



**SURUHANJAYA KOMUNIKASI DAN MULTIMEDIA MALAYSIA**  
**(MALAYSIAN COMMUNICATIONS AND MULTIMEDIA COMMISSION)**

**REQUEST FOR QUOTATION**

**RFQ No.: 201600247**

**28 October 2016**

Development of Internet of Things (IoT) Applications and Services for DLM Ecosystem

- Retail and Payment

# Table of Contents

**BACKGROUND..... 3**  
    *About Digital Lifestyle Malaysia ..... 3*  
    *Project Summary ..... 3*  
**SCOPE OF QUOTATION ..... 4**  
**TERMS AND CONDITIONS ..... 6**

## **BACKGROUND**

### **About Digital Lifestyle Malaysia**

1. The Malaysian Communications and Multimedia Commission (MCMC) is the regulator, promoter and developer of the communications and multimedia industry. Among one of its developmental role, MCMC is actively driving the growth of the industry through the development of applications and services under its Digital Lifestyle Malaysia (DLM) initiatives.
2. The DLM initiative aims to facilitate, catalyze, and promote the development and implementation of DLM applications and services through industry cross-facilitation in the form of partnerships between the Government, businesses and society with the ultimate goal of transforming lifestyle for the benefit of citizens.
3. The DLM aspires to achieve the following objectives:
  - To create a better quality of life within a dynamic set of DL ecosystems;
  - To compete internationally through increased productivity and sustainability using information and communications technologies (ICT);
  - To boost and sustain the economic growth; and
  - To enable higher income for the population.

### **Project Summary**

5. The DLM initiative is targeted to accelerate the adoption of a connected lifestyle and the IoT, thus provides a strategic platform with community and industry to exteriorise IoT benefits to end users.
6. In order to realise the initiative, DLM team is inviting collaboration with interested parties from industry, individual, university or any research institution to develop IoT applications and services by virtue of call for proposal which would best promote innovative digital lifestyle solutions to the community. The proposal will be evaluated and must fulfil four major characteristics in the conceptualisation, design and implementation phases.
  - Long term sustainability.
  - Touch the heart of the end user and community.
  - Leverage upon existing resources or infrastructure
  - Give high impact values to socio-economic, jobs opportunity, industry, community, etc.
7. MCMC will establish smart partnership with the industry with commitment to develop applications and services which will bring the best values and benefits to the end users.

**SCOPE OF REQUEST FOR QUOTATION (RFQ)**

7. Objective

MCMC is inviting interested parties, vide this Request for Quotation (RFQ), to submit proposal for the development of Internet of Things (IoT) applications and services to support DLM initiatives in the following focus area which are seen to have the most potential, namely **Retail and Payment**.

8. User Requirement

Cognizant of the various ICT-based infra/infostructural programme and projects already being implemented by MCMC, the prospective Applicants are required to conceptualise, design, develop and deploy their proposed Internet of Things (IoT) applications and services, i.e. from creation of ideas to proof of concept (POC) and early phase of commercialization pilot with a host/anchor/main user for the target ecosystem along the following principles namely:

- To leverage upon existing Infrastructures/Infostructures.
- To deliver applications and services which would yield high economic impact.
- To ensure that the applications and services being developed would benefit the citizens.
- To ensure sustainable modality for continuous operationalization of the applications and services.

9. In line with this initiative, the Invitation serves to invite interested applicants to submit the scope of works and specifications for the proposed development as stated below:

<b>SCOPE OF QUOTATION</b>	
<b>SEGMENT</b>	<b>DESCRIPTION</b>
Company Profile	To provide company profile which contains the following information: <ul style="list-style-type: none"> <li>• Business Registration information (SSM certificate)</li> <li>• Company Financial information: paid-up capital and latest Audited Account/ Bank Statements for the last 3 months</li> <li>• Information of track record and previous clients.</li> </ul>
Executive Summary	To provide an Executive Summary of the proposed IoT applications and services development which describe the objective, solution to meet user requirement and expected features.
Development Approach	To propose the design and development approach to meet the requirement and specification. This involves the process of conceptualizing, designing, developing and commissioning of the applications and services.

REQUEST FOR QUOTATION – DEVELOPMENT OF INTERNET OF THINGS (IOT) APPLICATIONS AND SERVICES FOR DLM ECOSYSTEM: RETAIL AND PAYMENT

<p>Technical Proposal</p>	<ul style="list-style-type: none"> <li>• Details of the solutions/systems being proposed.</li> <li>• Details of the technology being proposed.</li> <li>• Project Management and Implementation Team. <ul style="list-style-type: none"> <li>- Provide the name, address and contact numbers of the Project development team.</li> </ul> </li> <li>• Project Implementation Schedule. <ul style="list-style-type: none"> <li>- Deliverables schedule indicating concept design, development, deployment, testing and commissioning covering the duration of Project rollout.</li> <li>- Final version of the applications and services must be ready six (6) months after LOA or earlier. Applicant with the shortest development timeline will have slight advantage.</li> </ul> </li> </ul>																																																		
<p>Financial Proposal</p>	<ul style="list-style-type: none"> <li>• Breakdown of CAPEX and OPEX costs in detail, inclusive of the following but not limited to: <ul style="list-style-type: none"> <li>- Capital cost for the hardware and software, but excluding developmental hosting on DLM Cloud Server (at no charge) throughout the Project period.</li> <li>- Operational cost for manpower, training, professional services, etc.</li> <li>- Breakdown of the main equipment and components that will be required for the applications and services development.</li> <li>- Breakdown of costing table to be applied to the applications and services development:-</li> </ul> </li> </ul> <table border="1" data-bbox="506 1155 1399 1791"> <thead> <tr> <th colspan="5">IoT Applications and Services: (Please specify)</th> </tr> <tr> <th>No</th> <th>Items</th> <th>Price</th> <th>Quantity</th> <th>Total Price</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Application Development (to provide details)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>2</td> <td>Application Testing (to provide details)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>3</td> <td>Application Commissioning (to provide details)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>4</td> <td>Documentation (to provide details)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>5</td> <td>Training (to provide details)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>6</td> <td>One year warranty/maintenance (to provide details)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>7</td> <td>Others (to provide details)</td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td>TOTAL</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	IoT Applications and Services: (Please specify)					No	Items	Price	Quantity	Total Price	1	Application Development (to provide details)				2	Application Testing (to provide details)				3	Application Commissioning (to provide details)				4	Documentation (to provide details)				5	Training (to provide details)				6	One year warranty/maintenance (to provide details)				7	Others (to provide details)					TOTAL			
IoT Applications and Services: (Please specify)																																																			
No	Items	Price	Quantity	Total Price																																															
1	Application Development (to provide details)																																																		
2	Application Testing (to provide details)																																																		
3	Application Commissioning (to provide details)																																																		
4	Documentation (to provide details)																																																		
5	Training (to provide details)																																																		
6	One year warranty/maintenance (to provide details)																																																		
7	Others (to provide details)																																																		
	TOTAL																																																		
<p>Reporting</p>	<p>To prepare scheduled progress report on the status of the Project.</p>																																																		

Others	To furnish any other information which MCMC may require from time to time
--------	---

## TERMS AND CONDITIONS

### 10. Eligibility Criteria

The Applicants must meet the following requirements:

- The Proposals must be completed and submitted before the closing date – Incomplete proposals may be declared ineligible. The closure date of the RFQ submission is 14 days after the RFQ invitation is sent out and published on MCMC Website.
- The Proposals submitted by the Applicants to MCMC is new, original, genuine and should not belong to any third party.
- Only one fund to be awarded to one Applicant from one company/SME/Enterprise at one time.

### 11. Inspection and Audit

MCMC shall have the right to inspect and verify that all obligations of the Applicants are fully complied with which may include:

- Technical Audit: Conducting a physical verification at the sites that the items and services are delivered according to the quantities, locations, timelines and specifications contained in the proposal.
- Commercial Audit: Verifying all relevant supporting documents submitted by the Applicants in their claims.
- To allow MCMC to monitor on-line the progress of the development and shall agree not to obstruct, hinder or deny the rights of MCMC to conduct audits as and when necessary for this purpose.

### 12. Intellectual Property Right

- The IP shall be co-owned by the Applicants and MCMC, and the IP wouldn't be allowed to be used for other purposes except for the scope as described in the RFQ.
- The Applicants shall not use the IP rights for unrelated purposes without prior written consent from MCMC.
- MCMC shall be acknowledged in the credits upon successful commissioning of the applications and services in the post POC stage.

REQUEST FOR QUOTATION – DEVELOPMENT OF INTERNET OF THINGS (IOT) APPLICATIONS AND SERVICES FOR DLM ECOSYSTEM: RETAIL AND PAYMENT

13. Funding and Schedule of Payment

Based upon MCMC's assessment of the impact and scope of the proposal, the appropriate funding for the selected proposal will be ascertained and determined.

Upon verification and approval by MCMC, the disbursement of the fund shall be as follows:

<b>STAGE OF DISBURSEMENT</b>	<b>PERCENTAGE (%)</b>
Advance Payment (upon acceptance of the appointment/Letter of Award)	10
Upon satisfactory completion for 30% of the mutually agreed milestones	25
Upon satisfactory completion for 60% of the mutually agreed milestones	25
Upon commissioning of the project to the satisfaction of MCMC	25
Final Payment upon satisfaction of MCMC of the completion of the Project	15

MCMC has the right to request for full reimbursement of the payment disbursed to the Applicant in the event of:

- Incompletion of the Project; or
- Termination due to contravention of terms and conditions; or
- Failure of the Applicants to meet the milestones set by MCMC.