner that looks beyond just the equipment, wires and cables to the business model and, financial and organizational design and management of the systems and all required critical success factors. • Identify an experienced broadband partner that understands the big picture of Municipal Broadband Services. • Identify a partner that can create an expectation and deliver on that expectation.
12.	Kindly clarify the following: 4.5(b) Indicate the proposed network would be rolled out to the entire	This should be read: “Indicate how the proposed network would be rolled out to the entire City.”

No	Question	Response
	City.	
13.	Reference is made to the Broadband Initiative being envisaged as a PPP. Does this refer to a PPP as stipulated in the MFMA? Are the procedures of the MFMA in relation to PPPs applicable or will this be managed according to the tender procedures of the MFMA?	<p>The City is subject to the MFMA and requirements for tender procedures as outlined in the MFMA.</p> <p>At this stage of the City's procurement process the concept of a PPP is not applicable.</p>
14.	In the "Company Profile and Background" Section, reference is made to Appendix B. Where is this Appendix?	Appendix B was removed (as much of it was represented in the standard CoJ procurement requirements). Kindly respond to the questions as in the other sections.
15.	Will there be an opportunity to ask confidential questions and to receive confidential answers?	See response to question 9
16.	When will the assets audit be available and in what format?	See response to question 8
17.	Please clarify whether there will be a final selection of a successful bidder following the issuing of the RFP to the short-list bidders. When will this be?	The City expects to issue the RFP in the last quarter of 2007. Responses to the RFP will be evaluated and bidders short listed. A final award will be made after the conclusion of successful contract negotiations.
18.	The RFI references a "Municipal Broadband Strategy Analysis" of July 05. Can this document be made available?	This is a very high level strategic document and it is regarded as an internal document. The City may make the document available to the short listed respondents after the RFI process.
19.	<p>Questions regarding the core network and available infrastructure: Is there any further information about topology and availability of COJ access points, where is available fiber and copper and what are the access lengths?</p> <p>To what degree is the available infrastructure made up of redundant rings?</p> <p>Are there more specific details available on existing capacity?</p> <p>Will it be possible to supplement additional fiber optic cable on the existing cable network?</p>	<p>See response to question 8</p> <p>The current CoJ core network is wireless as the rest of the Wireless WAN Infrastructure.</p> <p>The relevant details of the copper and fiber networks, wireless topology, redundancy, and access points will be made available during the demonstration networks to short listed respondents.</p>
20.	Questions about the radio frequencies: 5 GHz frequency – is it exclusive to the COJ or is it a publicly available frequency? Will the frequency plan for 18GHz (PDH-SDH) be provided? Can more details on the City's wireless wide area network be provided? Will other frequencies be available?	See response to question 19

No	Question	Response
21.	<p>What is the regulatory environment with regards to the use of frequencies – sole use of frequencies? What is the regulation regarding the CoJ’s partner to run a broadband network and sell capacity to third parties? Will more details (i.e. page 41) with regard to the organisational and governance model to sell broadband capacity to 3rd parties be provided?</p>	<p>The City holds a Private Telecommunication Network ("PTN") licence in terms of the Telecommunications Act 1996 and has applied, under the Electronic Communications Act, 2005 (the "EC Act") which has repealed the Telecommunications Act 1996, to have that license converted. Until such time as the City is issued with new licenses under the EC Act (or is exempted from licensing) its PTN license remains valid notwithstanding the repeal of the Telecommunications Act.</p> <p>Section 41(5) of the Telecommunications Act provides that, until a date to be set by the Minister, a PTN provider may not resell spare capacity or cede or assign rights to use telecommunication facilities or sublet or otherwise part with control of such facilities used to build PTNs. This restriction was lifted however by item 5 of the Minister’s Notice (Notice 1924 of 2004 published in Government Gazette No 26763 dated 3 September 2004) as from 1 February 2005.</p> <p>In other words, the City is permitted to resell or otherwise deal in its private telecommunications network. It may resell excess capacity on the PTN.</p>
22.	<p>Can more details on the fiber network the JRA is laying and on City Power Joburg fiber infrastructure be provided?</p>	<p>See response to question 8.</p>
23.	<p>Have trials been run on BoPL (Broadband over Power Line) in the Joburg municipality? Are there details available on the success of trials?</p>	<p>No. We have based our information and experience on what Tshwane has done. We use this as a reference site for us.</p>
24.	<p>Please provide more specifics as to the required broadband rate to the end user. Is there a targeted average rate for single users, or a requirement for a group of users such as a school or government office block?</p>	<p>Indicative minimum guidelines for a true Municipal Broadband Service would include:</p> <ul style="list-style-type: none"> • 2MB/s low end user (one PC for home use, Internet/VOIP). • 125MB/s wireless for Free Internet Zones, Optimized • 32 – 100MB/s Fiber to the Business • 32 – 100MB/s Fiber to the Home (High end single user) • 100 – 10G Fiber to the Premise • >10G Fiber to the Node • >100G Core Network
25.	<p>Page 45 question “e” – please specify what licenses are referred to.</p>	<p>This refers to licenses required to offer communications services and</p>

No	Question	Response																
26.	<p>Can more details be provided on the developmental plan – deployment strategy? How quickly and to how many end users shall the services be rolled out? What is the current level of penetration in Joburg across the various segments? What is the priority for roll out i.e. across which segments such as private end-user, government, business etc. What is the forecast for service pricing? For example, following table as a guideline for number of subscribers across different segments over the next years:</p> <table border="1" data-bbox="309 600 1028 802"> <thead> <tr> <th></th> <th>Private end users</th> <th>Govt (Municipality, School etc.)</th> <th>Enterprise</th> </tr> </thead> <tbody> <tr> <td>2007</td> <td></td> <td></td> <td></td> </tr> <tr> <td>2008</td> <td></td> <td></td> <td></td> </tr> <tr> <td>2009</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Private end users	Govt (Municipality, School etc.)	Enterprise	2007				2008				2009				<p>networks, and use of spectrum.</p> <p>It is the City’s intention for the rollout to be completed by 2010 and to cover at least 90% of the City’s residents. Included in this 90% would be approximately 700 schools, 86 libraries etc. The City has approximately 3,000 users distributed across the various regions of Joburg.</p> <p>Respondents would have to develop a network deployment strategy based on balancing the need to reach all socio-economic groups with the anticipated financial investment requirement. It is expected that the deployment strategy should cater for reaching equal numbers of high and low income groups within a phased roll out. Therefore, the ideal roll-out strategy should not focus on reaching high density high income areas only in the initial phases but consider a mix of areas from the start.</p> <p>Pricing is not a requirement at this stage; however the respondents are welcome to provide an indication of pricing in their response to the RFI.</p>
	Private end users	Govt (Municipality, School etc.)	Enterprise															
2007																		
2008																		
2009																		
27.	<p>What are the power specifications on the existing sites (i.e. DC/AC)?</p>	<p>48V DC – Clean Power and High Site Facilities currently being upgraded to operator grade standards on the CoJ Wireless Wide Area Network.</p> <p>All currently active high sites have sufficient power supply. If you want to establish new ones power has to be provided.</p>																
28.	<p>Copper infrastructure of City Power Johannesburg - are copper lines currently available to the end customer premises or is such copper only available between sites of the "City Power Johannesburg"?</p>	<p>Standard copper pilot cables are only available between City Power sites. The Low Voltage lines of the electricity grid are available to the customer premises.</p>																
29.	<p>Would it be possible for respondents to respond to the RFI and be considered for the next stage even if they have not completely finalised all aspects of their partnership model by the RFI due date?</p>	<p>In response to the RFI, it will be important to describe how partnerships will be approached and how these will be governed. Respondents will be required to present their full partnership model and partnership agreements in response to the RFP at a later stage.</p> <p>The City is not looking for an equipment vendor but an experienced builder and operator of a broadband service organization.</p>																

No	Question	Response
		It is recommended that business partnerships should aim to be equipment or technology neutral; the emphasis needs to be on the business capability and service delivery capacity of potential partners.
30.	Number of End Points: Approximately, how many and what bandwidth is required at each site?	<p>The RFI refers to the ITU concept of broadband, i.e. 1.5 – 2 MB/s. See comments for question 24</p> <p>It is the City's intention for the rollout to be completed by 2010 and to cover 90% of City residents.</p>
31.	Cost for Pilot and End design: Does the question refer to cost to Service provider or price to Customer (COJ)?	The service provider is to implement and manage the demonstration network at their own cost. Services on the demonstration network will be free to users for the demonstration period. Although billing / administration capabilities will have to be shown.
32.	Testing: How will tests be performed, what success criteria will be decided on?	This information will be provided to the respondents that are short listed for participation in the demonstration networks.
33.	Who will retain ownership of the network?	<p>The network is to be built on the City's existing PTN for which it holds a licence. Under the present regulatory dispensation it is essential that the City own the network and that the network is used primarily by the City. This position may change if the applicable regulatory environment changes.</p> <p>Respondents are encouraged to take cognisance of similar initiatives globally. The City intends to establish a special purpose vehicle [SPV] outside the City for operational oversight and potentially co-ownership of this project.</p>
34.	Existing Network: What equipment and topology?	<p>See response 8</p> <p>This information will be provided to short listed respondents. Only relevant details will be made available during the demonstration network phase.</p>
35.	Existing ISP: How do we deal with existing Service Providers? Should they be incorporated or replaced?	Service agreements with the City's current service providers will remain in force until expiry or termination. The successful respondent will have to work with the current service providers until such time.
36.	Demonstration: Can it be done on existing network?	Yes, respondents can use their existing networks but would have to be able to demonstrate all requirements that will be outlined in the Terms of Reference.

No	Question	Response
		The City's existing network will only provide backhaul to and from any demonstration network site in the City region.
37.	Procurement: There is usually a 12 week lead time from equipment vendors. This should be taken into account with respect to the implementation of the demonstration network. Can the schedule be adjusted in this regard?	In your response to the RFI, please highlight all scheduling and other potential considerations that would impact your rollout of a demonstration network.
38.	Do we demonstrate all our technologies?	The requirement is to demonstrate Broadband technologies and systems. After short-listing, the City will engage in discussions with respondents as to which technologies are to be demonstrated in which area. In response to the RFI, kindly indicate all possible technologies that can be demonstrated.
39.	Is the Standards and Specification of FCC or ETSI required?	South Africa uses ETSI standards. The respondent must comply with these standards and any other internationally recognised standards or protocols that are applicable to the technology proposed by the respondent. In addition, the solution must comply with standards and specifications prescribed by ICASA.
40.	When / How will the Testing and Inspection be carried out?	It is anticipated that a shortlist of respondents will be identified by May 2007 and will be invited to rollout demonstration networks. Detailed Terms of Reference for the demonstration networks will be provided to short-listed respondents at that time. The Terms of Reference will include consideration of the testing and evaluation of the networks.
41.	Are there any licence requirements for involvement or participating in Demonstration Network Project?	Licensing required will depend on the solution deployed in the demonstration network. If the respondent is in possession of any communications or frequency licences, this should be included in the response. The respondent is expected to set out its requirements in respect of spectrum.
42.	How much speed do you want to be serviced in PLC/BPL Network for the customers?	See response to question 24
43.	Referring to page 13 in Your RFI, an Organizational and governance model will be established to govern the selling off of spare capacities to private service providers (ISPS and VANS). Who and How will they manage to sell off the spare capacities to private service providers (ISPS and VANS)?	The respondent is expected to build a network primarily for the City's use. Spare capacity may be sold off to communications providers. It is up to the respondent to propose how this will take place as well as propose a model.

No	Question	Response
44.	We can provide the IP transport and/or other services such as AMR, Internet, VOIP, Video on demand and/or any others. Which services do you want to provide to customer for Demonstration Network Project?	<p>The specific services required for the demonstration networks will be outlined in the Terms of Reference to be released to short-listed respondents. Please list all possible applications and services in your response to the RFI to enable consideration of these for testing purposes.</p> <p>An indication of expected capabilities include:</p> <ul style="list-style-type: none"> • Ability to log on all user types and provide relevant services. • Ability to provide pure bandwidth pipes of any size/capacity – connectivity. • Ability to connect to third parties- content providers, Internet, broadcasting, other operators etc. • Demonstrate the OSS/BSS and billing
45.	How many Customers / BPL's CPE do you expect to be placed on the total service area of Demonstration Network Project?	The demonstration network is a small scale roll-out for demonstration purposes only. More detail on the requirements for the demonstration networks will be released to short-listed respondents at a later stage. For demonstration purposes, dependant on the technology and the area that is covered between 100 and 1000 customers may suffice.
46.	Who will be responsible for marketing and Service fee collecting from customers of Demonstration Network Project?	The services on the demonstration network are expected to be free to the end customer. However billing / administration capabilities will have to be shown. The respondent is expected to market the service and recruit users for demonstration purposes. More details on the demonstration networks will be provided to short listed bidders however the City expects a cross-section of customers for the demonstration of the network. This may include business (small, medium, large), government (schools, libraries, City applications etc) and residential users.
47.	What kind of contract and contract period do you expect for the services provided to Demonstration Network Project?	The contract period is anticipated to be in the region of 12 weeks to allow for recruiting users on to the network as well as a testing and evaluation period. Further details on the requirements for the contract with users will be provided in the Terms of Reference for the demonstration networks.
48.	As a start up and a company that has as yet to begin trading do we still need to submit a Tax clearance certificate from SARS and proof of payment of council services? Please Clarify?	Yes. If the entity is still to be formed, individual equity owners are required to submit their individual tax clearance certificates. Likewise with all the Council payments.
49.	There is confusion on how our proposals will be measured in phase	The reference to price in the RFI is a standard supply chain management

No	Question	Response
	<p>one. The RFI makes distinctions between section 6 – Evaluation Process on pg 55, section 4.2 Adjudication of Proposal’s on Point system (for Affirmative Procurement) pg 61. It is unclear how these two processes will be viewed together, if at all, as they both are individually out of 100 points. Please clarify?</p>	<p>requirement and is not relevant for the first part of the two-stage bidding process.</p> <p>Evaluation of the responses will be in line with the Preferential Procurement Policy Framework Act (PPPFA) which outlines scoring of responses as follows:</p> <ul style="list-style-type: none"> • 90 points – Functionality, and • 10 points – BEE. <p>For further information on the BEE element please refer to the PPPFA.</p>
50.	<p>What is meant by the term “Price” in the RFI and why would it be VAT inclusive as requested if we are not invoicing the city?</p>	<p>See question 49</p>
51.	<p>Section 4.2’s Points Awarded for Price and Functionality on pg 61 does not make sense from our point of view as it suggests that any proposal that is double the cost of the lowest proposal will be given no more than zero points (including negative points). Please clarify?</p>	<p>Yes. This is true for the formula, however see question 49 above, as price is not an indicator to qualify for short listing in phase 1.</p>
52.	<p>We are unclear by what is intended with regards to the Department of Labour as mentioned in section 11 – Employment Equity Status on pg 28?</p>	<p>Please refer to the Employment Equity Act (No. 55 of 1998) for further guidance in terms of exemptions and compliance. All Organisations must adhere to the requirements of the Act where this is applicable.</p>
53.	<p>As a start-up operation, and up until now, a registered shelf company, we can only give our intended Employment Equity Status, how does city propose we handle this?</p>	<p>See question 52</p>
54.	<p>How does the review of price and functionality work, and who decides which is used price alone or price and functionality)?</p>	<p>See question 49</p>
55.	<p>The formula for section 4.2.5 “Total Proposer Adjudication Points” on page 62 of the document is unclear. Please Clarify?</p>	<p>Please refer to the Preferential Procurement Policy Framework Act (Act 5 of 2000) and the Preferential Procurement Regulations (2001) which explains the points for price and preference calculations.</p>
56.	<p>The price formulas are horrible because it rewards the lowest price unconditionally. If your proposal price twice the value of the lowest proposal or more you will end up with a zero or below zero points awarded for proposal price. Please clarify?</p>	<p>Yes. This is true for the formula, however refer to 2 above, as price is not an indicator to qualify for short listing in phase 1.</p> <p>Also, please refer to the Preferential Procurement Policy Framework Act (Act 5 of 2000) and the Preferential Procurement Regulations (2001) which explains the points for price and preference calculations.</p>

No	Question	Response
57.	In our submission, do we also need to submit the RFI that was given to us as well?	Respondents are expected to respond to the RFI in a point by point fashion. This may require repeating the contents of the RFI.
58.	What specific Black Economic Empowerment criteria you will be looking for from respondents? Is there a minimum requirement?	<p>In terms of preferences for this bid – 10 Points are allocated for empowerment, 7.5 for HDI's (Historically Disadvantaged Individuals) and 2.5 points for Women Equity Ownership and/or Disabled persons.</p> <p>Also, please refer to the Preferential Procurement Policy Framework Act (Act 5 of 2000) and the Preferential Procurement Regulations (2001) which explains the criteria for the above factors.</p>
59.	Has the City considered price-points for the services to be provided by the proposed broadband network? If so, could the City provide some kind of indication of the target prices required for both residential and business services?	A key objective of this initiative is to reduce the cost of telecommunications for the City substantially. Respondents are expected to provide innovative approaches to pricing that will achieve this objective.
60.	Apart from the City's PTN license, does it possess any other communications licenses, including, but not limited to radio spectrum licenses?	In the operation of its own wireless wide area network that services the current needs of the City, the City already makes use of its Private Telecommunications Network (PTN) licence and the 5GHz and 18GHz spectrum bands for last mile and backhaul.
61.	Please provide information regarding the extent and configuration of the City's existing wireless, fiber and copper networks.	This information will be provided to short listed respondents. Only relevant details will be made available during the demonstration network and RFP.
62.	The RFI document does not go into any details regarding quality of service requirements for the network. Does the City have information available regarding the required QoS metrics for the network? For instance, is carriage of carrier-grade voice a requirement for the network?	Respondents should provide information on what quality of service can be provided. Demonstrate how you can support the City's vision of being a world class digital African city.
63.	What is the City's view on the use of unlicensed spectrum for the delivery of network services? Would the City entertain the use of unlicensed spectrum for the delivery of parts of the network?	Yes, where relevant unlicensed spectrum will be considered however final network architecture would need to comply with all relevant prevailing regulations.
64.	Is the City prepared to make a capital investment into the network, or does it expect capital expenditure to be financed solely by the successful bidder?	This is dependant on the respondent's business model. Given that the City is making available current City owned telecommunications assets, respondents would need to indicate what other investment is expected from the City in line with the business model they are proposing. The City understands that as a true partner in this project, it is in the City's interest to make a financial contribution.

No	Question	Response
65.	The provision of services to lower income communities is often fraught with problems due to low PC penetration, thus excluding many potential users due to the inability to afford a PC. Thus, connectivity in lower income communities often has to be centered on locations like schools, clinics or libraries. Has the City considered approaches to providing lower income users connectivity services directly to their homes?	Advances in technology are reducing the cost of access devices. The City is committed to developing and supporting digital inclusion initiatives to increase availability of low cost end-user devices. Some of the revenue generated by this network is expected to be applied to this end.
66.	Is it the City's intention to sell directly to the consumer or end user?	The network will be primarily built to meet the requirements of the City. Spare capacity may be sold off to communication providers who may in turn provide services to end-users. It is the City's intention to reduce the cost of telecommunication by ensuring access to cheaper alternative services for end-users.
67.	While the RFI document does refer to the provision of Internet access over the network, it is not clear whether the City wishes to purchase Internet access from the successful bidder. Please clarify this issue.	The successful respondent, as a wholesale provider, will be expected to provide Internet access to the City.
68.	When the document refers to rollout, what does this mean? Does this mean service availability or actually having services active? Does this include rollout of services to residential areas?	Rollout refers to services being active. Full deployment of the network will require coverage in residential areas.
69.	Is there any preference for Metro Ethernet as a technology?	Respondents are encouraged to propose their preferred technology solutions.
70.	City Power have management and control of the copper telecommunications infrastructure. Does this include any of Telkom's copper?	No
71.	Can we get detailed overview of the existing network (Fiber, Wireless and other) including capacities used on all technologies?	This information will be provided to short listed respondents. Only relevant details will be made available during the demonstration network and RFP.
72.	Is the City insistent on using all three technologies (Fiber, Wireless and Power). If a respondent can demonstrate the efficiencies of two of the technologies with the exclusion of the third, will this have any impact on their bid?	<p>The City is currently of the opinion that a variety of technologies will be required to meet different conditions in different parts of the City.</p> <p>For the demonstration networks respondents will be expected to demonstrate their proposed solution. When the successful respondent designs the final solution they could consider incorporating technologies that they may not have proposed in their initial response.</p>

No	Question	Response
73.	Is there a range of line speeds that is required by the City, understanding that the cities requirement and those of the Service providers making use of excess capacity may be quite different?	Indicative minimum guidelines for a true Municipal Broadband Service would include: <ul style="list-style-type: none"> • 2MB/s low end user (one PC for home use, Internet/VOIP). • 125MB/s wireless for Free Internet Zones, Optimized • 32 – 100MB/s Fiber to the Business • 32 – 100MB/s Fiber to the Home (High end single user) • 100 – 10G Fiber to the Premise • >10G Fiber to the Node • >100G Core Network
74.	If the respondent does not have spectrum for an 802.16d Wimax service, and the City wanted to run such a service in legal allocated spectrum, would the City be willing to approach ICASA with the partner to apply for that spectrum under its PTN license?	See Question 1
75.	Is there any indication as to the requirements of the respective departments within the City, and as to the capacities they currently use?	The City network is currently utilising 20% of the 100Mb backbone.
76.	The proof of concept network that will demonstrate our ability to provide the necessary services to COJ, can this be built in a lab at the respondent's premises or must this network be built in a predefined location approved by COJ?	The sites for the demonstration networks will be selected by the City and communicated to short listed respondents. Solutions built inside laboratories will not be acceptable.
77.	It has been made clear that VOIP, DATA and Internet based services will traverse the proposed network however should these and other ISP based services be included for the City's use?	Yes
78.	Does the city own spectrum?	The City holds licenses in the 5Ghz and 18Ghz frequency bands.
79.	What is the maximum size of the demonstration network?	The City will work with the short-listed respondents to select an appropriately sized area for the demonstration network. The size of the area will depend on the proposed technology and will be of an appropriate size to ensure that respondents are provided suitable opportunities to demonstrate their capability. The City anticipates that, for demonstration purposes and taking into account the technology to be used, the area that is to be covered incorporates between 100 and 1000 customers per supplier. It is envisaged that each demonstration network should include different

No	Question	Response
		types of users such as schools, businesses and residences.
80.	Following roll out of the demonstration network, will the final tender (RFP) be closed or not?	As part of the City's two stage bidding process, short-listed respondents will be invited to build a demonstration network. Upon evaluation of the demonstration networks, the City will draw up a second short-list of respondents who will be invited to respond to the RFP.
81.	Is a core or distributed network required?	The final solution should reach the end user. Respondents are required to indicate their interest in building a solution that includes a core, distribution and access network.
82.	What will happen to the City's current assets?	It is anticipated that the City's current telecommunications assets will be made available to the final successful respondent for the building of the broadband network, on the understanding that the City's networking requirements will be met by this network. This will be subject to the City's own infrastructure requirements.
83.	Do the services need to be costed? Is the City expecting VOIP services to be free?	The costing and pricing of services is not required at the RFI stage. However, the City is very clear that it seeks substantial reductions in the costs of telecommunications for the end users.
84.	What "price" is the RFI referring to? What are the evaluation criteria of the responses?	<p>The reference to price in the RFI is a standard supply chain management requirement and is not relevant for the first part of the two-stage bidding process.</p> <p>Evaluation of the responses will be in line with the Preferential Procurement Policy Framework Act (PPPFA) which outlines scoring of responses as follows:</p> <ul style="list-style-type: none"> • 90 points – Functionality, and • 10 points – BEE. <p>For further information on the BEE element please refer to the PPPFA.</p>
85.	Will PPP apply or is the City looking for a service provider?	The City will not be following the PPP and will be following a standard procurement process to appoint a service provider to render the services.
86.	How many respondents will be on the first short-list to build a demonstration network?	After consideration of the number and quality of responses received, the City will determine how many respondents will be invited to build a demonstration network.

No	Question	Response
87.	How will the broadband network link to the current CoJ WWAN?	The current CoJ WWAN will eventually form part of the broadband network.
88.	Can respondents suggest applications to run on the network?	Yes, respondents are encouraged to suggest applications that can be tested on the demonstration network. However, the intention of the City is to promote the development of service providers that can offer applications and services in this area. It is therefore desirable that the wholesaler/s encourage a competitive environment around the provision of services.
89.	How are respondents expected to overcome restrictions presented by Telkom?	The City is of the belief that there are potential partners that could offer viable alternatives to the current setup. The City is not obliged to use the facilities of Telkom in terms of the PTN licence that it now holds in terms of the Telecommunications Act. There are no provisions in the new Electronic Communications Act with the requirement that Telkom or any other licence operators be used exclusively to provide facilities.
90.	How will the solution form part of the City's preparation for the 2010 FIFA Soccer World Cup?	<p>It is not anticipated that FIFA's requirements will rely on this network. However, the City is bidding for the establishment of the International Broadcast Centre for the event.</p> <p>The Joburg broadband network will be expected to run various applications including security, remote monitoring, traffic controllers, CCTV as well as public Internet access during the period of the 2010 FIFA Soccer World Cup.</p>
91.	Will the GPG network be a separate network or part of this network?	<p>The Gauteng Provincial Government will be finalising their provincial broadband strategy in the coming months.</p> <p>It is anticipated that the City's network will interconnect with this and other provincial and governmental networks.</p>
92.	Will this be a retail or wholesale network?	International practice in this regard has indicated that the wholesaler can also play the role of a retailer. However, the City requires an open network that is accessible for other service providers to offer services to end-users.
93.	Will licensing sit with the City?	This will depend on the business model proposed by respondents but due to constraints contained in the old Telecommunications Act (which still applies for now), the City anticipates that the Joburg Broadband Network will fall under its current PTN license. It is hoped that the licensing under the new Electronic Communications Act will allow for more flexibility. The City has applied to have its PTN licence converted under the new Act but until it is

No	Question	Response
		converted the provisions applicable to the PTN under the Telecommunications Act will continue to apply. It is not known when the conversion process will be completed.
94.	If a company (respondent) uses its own spectrum, will the CoJ still own the network?	There is no legal requirement that requires the spectrum license holder to own a network.
95.	<p>We are a converged systems solutions company that specialises in assisting Service Providers (telco, data, media) leverage converged technologies to deliver successful MultiPlay services to their target customers. Would you suggest that we:</p> <ul style="list-style-type: none"> • Wait for City of Joburg to award the RFP and then look to work with you chosen partner? • Respond to the RFI by focusing only on our core areas of competency? • Look to partner with companies that we believe will win the RFP to prime this project? 	The City cannot recommend any business strategy to a potential respondent or service provider. A list of the parties that attended the Compulsory Briefing session and therefore are eligible to bid is posted on the website for your reference.
96.	Kindly clarify the difference between Questions 4.4[n]. "Do you have a specific approach to ensure 'Digital Inclusion', specifically Internet accessibility by individuals/groups that have been previously disadvantaged or have special needs?" and 4.6[c] "What proposals do you have with regard to community service obligations?"	<p>4.4.[n] Describe your understanding of digital inclusion and who you would target in your digital inclusion strategy. Consider how your strategy would reach all citizens through your business model including considerations of pricing. Please describe experience or examples of your proposed approach to digital inclusion.</p> <p>4.6 [c] What are your proposed community service obligations which will form part of your contract. This may include roll-out and implementation to schools, clinic, hubs, public telephones, public internet access and hotspots.</p>
97.	Is there a minimum number of points that a bidder needs to achieve to be selected to go through to the Demonstration Network Phase? What is the basis for determining who will qualify and who will not? Let's say the CoJ receives 30 proposals and 20 are selected to go through to the Demo Phase, what is the cut-off point that will be applied between the 20 and the 10?	The number of respondents that will be invited to establish demonstration networks will depend on the decision of the Bid Committee in terms of scoring, weighting and short-listing. No decision has been taken at this stage around the number of demonstration networks.
98.	Would the City be segmented into different logical service areas? How would those segments/districts be created?	By "Different logical service areas" the City is referring to the network areas. These could include areas that are covered in a specific phase of rollout and later managed as a distinct part of the network.

No	Question	Response
		<p>In the rollout of the network, it is important to balance rolling out to different income groups. The City desires a balanced rollout between areas such as Sandton, Alexandra, Randburg, Soweto etc.</p> <p>When the final network design is undertaken, all the logical service areas for the City would have to be defined. At this stage, the RFI response requires a description of what criteria would be used to define these areas from the respondent's point of view.</p>
99.	The Joburg Muni Wireless RFP deadline is March 30; would you accept a proposal from a company who did not attend the briefing session – even though it was compulsory?	<p>Unfortunately responses cannot be accepted from companies that did not attend the briefing session. Respondents are welcome to review the list of those who did attend the briefing session to consider a joint submission. See the list at http://www.joburg.org.za/help/broadband_tenders.stm</p>
100.	How can interoperability be accomplished between multiple providers? What do you mean by providers?	<p>This will depend on the business model and technical solution proposed by the respondent. The City has clearly stated its intention for the development of Internet Service Providers and Applications Service Providers by ensuring open access to the network. Interoperability would therefore be expected between the Wholesaler/s and any ISPs or ASPs. The service providers that are considered are companies that would enter into agreements with the Wholesaler/s to offer Internet, email or applications services to end users across the network. These could also include companies that are contracted by the Wholesaler to establish specific network infrastructure in a particular area e.g. wireless coverage in a specific area.</p> <p>The overriding principles are:</p> <ol style="list-style-type: none"> 1. Open access network to enable competitive provision of a range of services to end users. 2. Use of the network must be seamless to the end user and not require changes, reconfigurations etc.
101.	Can we use an existing site for the demonstration network? Can we propose a specific site?	<p>Respondents are free to propose any existing sites. The final decision will be communicated in the Terms of Reference for the demonstration networks.</p>
102.	Based on the front cover of the RFI it would appear that we need to respond to this RFI within the constraints of the bound document – i.e. fill in portions of the actual RFI document and return it in the envelope. Can we submit a written only proposal (i.e. word doc/pdf	<p>A written only proposal will not comply as it will not include the procurement specific documentation that must be completed on the form supplied. The portions dealing with general procurement and supply chain requirements must be completed on the form supplied; these forms may not</p>

No	Question	Response
	only) excluding the original RFI document we received – this would appear to conform to the requirements of the submission information received. We have re-created all the forms presented in the RFI document is this valid?	be re-created. Responses to the questions related to the Business Model, Technical Solution, Coverage and Implementation Plan, Demonstration Networks and Company Profile and Financial can be re-created as long as the correct numbering is maintained.
103.	Can the deadline for submission be extended by 14 days?	Unfortunately, the deadline cannot be extended.
104.	<p>Is the CoJ aware of any regulations / legislation surrounding Broadband Over Power Line emissions?</p> <p>Will the CoJ entertain requests from respondents for specific areas for the trial?</p> <p>Is there a possibility that the CoJ will choose "Best of Breed" respondents for portions of the solution and endeavour to engage them in partnerships or a consortium?</p>	<p>The CoJ is aware that currently there are no radio interference complaints, as a result of Broadband Over Power Line, reported to ICASA. ICASA has not set out any standards regarding Broadband Over Power Line, however it is noted that ICASA may intervene where radio interference occurs.</p> <p>Respondents are free to propose any specific areas, and these will be considered by the City. The final decision will be communicated to the respondents.</p> <p>In an endeavor to ensure the best solution for the City’s needs, the City may consider encouraging respondents to collaborate for the best overall solution.</p>
105.	Are there any specific dimensions we should keep in mind for the Tender Box?	The opening in the tender box is built to accommodate lever arch files. If the respondent’s documents are not able to fit into the tender box opening, they need to alert the information desk and request for a representative from the Supply Chain Management department to open the tender box and deposit the respondent’s documents.
106.	Confidentiality – We cannot wait for submission to establish whether the CoJ deems a particular section to be confidential or not – that will obviously be too late. So it is necessary that we now send you what we intend to be confidential and ask that you let us know if you will allow confidentiality of these parts of the RFI. If a particular part is deemed not to be confidential by you, then we will rewrite them to remove all statements that damage competitiveness.	<p>Respondents are free to make a judgment call about the level of detail to submit in response to the RFI, while putting across their best case. Respondents should bear in mind that this is a two-stage process, final details on the solution, business model and financial modeling are only expected at the RFP stage.</p> <p>As per the City’s Supply Chain Policy, all information designed and prepared for the City is deemed as proprietary. No such information may be distributed, modified or customized for third parties without written permission. All supplier information shall be treated as confidential.</p>

No	Question	Response
107.	Filling in of information from P63-91 of the RFI. Can we submit this electronically (including scanned signatures) or should this be submitted in original handwriting?	<p>The portions of the RFI dealing with general procurement and supply chain requirements must be completed in original handwriting on the form supplied; these forms may not be re-created.</p> <p>Responses to the questions related to the Business Model, Technical Solution, Coverage and Implementation Plan, Demonstration Networks and Company Profile and Financial can be re-created as long as the correct numbering is maintained. Respondents may scan these documents for submission on a CD as per the instructions on the RFI.</p>