REQUEST FOR PREQUALIFICATION ENGAGEMENT OF SUBCONTRACTORS FOR FIBRE INSTALLATION AND MAINTENANCE WORKS

1.0 INTRODUCTION

Fibrecom Limited invites experienced and reputable firms to submit applications for prequalification for the provision of Fibre Installation and Maintenance Works across Zambia for a period of three (3) years under a rate-based framework contract.

The prequalification is intended to establish a pool of suitably qualified subcontractors who may subsequently be invited to participate in specific procurement processes for fibre installation, maintenance, repair and related works as and when required.

2.0 BACKGROUND AND SCOPE OF WORKS

Fibrecom Limited is an ICT service provider in Zambia providing fibre and LTE broadband solutions to local and international customers. The works will be undertaken across all ten (10) provinces of Zambia. Applicants should demonstrate adequate capacity and local presence in the areas for which they seek to undertake the works.

The successful subcontractors shall provide turnkey services, including but not limited to the following:

I. Site Survey and Planning

- Conducting detailed pre-installation site surveys;
- Determining optimal fibre routes, conduit placement and equipment locations;
- Preparing route plans and installation proposals based on site conditions and approved designs.

II. Fibre Installation – Aerial and Underground

- Trenching and reinstatement;
- Duct laying and installation;
- Fibre cable pulling and laying;
- Fibre splicing, testing and termination;

- Installation of aerial fibre infrastructure and associated hardware;
- Installation of dead-end clamps, suspension clamps, spiral vibration dampers, corona coils, download clamps and other associated fibre installation hardware;
- Installation of appropriate joint closures for ADSS, OPGW and other applicable fibre cable systems;
- Execution of works in accordance with approved design drawings, site survey findings, applicable technical standards and prevailing site conditions.

III. Active and Passive Equipment Installation

- Installation and commissioning of Customer Premises Equipment (CPEs);
- Installation of network termination points;
- Installation of other active and passive network equipment as may be required.

IV. Fibre Maintenance and Fault Restoration

- Preventive and corrective maintenance of fibre infrastructure;
- Fault identification, localisation and restoration;
- Fibre testing using appropriate testing equipment;
- Emergency repair and restoration services;
- Replacement and repair of damaged fibre cables, joints, closures and associated infrastructure;
- Route inspections and maintenance of fibre infrastructure;
- Rectification of identified defects and network degradation.

V. Other Related Works

Any other fibre installation, maintenance, repair or related activities reasonably required by Fibrecom Limited and specified in the relevant work order or contract.

3.0 CRITERIA FOR PREQUALIFICATION

Prequalification shall be conducted based on the provisions of the Zambia Public Procurement Act of 2020 and the Public Procurement Regulations of 2022. The invitation to prequalification is open to **Citizen Bidders** only. Interested applicants may obtain further information on the criteria for prequalification and request the detailed pre-qualification document from the undersigned through the following email addresses mkositimu@fibrecom.co.zm and copied to procurement@fibrecom.co.zm upon payment of a non-refundable fee of K2,000.00 or its equivalent in any convertible currency at the prevailing exchange.

The method of payment will be direct deposit or transfer of funds into the Purchaser's Bank account with evidence of such deposit. The Bank account details are as follows:

BANK NAME	:	STANBIC BANK
ACCOUNT NAME	:	FIBRECOM LIMITED
ACCOUNT NUMBER	:	9130003080483
BRANCH	:	ARCADES MALL
SORT CODE	:	040010

4.0 SUBMISSION DETAILS

Completed Applications for Prequalification shall be deposited in the tender box located at the Fibrecom Offices, Plot No. 2374 Kelvin Siwale Road, Green City Office Complex, Lusaka, Zambia.

Electronic submissions will not be accepted.

The closing date for receipt of Applications is **Friday, 9 October 2026 at 10:30 hours, Zambian time.** Applications received after the stipulated closing date and time shall not be accepted.

The Applications shall be opened immediately thereafter in the Boardroom at the Fibrecom Offices, Plot No. 2374 Kelvin Siwale Road, Green City Office Complex, Lusaka, Zambia, in the presence of applicants and/or their authorised representatives who choose to attend. Applications shall be clearly labelled:

“REQUEST FOR PREQUALIFICATION OF SUBCONTRACTORS FOR FIBRE INSTALLATION AND MAINTENANCE WORKS – FIBRECOM/04/2026”

Only Applicants successfully prequalified under this process may subsequently be invited to participate in procurement processes for the relevant works. Prequalification shall not constitute an award of a contract.

NANG'ALELWA SITWALA
CHIEF EXECUTIVE OFFICER