

Objectives to initiate the RFP

Expresso Telecom Group Ltd. is a subsidiary of Sudan based Telecom Company **Sudatel Telecom Group** and responsible for managing and strategically operating the international investment of Sudatel telecom group. Expresso telecom group HQ was established on 2008 in Dubai, UAE and is currently managing a portfolio of 4 companies which are:

- **Expresso Senegal** (Mobile and fixed services provider)
- **Chinguitel Mauritania** (Mobile and fixed services provider)
- **Interceel Guinea Conakry** (Mobile services provider)
- **Dolphin** (Submarine cables management)

Expresso Telecom Group started its digital journey since 2016 and its actively pursuing the 4th industrial revolution trends in different verticals. Multiple programs and work streams have been initiated on the basis of the digital transformation and one of those programs is the e-government services in which Expresso telecom group is actively engaging with the governments in each market to form a digital collaboration programs. The digital motivation comes equally from the desire to contribute to the digital Africa and embrace the knowledge economy to enhance the well-being of our societies as well as to diversify and accelerate our business growth.

The objective behind this RFP is to select a well-known technology partner for the e-government services who will support Expresso telecom group by providing the technology enabler solution and the business consultancy if needed. The partner might be also involved in the engagement discussion with the targeted government to be able to showcase the solution strengths.

Context

1- Expresso Telecom Group markets:

A) **Senegal:** Expresso Telecom Group operates under Expresso brand in Senegal and entered the market as the 3rd mobile and fixed services license. Its current market position is 3rd with 20% market share and the operation actively provides voice, 3G data and other mobile telecom services.

Senegal, as a country, is considered as one of the emerging economies in sub Saharan Africa with the governments supports the globalization and encourage the foreign direct investment. The authorities have announced digital Senegal strategy and the government already launched few digital initiative as part of the strategy and still many to come.

B) **Mauritania:** Expresso telecom group operates under Chinguitel brand since 2007 and currently holds the 2nd market position with 23% market share. The operation offers mobile 3G and CDMA technologies and fixed services as well

Mauritania is still behind in term of digitalization initiatives however the market have one of the highest data penetration in Africa -40%- and the government is currently very active in planning for the digital economy and broadband infrastructure

C) **Guinea Conakry:** Intercel is the brand name in Guinea Conakry. The operation was acquired on 2009 and have been through challenging circumstances since that time including the outbreak of the Ebola. The operation is undertaking a turnaround strategy at the moment and expectedly get back to profitable position soon

D) **Sudan (In collaboration with Sudatel telecom group):** Sudatel Telecom Group owns Expresso Telecom Group and operates mobile and fixed services under Sudani brand. The mobile operation is the largest one among all Sudatel's portfolio with customer base around 7.5 Million and 3rd market position.

Sudan is one of the advanced African countries when it comes to digital government initiatives with some initiatives are already implemented and others are ongoing. The government continue to plan for the digital transformation and recently announced new plans to launch a group of e-government initiatives.

2- E-government program by Expresso

Expresso started to plan for the e-government services since 2016 and already launched several proposals to Senegal and Sudan governments. The program activities involved a comprehensive analysis for the markets in term of current situation of digital services, demand side and the enabling infrastructure.

Expresso also engaged with different technology providers throughout the program and benefited a lot from the exploring their solutions and approaches to the digital government services.

The program is still ongoing and Expresso Telecom Group advanced to a stage where it needs to create a strategic alliance with a solid and permanent technology partner and jointly continue to pursue the digital initiatives across Expresso & Sudatel markets and possibly beyond that in the future

Scope of Work

Below is the indicative list of verticals that the technology partner solution should cover:

Individual	Business	Government
<ul style="list-style-type: none"> • e-procurement • Biometric ID solutions • Integrated Border Management System • Secure document solutions • Justice 	<ul style="list-style-type: none"> • Large corporations and SME registration • Tax registration • Connected education and learning • Integrated healthcare • Financial services solutions 	<ul style="list-style-type: none"> • e-procurement • Biometric ID solutions • Integrated Border Management System • Secure document solutions • E-Justice

Note that the required services are not limited to the above list and hence a scalable and rich platform will be highly appreciated.

Eligibility

Criteria “A” (Technical Evaluation)

	Parameter	Weightage
1	Company size	0 – 10
2	References of deployment (at least 3 in relevant regions)	0 – 05
3	Appropriateness of the Project Solution	0 – 25
4	Proposed business model	0 – 30
5	Completeness of the Solution	0 – 15
6	Project Management Methodology and the Team	0 – 05
7	Sustainability	0 – 10
Total		

Criteria “B” – Ability to secure some sort of funding

Q&A and submission contacts

Please address all the submissions to the following address:

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All technical questions related to this RFP should be directed to:

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