

**Ministry of Transport and Communications  
Myanma Railway  
Procurement Division  
Invitation for Expression of Interest (EOI)**

Matter: Invitation for Expression of Interest (“EOI”) for optical fiber cable installation (Phase-3) on Yangon-Mawlamyaing-Dawei railway track, Yangon-Pyay railway track and Mandalay-Myitkyina railway track from local companies

Date: 6 February 2017

Responsible Division: Commercial and Marketing Division of Myanma Railway

Deadline for submission of EOI: 2p.m. 7 March 2017 (Tuesday)

**The Republic of the Union of Myanmar  
Ministry of Transport and Communications  
Myanma Railway**

Invitation for Expression of Interest (“EOI”) for optical fiber cable installation along railway tracks under the control of Myanma Railway from the interested parties

1. Myanma Railway seeks local companies that are interested in installing optical fiber cable along Yangon-Mawlamyaing-Dawei railway track (597.6 km), Yangon-Pyay railway track (257.6 km) and Mandalay-Myitkyina railway track (539.2 km).
2. Myanma Railway invites EOI from any interested local companies that are NFS (I) License holders.
3. The EOI form is available from the Deputy General Manager (Procurement Department), Myanma Railway, at the corner of Merchant Street and 51<sup>st</sup> Street, Bo Ta Htaung Township, Yangon, Phone No. +95-1-291985, 291994 during the office hours on the working days starting from 7 February, 2017. Interested parties are requested to submit the original form of EOI and a copy of EOI and a CD copy to the abovementioned address no later than 2p.m. on 7 March, 2017. (Documents cannot be submitted via email)
4. Myanma Railway initially selects potential applicants for the tender process from the applicants that expressed their interest on the project. If you require further information on this project, please contact 067-77013, 77048.

Managing Director  
Myanma Railway  
Ministry of Transport and Communications

**The Republic of the Union of Myanmar  
Ministry of Transport and Communications**

**Invitation for Expression of Interest (EOI) for optical fiber cable installation along  
railway tracks under the control of Myanma Railway from interested  
telecommunications companies**

**PURPOSE**

This project is implemented with the intention of facilitating and developing an internal communications system and creating a modernized communication system that is necessary for the development of Myanmar Railway. The objective is to sub-lease optical fiber networks to telecommunications, mobile operators and other companies that build telecommunications network and use them for non-railway business.

**CONTENTS****1. INSTRUCTIONS FOR APPLICANTS****1.1. General information on the project**

- 1.1.1. Name of the project
- 1.1.2. Organization that has the right to make decisions
- 1.1.3. Owner of the project
- 1.1.4. Purpose of the project
- 1.1.5. Project areas

**1.2. Information on companies that are to implement the project**

- 1.2.1. Description of the project
- 1.2.2. Applicant requirements
- 1.2.3. Right of the project owner to accept/reject applications

**1.3. Applicant requirements**

- 1.3.1. General requirements
- 1.3.2. Historical contract non-performance
- 1.3.3. Financial situation
- 1.3.4. Relevant experience

**1.4. Application forms****1.5. Preparation of EOI**

- 1.5.1. Application form and number of applications
- 1.5.2. Cost for submission of application
- 1.5.3. Request for clarification
- 1.5.4. Amendments to EOI invitations
- 1.5.5. Date when applications are available
- 1.5.6. Deadline for EOI submission

## **1.6. Review of EOIs by screening process**

- 1.6.1. Review of EOIs by opening sealed envelopes
- 1.6.2. Principles applied to the screening process of EOIs

## **2. APPLICATION FORMS**

- 2.1. Form -1: EOI application
- 2.2. Form -2: Information on the applicant
- 2.3. Form -3: Applicant joint venture or association commitment
- 2.4. Form -4; Firm capacity
- 2.5. Form -5: Historical contract non-performance
- 2.6. Form -6: General experience
- 2.7. Form -7: Specific experience
- 2.8. Form -8: Financial situation

## **3. DETAILED PLAN FOR THE PROJECT PROPOSED BY THE APPLICANT**

**1. INSTRUCTIONS FOR APPLICANTS****1.1. General information on the project**

- 1.1.1. Name of the project: Optical Fiber Cable Installation Project
- 1.1.2. Organization that has the right to make decisions: Myanmar Railway under the Ministry of Transport and Communications
- 1.1.3. Owner of the Project: Myanmar Railway under the Ministry of Transport and Communications
- 1.1.4. Purpose of the Project:

- (a) To develop internal communications infrastructure by installing 3.5 feet deep optical fiber cables along railway tracks owned by Myanmar Railway and to develop quality transportation services for passengers and goods;
- (b) The Contractor must drop 12 Core optical fiber cable free of charge below the ground in order to be used by Myanmar Railway and may use other core cables for its own telecommunications services and sub-lease them.

**1.1.5. Project areas**

Railway tracks where optical fiber cables are to be laid are as follows:

- Yangon-Mawlamyaing-Dawei (597.6 km)
- Yangon- Pyay (257.6 km)
- Yangon- Myitkyina (539.3 km)

**1.2. Information of companies that are to implement the project****1.2.1. Description of the project**

The Project is divided into two parts:

**Part (1)**

- Feasibility study
- Determination of project standards and business plan
- Preparation of documents required for tender application

**Part (2)**

- Preparations as may be necessary after the company is a successful applicant for the relevant project area
- Implementation of the project as per the detailed project plan

**1.2.2. Applicant requirements**

- The applicant may be a company or a joint venture company.
- If it is a JV company, please provide JV commitment as evidence.
- Any lead partner or partner of a JV company incorporated at the time of initial selection or after the initial selection are jointly or separately responsible for this project.

- In the case of JV companies, a JV company that is or has been incorporated at the time of initial selection or a JV company that is selected as the contractor must nominate a representative of all partners of that JV company.
- If the applicant selected initially wishes to make any changes, it must seek prior written approval from the Project Owner before the project plan submission.
- This approval will not be granted if
  - (a) the applicant becomes ineligible for tender as per section (1-3) "Requirements for Applicants" after it has made some changes;
  - (b) the project owner often relaxes requirements concerning that applicant during the tender process;

### 1.2.3. Right of the project owner to accept/reject applications

The project owner has the right to accept or reject any applications submitted by applicants as well as cancel the initial selection process and to reject all applications. The project owner is not responsible for explaining such matters to applicants.

## **1.3. Applicant Requirements**

### 1.3.1. General Requirements: Please fill information on the applicant in Form-2.

The project company must be a local company which holds NFS (I) License issued by the Ministry of Transport and Communications.

No company or partner company of a JV company, nor contractor or member under an applicant is allowed to submit more than one application.

Please fill qualifications of persons who are to implement the project in Form – 4. The firm's capacity to implement the project must be mentioned and the firm must have qualified engineers for telecommunications services. The firm must have at least 100 employees and 20 qualified engineers for telecommunications work.

### 1.3.2. Historical Contract Non-performance: Please fill information regarding contract non-performance in Form – 5.

No contract non-performance based on dispute matters or matters under legal proceedings shall occur within two years from the deadline for application submission.

If there is any penalty resulting from non-performance damage, please include that information in Form – 5.

Penalty resulting from non-performance damage that is imposed on the applicant must not exceed 50 % of original quantity.

### 1.3.3. Financial Situation: Please fill in Form-8.

The applicant is required to provide audited financial accounts for last five years in order to explain the financial standing of the company.

#### 1.3.4. Experience

- Please fill general experience in Form – 6.
- The applicant has successfully completed five projects or projects valued MMK 5,000 million within the last ten years from the deadline for application submission.
- Please fill in experience related to optical fiber cable installation in Form – 7.
- The applicant must have experience in implementing at least three optical fiber cable projects.
- Please fill in business plan and feasibility study in Form-7.
- The applicant must have experience in conducting feasibility study for business plans or an economic justification plan for at least one project.

#### 1.4. Application Forms

The applicant must prepare documents in the following forms:

Form -1: EOI application

Form -2: Information of Applicant

Form -3: Applicant JJV or Association Commitment

Form-4: Qualifications of persons who are to implement the project

Form-5: Historical Contract Non-performance

Form-6: General Experience

Form-7: Specific Experience (Experience in implementing optical fiber cable installation projects)

Form-8: Financial Situation

#### 1.5. Preparation for submission of EOIs

##### 1.5.1. Application Form and number of copies required for submission

The application must be written in Myanmar Language. The applicant must submit an original application, two copies and 3 CDs.

##### 1.5.2. Cost for submission of application

Applicants can collect EOI forms free of charge. While submitting EOIs, applicants must incur the cost of EOI submission.

##### 1.5.3. Request for clarification

Clarification must be requested in writing and addressed to the Managing Director of Myanmar Railway no later than ten days before the deadline for EOI submission.

##### 1.5.4. Amendments to EOI invitation

The project owner has the right to make amendments to EOI invitations. The project owner will notify registered applicants about such amendments no later than ten days before the deadline for EOI submissions. Applicants must acknowledge the receipt of notification.

##### 1.5.5. Date when applications are available

The application forms are available at the following address during office hours:  
from 9:30 to 16:00, on working days (from 7 February 2017 to 28 February 2017):

Deputy General Manager (Procurement)  
Myanma Railway  
Corner of Thein Phyu Street and Merchant Street  
Bo Ta Htaung Township  
Yangon  
Ph. No. 01-291991, Fax No. 01- 291994

1.5.6. Deadline for EOI submission

Sealed EOIs must be submitted to the abovementioned address no later than  
14:00 (2:00 pm), 7 March, 2017.

**1.6. Review of EOIs by screening process**

1.6.1. Review of EOIs by opening sealed envelopes

The project owner will review EOIs submitted by applicants through a screening  
process stated in paragraph (1-6-2) after opening sealed EOIs on the last date for  
EOI submission.

1.6.2. Principles applied to screening process

EOIs will be accepted or rejected as per Applicant Requirements [Section (1-3)]  
according to the principles applied to screening process for reviewing EOIs.



**2. APPLICATION FORMS**

**2.1. EOI Application**

Please include company's letter head, address, phone number, fax number, email.

Date:  
Letter No.

Deputy General Manager (Procurement)  
Myanma Railway  
Corner of Thein Phyu Street and Merchant Street  
Bo Ta Htaung Township  
Yangon

Subject: Submission of EOI to install optical fiber cables along railway tracks across Myanmar

Reference:

Signature

**2.2. Form- 2: Information on the Applicant**

Profile of Applicant

Date:

Name of the Applicant:

NRC No.

Company Name:

Certificate of Incorporation No/Date:

(If it is a joint venture company)

Name of Lead Partner:

Lead Partner's Certificate of Incorporation No/Date:

Names of other partner companies and their Information

(1)

(2)

(3)

(4)

(Required information)

(a) Agreement to prove that it is a joint venture company

(b) Information on a representative of a company or a joint venture company

(c) Power of Attorney for the representative (should be the same as name of the applicant)

**2.3. Form- 3: Application joint venture or association commitment**

(Please use the following form or provide information in Myanmar language.)

Form 3

**Applicant Joint Venture or Association Commitment**

Date: [day, month, year]

Page [page number] of [total number]

To:

Deputy General Manager(Supply ),Myanma Railways  
Corner of Thein phyu and Kon The Street, Bo Ta Htaung Township, Yangon,  
Myanmar  
Telephone: +95 1 291991 Fax: + 95 1 291994

The undersigned of this declaration of cooperation are by means of attached Powers of Attorney legally authorized to act with regard to "Consulting Service for Optical Fiber Cable Project for Myanma Railways, Ministry of Rail Transportation" (hereinafter referred to as "the Service Contract") and on behalf of their organization.

We hereby declare:

1. That we will legalize a joint venture or association agreement in case that the Service Contract is awarded to our group;
2. That we have nominated[name of the lead partner] as the Sponsor Firm of the group for the purpose of the Proposal;
3. That we authorized Mr./Ms. [name of person who is authorized to act as the representative on behalf of the joint venture] to act as the Applicant's Representative in the name and on behalf of their group;
4. That all partners of the Joint Venture or Association shall be liable jointly and severally for the execution of the Service Contract;
5. That this Joint Venture or Association is an association constituted for the purpose of the execution of the Service Contract;
6. That if the Employer accepts the Proposal of this Joint Venture or Association, it shall not be modified in its composition or constitution until the completion of the Service Contract without the prior consent of the Employer.

Note: Give names and positions of the proposed Joint Venture or Association Representative, as well as organization's names and addresses are given in the below table:

JV Applicant's legal name: [full legal name]
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1.	Applicant Lead Partner's legal name: [full legal name of Applicant partners]	Signature:
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Applicant Lead Partner's country of registration: [country of registration]
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**2.4. Form 4: Qualifications of persons who are to implement the project**

(Please use the following form or provide information in Myanmar language.)

Form 4

**Firm's Capacity**

Date: [day, month, year]

Applicant's Legal Name: [full name]

Applicant's Partner Legal Name:[full name]

Page [page number] of [total number]

Name of Applicant or Partner of a Joint Venture: [full legal name]
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[To understand the firm's capacity to provide the qualified engineers for required services, the Applicant shall provide the organization chart of firm, and the name of the qualified personnel.]

Use the separate sheet for each partner. Organization chart is to be attached. ]

	Number of Staff
Executive/Directors	
Professional/Qualified Engineers	
Administration/Supporting staffs	
TOTAL	

Field	Number of Engineers by Degree			
	Dr/PhD	Master	Bachelor	Total
Project Management Specialist				
Telecom Engineer/Specialist				
Optical Fiber Cable System Specialist				

**2.5. Form 5: Historical Contract Non-performance**

(Please use the following form or provide information in Myanmar language.)

Form 5

**Historical Contract Non-Performance**

[The following table shall be filled in for the Applicant and for each partner of a Joint Venture]

Date: [day, month, year]

Applicant's Legal Name: [full legal name]

Applicant's Partner Legal Name: [full legal name]

Page [page number] of [total number]

**1. History of Non-Performing Contracts**

Non-Performance Contracts			
<input type="checkbox"/> Contract non-performance did not occur within the last two (2) years prior to the deadline for application submission in accordance with Item 3 - Requirements for Applicants, Sub-Item 3.2.1.			
<input type="checkbox"/> Contract non-performance occurred within the last two (2) years prior to the deadline for application submission in accordance with Item 3 - Requirements for Applicants, Sub-Item 3.2.1 as indicated below.			
Year	Non performed portion of contract	Contract Identification	Total Contract Amount (current value, US\$ equivalent)
[year]	[Amount and percentage]	Contract Identification: [complete contract name, number, and any other identification] Name of Employer: [full name] Address of Employer: [street/number/town or city/country] Reason(s) for non-performance: [main reason(s)]	[amount]

**2.5. Form 5: Historical Contract Non-performance**

(Please use the following form or provide information in Myanmar language.)

**2. Pending Litigation**

Pending Litigation			
<input type="checkbox"/> No pending litigation in accordance with Item 3 – Requirements for Applicants, Sub-Item 3.2.2.			
<input type="checkbox"/> Pending litigation in accordance with Item 3 – Requirements for Applicants, Sub-Item 2.2 as indicated below.			
Year	Outcome as Percentage of Net Worth	Contract Identification	Total Contract Amount (current Value, US\$ Equivalent)
[year]	[Percentage]	Contract Identification: [complete contract name, number, and any other identification] Name of Employer: [full name]  Address of Employer: [street/number/town or city/country]  Matter in dispute: [main issues in dispute]	[amount]

2.6. Form 6 – General Experience

(Please use the following form or provide information in Myanmar language.)

Form 6

**General Experience**

[The following table shall be filled in for the Applicant and for each partner of a Joint Venture]

Date: [day, month, year]

Applicant's Legal Name: [full legal name]

Applicant's Partner Legal Name: [full legal name]

Page [page number] of [total number]

[Identify contracts that demonstrate continuous work over the past five (5) years pursuant to Item 3 Requirements for Applicants, Sub-Item 3.4.1. List contracts chronologically, according to the commencement (starting) dates.]

General Experience					
Starting Month/Year	Ending Month/Year	Contract Identification	Role of Applicant	Contract Amount	Service Value of the Contract
[month, year]	[month, year]	Contract Name: [full name] Brief description of the Works performed by the Applicant: [describe Work performed briefly] Name of Employer: [full name] Address: [street/number/town or city/country]	"Contractor" or "Subcontractor"	[amount in US\$]	[amount in US\$]

## 2.7. Form -7: Experience in implementing optical fiber cable installation project

(Please use the following form or provide information in Myanmar language.)

Form 7

### Specific Experience

[The following table shall be filled in for contracts performed by the Applicant, each partner of a Joint Venture]

Date: [day, month, year]

Applicant's Legal Name: [full legal name]

Applicant's Partner Legal Name: [full legal name]

Page [page number] of [total number]

Name of Applicant or Partner of a Joint Venture [full legal name]
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No.	Name of project/service	3.4.2	3.4.3	3.4.4

[Remarks:

Column (3.4.2) to (3.4.4) ,means the experience related to:

3.4.2. one (1) project experience related to installation of optical fiber cable project

3.4.3. one (1) project experience related to project formation including business plan and feasibility study

3.4.4. one (1) project experience of consulting service in Myanmar or ASEAN countries

Put mark X in the column that "Name of project/service" is related. Please refer to Item 3 - Requirements for Applicants – in "Instruction to Applicants".

Use a separate sheet for each partner.]



**2.8. Form 8: Financial Situation**

(Please use the following form or provide information in Myanmar language.)

Form 8

**Financial Situation**

[The following table shall be filled in for the Applicant and for each partner of a Joint Venture.]

Date: [day, month, year]  
 Applicant's Legal Name: [full legal name]  
 Applicant's Partner Legal Name: [full legal name]  
 Page [page number] of [total number]

Financial Data

Historic Information for Previous 5 years (Five years) (US\$ Equivalent)				
2009	2010	2011	2012	2013

**Information from Balance Sheet**

Total Assets (TA)					
Total Liabilities (TL)					
Net Worth (NW)					
Current Assets (CA)					
Current Liabilities (CL)					

**Information from Income Statement**

Total Revenue (TA)					
Profit Before Taxes (PBT)					
Profit After Taxes (PAT)					

**3. DETAILED PROJECT PLAN BY THE APPLICANT**