

INVITATION FOR PROPOSALS

IFP NO. CCO/MDP/RS/001/2019 - INVITATION FOR PRE-QUALIFICATION OF MARKET DEVELOPMENT PARTNERS.

BACKGROUND

ZAMTEL has commissioned over Three Hundred (300) New Towers across the country. A further Four Hundred (400) more New Towers will be commissioned within 2019. The deployment of these new Rural, Urban, Sub-Urban and 4.5G Sites is meant to ensure that ZAMTEL mobile communication coverage reaches the remotest part of Zambia. This development will not only give the Zambian citizenry access to communication, but also provide unlimited business opportunities.

OBJECTIVE

The objective of this pre-qualification, is to ensure that ZAMTEL join forces with skilled, talented and hardworking Zambians who are seeking business opportunities to earn themselves an extra income. The successful companies and/or individuals will work with ZAMTEL to commercialize the newly commissioned sites across the country on a Revenue Share basis.

Terms of Reference (TOR) can be downloaded from the ZAMTEL website www.zamtel.zm or obtained from our offices across the country.

Eligible Companies and Individuals are now invited to submit their credentials to ZAMTEL to pre-qualify in any of the followings categories:

LOT 1: Commercialization of new Rural coverage sites

LOT 2: Commercialization of urban and sub-urban sites

LOT 3: Commercialization of 4.5G sites

MINIMUM REQUIREMENTS

Eligible potential Partners shall be required to submit and meet the following minimum requirements:

Companies:

- i. Certificate of company registration
- ii. A valid Tax Clearance Certificate
- iii. Proven record of experience related to Market development, customer acquisition, Agro-Distribution, Social Marketing, Rural community mobilization and other related fields.
- iv. Company profile or CVs in the case of individuals
- v. Latest Bank statement for 3 months - companies only.

Individuals:

- i. CVs
- ii. Copy of National Registration Card
- iii. Bank Account details
- iv. ZRA TPIN

a) Submission of Pre-Qualification Proposals

All Pre-qualification proposals shall be submitted to the Supply Chain Unit at Zamtel House, Ground Floor or emailed to marketdevelopment@Zamtel.co.zm.

b) Closing Date

Pre-qualification proposals shall be received not later than **Friday, 8th March, 2019** at **15:00hrs**.