



**MALAYSIAN COMMUNICATIONS AND MULTIMEDIA COMMISSION**

**INVITATION TO REGISTER INTEREST AND SUBMIT A DRAFT UNIVERSAL SERVICE  
PLAN**

**AS A**

**UNIVERSAL SERVICE PROVIDER  
UNDER THE COMMUNICATIONS AND MULTIMEDIA (UNIVERSAL SERVICE  
PROVISION) REGULATIONS 2002**

**FOR THE INSTALLATION OF NETWORK FACILITIES AND DEPLOYMENT OF  
NETWORK SERVICE FOR THE PROVISIONING OF FIBRE OPTIC BROADBAND  
ACCESS NETWORK AND SERVICES AT THE UNIVERSAL SERVICE TARGETS  
UNDER THE NATIONAL FIBERISATION AND CONNECTIVITY PLAN 3 (NFCP 3)  
INITIATIVE**

Ref: MCMC/INFD/IDD(01)/NFCP3/TC/02/2020(02)

Date: 14 February 2020

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## ABBREVIATIONS

DP	-	Distribution Point
DUSP	-	Designated Universal Service Provider
EIA	-	Electronic Industries Alliance
FDC	-	Fibre Distribution Cabinet
FOTP	-	Fibre Optic Test Procedure
FTTH	-	Fibre to the Home
FTTP	-	Fibre to the Premise
IEC	-	International Electrotechnical Commission
IEEE	-	Institute of Electrical and Electronics Engineers
ISO	-	International Organization for Standardization
ITU-T	-	International Telecommunication Union Telecommunication Standardization Sector
LAT	-	Latitude
LONG	-	Longitude
MDF	-	Main Distribution Frame
OFSTP	-	Optical Fibre System Test Procedure
OLT	-	Optical Line Terminal
OTDR	-	Optical Time Domain Reflectometer
POI	-	Point of Interconnect
PON	-	Passive Optical Network
POP	-	Point of Presence
Ref	-	Reference
RSP	-	Retail Service Provider
TIA	-	Telecommunication Industry Association
USP	-	Universal Service Provision

## INTERPRETATION

Any terms or words used in this Invitation shall, unless expressly stated or if the context otherwise requires, have the same meaning as provided in the Communications and Multimedia Act 1998 [(Act 588)] (“Act”), all subsidiary legislation and instrument issued, made or given by the Minister or the Commission:

- a. “Approved Universal Service Plan” means the Draft Universal Service Plan (as defined herein) that has been approved by the Commission as specified under regulation 8 of the USP Regulations (as defined herein);
- b. “ASP(C) Licence” means an applications service provider class licence issued by the Commission pursuant to the Act;
- c. “Bill of Quantity or BOQ” means a customised document proposed by the Interested Licensee (as defined herein) to the Commission in which materials, parts, equipment and labour together with the associated costs are itemised. The BOQ shall be priced in Ringgit Malaysia and shall be inclusive of any applicable tax imposed by the Government of Malaysia. The sum of the amount shown in the BOQ shall represent the total cost for each Target Location (as defined herein);
- d. “Cluster” means a combination of Target Locations within the specified state(s);
- e. “Commission” means the Malaysian Communications and Multimedia Commission established under the Malaysian Communications and Multimedia Commission Act 1998 [(Act 589)];
- f. “Completion Date” means the date on which the Designated Universal Service Provider has completed the scope of work pursuant to the Approved Universal Service Plan and Notification of Approval (as defined herein) issued by the Commission;
- g. “Completion Report” means a report to be prepared, compiled and maintained by the Designated Universal Service Provider (as defined herein) on the date of the fibre optic broadband access network and services at the Target Location (as defined herein) is Ready for Service (as defined herein). The Completion Report shall consist of compliance checklist, certificate of acceptance, as build drawing of the fibre network, throughput test results (upload/download), power meter test results and OTDR test results for each Target Location;
- h. “Declaration” means a self-declaration made by the Chief Executive Officer (or a person who holds an equivalent designation) of the Designated Universal Service Provider that the scope of work has been delivered in accordance to the Approved Universal Service Plan and the Notification of Approval (as defined herein) issued by the Commission and that all information furnished to the Commission in the self-declaration are accurate and true;
- i. “Designated Universal Service Provider” means any Interested Licensee designated by the Commission under regulation 9 of the USP Regulations pursuant to this Invitation;
- j. “Draft Universal Service Plan” means a draft of the Universal Service Plan submitted by the Interested Licensee as specified under subregulation 6(2) of the USP Regulations;

- k. “Interested Licensee” means any person who holds a valid NFP(I) Licence (as defined herein), a NSP(I) Licence (as defined herein) and an ASP(C) Licence respectively under the Act, that meets the eligibility criteria set under paragraph 5(2)(ga) of the USP Regulations, and registers its interest to respond to this Invitation;
- l. “Invitation” means an invitation issued to all licensees to register their interest to be a Universal Service Provider in a particular Universal Service Target (as defined herein) pursuant to subregulations 5(1) and 5(2) of the USP Regulations;
- m. “Licensee” means a person who holds an individual or class licence under the Act;
- n. “NFP(I) Licence” means a network facilities provider individual licence issued by the Commission pursuant to the Act;
- o. “NSP(I) Licence” means a network service provider individual licence issued by the Commission pursuant to the Act;
- p. “Notification of Approval” or “NOA” means a notification issued by the Commission to the Designated Universal Service Provider pursuant to regulation 9 of the USP Regulations;
- q. “Port” refers to the point of connection between the end user, the fibre optic broadband access network, domestic core network and backend system, which are collectively ready for service provisioning as illustrated in **Appendix 1** of this Invitation;
- r. “Premises” in the context of this Invitation means residential premises and commercial premises;
- s. “Project” means the installation of network facilities and deployment of network service for the provisioning of fibre optic broadband access network and services for the Target Locations specified in **Appendix 2** of this Invitation;
- t. “Ready for Service” means the fibre optic broadband access network, domestic core network and backend system which have been completely installed, commissioned, tested, and are ready for provisioning of service to end user(s);
- u. “Relevant Authorities” includes, but not limited to the Public Works Department, local authorities, State authorities and the Department of Lands and Mines;
- v. “Retail Service Provider” means an applications service provider or a content applications service provider which is a licensee as defined in the Act that provides Internet access services and/or content applications services through the fibre optic broadband access network deployed under the Project;
- w. “Site” in the context of this Invitation means collectively an area and Premises located within Target Location where connectivity will be provided under the Project;
- x. “Target Location” means the identified secondary towns where connectivity will be provided.

- y. “Universal Service Target or UST” means an underserved area and/or an underserved group within the community;
- z. “USP Regulations” means the Communications and Multimedia (Universal Service Provision) Regulations 2002; and
- aa. “Work” means the entire scope of work to be undertaken and completed by the Designated Universal Service Provider pursuant to the Approved Universal Service Plan and the Notification of Approval issued by the Commission.

## SECTION I

### INTRODUCTION

#### 1. BACKGROUND

- 1.1 This USP initiative is part of the Commission's efforts to plan and implement universal service provision in Malaysia, in accordance with the objectives as specified in subregulation 3(1) of the USP Regulations.
- 1.2 The Commission had, pursuant to subregulation 4(1) of the USP Regulations, specified the Universal Service Targets under Notification Ref. No: NT/USP/2/02, Ref. No: NT/USP/1/04, Ref. No: NT/USP/08/01 and Ref. No: NT/USP/01/11.
- 1.3 This Invitation is being issued to invite all Licensees to register their interest to be the Designated Universal Service Provider for the Project.
- 1.4 The aim of the Project is to expand fibre optic broadband coverage in the UST areas as part of the National Fiberisation and Connectivity Plan ("**NFCP**"). The Project will contribute towards the NFCP target of providing broadband access with speeds of up to 500Mbps at 20% of the premises in sub urban and rural areas.
- 1.5 The Interested Licensee is required to propose to the Commission the most cost effective network design based on an open access concept to serve the Target Locations.
- 1.6 The Draft Universal Service Plan submitted should consider the need to optimise the capital expenditure for the Project, while meeting the objectives of the USP to benefit communities within the underserved areas and ensuring there is adequate competition through the implementation of the appropriate infrastructure sharing mechanism.



## SECTION II

### DESCRIPTION OF SCOPE OF WORK

#### 2. GENERAL DESCRIPTION OF THE FACILITIES AND SERVICES TO BE PROVIDED

- 2.1 The list of Target Locations, which have been grouped into **six (6)** Clusters relevant to this Invitation, is outlined in **Appendix 2** of this Invitation.
- 2.2 The facilities and services to be provided under this Invitation are as follows:
- (a) Fibre optic broadband access network and its related elements including access and trunk connectivity for end-to-end service delivery, equipped with the necessary equipment, related interconnection with and access to other existing networks;
  - (b) Open access platform for interconnection with other service providers; and
  - (c) Operations, maintenance and management of the infrastructure and network installed including bandwidth management.

#### 3. SCOPE OF WORK

- 3.1 The scope of work describes the requirements, timeline, documents, and reports for the Designated Universal Service Provider. The Interested Licensee shall understand, comply and fulfil all obligations specified herein.

##### **A. Technical Requirement and Specification**

- 3.2 The Project to be implemented shall meet the following technical requirements:
- (a) The network design shall meet all the fibre optic broadband access network specifications for the efficient performance of FTTP services;
  - (b) The design shall include robust and components with proven qualities, use of systems with auto-diagnostic<sup>1</sup> features and incorporating redundancy systems where necessary to ensure reliability;
  - (c) The design shall consider scalability and expandability of the fibre optic broadband access network;
  - (d) The Designated Universal Service Provider shall ensure the fibre optic broadband access network and interconnection with the networks of other licensed service providers shall be made available at all times and under any circumstances by the

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<sup>1</sup> Auto-diagnostic feature means the ability to analyse, troubleshoot and optimise connection for performance management

Designated Universal Service Provider; and

- (e) The fibre optic broadband access network shall be based on PON and/or Active Ethernet technology.
- 3.3 The general technical specifications are stipulated in **Appendix 3** of this Invitation ("**Technical Specifications**"). The Interested Licensee shall propose to the Commission in its Draft Universal Service Plan, the most optimal Technical Specifications for the provisioning of FTTP services at all the Target Locations.
- 3.4 The Interested Licensee shall propose to the Commission a network design that is cost effective, competitively priced and supported by technologically sustainable solutions that improve the efficiency of the investments made via the Universal Service Provision Fund ("**USP Fund**"). Dimensioning of the network shall take into consideration the population density, network capacity and coverage requirements of a particular Target Location, and the specifications provided in this Invitation.
- 3.5 In the event the Project's network design includes installation of new trunk network (e.g. between access node and Metro-E, or between access node and POP), the Designated Universal Service Provider shall:
  - (a) Install minimum 48 core fibre optic cable; and
  - (b) Offer open access to dark fibre on the trunk portion of the network with minimum ten (10) fibre pairs for this purpose.
- 3.6 The Interested Licensee shall provide a detailed BOQ for each Target Location.

#### **B. Service Requirement**

- 3.7 The proposed fibre optic broadband access network shall be designed to provide broadband speeds of at least 500Mbps.
- 3.8 Notwithstanding item 3.7, the broadband access service to be provided by the Designated Universal Service Provider or Retail Service Provider shall be at a minimum speed of 30Mbps or higher for users in the Target Locations.
- 3.9 The Designated Universal Service Provider shall provide open access for the relevant components of the network including bandwidth and/or dark fibre, upon request.
- 3.10 The Designated Universal Service Provider shall ensure open access to its network to minimise duplication of infrastructure and enhance competition with the aim of enabling end-users to enjoy more choices, affordable and innovative retail services.
- 3.11 The Commission Determination on Access List, Determination No. 2 of 2015 and the Commission Determination on the Mandatory Standard on Access, Determination No. 3 of 2016 and any revisions made thereafter shall be applicable here.

- 3.12 The Interested Licensee shall indicate to the Commission in its Draft Universal Service Plan:
- (a) Wholesale service charges on the relevant components of the network to be imposed on access seekers; and
  - (b) List of all initial retail broadband packages to be offered to the subscribers.

**C. Detailed Scope of Work**

- 3.13 The Designated Universal Service Provider shall be responsible for, but not limited to the following:
- (a) Design, supply, install, test and commission the fibre optic broadband access network;
  - (b) Design, install, test and commission the trunk network to enable end to end service delivery;
  - (c) Operate, maintain and manage the network; and
  - (d) Provide an open access platform to enable any access seeker and/or Retail Service Providers to participate in the network. The open access platform shall be capable of providing layer 2 and layer 3 network connection.
- 3.14 The Designated Universal Service Provider shall provide retail broadband access services within the Target Location at its own cost.
- 3.15 Subject to the Commission's approval, the Interested Licensee shall identify and propose Sites, which it considers suitable to meet the intended number of premises to be covered in the Target Locations as provided in **Appendix 2** of this Invitation. The Sites identified and proposed shall be areas without existing FTTP/FTTH and/or fixed broadband services (including copper broadband network).
- 3.16 The Designated Universal Service Provider shall cover any premises within the proposed Sites and ensure that there are sufficient ports available for service connectivity. A premise is considered covered or passed when all of the following conditions are met:
- (a) The Designated Universal Service Provider has the capability to connect the premise to the FTTP network in a service area;
  - (b) New service activation will only require the installation and/or connection of a drop cable from the premises passed point (e.g. fibre distribution point (aerial), fibre distribution point (pedestal), riser, MDF, utility-pole) to the premises, and the installation of customer premises equipment (CPE) at the premises; and

- (c) New service activation for any access seeker and to any potential users shall be completed within fourteen (14) days.
- 3.17 The Designated Universal Service Provider shall ensure the capacity for service connectivity to the targeted premises is sufficient.
- 3.18 The Designated Universal Service Provider shall be responsible for, but not limited to the following:
- (a) Conduct site survey, site evaluation and site acquisition within the specified Target Location;
  - (b) Obtain all the necessary approvals from all relevant authorities;
  - (c) Plan and design the network architecture for each Target Location;
  - (d) Install, test and commission the infrastructure, equipment, facilities and ancillaries in accordance with the Approved Universal Service Plan;
  - (e) Provide detailed milestone of key activities for project tracking and monitoring purposes;
  - (f) Verify and validate the completion of the network at the Target Location in accordance with the Approved Universal Service Plan;
  - (g) Prepare, compile and maintain the Completion Report for submission to the Commission upon request; and
  - (h) Undertake operations and maintenance of the network including core network bandwidth management at its own costs.
- 3.19 The Interested Licensee shall provide a detailed design and description of the proposed solution for the open access fibre network that shall include, but not limited to the following:
- (a) Fibre optic broadband access network design;
  - (b) The architecture of overall network connectivity;
  - (c) Description and specification of the network elements;
  - (d) Location of the network elements (Metro-E/POP, Access Node, Fibre Distribution Cabinet and Distribution Point, etc.);
  - (e) Detailed network topology of the overall network, for each Target Location; and
  - (f) Proposed network diagram for open access connection and the point of interconnect.

- 3.20 The Designated Universal Service Provider shall ensure that the network installation and tests conducted is in accordance to the Approved Universal Service Plan and the Technical Specifications as specified in **item 3** herein and **Appendix 3** of this Invitation.
- 3.21 The Interested Licensee shall provide detailed descriptions of the proposed solution for interoperability and interconnection for the overall network if required in order to enable the fibre optic broadband access services.
- 3.22 The Designated Universal Service Provider shall endeavour to ensure participation by the Retail Service Providers and create sufficient awareness in the target areas to encourage broadband subscription take up.
- 3.23 In the interest of providing an economic trickle-down effect to the local and surrounding community, the Designated Universal Service Provider should engage local contractors or suppliers in the implementation of the project.
- 3.24 The Designated Universal Service Provider shall be responsible to operate and provide maintenance and management of the network at all times from the date of completion of Work at its own cost. The maintenance support shall include but is not limited to preventive and corrective maintenance, trouble-shooting faults, cable cut repairs, software update and upgrade.
- 3.25 In the event of vandalism, the Designated Universal Service Provider shall be responsible to rectify and/or replace any affected facilities at the Sites at its own cost.

#### **D. Project Timeline**

- 3.26 The maximum implementation period shall not exceed eighteen (18) months from the commencement date as specified by the Commission. The Interested Licensee shall propose a detailed implementation timeline in its Draft Universal Service Plan outlining when the requisite implementation activities shall be completed in accordance to the scope of work. This will be the basis for the Commission to monitor the progress of work for this USP initiative.

#### **E. Report to the Commission**

- 3.27 Within the Project implementation timeline, pursuant to regulation 13 of the USP Regulations, the Designated Universal Service Provider shall submit a report on the progress of the implementation of the Approved Universal Service Plan on a **fortnightly basis** to the Head of the Universal Service Provision Division ("**USP Division**") of the Commission, in the form and format specified by the Commission.

## **F. USP Funding**

- 3.28 The implementation of the Project shall be funded through the USP Fund and shall be solely for capital costs. The Interested Licensee shall clearly state the estimated funding from the USP Fund required. The Interested Licensee shall include in the Draft Universal Service Plan all appropriate information including the capital expenditure (Capex) costs relating to the design, supply, delivery, installation, testing and commissioning of the Project.
- 3.29 The Commission shall not be liable for any additional cost beyond the cost of the Approved Universal Service Plan.

## **G. Investment for Commercial Deployment**

- 3.30 The Interested Licensee shall submit to the Commission a written commercial deployment plan for fibre optic network to match the value proposed under the USP Fund for the Project, together with the Draft Universal Service Plan submission. The Interested Licensee is encouraged to provide a commercial plan for areas within the vicinity of the Target Locations that it is bidding for to optimise the investment made for this Project and contribute to the NFCP targets.
- 3.31 The written commercial deployment plan shall include the following:
- (a) List of location where the Interested Licensee plans to deploy its network facilities and network services;
  - (b) Value (in Ringgit Malaysia) of the amount to be expended commercially including detailed BOQ; and
  - (c) Specific timelines to complete the commercial deployment.
- 3.32 The Designated Universal Service Provider shall provide report(s) to confirm the project progress and completion of the commercial deployment plan, which shall be submitted to the Head of the USP Division on a **fortnightly basis** in a form and format specified by the Commission.
- 3.33 Any disbursement of payment for the Project shall be dependent on the completion of the commercially deployed initiative. The confirmation of completion of the commercially deployed initiative shall be by way of self-declaration signed by the Chief Executive Officer (or a person who holds an equivalent designation) of the Designated Universal Service Provider in the form and format as specified by the Commission.
- 3.34 The Commission reserves the right to undertake audits on the above.

### SECTION III

#### REGISTRATION OF INTEREST AND SUBMISSION OF DRAFT UNIVERSAL SERVICE PLAN

#### 4. REGISTRATION OF INTEREST REQUIREMENTS

4.1 The Licensee which wishes to register its interest to become the Designated Universal Service Provider pursuant to this Invitation shall hold the requisite licences with a minimum validity of six (6) months from the Closing Date specified in item 7.1 herein (or has submitted its licence renewal application pursuant to section 34 of the Act to the Commission) to enable it to carry out the scope of work under this Invitation. The Licensees must also fulfil the following criteria:

(a) The Licensee is required to hold:

Valid NFP(I) and NSP(I) Licences issued under the Act. The NFP(I) Licence held by the Licensee must allow the holder of the licence to own or provide ALL of the following network facilities under regulation 19 of the Communications and Multimedia (Licensing) Regulations 2000:

- i. Fixed links and cables;
- ii. Towers, poles, ducts and pits used in conjunction with other network facilities; and
- iii. There shall be no last mile limitation specified in the NFP(I) Licence.

(b) The Licensee is required to hold valid ASP(C) Licence under the Act;

(c) The Licensee shall meet the following eligibility requirements:

- i. Has existing fibre optic broadband access network and service with active retail customers;
- ii. Be able to show a good track record of commercial deployment as a licensee under the Act;
- iii. Must have a satisfactory track record of compliance under the Act and conduct as a licensee;
- iv. Not owe any outstanding fees (licence, spectrum assignment and/or numbering assignment) to the Commission;
- v. Has duly submitted its Return of Net Revenue (RONR) forms to the Commission for each year without fail;

- vi. Has no outstanding USP Fund contribution<sup>2</sup>; and
  - vii. Has no outstanding compound to the Commission.
- 4.2 The Commission shall have the right to disqualify the submission of the Licensees who have failed to comply with the requirements stated in **Item 4.1** above.
- 4.3 All Licensees intending to register their interest to be the designated universal service provider for this Project are required to attend a briefing session on this Invitation on the date to be determined by the Commission.
- 4.4 For the purpose of this Invitation, the Commission has grouped the USTs into **six (6)** clusters as stated in **Appendix 2** of this Invitation. The Licensees may register interest to become the Designated Universal Service Provider for any one (1) or more clusters.
- 4.5 For the avoidance of doubt, the Commission will not accept registration of interest for part of a cluster or any combination of clusters, which includes a part of a cluster.
- 4.6 The Licensees shall register their interest with the Commission by completing the Registration of Interest Form as per **Appendix 4** of this Invitation.
- 4.7 The submission of the duly completed Registration of Interest Form shall be made in accordance with **Item 7.1** of this Invitation.

## 5. SUBMISSION OF DRAFT UNIVERSAL SERVICE PLAN

- 5.1 The Interested Licensee shall submit the Draft Universal Service Plan, in separate binding in each cluster as specified in **Appendix 2** of this Invitation. The Draft Universal Service Plan shall be divided into two (2) separate documents as follows:
- (a) Technical proposal; and
  - (b) Financial proposal.
- 5.2 For the avoidance of doubt, the Commission will not accept the submission of any Draft Universal Service Plan for part of a cluster or any combination of clusters, which includes a part of a cluster.
- 5.3 The Interested Licensee may submit Draft Universal Service Plan(s) for multiple clusters. The Interested Licensee shall submit a single document for all multiple clusters in a separate sealed envelope marked as "LICENSEE'S INFORMATION", which consist of the following:

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<sup>2</sup> This is applicable for the licensees which are legally obliged to contribute to the USP Fund, whose total net revenue for the previous calendar year meets the minimum revenue threshold of RM2 million from the licensable activity



- (a) Cover letter signed by the Chief Executive Officer (or a person who holds an equivalent designation) of the Interested Licensee; and
  - (b) Information on the Interested Licensee and other supporting documents as detailed out in **Appendix 5** of this Invitation.
- 5.4 The Draft Universal Service Plan mentioned above, shall be submitted and marked as follows:
- (a) One (1) hard copy to be marked “ORIGINAL”;
  - (b) Two (2) hard copies to be marked “COPY”; and
  - (c) All pages of the “ORIGINAL” Draft Universal Service Plan shall be duly initialled and affixed with a rubber stamp of the Interested Licensee.
- 5.5 In the event of discrepancies, the document marked “ORIGINAL” shall prevail.
- 5.6 Pages for the Draft Universal Service Plan shall be numbered in the following format: (page number) of (total number of pages).
- 5.7 The submission of the Draft Universal Service Plan(s) shall be enclosed in a separate sealed envelope(s) and super scribed as follows:
- (a) TECHNICAL PROPOSAL: (Cluster No. #) or FINANCIAL PROPOSAL: (Cluster No. #);
  - (b) The Commission’s Invitation reference (INVITATION REF. NO.: MCMC/INFD/IDD(01)/NFCP3/TC/02/2020(02) at the top left hand corner of the envelope(s);
  - (c) The description “SUBMISSION OF DRAFT UNIVERSAL SERVICE PLAN - (Cluster No. #)” at the central position of the envelope(s); and
  - (d) “SUBMITTED BY: (Name of Interested Licensee)” at the central bottom position of the envelope(s).
- 5.8 In addition to the hardcopy, digital copies of the technical proposals and financial proposals shall be submitted in compact discs or thumb drives. The digital copy shall be in PDF format.
- 5.9 The Interested Licensee is **prohibited from displaying or including its name in the Technical Proposal**. Failure to comply with this requirement may result in the disqualification of the Interested Licensee’s submission.
- 5.10 All documents mentioned above, including any appendices annexed thereto, shall be taken as mutually explanatory of each other.

- 5.11 The Interested Licensees shall be deemed to have examined and understood all information and documents comprised in this Invitation.
- 5.12 All costs and expenses associated with and necessary for the preparation and submission of the Draft Universal Service Plan shall be borne by the Interested Licensees.
- 5.13 All corrections, changes, alterations and/or any other amendments whatsoever made in the Draft Universal Service Plan shall be initialled and affixed with the Interested Licensee's company stamp.
- 5.14 All documents which form part of the Draft Universal Service Plan(s) shall be properly and securely bound.
- 5.15 Handbooks and any other literature, if any, shall be bound in separate covers.

## **6. SCOPE OF THE DRAFT UNIVERSAL SERVICE PLAN**

- 6.1 The format of the Draft Universal Service Plan in relation to scope of work shall be as outlined in **Appendix 6** of this Invitation.

## **7. CLOSING DATE**

- 7.1 The Licensee shall submit the duly completed Registration of Interest Form as enclosed in **Appendix 4** of this Invitation from **9:00am to 12:00pm, 27<sup>th</sup> March 2020** at:

**Malaysian Communications and Multimedia Commission  
(MCMC Old Building)  
Off Persiaran Multimedia  
63000 Cyberjaya  
Selangor  
(Attn.: Tender Secretariat)**

- 7.2 An Interested Licensee shall submit the duly completed Draft Universal Service Plan on or before **12:00pm, 12<sup>th</sup> May 2020** at:

**Malaysian Communications and Multimedia Commission  
(MCMC Old Building)  
Off Persiaran Multimedia  
63000 Cyberjaya  
Selangor  
(Attn.: Tender Secretariat)**

- 7.3 The Commission will NOT ACCEPT any submission made by way of email, fax, mail and/or other means.

7.4 Any submission of the Registration of Interest Form and/or Draft Universal Service Plan, including any amendments made thereto, received after the stipulated closing date and time, shall be rejected. In this respect, the Licensee/Interested Licensee's proof of postage or other evidence of transmission shall not be accepted as a proof of receipt by the Commission.

**8. MATTERS FOR CONSIDERATION IN APPROVING THE DRAFT UNIVERSAL SERVICE PLAN**

8.1 The Commission will consider the matters specified in regulation 7 of the USP Regulations and all information included in the Draft Universal Service Plan in deciding whether or not to approve the Draft Universal Service Plan.

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## SECTION IV

### PAYMENT FROM THE USP FUND

#### 9. CLAIMS FOR PAYMENT

- 9.1 The Designated Universal Service Provider is entitled to claim the capital costs undertaken (CAPEX) in the Project pursuant to the USP Regulations. Details of the claim schedule, timeline, terms and conditions, and forms and format to submit the claims will be specified in the Notification of Approval issued to the Designated Universal Service Provider.
- 9.2 The claim schedule is specified in **Appendix 9** of this Invitation.

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## **SECTION V**

### **GENERAL TERMS & CONDITIONS**

#### **10. QUALITY OF SERVICE**

- 10.1 The Designated Universal Service Provider shall ensure that the design and configuration of the network facilities, equipment and fibre optic broadband access network to provision broadband access services to the end users at each Target Location complies to the relevant mandatory standards, consumer codes or other regulatory instruments for quality of services issued under the Act.
- 10.2 Notwithstanding **Item 10.1** above, the proposed fibre optic broadband access network shall be able to provide speeds of at least 30Mbps and up to 500Mbps or higher for user(s) in the Target Locations.

#### **11. TECHNICAL COMPLIANCE**

- 11.1 The Designated Universal Service Provider shall be solely responsible for the correct design and configuration of the network facilities, equipment and services offered as per the submitted Draft Universal Service Plan.
- 11.2 If subsequent modifications or changes are necessary for the network facilities, equipment and services to function in accordance with the specifications, the Designated Universal Service Provider shall bear the additional cost involved in modifying the equipment and no such claims from the USP Fund shall be allowed.

#### **12. SUPPLIED MATERIALS AND EQUIPMENT**

- 12.1 All items to be used in the provision of universal service by the Designated Universal Service Provider in the UST shall be fit for the purpose which such items are intended for, and be free from defects arising out of faulty design, faulty and inferior material or faulty workmanship.
- 12.2 All items supplied shall be genuine, newly manufactured/factory fresh (i.e. not second hand, reconditioned and/or used items).
- 12.3 All equipment proposed is required to comply with the Malaysian Standards type approval.

#### **13. APPROVAL FROM RELEVANT AUTHORITIES**

- 13.1 The Designated Universal Service Provider shall be responsible to obtain the necessary approvals from the state authority, local authority, and/or all other relevant authorities before the commencement of work.

- 13.2 The Designated Universal Service Provider shall be solely responsible for any failure to obtain the necessary approvals including any additional costs to comply with the said authority's requirements.
- 13.3 The Designated Universal Service Provider will be responsible for any additional costs incurred to ensure infrastructure and services continue to be available in the event a change of Site location is required as a result of the Designated Universal Service Provider non-compliance to the said authority's requirements.

#### **14. INSPECTION AND AUDIT**

- 14.1 The Commission and/or an appointed third party authorised by the Commission shall have the right to inspect and verify that all obligations due from the Designated Universal Service Provider are fully complied with. The inspection and verification of the universal services provisioning may include:

(a) Technical Audit

Conducting a physical verification at the site to verify that the items and services are delivered according to the BOQ, timelines and specifications as contained in the Approved Universal Service Plan.

(b) Commercial Audit

Verifying all relevant supporting documents submitted by the Designated Universal Service Provider in their claims for net universal service costs.

#### **15. SAFETY**

- 15.1 The Designated Universal Service Provider shall:

- (a) Be responsible to take all reasonable steps at all times to ensure the safety of persons and property at the site;
- (b) Enforce and take all reasonable steps to ensure compliance of all safety measures for workmen, contractors and all other persons at the site as stipulated in all relevant safety-at-work legislation and regulations; and
- (c) Indemnify and keep indemnified, protect and defend at its own cost and expense, the Commission and its authorised officers from and against all actions, claims and liabilities arising out of acts done, omission or breach of any conditions in this Invitation by the Designated Universal Service Provider, its employees or its agents.

- 15.2 The Designated Universal Service Provider shall be responsible for ensuring the structural integrity of any poles on which the relevant fibre optic cable is attached to at all times and ensure compliance with all relevant laws and guidelines.

## 16. EXTENSION OF TIME

- 16.1 An extension of time may be given to the Designated Universal Service Provider solely at the discretion of the Commission, upon a written request by the Designated Universal Service Provider. An extension of time will generally be considered due to force majeure as provided in **item 17** of this Invitation,

**PROVIDED ALWAYS** that the Designated Universal Service Provider has taken all reasonable steps to avoid or reduce such delay and shall do all that may be reasonably required to proceed with the Work; and

**PROVIDED THAT** all such delays are not due to any negligence, default or breach of the terms and conditions in the Notification of Approval by the Designated Universal Service Provider.

## 17. EFFECT OF FORCE MAJEURE

- 17.1 An “Event of Force Majeure” is an event beyond the control of the Designated Universal Service provider, which results in the delay in the implementation timeline of this Invitation, which are:

- (a) War (whether declared or not), hostilities, invasion, act of foreign enemies;
- (b) Insurrection, revolution, rebellion, military, or usurped power, civil war, terrorism;
- (c) Natural catastrophe including but not limited to earthquakes, floods, subterranean spontaneous combustion or any operation of the forces of nature against which an experienced contractor could not reasonably have been expected to take precautions;
- (d) Nuclear explosion, radioactive or chemical contamination or radiation (unless caused by the negligence act, omission or default of the workmen, contractors and all other persons at all times during the execution of the Work);
- (e) Pressure waves caused by aircraft or other devices travelling at sonic or supersonic speeds; and
- (f) Riot, commotion or disorder, unless solely restricted to employees of the workmen, contractors and all other persons for the execution of the Work.

## 18. PERFORMANCE BOND

- 18.1 The Designated Universal Service Provider is required to submit a performance bond in the form of a Bank Guarantee issued by a local licensed financial institution under the Financial Services Act 2013 (“**Performance Bond**”) prior to the implementation of the Approved Universal Service Plan. The Performance Bond shall be ten percent (10%) of the approved total cost of the Project.

- 18.2 The Performance Bond shall be kept valid throughout the tenure of the Project, which shall be from the commencement date until the completion date of the Work.
- 18.3 Should the Designated Universal Service Provider require an extension of time to complete the Project, it shall be the responsibility of the Designated Universal Service Provider to renew the Performance Bond at least three (3) months prior to the expiry of the said Performance Bond.
- 18.4 In the event that the Designated Universal Service Provider is revoked pursuant to the USP Regulations, the said Performance Bond or any balance thereof shall be forfeited.

## **19. CLARIFICATIONS AND ENQUIRIES**

- 19.1 It is inevitable that some matters may have to be clarified following the evaluation of the submission and during the early stages of installation of the equipment. In this respect, the Commission reserves the right to issue written clarifications on the specifications where necessary, to stipulate any requirements more clearly.
- 19.2 By registering its interest and submitting its Draft Universal Service Plan, the Interested Licensee is deemed to consent to the use of any of the information in the Draft Universal Service Plan or part thereof by the Commission for any purpose whatsoever.
- 19.3 Should there be a need to seek clarification and additional information regarding this Invitation, all inquiries shall be directed to Secretary of the Tender Committee via email at [tender@mcmc.gov.my](mailto:tender@mcmc.gov.my).
- 19.4 All relevant enquiries pertaining to this Invitation should reach the Commission in the following manner:
- (a) Enquiries of ROI on or before 21<sup>st</sup> March 2020 at 5:00pm; and
  - (b) Enquiries for RFP on or before 5<sup>th</sup> May 2020 at 5:00pm.

## **20. OMISSIONS OR ERRORS**

- 20.1 The Designated Universal Service Provider is advised to study all terms, conditions and specifications very carefully and to make all necessary site survey, and seek necessary clarification before finalising its Draft Universal Service Plan under the USP Regulations.
- 20.2 The Designated Universal Service Provider shall be solely responsible for all such omissions/errors without any additional cost chargeable to the Commission.

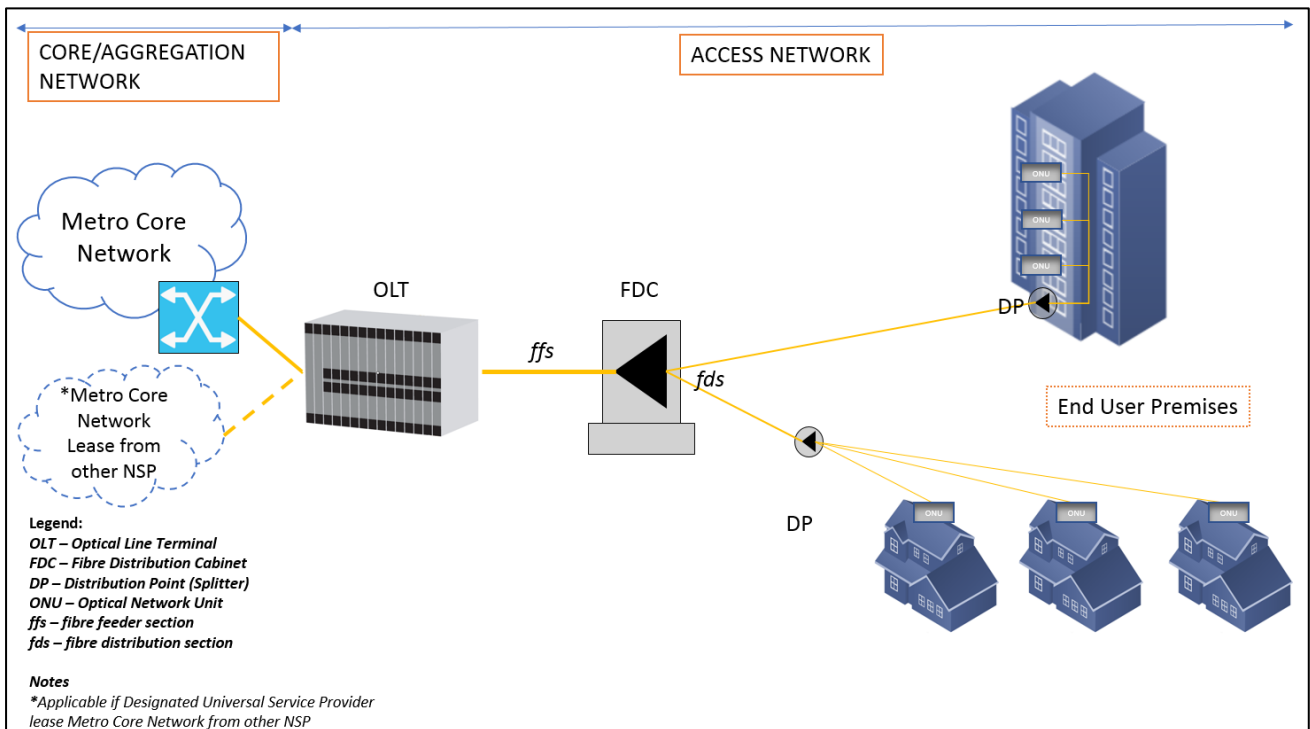


## APPENDICES

(Which are to be taken and construed as an essential part of this invitation)

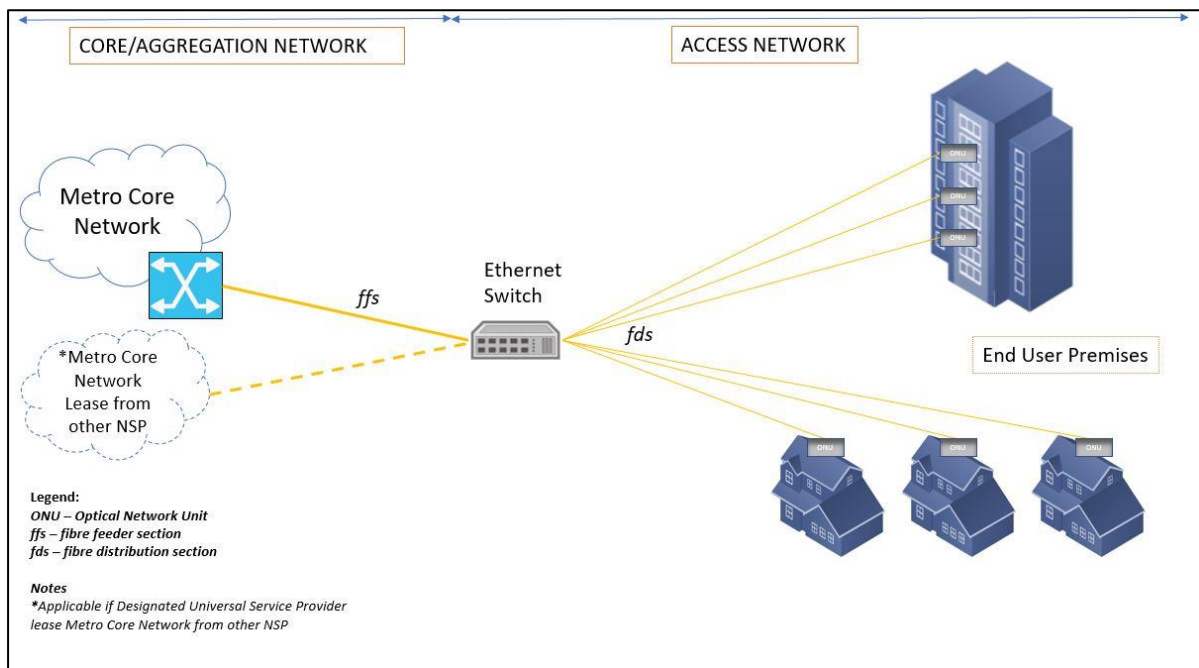
### APPENDIX 1: CONCEPT OF FIBRE TO THE PREMISE (FTTP)

#### FTTP PON



- Fibre from user's premise terminates at Distribution Point (splitter)
- The number of ports will be calculated based on ports installed and made available at the DP

## FTTP Active Ethernet



- Fibre to premise terminates at the Ethernet Switch
- The number of ports will be calculated based on ports installed and made available at the Ethernet Switch

## APPENDIX 2: LIST OF TARGET LOCATIONS

### Cluster 1 - Sabah

No	State	UST	Target Location	Target premises passed
1	Sabah	Beaufort	Beaufort	13,792
2	Sabah	Kudat	Beluran	
3	Sabah	Kota Marudu	Kota Marudu	
4	Sabah	Kudat	Kudat	
5	Sabah	Kunak	Kunak	
6	Sabah	Pitas	Pitas	
7	Sabah	Ranau	Ranau	
8	Sabah	Sipitang	Sipitang	
9	Sabah	Tambunan	Tambunan	
10	Sabah	Tenom	Tenom	
TOTAL				<b>13,792</b>

### Cluster 2 - Sarawak

No	State	UST	Target Location	Target premises passed
1	Sarawak	Bau	Bau	6,536
2	Sarawak	Serian	Serian	
3	Sarawak	Simunjan	Simunjan	
4	Sarawak	Lubok Antu	Lubok Antu	
5	Sarawak	Saratok	Saratok	
6	Sarawak	Daro	Daro	
7	Sarawak	Mukah	Mukah	
8	Sarawak	Kapit	Kapit	
9	Sarawak	Song	Song	
10	Sarawak	Marudi	Marudi	
11	Sarawak	Lawas	Lawas	
12	Sarawak	Asajaya	Asajaya	
TOTAL				<b>6,536</b>

Cluster 3 – Johor and Negeri Sembilan

No	State	UST	Target Location	Target premises passed
1	Johor	Bandar Segamat/Sungai Segamat/Pogoh	Segamat	10,720
2	Johor	Pontian	Pontian Kecil	
3	Johor	Kota Tinggi	Kota Tinggi	
4	Johor	Mersing	Mersing	
5	Johor	Kota Tinggi	Bandar Tenggara	
6	Johor	Sri Gading	Ayer Hitam	
7	Johor	Labis	Labis	
8	Negeri Sembilan	Bandar Gemas	Gemas	2,240
9	Negeri Sembilan	Pilah	Kuala Pilah	
10	Negeri Sembilan	Labu	Labu	
<b>TOTAL</b>				<b>12,960</b>

Cluster 4 - Selangor

No	State	UST	Target Location	Target premises passed
1	Selangor	Rawang	Bukit Beruntung	34,624
2	Selangor	Kuala Selangor	Bestari Jaya	
3	Selangor	Kuala Selangor	Ijok	
4	Selangor	Kuala Langat	Jenjarom	
5	Selangor	Hulu Selangor	Kuala Kubu Bharu	
6	Selangor	Kuala Selangor	Kuala Selangor	
7	Selangor	Sabak Bernam	Sabak Bernam	
8	Selangor	Sabak Bernam	Sekinchan	
9	Selangor	Hulu Selangor	Serendah	
10	Selangor	Sabak Bernam	Sungai Besar	
11	Selangor	Kuala Selangor	Tanjong Karang	
12	Selangor	Kuala Langat	Tanjong Sepat	
<b>TOTAL</b>				<b>34,624</b>

Cluster 5 – Kedah, Perak and Perlis

No	State	UST	Target Location	Target premises passed
1	Kedah	Baling	Baling	6,328
2	Kedah	Baling	Kuala Ketil	
3	Kedah	Yan	Guar Chempedak	
4	Kedah	Padang Terap	Kuala Nerang	
5	Kedah	Bandar Baharu	Serdang	
6	Kedah	Sik	Sik	
7	Kedah	Yan	Yan	
8	Perak	Bagan Datoh	Bagan Datuk	3,536
9	Perak	Bagan Serai	Bagan Serai	
10	Perak	Hulu Perak	Lenggong	
11	Perak	Hulu Perak	Pengkalan Hulu	
12	Perak	Kampar	Tapah	
13	Perlis	Kurong Anai	Pauh Putra	512
<b>TOTAL</b>				<b>10,376</b>

Cluster 6 – Kelantan, Terengganu and Pahang

No	State	UST	Target Location	Target premises passed
1	Kelantan	Pasir Mas	Pasir Mas	14,584
2	Kelantan	Tanah Merah	Tanah Merah	
3	Kelantan	Bachok	Bachok	
4	Kelantan	Tanah Merah	Bukit Bunga	
5	Kelantan	Kuala Krai	Dabong	
6	Kelantan	Kadok	Kadok	
7	Kelantan	Kuala Krai	Kuala Krai	
8	Kelantan	Machang	Machang	
9	Kelantan	Pendek	Mulong	
10	Kelantan	Pasir Mas	Rantau Panjang	
11	Pahang	Rompin	Bandar Muadzam Shah	6,744
12	Pahang	Maran	Jengka	
13	Pahang	Bera	Bera	
14	Pahang	Kuantan	Gambang	
15	Pahang	Lipis	Kuala Lipis	
16	Terengganu	Hulu Terengganu	Ajil	384
17	Terengganu	Setiu	Bandar Permaisuri	
<b>TOTAL</b>				<b>21,712</b>

## **APPENDIX 3: TECHNICAL SPECIFICATIONS**

### **1. INTRODUCTION**

- 1.1. This document outlines the technical specifications for the open access fibre optic broadband access network solution to be provided under this Invitation.
- 1.2. Notwithstanding the above, the Interested Licensee shall evaluate and recommend any additional or alternative requirement and/or specification to guarantee service quality, subject to the alternative or additional specifications being cost effective and competitively priced.

### **2. GENERAL REQUIREMENT**

- 2.1 The Interested Licensee shall be able to understand the overall fibre optic broadband access network and the fibre trunk requirements for fibre end-to-end services and enable open access connectivity with other service providers.
- 2.2 The fibre optic broadband access network deployed shall be open access, non-proprietary and on a non-exclusive basis to enable other service providers to provide broadband services using the same infrastructure and platform subject to agreed terms and conditions.
- 2.3 The fibre optic broadband access network deployed should be able to cater for future technology evolution to enable upgrading in the most economical, transparent and scalable way.
- 2.4 Interested Licensee shall identify and provide the point of interconnect (POIs) for the open access arrangement.
- 2.5 Interested Licensee shall provide detailed descriptions of products. The product descriptions shall cover both hardware and software architecture, and identify the major hardware and software components of the solution.
- 2.6 It shall be the Interested Licensees' responsibility to identify the features required and include them in the proposed solution in order to guarantee that services offered are able to be delivered to the users according to the requirement set out in this Invitation.
- 2.7 The proposed solution shall be of open architecture and open protocol, and shall be implemented in a manner to ensure interoperability between systems in a multi-vendor environment.
- 2.8 The proposed fibre network solution shall have sufficient capacity to provide connectivity to all premises within the coverage areas identified.

### 3. ACCESS NETWORK

- 3.1 The Interested Licensee shall propose fibre optic broadband access network based on PON and/or Active Ethernet technology.
- 3.2 For deployment of PON, each user shall be connected by a dedicated fibre to a port on the Optical Line Terminal (OLT) in the Access Node, or to the passive optical splitter, using shared feeder fibre to the OLT in the Access Node.
- 3.3 For deployment of Active Ethernet, each user shall be connected by a dedicated fibre to an Ethernet switch located at the Access Node; or a dedicated fibre to an aggregation point and a single fibre from there to the Ethernet switch at the Access Node.
- 3.4 The Interested Licensee shall provide the proposed network architecture for the network and itemised the network elements. All the network elements shall be provided with a detailed description and specifications.
- 3.5 The proposed fibre optic broadband access network shall comply to amongst others, the following standards:
  - (a) ITU-T Recommendation G.980 – G.989 series (Digital sections and digital line system - Optical line systems for local and access networks);
  - (b) ITU-T Recommendation G.9800 – G.9899 series (Access networks - Optical line systems for local and access networks); and
  - (c) IEEE 802.3 standard.
- 3.6 The fibre optic cable deployed for the network shall comply with the ITU-T Recommendation G.650 – G.659 series (Transmission media and optical systems characteristics – Optical fibre cables).
- 3.7 The Interested Licensee shall state the installation method to deploy the fibre network based on ground conditions and the requirements imposed by the relevant authorities.
- 3.8 The proposed fibre optic broadband access network shall be configured so that it can provide minimum speed of 30Mbps and higher to the users.
- 3.9 The network to be deployed shall take into account factors that may affect the throughput including but not limited to bandwidth, speed and latency. These factors will be reviewed periodically and would need to be upgraded if necessary to meet the minimum requirements of the throughput.



#### **4. TRUNK CONNECTIVITY**

- 4.1 The Interested Licensee shall propose the most suitable, reliable and cost-effective solutions for trunk connections. The Interested Licensee shall itemise all the network elements, including detailed description and specifications for each element.
- 4.2 The medium used for trunk connectivity shall be **fibre optic cable**.
- 4.3 In the event that the proposed trunk connection is required to interconnect with other service providers, the Interested Licensee shall state the interconnection arrangement with other service providers for the trunk connectivity and the location of the POI.

#### **5. TESTING AND COMMISSIONING**

- 5.1 The Designated Universal Service Provider shall conduct the relevant tests, which includes, but is not limited to the following:
- (a) Optical Loss Test;
  - (b) Power Meter and Light Source Test;
  - (c) OTDR Test; and
  - (d) Throughput Test.
- 5.2 The testing conducted shall comply to, amongst others, the following standards:
- (a) TIA/EIA-568-B.3;
  - (b) Insertion Loss, TIA OFSTP-14, OFSTP-7, ISO/IEC 61280, ISO/IEC 14763 (Testing Loss of Installed Fibre Optic Cable Plant);
  - (c) Insertion Loss, TIA FOTP-171, OFSTP-7, ISO/IEC 14763 (Testing Loss of Fibre Optic Cables, Single Ended); and
  - (d) TIA FOTP-8/59/60/61/78, ISO/IEC 14763, etc. (OTDR Testing of Fibre Optic Cable Plant).

#### **6. OPEN ACCESS REQUIREMENT**

- 6.1 Open access connectivity means compliance with the following requirements:
- (a) The Interested Licensee must offer access to the fibre optic network to all access seekers; and
  - (b) The Interested Licensee must provide the Point of Interconnect (POI) for the network to interoperate and interconnect with access seekers.

## APPENDIX 4: REGISTRATION OF INTEREST FORM

*[To be printed on Interested Licensee's Letterhead]*

### REGISTRATION OF INTEREST

To: **MALAYSIAN COMMUNICATIONS AND MULTIMEDIA COMMISSION**  
MCMC Old Building, Off Persiaran Multimedia,  
63000 Cyberjaya, Selangor Darul Ehsan.  
**(Attn: Tender Secretariat)**

Date:

Dear Sirs,

### **REGISTRATION OF INTEREST TO BE UNIVERSAL SERVICE PROVIDER FOR THE INSTALLATION OF NETWORK FACILITIES AND DEPLOYMENT OF NETWORK SERVICE FOR THE PROVISIONING OF FIBRE OPTIC BROADBAND ACCESS NETWORK AND SERVICES PROJECT**

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Reference is made to the above and to the "Invitation to Register Interest as a Universal Service Provider – Ref. no. "MCMC/INFD/IDD(01)/NF3P3/TC/02/2020(02)" ("Invitation") issued by MCMC on 14<sup>th</sup> February 2020.

We hereby register our interest to be the Universal Service Provider pursuant to Regulation 5(1) of the Communications and Multimedia (Universal Service Provision) Regulations 2002 ("USP Regulations") in the Universal Service Targets specified below:

1. Cluster No. xx
2. Cluster No. xx
3. Cluster No. xx

We are also aware that pursuant to subregulation 6(1) of the USP Regulations, we are legally obliged to submit the Draft Universal Service Plan(s) for the Universal Service Target chosen above on or before the time frame specified in the Invitation.

Signed for and on behalf of

.....  
by *[to be signed by the Chief Executive Officer  
(or a person who holds an equivalent designation) of the Interested Licensee]*

## **APPENDIX 5: INFORMATION OF INTERESTED LICENSEE**

*Instructions: The submission shall be arranged in the following manner:*

- A. Folder 1: All items (1 to 18) listed below
- B. Folder 2: Items 15, 16, 17 and 18 without the name/logo of the Interested Licensee.  
Failure to comply with this requirement may result in the disqualification of the Interested Licensee's submission.
  - 1. Certified true copy of NFP(I), NSP(I) and ASP(C) licences
  - 2. Full company name and registration number
  - 3. Complete company address (registered and business address)
  - 4. E-mail address
  - 5. Website
  - 6. Type of company
  - 7. Date of incorporation
  - 8. Date of commencement of operations
  - 9. Issued and paid up capital (RM) ordinary shares only
  - 10. Identity of collaboration partner (if applicable)
  - 11. Number of employees
  - 12. Financial details:
    - a) Assets (RM)
    - b) Liabilities (RM)
    - c) Net Worth (Assets – Liabilities) (RM)
  - 13. Certified true copy of bank statements for the past three (3) consecutive months
  - 14. Certified true copy of an audited accounts for the past five (5) consecutive financial years
  - 15. Description of the Interested Licensee's track record in handling previous USP projects (specify the projects, scope of work and delivery timeline and solutions provided, if relevant)
  - 16. Track record and relevant experience in projects related to the provisioning of fibre optic broadband access network and services (specify the projects, scope of work, delivery timeline, project value, etc.)
  - 17. Information on the Interested Licensee's existing fibre optic broadband network (location, total length in km and/or number of premises connected) and customers (numbers)
  - 18. Information on Project Management team and the subcontractor(s) that the Interested Licensee intends to use (specify the name, position, experience in similar project, etc.)

## APPENDIX 6: SCOPE OF DRAFT UNIVERSAL SERVICE PLAN

(a) Technical proposal\* for each Target Location

SECTION	DESCRIPTION
<b>SECTION A</b>	<b>EXECUTIVE SUMMARY OF (CLUSTER #)</b>
	Overview of technical proposal
<b>SECTION B</b>	<b>TECHNICAL PROPOSAL OF (CLUSTER #)</b>
B1	Summary of Proposed Sites. Template as per <b>Appendix 7</b>
B2	<p>Details of Technical Proposal (overall for Cluster #)</p> <ol style="list-style-type: none"> <li>1. Detailed description of fibre network solution for FTTP services (network element, equipment to be installed and ancillaries)</li> <li>2. Detailed information and location of the existing network infrastructure and facilities owned or provided by the Interested Licensee within its adjacent areas</li> <li>3. Proposed network diagram of fibre optic broadband access network</li> <li>4. Network diagram for open access platform</li> <li>5. Speed capability of the access network</li> <li>6. Details of supplier for materials and equipment</li> <li>7. Please attach the proposed <b><u>BOQ for each Target Location without Interested Licensee's name and price.</u></b> Failure to comply with this may invalidate the Interested Licensee's submission</li> <li>8. Details of dark fibre availability, location and connectivity arrangement.</li> </ol> <p>Others (Please specify clearly).</p>
<b>B3</b>	<p>Details of Technical Proposal (per Target Location)</p> <ol style="list-style-type: none"> <li>1. Target Location 1 <ul style="list-style-type: none"> <li>• Details of Technical Proposal <ul style="list-style-type: none"> <li>○ List of Site and Site coordinate (lat/long WGS84)</li> <li>○ Detailed network design, layout and network configuration to be deployed within the Target Locations</li> <li>○ Fibre deployment method (aerial, underground, etc.) for trunk and access network</li> <li>○ Proposed network topology</li> <li>○ Access node name, location and equipment installed</li> <li>○ Network element installed from Access Node to premises (FDC, DP, etc.) and its location</li> <li>○ Interworking and integration between network elements and the relevant diagrams</li> <li>○ Trunk connection for end to end connectivity (if</li> </ul> </li> </ul> </li> </ol>

SECTION	DESCRIPTION
	<p>interconnect with other operator)</p> <ul style="list-style-type: none"> <li>○ Equipment type, configuration and capacity</li> <li>○ Number of port and premises passed</li> <li>○ POI for open access with access seeker and/or Retail Service Provider</li> <li>○ Information on Interested Licensee existing facilities and/or services if any</li> <li>○ Implementation timeline</li> <li>○ Others (please specify)</li> </ul> <p>2. Target Location 2</p> <ul style="list-style-type: none"> <li>● Details of Technical Proposal <ul style="list-style-type: none"> <li>○ List of Site and Site coordinate (lat./long. WGS84)</li> <li>○ Detailed network design, layout and network configuration to be deployed within the Target Locations</li> <li>○ Fibre deployment method (aerial, underground, etc.) for trunk and access network</li> <li>○ Proposed network topology</li> <li>○ Access node name, location and equipment installed</li> <li>○ Network element installed from Access Node to premises (FDC, DP, etc.) and its location</li> <li>○ Interworking and integration between network elements and the relevant diagrams</li> <li>○ Trunk connection for end to end connectivity (if interconnect with other operator)</li> <li>○ Equipment type, configuration and capacity</li> <li>○ Number of port and premises passed</li> <li>○ POI for open access with access seeker and/or Retail Service Provider</li> <li>○ Information on Interested Licensee existing facilities and/or services if any</li> <li>○ Implementation timeline</li> <li>○ Others (please specify)</li> </ul> </li> </ul> <p>3. Target Location..... <i>(for the remaining Target Locations within the cluster)</i></p>

Note:

\*The technical proposal shall at a minimum meet the requirements/specifications outlined in **item 3** and **Appendix 3** of this Invitation. Notwithstanding this, the technical proposal may recommend any additional or alternative requirement and/or specification to guarantee service quality.

(b) Financial proposal

<b>SECTION</b>	<b>DESCRIPTION</b>
<b>SECTION A</b>	<b>EXECUTIVE SUMMARY OF (CLUSTER #)</b>
A	Overview of financial proposal
<b>SECTION B</b>	<b>FINANCIAL PROPOSAL OF (CLUSTER #)</b>
B1	Summary of Financial Proposal <ul style="list-style-type: none"><li>• Please refer to <b>Appendix 8</b> of this Invitation. The financial proposal template to be duly signed and stamped by the Chief Executive Officer (CEO) (or a person who holds an equivalent designation) of the Interested Licensee</li></ul>
B2	Details of Technical Proposal (overall for Cluster #) <ol style="list-style-type: none"><li>1. List of initial retail broadband packages to be offered</li><li>2. Wholesale services and rates to be offered through the network</li></ol>
B3	Details of Financial Proposal <ol style="list-style-type: none"><li>1. Target Location 1<ul style="list-style-type: none"><li>• List of Sites</li><li>• Proposed BOQ for each Target Location including details of each site within the respective Target Location without any form of conditional discounts or options</li></ul></li><li>2. Target Location 2<ul style="list-style-type: none"><li>• List of Sites</li><li>• Proposed BOQ for each Target Location including details of each site within the respective Target Location without any form of conditional discounts or options</li></ul></li><li>3. Target Location..... (<i>for the remaining Target Locations within the cluster</i>)</li></ol>
<b>SECTION C</b>	<b>COMMERCIAL INVESTMENT PROPOSAL</b> <ul style="list-style-type: none"><li>• Description of the commercial deployment plan including list of location and implementation timeline</li><li>• Value (in Ringgit Malaysia) of the amount to be expended including detailed BOQ</li><li>• Contribution to NFCP target</li></ul>
<b>SECTION D</b>	<b>OTHER INFORMATION</b>
	Other information deemed necessary

**APPENDIX 7: TEMPLATE FOR SUMMARY OF PROPOSED SITES**

Cluster #

State	Target Location	Site Name	Site Coordinate		No. of premises passed	Fibre optic cable: Backhaul (KM)	Fibre optic cable: Access (KM)	Timeline
			Lat	Long				

**APPENDIX 8: TEMPLATE FOR SUMMARY OF FINANCIAL PROPOSAL\***

Cluster #

State	Target Location	Project Management (RM)	Trunk and Access Node			Feeder Section			Distribution Section			Power supply (RM)	Total (RM)
			Material & Equipment (RM)	Civil work (RM)	Engineering service (RM)	Material & Equipment (RM)	Civil work (RM)	Engineering service (RM)	Material & Equipment (RM)	Civil work (RM)	Engineering service (RM)		
<i>Please provide detailed and complete breakdown of all items**</i>													

Note: All prices shall be inclusive of any applicable tax imposed by the Government

\*The Financial Proposal shall contain all the elements as outlined in the BOQ, and their associated costs. Additional columns can be added to this template to outline the additional elements and their associated costs accordingly

\*\*to be itemised explicitly and clearly

Signed for and on behalf of

.....  
 by [to be signed by the Chief Executive Officer (or a person who holds an equivalent designation) of the Interested Licensee]



## APPENDIX 9: CLAIM SCHEDULE

All Claims shall be made pursuant to the USP Regulations and shall be based on the relevant progress and the fulfilment of the conditions stipulated below:

No	Description	Indicative Percentage of Claim (%)	Condition
1	Advance Payment	10	<p>Submission of claim shall be in the form and format specified by the Commission shall be made upon:</p> <p>(a) Receipt of the Designated Universal Service Provider's acceptance of the Notification of Approval; and</p> <p>(b) Acceptance of the Performance Bond by the Commission.</p>
2	Capital Expenditure	90	<p>Submission of the claim(s) shall be in the form and format specified by the Commission and shall be made upon:</p> <p>(a) A self-declaration made by the Chief Executive Officer or any person who holds an equivalent designation of the Designated Universal Service Provider on the completion of the scope of work at the relevant Cluster as per the Approved Universal Service Plan;</p> <p>(b) Submission of the fibre route and infrastructure installed (e.g. Metro-E/POP, Access Node, FDC and DP) at the relevant cluster into the database managed by the Commission; and</p> <p>(c) A self-declaration made by the Chief Executive Officer or any person who holds an equivalent designation of the Designated Universal Service Provider on the completion of the commercially deployed initiative with the equivalent claimed amount declared in item (a).</p> <p>The submission of the claim(s) shall be accompanied by a declaration of an external licenced auditor appointed by the Designated Universal Service Provider to certify that the scope of work pursuant to the Approved Universal Service Plan and Notification of Approval issued by the Commission and commercial deployment obligation imposed under this Notification for this Project has been completed, and all claims have been verified to be accurate and true.</p>