



A CALL FOR EXPRESSION OF INTEREST



A CALL FOR EXPRESSION OF INTEREST IN THE CONSTRUCTION WORKS FOR THE BOFINET NATIONAL DATA CENTRE IN GABORONE

BOFINET EOI 003/29.11/2019-20

BoFiNet, through this EOI, calls for suitable companies/JVs/consortia to perform the role of Main Contractor in the Construction and Engineering Works for a National Data Centre in Gaborone.

1 Introduction and project background

BoFiNet is a wholesale provider of national and international telecommunication infrastructure, managing over 9,000km of fibre network and over 195 telecommunication nodes across Botswana. Core to BoFiNet's mandate is to provide

and operate a world class telecommunications network infrastructure to drive connectivity and economic growth. BoFiNet services all licensed Telecommunications Operators and Internet Service Providers both Nationally and Internationally. The culminating effect of recent network developments has resulted in affordable internet connectivity and improvements in network coverage. The country is positioned as an ideal partner to provide transit connectivity to neighbouring countries (Zambia, Zimbabwe, Namibia and South Africa).

The evolution of cloud technologies, high speed wireless technologies such as 5G, edge computing, IoT, and the advent of Advanced Internet Exchange Points places an obligation on BoFiNet to ensure that Botswana is well equipped to support and serve the local and regional ICT market with high quality data centre facilities to complement the existing fibre network.

The intention of this expression of interest (EOI) is to assess the suitability of interested parties to provide the required services. Successful, shortlisted parties will enter into Non-Disclosure Agreements (NDA's) after which they may participate in a detailed invitation to tender for the works based on information to be provided by BoFiNet.

The scope of the project is for the immediate construction of a free-standing, concurrently-maintainable National Data Centre on a stand in the Botswana Innovation Hub Science and Technology Park in Gaborone.

The building will be a simple single or double storey building designed to match the Botswana Innovation Hub architectural guidelines for the park. The building will include an integral office block for support and operational staff. The site will have a secure access controlled site boundary. As a minimum the facility will be designed and constructed as per the Uptime Institutes requirements for a Tier III data centre with concurrently maintainable power and cooling, but with the added benefit of physically separate electrical plant rooms to provide additional resilience.

This EOI is the first step in the procurement of a main contractor to provide services in the construction of the new data centre building and overseeing of all selected and direct subcontractors. Contractors successful in the EOI prequalification stage will be invited to tender for the works.

2 Professional Team Consultants

A team of consultants will be responsible for the design and management of the construction phase of the project are still being confirmed at this time and will be announced by the time the Invitation To Tender (ITT) is published.

3 EOI intent and process

BoFiNet will use pre-determined criteria when considering the prequalification and shortlisting of Contractors for this EOI. The EOI prequalification process is designed to provide construction companies the opportunity of demonstrating their capability, capacity and competency to undertake the construction of the BoFiNet Data Centre. More details will be shared by way of an NDA at the time of tendering to all successful pre-qualified candidates who have met the BoFiNet selection criteria.

BoFiNet will follow an internal process with pre-determined selection criteria when considering the Bidders submissions to determine the suitably qualified companies to progress to the tender stage.

BoFiNet will assess whether all EOI submissions comply with a minimum set of requirements and whether all requested documents and information have been submitted. Bidders who fail to meet the minimum requirements and thresholds may be disqualified from the tendering process.

As per the BoFiNet procurement policy, the requirements of each stage must be complied with prior to progression to the next stage.

4 Project Overview

The Data Centre will be a simple single, or possibly a double storey building with a support office block within a secure site boundary with controlled access. The building will be engineered for the local climatic conditions and all plant and facility equipment will be located inside the building with the exception of the HVAC heat rejection plant and possibly the diesel driven generators which may be in canopies or containers.

The facility will encompass a modular whitespace build-out within the building, comprising of a single data hall. The data hall may be divided into smaller areas to allow a phased approach or to create separate lockable areas for key clients. The overall footprint of the building will be in the order of 2000 sqm, but designed so that it can be expanded in future phases should the market demand it.

All power and cooling plant will be scalable from the Day 1 fit out to the final complete build. The M&E services will be concurrently maintainable (Tier III) infrastructure for critical systems as per Uptime Institute requirements. Separate power and air conditioning for the office area.

Green initiatives will be considered and incorporated in the design or designed so they can be seamlessly incorporated at a future date.

The following gives an outline of the project scope and responsibilities of the main contractor:

- a) Construction of the substructure and structure of the above-mentioned data centre and office block and all related co-ordination.
- b) BoFiNet may procure certain long lead time items directly including UPS's, Diesel Driven Generators, CRAC units, Distribution boards etc. The Main Contractor will be responsible for appointing the installation sub-contractor(s) and co-ordinate the delivery, installation and commissioning of this equipment and any other long lead time items.
- c) Installation of all building services
- d) Appointment of all relevant selected and direct sub-contractors
- e) Creating and performing to an agreed project programme
- f) Ensuring all testing and commissioning meets project time-lines and is done as per client and professional team requirements

A complete scope of works will be included in the main invitation to tender documents, bid clarification briefing and contractor interviews. The intended date of the Invitation To Tender (ITT) will be announced to the pre-qualified bidders at a future date.

The project programme key dates are as follows:

1. Start works on site: end Q1 2020
2. Construction and Commissioning Completion Date: 28 February 2021

5 Bidders details and supporting documentation

5.1 The following documentation must be provided:

STAGE 1: COMPLIANCE

The following documentation must be provided:

Mandatory Documentation	Yes	No
1. Registration with PPADB in category/ grade E, code 01- Building, sub-code 01- Construction. Code 01 Building Constructions Works, Code 02 Electrical Engineering Works, Code 03 (minimum) Civil Constructions Works Code 08 Mechanical Engineering Works,		
2. Copy of Valid TAX Clearance Certificate.		
3. Certificate of Incorporation		
4. Shareholding certificates		
5. List of Directors		
6. Certified copies of Shareholders/Directors identities (National Identity/Passport)		
7. Power of attorney for duly authorized signatory		
8. Copy of Joint Venture Agreement for Joint Venture companies signed by all parties, if any		

Bidders who have been assessed as compliant at this stage will be evaluated in the next stage.

STAGE 2: TECHNICAL CAPABILITY AND EXPERIENCE

1.0. – Manpower Resources

The Bidder is to provide details of their Management and Manpower Resources within the company and names those who will be assigned to the project:

Minimum requirements for key personnel are as follow:

Construction Manager/ Construction Project Manager: (At least 10 years of relevant experience of which at least 5 years should be in supervisory capacity)

Site Agent: With at least 5 years of relevant experience.

Foreman: .With at least 5 years of relevant experience

Health and Safety Practitioner: With at least 5 years of relevant experience

Mechanical and Electrical Services Expert: With at least 5 years of relevant experience

BIM Expert: With at least 2 years of relevant experience

The Bidder is to provide names of those individuals who will be assigned to the project as per the table below:

Designation	Total number employed	Percentage availability for the project	Name(s) of assigned individual(s)
Construction Manager / Construction Project Manager			
Site Agents			
Foreman			
Health and Safety Practitioner			
M&E Services Expert(s)			
BIM Expert(s)			

1.2 Key Personnel:

The Bidder shall attach the following for the key personnel:

- Qualifications (Certified),
- CV (signed by the owner)
- Certified Copy of National Identity (Omang/passport)

1.3. Plant and Equipment Resources

Details of total plant resources owned by the company or associate plant-owning company in the following format:

Item of plant	% already committed for next 12m

Bidders should provide evidence in the form of an affidavit duly signed and attested by a Commissioner of Oath, in respect of proof of ownership or lease / hire of the plant and equipment listed.

5.2 Previous Experience

The successful Bidders must have completed works of a similar nature, scope and value of the project previously within the southern African region. In order to qualify the Bidder will be required to show proof of similar past project experience or works of a similar nature.

Proof of past project experience must be included in the submission indicating the value of project, their role, date of completion etc.

Functional Area		Evaluation Criteria	Weighting	Minimum Threshold
1	The Bidder shall preferably have led a works project, data centre or commercial property of at least one single development of P200M during the past 5 years	Value of single works project during past five years: P75M to P100M = 15 points P100M to P200M = 20 points Greater than P200m = 25 points	25	15
2	The Bidder shall preferably have led construction projects, data centre or commercial projects of not less than a cumulative value of P300M during the past 5 years	Value of cumulative projects during past five years: P200M to P300M = 15 points P300M to P500M = 20 points Greater than P500M = 25 points	25	15
3	The Bidder's construction manager/construction project manager nominated for the project (names to be provided) shall preferably have managed at least one project of not less than P150M value during the past 5 years	Value of projects under management during past five years: P75M to P100M = 10 points P100M to P150M = 15 points Greater than P200M = 25 points	25	15
4	The Bidders construction manager / construction project manager or M&E Specialist shall preferably have led a critical services project where the M&E contract value is in excess of P50M. Examples of such projects are to be provided	Bidders construction manager / construction project manager & M&E Specialist = 25 Only Bidders M&E Specialist = 15 Only Bidders construction manager /construction project manager = 10 No verifiable experience = 0	25	15
Sub-totals			100	60

5.3 Current Contractual Commitments

The Bidder should provide details of current contractual commitments in Botswana. These do not necessarily need to be data centre projects or projects of a technical nature:

Project Name & Description	Contract Value Pula (Millions)	Date Started	Completion Date

5.4 Specific Project Experience

Bidders shall list southern African regional experience in delivering similar Data Centre Projects. Contact details of current and previous client references are to be provided.

Bidders shall provide references of at least three projects of a similar size and complexity. Bidders shall provide sufficient details of these projects for BoFiNet to gauge the relevance of the reference and also indicate the contractual basis under which they were appointed. The BoFiNet Evaluation team may visit and inspect these reference sites during the Evaluation Stage.

Details of experience in Botswana and knowledge of the Gaborone Local Authority approval process and regulations shall be included.

Number	Project Name	Value (P Millions)	Client	Reference Person	Reference contact number
1					
2					
3					

5.5 Appointment of Selected and Direct Sub-contractors

In order to facilitate the concurrent tendering of selected sub-contractor packages to meet the programme deadlines a number of selected and direct sub-contractors will be identified for tendering purposes by BoFiNet. The list of prospective selected and direct sub-contractors will be included in the Main Contractor Invitation to Tender (ITT) once it is issued. The bidder will also be requested at that time to propose any additional selected sub-contractors they feel would have the necessary capability to tender for the works once the main tender is published

The contractor will then be required to accept or reject the BoFiNet proposed selected sub-contractors on the list. Should any of the proposed selected and direct sub-contractors be rejected valid reasons will need to be given. This may require any

standard contract between BoFiNet and the main contractor to be amended to prevent the Bidder from unreasonably withholding BoFiNet's rights to select various sub contract packages.

5.6 Applicants Company Resolution

The Bidder shall provide a duly authorised resolution confirming the understanding of the contents of this EOI and the acceptance of all the conditions, as well as a statement of undertaking the proposed company is capable of completing the project as described.

5.7 Supplementary Information

The Bidder may provide any further information they would regard as being beneficial to the project and the successful construction of the BoFiNet Data Centre. This information will be considered confidential and shall not be disclosed to any other Bidder.

5.8 Bidders details:

1. Name and Address
2. Name and address of both the registered and physical address
3. Company Registration documents

5.9 Company Structure:

1. Organogram of the bidder's company. Where a joint venture is envisaged this should be indicated on the organogram.
2. Primary Contact Person
3. Name, address and telephone numbers of the contact person.
4. Names of all directors.
5. Names of all key personnel who will be assigned to the project

5.10 Insurance and Securities

1. Name of Insurance Broker and Insurer and amounts of current limits of indemnity for construction risk insurance, public liability insurance. Certified copies of valid certificates are to be provided.

5.11 Banking Details:

Name and address of company's bankers as well as a signed bank letter of confirmation of the account details.

5.12 Turnover Statement:

Statement of total building construction turnover for each of the past two financial years, 2017 and 2018)

5.13 Audited Financial Statements:

Audited financial statements for the past 3 years. Where the Audited financial statements are not complete for 2019, the Bidders are to provide a draft annual financial statement.

5.14 Compensation for Occupational Injuries and Diseases (COID)

A letter for "tender purposes" from the Department of Labour regarding registration of the Employer with the Compensation Fund (Compensation for Occupational Injuries and Diseases)

6 Reservation of Rights

BoFiNet reserves the right to consider all possible options during this EOI pre-qualification stage. This includes the right to proceed with the Project, suspend or temporarily defer the Project, or not to determine any list of pre-qualified bidders. No liability shall be attached to BoFiNet in exercising any of these rights.

If BoFiNet elects not to pre-qualify any bidders, it may at its sole discretion, resolicit responses, in such manner as it may deem necessary in its absolute and sole discretion.

7 Return of submissions

Expressions of Interest (in English) should clearly be marked "**Expression of Interest - Construction Works for National Data Centre BOFINET EOI 003/29.11/2019-20**" and delivered enclosed in a sealed package to

BoFiNet Head office, Plot 54352,
Zambezi Towers, Floor 3 Procurement Office,
CBD Gaborone
Botswana

For any enquiries, please contact Mrs. T.P. Muzola of BoFiNet at (00267) 3995500 or email tshiamom@bofinet.co.bw and CC procurement@bofinet.co.bw

**The EOIs must be submitted by Thursday 30th January 2020, 10:00.a.m. Botswana Time
Faxed, e-mailed or late tenders shall not be accepted.**

All information provided by Bidders will be in writing and will be treated confidentially. Responses will be used only for the purpose of selecting bidders for the project specified.

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All detailed information that is of a personal or company proprietary nature to the Bidders including those of either a financial nature or details regarding its personnel will be kept strictly confidential.

Bidders are urged to:

1. Read the request carefully and structure documentation according to the request.
2. Add robust coloured dividers with tabs to the submission to demarcate the different sections and enhance navigation.
3. Use good quality ring binding to secure the submission.
4. Ensure that all the requested documents are included, or at least an explanation as to why an item has been excluded.
5. Consider that less is more. Short, well worded documentation focused on providing evidence of qualifications, experience and competence are preferred to large files of superfluous paper. "Stuffed" files do not create a good impression.
6. Place themselves in the position of the reviewer, needing to extract the key information quickly and accurately.