

**REQUEST FOR EXPRESSIONS OF INTEREST  
SELECTION BASED ON INDIVIDUAL CONSULTANT**

[FSM]

[FSM Connectivity Project]

Loan No./Credit No./ Grant No.:       P130592      

**Assignment Title:** Administrative Project Manager to support EMCS Management Committee

**Reference No.** (as per Procurement Plan): IDA D0040 FM-FSMTCC-146292-CS-INDV

The FSMT Cable Corp has been funded for financing from the World Bank toward the cost of the FSM Connectivity Project P130592, and intends to apply part of the proceeds for the following consulting services.

For this assignment, the FSMT Cable Corp (Principle) seeks to hire an Administrative Project Manager to support EMCS Management Committee (Agent) who will assist the East Micronesia Cable System (EMCS) Management Committee and its interest in the EMCS project. A qualified person with broad and extensive experience in the telecom sector is needed to lead for this position. A critical aspect of the role is to assist in managing all aspects of the FSM and OAE's interest as entered into, specifically with suppliers, customers and with consortium partners under the proposed EMC system.

The detailed Terms of Reference (TOR) for the assignment Administrative Project Manager to support EMCS Management Committee can be solicited at the following e-mail address: [info@fsmcable.com](mailto:info@fsmcable.com)

The FSMT Cable Corp now invites eligible individuals ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

The attention of interested Consultants is drawn to paragraph 3.14, 3.16 and 3.17 of the World Bank's Procurement Regulations for IPF Borrowers [*July 2016*] ("the Regulations"), setting forth the World Bank's policy on conflict of interest.

The best qualified consultant to carry out the services will be selected in accordance with the Selection Based On Individual Consultant method set out in the Procurement Regulations, and based on the following criteria:

The Consultant shall specialize in process and procedures in engineering and installation of marine fiber optic cable systems. The consultant shall demonstrate the following minimum qualifications and experience.

- At least fifteen years of relevant international telecommunications management experience including Network, Operations, Logistics, Finance, Commercial, Project, and Supplier Management, including projects of \$50 million or higher.

- At least three years of procurement experience.
- Demonstrable understanding of international submarine cable systems
- Project Management experience including Stakeholder Management, Supplier Administration, Schedule Management, and Financial Reporting.
- Strong knowledge of the telecommunications industry and trends, particularly in relation to international connectivity
- Demonstrated ability to work successfully with stakeholders, including, governments, regulatory bodies, multilateral funding institutions, suppliers, wholesale customers, and local communities.
- Previous experience with public sector managed infrastructure projects.
- Master in Engineering or Business Administration (MBA) or equivalent.
- Excellent interpersonal and business management skills including:
  - Proficiency in MS-Office Applications (MS-Word, MS-Excel, MS-PowerPoint)
  - Proficiency in Cad Drawings and Drawing Standards, and
  - Good writing and verbal skills.
- Familiarity with International Standards for bidding, contracting etc. associated with undersea telecommunications cable systems and installation

Further information can be obtained at the address below during office hours

Expressions of interest must be delivered in a written form to the address below (in person, or by mail, or by fax, or by e-mail) by December 27, 2019.

FSMT Cable Corp  
Attn: Gordon Segal  
PO Box 2202  
Kolonia Pohnpei FM 96941  
Tel: 691-320-2602  
E-mail: [info@fsmcable.com](mailto:info@fsmcable.com)

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# FSMT Cable Corporation

## Terms of Reference and Scope of Services

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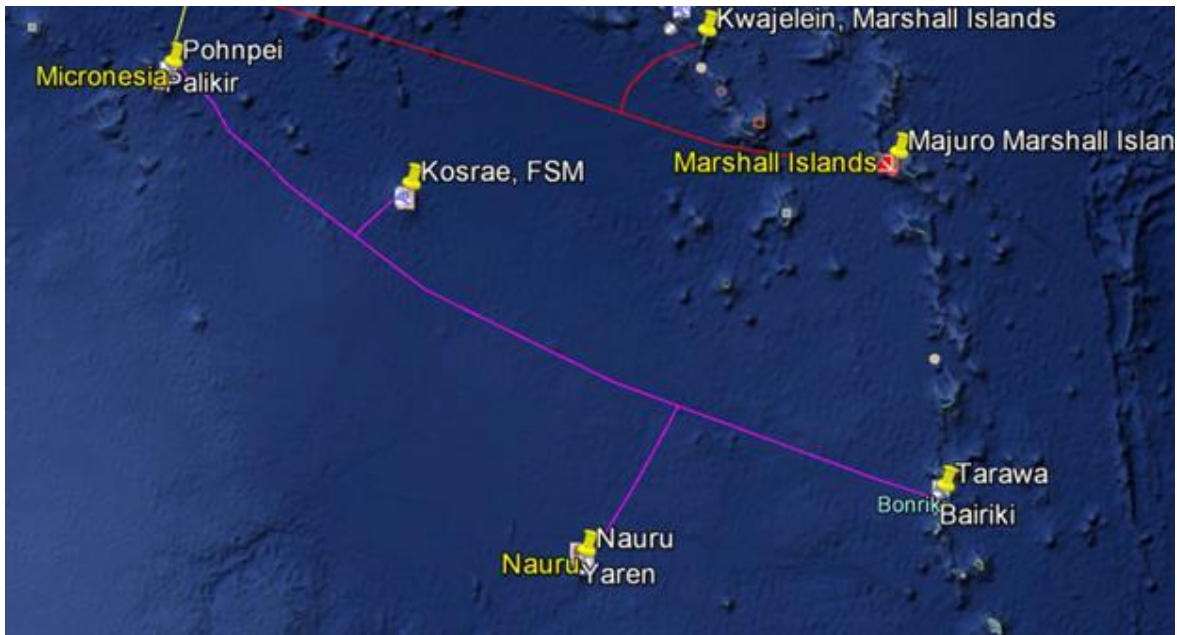
### Administrative Project Manager East Micronesia Cable System (EMC)

#### Background for Assignment

The Republic of Kiribati, Republic of Nauru and the Federated States of Micronesia have plans to invest jointly in a new, high-capacity submarine cable system to connect the FSM State of Kosrae, the Republic of Nauru, and Tarawa, the main island of the Republic of Kiribati, to the global Internet via Pohnpei in the FSM. In Pohnpei, traffic will be directed onto the HANTRU-1 Cable which connect Pohnpei to the US territory of Guam.

The World Bank will finance the participation of the Republic of Kiribati via the Kiribati Connectivity Project, and the participation of FSM (Kosrae) through the Palau-FSM Connectivity Project. The Asian Development Bank will support the Republic of Nauru's participation. The three Governments have established an intergovernmental Project Steering Committee (PSC) tasked with overseeing the development and coordination of this strategic investment.

The proposed East Micronesia Cable System (EMCS) is shown in Figure 1. Each country's ownership in, and arrangements for operation and maintenance of the cable system shall be managed by a specialized national entity, the Open Access Entity (OAE) formed by each government during project preparation.



**Figure 1: Conceptual Route for the East Micronesia Cable System**

Kiribati, Nauru and FSM have each designated a government agency to manage project preparation and represent the country on the PSC. Designated agencies are:

- Kiribati: Ministry of Information, Communication, Transport and Tourism Development (MICTTD);
- Nauru: Ministry of Telecommunications and Media (MTM); and
- FSM: Department of Transportation, Communication, & Infrastructure (DTCI).

Kiribati, Nauru and FSM each have a designated OAE to manage the cable system assets locally and to participate in the management committee of the EMCS. These OAEs are:

- Kiribati: BwebwerikiNet Ltd. (BNL)
- Nauru: TBD
- FSM: Federated States of Micronesia Telecommunications Cable Corporation (FSMTCC)

Each OAE is supported by a technical consultant for the purpose of technical advice and local infrastructure preparations.

### **Project Status**

The Project Steering Committee has reached agreement on the following documents which define the scope of the project and the interaction between the member parties:

- **Technical Specifications for the East Micronesia Cable System**  
The Technical Specifications (TS) provide the detailed requirements for the East Micronesia Cable System as developed by the member countries. The TS has been prepared as part of a proposed Bid Package to solicit bids for the East Micronesia Cable System from qualified Suppliers.

- **Bid Package**  
A Bid Package has been prepared for submission to the prospective Suppliers for the East Micronesia Cable System. This Bid Package contains Bidder Instructions, the Technical Specification for EMCS, and Bid Evaluation Criteria.
  
- **Construction and Maintenance Agreement (C&MA):**  
A Construction and Maintenance Agreement has been developed by the member parties that define the rights and responsibilities of each party to the East Micronesia Cable System, as well as the organizational structure for the operation of EMCS.  
  
The C&MA cedes control of the EMCS from the Project Steering Committee to the C&MA signatories.
  
- **Indefeasible Right of Use (IRU) for the Hantru Cable Segment 4**  
An IRU has been prepared between FSMTCC and the other two member parties, Nauru and Kiribati, that define the rights of usage of the Hantru Cable Segment 4 and onward capacity to the Guam Cable Landing Station.

At this time, the project members have:

- Approved and signed the Construction & Maintenance Agreement (C&MA) which cedes control of the project from the Government Partner entities to the associated Open Access Entities,
  
- Approved and signed the Bid Package documents (including the Technical Specifications), and will let this package to qualified submarine cable system suppliers for proposals,
  
- Approved and signed the IRU for the use of the Hantru Cable Segment 4 and onward capacity to Guam.

The C&MA Partners (Partners), working through the EMC Administrative Project Manager, will coordinate the bid process to qualified Suppliers, addressing questions from Suppliers, and awaiting final proposals from Suppliers. In addition, the Partners, each with the assistance of their local legal and technical consultants, are preparing local infrastructure for the EMCS, including Beach Manhole, Fronthaul Duct Work, Cable Landing Stations CLS), and ancillary facility equipment procurement and installation

## **Project Need**

The Partners of the East Micronesia Cable System require the expertise of a qualified Administrative Project Manager (APM) to manage the following high level activities on their behalf:

- Management of the Bid Process, including but not limited to:

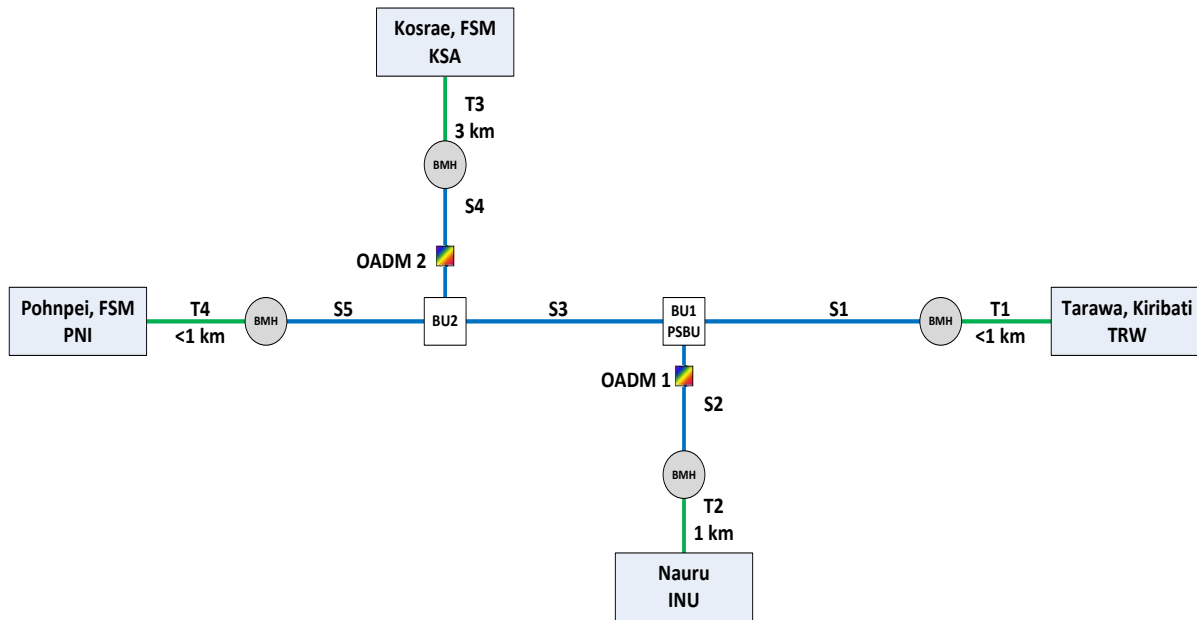
- Transmittal of the Bid Package to qualified System Suppliers,
- Management of the Supplier Proposal process including documented interfacing with System Suppliers during the proposal formation process, and
- Receipt of the System Supplier Proposals.
- Management of the Adjudication of Supplier Proposals,
  - Review of the System Supplier Proposals,
  - Supplier clarification meetings and exchanges as required, and
  - Evaluation of the System Supplier Proposals based on the documented Evaluation Criteria.
- EMCS Supply Contract Award recommendation,
  - Provide the Partners with an assessment of the Supplier Proposals and make a recommendation for contract award.
- System Supply Contract Formation
  - Work with the Partners and their legal counsels to form a Supply Contract with the selected System Supplier.
- Project Management oversight of System Supplier, and by extension their sub-contractors from the Contract-In-Force (CIF) date through the Ready for Service (RFS) date for the East Micronesia Cable System reporting back to the C&MA Management Committee.
- Coordination with the Partners and their local technical consultants to ensure that the local infrastructure supporting the EMCS is satisfactorily specified, and implemented in a timely manner to support the installation of the EMCS.
- Project reporting to the Partners, the World Bank, and Asia Development Bank on a regular scheduled basis which includes technical, schedule, and cost assessments and risks.

This contract will be financed by the EMCS C&MA Parties using their allocated funding from either the World Bank or the Asia Development Bank. Consequently, the solicitation, adjudication, and award of this contract to a qualified bidder will be via the World Bank procurement processes.

The C&MA Parties are motivated to award this contract at the earliest possible date so as not to delay the project. The expected award date for this effort is 1<sup>st</sup> Quarter 2020.

### **Project Scope**

The East Micronesia Cable System (EMCS) will connect the three sovereignties as depicted in the line diagram of the Basic Option for the EMCS shown below.



**Figure 2: Line Diagram for the Basic East Micronesia Cable System Option**

The EMCS will be a single fiber pair powered submarine cable system with associated shore equipment incorporating state of the art optical telecommunications technology to provide a minimum of 100 x 100Gbps channels along the primary trunk of the system with agreed upon channel allocations for each landing location.

The EMCS includes all of the Wet Plant (Segments S1, S2, S3, S4, and S5) as well as the terrestrial cable segments (T1, T2, T3, and T4) and all associated submarine line terminating equipment located at each landing point.

Each C&MA Party is individually responsible for the infrastructure implementation required to support the EMCS at their landing point(s) including the Beach Manhole, the duct work between the Beach Manhole and the Cable Landing Station (CLS), and the associated support equipment at each CLS including primary and backup power, 48VDC Power, Fire Detection and Suppression, and Security and Building Management Systems. The successful completion of terrestrial works at each location is critical to the implementation of the EMCS as a whole.

The APM is expected to be under contract During Quarter 1, 2020, in time to assume responsibility for the Supplier Bid, Adjudication, and Supplier Selection processes.

The expected duration for EMCS implementation from CIF to RFS is 18 months.

## Scope of Work (SOW)

The EMC Project Management function is made up of two components:

1. Technical Project Management (TPM): The TPM reports to the Implementing Agencies (IA) and / or Open Access Entities (OAE) . The 3 IA's each recruit their own TPM to support the implementation of the the Cable Landing Facilities in their countries. In addition, they assist and support the East Micronesia Cable Management Committee with technical implementation issues related to the submarine cable system.
2. **Administrative Project Manager reporting to the EMC Management Committee (MC). The SOW for the Administrative Project Manager includes:**

The Administrative Project Manager (APM) shall provide administration and support to the Management Committee of the EMC Project.

Participate in regularly scheduled face to face meetings and teleconference calls with the EMC Management Committee, local consultants, and funders to provide a status of the Project, present recommendations, and facilitate decisions.

The specific roles and responsibilities include the following:

- a. Review the status of the current EMC Project and the associated documents developed for the Project to date;
- b. Manage and Coordinate all aspects of the Cable System Bid, including
  - i. Preparation and approval of the final bid documents in accordance with World Bank guidelines;
  - ii. Create a bid process and obtain approval from the EMC Management Committee
  - iii. Identification of the online bid publication and submission platform
  - iv. Publication/advertisement of bids and open bidding process
  - v. Bid management and clarifications
  - vi. Acknowledge bid responses from suppliers and close bidding
  - vii. Coordinate bid review including qualification, legal, technical, and financial review
  - viii. Prepare bid response summary and supplier recommendation
  - ix. Following bank processes, present supplier recommendation, obtain approval from Management Committee and No Objection from The World Bank and the Asian Development Bank, following
  - x. Notification to winning bidder
  - xi. Coordinate contracting process including legal and technical aspects of negotiation and finalization
  - xii. Following bank processes, obtain contract approval from Management Committee and No Objection from The World Bank and the Asian Development Bank
  - xiii. Coordinate contract signing and ensure Contract-In-Force
- c. Manage and Coordinate all aspects of the Cable System Contract, including



- i. Performing all aspects of Contract administration
  - ii. Variation management, including coordinating the review and recommendation of the Technical Expert and approval of recommendation by the Management Committee and any requirements for No Objection.
  - iii. Invoicing, Billing, and Coordination of supplier payments
  - iv. Manage process for Recommendation For Provisional Acceptance, including approval of recommendation by the Management Committee and any requirements for No Objection
- d. Manage and Coordinate all aspects of the Project Administration in cooperation with the TPMs, including
  - i. Generating and maintaining the Project schedule, monitoring, input, and changes
  - ii. Preparing regular reports, and updates
  - iii. Preparing ad hoc reports, to cover delays, changes and variations
  - iv. Reporting and escalating delays to the Technical Expert as well as the Management Committee
- e. Manage and Coordinate all aspects of the Supplier Administration in cooperation with the TPMs, including
  - i. Day to day Project management and oversight of the Supplier
  - ii. Regularly scheduled monthly meetings with the Supplier to review the status of the Project
- f. Monitor and Review Supplier Costs & Billing in cooperation with the TPMs, including
  - i. Verification of Billing Milestone completion
  - ii. Invoicing, Billing, and Coordination of supplier payments

## Deliverables

Deliverables under these terms of reference are the following:

- Manage, coordinate and administrate the EMC Project
- Fortnightly Project Status reports to the MC regarding the bidding process,
- Recommendation and rationale for the award of the Supply Contract (in cooperation with the TPMs)
- Fortnightly reports to the Management Committee to include:
  - EMCS Schedule and any variation thereof,
  - EMCS Costs and any variation thereof,
  - System Supplier Accomplishments (in cooperation with the TPMs)
  - System Supplier Issues (as identified and submitted by the TPMs)
  - Upcoming milestones and decisions (in cooperation with TPMs)

- Assessment of Local Infrastructure Works and progress by the EMC Landing Parties
- Assist the MC and TPMs in engaging and reviewing the outputs of the Environmental and Social Safeguards Impacts Analysis and associated Management Plan, and determining actions for implementing those outputs;
- Operationalize the Grievance Redress Mechanism during EMC implementation
- Preparation of recommendations for post RFS system administration and management.

### **Experience and Professional Qualifications for Administrative Project Manager**

Applicant experience and professional qualifications:

- At least fifteen years of relevant international telecommunications management experience including Network, Operations, Logistics, Finance, Commercial, Project, and Supplier Management, including projects of \$50 million or higher.
- At least three years of procurement experience.
- Demonstrable understanding of international submarine cable systems
- Project Management experience including Stakeholder Management, Supplier Administration, Schedule Management, and Financial Reporting.
- Strong knowledge of the telecommunications industry and trends, particularly in relation to international connectivity
- Demonstrated ability to work successfully with stakeholders, including, governments, regulatory bodies, multilateral funding institutions, suppliers, wholesale customers, and local communities.
- Previous experience with public sector managed infrastructure projects.
- Master in Engineering or Business Administration (MBA) or equivalent.