INVITATION FOR BIDS

Supply and Delivery of ICT Equipment

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is a German federal enterprise which offers workable, sustainable and effective solutions and systems for efficient service delivery. Most of GIZ's work is commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ).

GIZ is hereby inviting suitable bids from established firms for Supply and Delivery of ICT Equipment on **DDP** basis Lusaka District**.**

LOT 2

SN	DETAILED SPECIFICATIONS	QUANTITY
1	Internet specifications 1. Technology The equipment shall comprise a compact, portable satellite broadband terminal utilising Low Earth Orbit (LEO) satellite technology or an equivalent low-latency satellite broadband technology capable of providing internet connectivity in remote, rural, and underserved areas. 2. Satellite Network and Coverage The terminal shall operate on a satellite network capable of providing broadband connectivity within Zambia, subject to network coverage and service availability at the deployment location. The solution shall support temporary field deployments and relocation between operational sites without requiring specialised engineering services. 3. Internet Performance •Download speed: The terminal shall support broadband download speeds suitable for video conferencing, cloud-based applications, web browsing, and data transmission. The bidder shall declare expected download speeds and the conditions under which they can be achieved. •Upload speed: The terminal shall support broadband upload speeds suitable for transmitting documents, operational reports, images, and other digital information. •Latency: The satellite network shall support low-latency connectivity suitable for interactive internet applications. The bidder shall declare typical network latency. •Performance verification: The bidder shall provide evidence of expected performance within Zambia under normal operating conditions. 4. Terminal Type and Portability The solution shall comprise a compact, integrated satellite terminal with a built-in wireless networking capability. The equipment shall be suitable for transport in a field kit and shall support rapid deployment at temporary or permanent operational locations. The complete supply shall include: •Satellite antenna and integrated networking hardware. •Integrated Wi-Fi capability. •Compatible power supply unit. •Power cable. •Kickstand or equivalent deployment support. •Pipe adapter or mounting accessory. •Required connection plugs and accessories.	7

•User documentation and installation instructions.
The terminal shall be deployable by trained users without specialised engineering support.
5. Antenna Technology
The terminal shall incorporate an electronically steered phased-array satellite antenna or equivalent technology capable of establishing and maintaining satellite connectivity with minimal manual configuration.
The antenna shall have a field of view suitable for acquiring satellite signals in the intended deployment environment.
Where manual orientation is required, the equipment shall provide software-assisted guidance to facilitate correct positioning.
6. Wireless Connectivity
The terminal shall provide integrated dual-band Wi-Fi supporting both 2.4 GHz and 5 GHz frequency bands.
The wireless interface shall support IEEE 802.11ac (Wi-Fi 5) or higher.
The integrated wireless network shall support simultaneous connections by multiple user devices and provide wireless coverage suitable for small offices, field teams, and temporary workspaces.
7. Ethernet Connectivity
The terminal shall provide at least one Ethernet LAN connection for connecting compatible network devices, computers, or external networking equipment.
Where a proprietary connection interface is used, the supplier shall provide the manufacturer-approved Ethernet cable or adapter required for operation.
The supplier shall document the available Ethernet interface, connector type, and supported connection speeds.
8. Power Supply and Consumption
The terminal shall support low-power operation suitable for field deployments.
The satellite terminal shall have an average power consumption of approximately 25–40 W under normal operating conditions, subject to network activity and environmental conditions.
The equipment shall support a compatible DC power input within the range of 12–48 V, with a rated power capacity of at least 60 W.
The complete kit shall include a compatible power supply suitable for operation from a 220–240 V AC, 50 Hz electrical supply.
The solution should support alternative portable power arrangements, including compatible battery systems, where required for field operations.
9. Environmental Requirements
The outdoor terminal shall meet the following minimum environmental requirements:
•Operating temperature: -30°C to +50°C.
•Ingress protection: IP67 or equivalent protection against dust and water ingress when installed with the specified compatible power cable and connector configuration.
•Operational wind resistance: Suitable for operation in wind speeds of at least 96 km/h, subject to the installation method and mounting conditions.
•Outdoor suitability: Designed for deployment in outdoor environments, including remote field locations.
The supplier shall identify any limitations affecting the stated environmental ratings, including restrictions associated with third-party cables, adapters, connectors, or mounting arrangements.
10. Security
The terminal shall support secure wireless connectivity using WPA2 or an equivalent supported wireless security standard.
The equipment shall provide secure administrative access and support manufacturer-issued firmware and software updates.
The supplier shall document the available security features, encryption capabilities, administrative controls, and firmware update procedures.
11. Management and Monitoring
The equipment shall provide an application-based or web-based interface for authorised users to configure the terminal and manage wireless connectivity.

	The management interface shall provide access to available connection status, signal information, network configuration, and diagnostic functions. The supplier shall provide instructions for initial configuration, troubleshooting, and routine maintenance. 12. Installation and Accessories The supplier shall deliver a complete, operational kit containing all components required for initial deployment. The supply shall include the satellite terminal, integrated networking capability, power supply, compatible power cable, deployment stand, mounting adapter, connection accessories, and installation documentation. Any additional accessories required for the specified installation environment shall be clearly identified and included in the quotation. 13. Regulatory Compliance The supplied equipment and associated satellite broadband service shall comply with applicable Zambian communications, equipment approval, and spectrum regulations. The supplier shall provide evidence of applicable regulatory approvals and confirm the availability of the proposed service at the intended deployment locations. 14. Training and Documentation The supplier shall provide basic operational training for designated personnel. Training shall cover initial setup, terminal positioning, power connection, wireless configuration, routine operation, troubleshooting, and safe equipment handling. The supplier shall provide user manuals, installation instructions, technical specifications, warranty documentation, and technical support contacts. 15. Warranty The supplier shall specify the applicable manufacturer warranty, including its duration, scope, exclusions, and claims procedure. The supplier shall identify the arrangements available for repair, replacement, and technical assistance during the warranty period. 16. Technical Support The supplier shall provide technical support throughout the applicable warranty period. The bidder shall identify its local or regional support arrangements, escalation procedures, and the process for obtaining replacement equipment or accessories. 17. Service Availability The bidder shall declare the expected service availability for the proposed satellite broadband service and identify any applicable service-level commitments.	

Selection Criteria:

To qualify for consideration in the tender procedure, interested companies/firms are required to submit the following information and documents for eligibility assessment:

- Tax Clearance Certificate (TCC) and confirm **NO** ongoing litigation.
- Company profile and legal documents with a turnover of ZMW K400,000.00 or more for the past financial year.
- Offer validity for 90 days.
- Prices should be quoted in (ZMW) Zambian Kwacha **ONLY**
- GIZ is VAT exempt.

- List of similar orders executed in the past.
- **Data sheets / photos must be submitted**

Submission Details:

- Cover letter with offer summary.
- Company details: Brief description of the company including copies of registration documents (physical address, contact details, etc.).
- Delivery Period

Bidders must comply with the Value Added Tax (VAT) regulations as stipulated by the Zambia Revenue Authority (ZRA) Specifically:

- Bidders with an annual taxable turnover exceeding ZMW 600,000 or a taxable turnover exceeding ZMW 200,000 in any three-month period are required to be VAT-registered and must issue electronic invoices through the ZRA's Smart Invoice system.
- Bidders below these thresholds are not mandated to register for VAT but may do so voluntarily.
- Compliance with these requirements is essential for participation in this procurement process.
- Bidders are requested to reference page numbers where specifications can be found in their respective bid document/data sheets.

How To Submit:

The number of pages of all submission documents shall not exceed 50 pages. External content (e.g., links to websites) will not be considered, the size limit of the attachment is 30MB.

Local bidders must submit their bids indicating the full specifications and delivery period via email: **zm_quotation@giz.de** with the subject line "**20.11.2026_ICT EQUIPMENT_7000023711/52109".**

The closing date for handing in the **BIDS** is **Friday 20th October 2026 at 13:00hrs**.

For further clarification interested parties may send enquiries to: **zm_inquiry@giz.de**

GIZ Zambia may request for necessary and/or more information during the evaluation.

Important Note.

Due to war caused by Russia in Ukraine the German Federal Office for Security in Information Technology (BSI) has added **Kaspersky** antivirus software to its list of communications equipment and services that are deemed to pose an unacceptable risk to the national security. **Kaspersky's** virus protection software is to be replaced with alternative products. It means, in case a bidder offers **Kaspersky's** virus protection software, this offer will be excluded as technically not suitable.

Before entering into any contract, GIZ reserves the right to ascertain the origin of the goods offered. This assessment will be conducted to ensure compliance with embargoes and other trade restrictions in place within the scope of GIZ's due diligence. This is particularly true of the EU sanctions against Russia, Belarus, Crimea and the affected parts of Eastern Ukraine [1] currently in place (primarily the EU Council Regulations No.: 833/2014 and 765/2006).

By submitting their bid, the bidder undertakes towards GIZ the responsibility that in the event of a probable award, the bidder will provide all necessary support to enable GIZ to ensure compliance with the sanction's regime – this assurance is thus given prior to the award of any contract. This includes in particular the obligation, if so, requested by GIZ, to complete a self-declaration to determine the origin of the goods offered and/or to provide GIZ with the required

evidence of the origin of such goods. Should the bidder fail to meet these obligations or fail to do so within a reasonable period of time, this can result in their bid being excluded.

A contract can only be awarded on completion of this assessment of the origin of the goods offered. Should this check give grounds for concern or reveal facts that constitute a contractual impediment, GIZ shall inform the bidder without delay. GIZ shall also reserve the right in such cases to award the contract to the next-ranked bidder in the competitive tender procedure.

GIZ Procurement Unit