



# The Republic of Vanuatu/La République de Vanuatu

## Office of the Prime Minister/Bureau du Premier Ministre

### Office of the Government Chief Information Officer (OGCIO)/ Bureau du Chef de Service de l'Information (BCSI)

PMB 9108, Port Vila, Vanuatu  
Tel: (678) 33380

### Terms of Reference

**16 June 2013**

### Senior International Submarine Cable and Universal Access Advisor

<p>Location: Port Vila, Vanuatu (SW Pacific)</p> <p>Answers to: Chief Information Officer (CIO) of the OGCI, GoV</p>	<p>Type of appointment: Individual Candidate Recruitment</p> <p>Commencement: September 2013</p> <p>Program Type: Support re procurement of international submarine cable capacity; limited advice on universal access policy and implementation</p>	<p>Reference number:</p> <p>Duration: 25 person days, with about 15 work days resident in Port Vila. Est. calendar length: 3 months</p>
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## Background and Overview

In 2008 the Government of Vanuatu (GoV) engaged in a project called the 'e-Government Project'. The goal of this project was to create a government IP communications network that linked the government offices in the 6 provincial centres of Vanuatu, and to build out a central government data center and disaster recovery capability. The network created a means to share voice, video and data over one private network. In addition, both Port Vila and Luganville installed fiber optic networks that connect into this national network. The network and data center infrastructure were completed in 2011, and the handover to the government has been completed.

The establishment and extension of the network and data centre operations is one of several major initiatives outlined in a new Strategic eGovernment Plan (called the iGov Strategic Plan, for "Integrated Government") for the government of Vanuatu. A major related initiative is the development of a comprehensive applications portfolio, for e-government applications to run over the network.

In a move to show the seriousness of the GoV's commitment to ICT modernization, the Council of Ministers, with the strong support of the Prime Minister, created the Office of the Government Chief Information Officer (OGCIO) in 2011, under Decision No. 109/2011. The Office is located in the Prime Minister's Office and is headed by a CIO with extensive IT and telecoms experience.

Building on the progress made thus far, the iGov Initiative is moving into a 2-5 year program of institutional capacity-building, applications development, and infrastructure management that is expected to result in the achievement of its strategic outcomes.

Further development of Vanuatu ICT market in general, and the Government Broadband Network in particular, needs a high bandwidth, reliable connection to the world-wide Internet. Currently the iGov connection is done via a fairly narrow bandwidth satellite connection to Hong Kong. In response to this need, the Vanuatu-based company Interchange Limited is planning to commence deployment of a submarine cable from Vanuatu to Fiji. The Government decided to support this initiative, including by procuring submarine cable-based international capacity to be used to support the iGov initiative. The GoV is a major shareholder in this venture, through the Post and the Vanuatu National Provident Fund (VNPF), and has agreed to purchase substantial capacity from the venture, without the option to resell for five years. At present, connectivity is only assured from Vanuatu to Fiji, and not onward via Southern Cross to the USA and Australia. It is this connectivity and its pricing that is a focus of this work order. The cable will reportedly be in place and operational on January 15, 2014, and civil works have already been completed in Suva, Fiji and are underway in Mele, Efate, Vanuatu, for the two landing stations.

In the area of universal access, a \$4 million USD fund (previously frozen) has recently been freed up, due to agreement between AusAID, TRR (the independent Telecommunications and Radiocommunications Regulator) and OGCIO. TRR will administer the fund, under the policy advice of OGCIO. The foci of the fund will be educational projects (selected as key by the Prime Minister and National ICT Development Committee), including tablets in the schools, and community—accessible computer labs in the schools. Also, the encouragement of privately operated and funded Internet cafes and other access points will be a priority. Another effort will be negotiations with existing operators (especially Digicel and TVL) to undertake "play or pay" efforts – avoiding a 4% levy on receipts by undertaking universal access commitments. TRR and OGCIO will be involved in this

effort. (For more information on OGCIO and the situation in the schools, see [www.ogcio.gov.vu](http://www.ogcio.gov.vu), under the tab Research—reports.)

## Scope of Work

**The OGCIO is now seeking a qualified Economics and Financial Advisor (“the Advisor”) to support the review of the proposals on procurement of international submarine cable-based capacity and negotiate with the provider of such capacity. The advisor will analyse the contracts on offer from Southern Cross, recommend a negotiating strategy, and support negotiations.**

Specifically, the Advisor will undertake the following tasks:

1. Review all relevant documents received from the proposed provider (Interchange) of the submarine cable-based international capacity regarding pricing, contracts and onward interconnection
2. Meet with the OGCIO, TRR staff, representatives of the capacity provider, VNPf (Vanuatu National Provident Fund – a major stakeholder in the cable), Vanuatu Post (another stakeholder) and other stakeholders, as required.
3. Undertake an analysis of the prices and contracts proposed by the Interchange and Southern Cross cables to provide access to US and Australia markets, and by other providers in those locations, so that OGCIO has accurate figures on prices for its GoV customers to have high speed, high quality Internet access. Compare these figures to standard prices elsewhere in similar conditions. Provide technical expertise and relevant benchmarks.
4. Analyze other costs proposed to be charged to OGCIO by Interchange, its sub-contractors constructing the cable landing station, or other actors. Create a framework of typical costs vs. charges proposed, to use in negotiations. Provide other advice as required re pricing, contracting and negotiating with Interchange, Southern Cross and other providers associated with the cable.
5. Analyze the cost savings incurred by Interchange by possibly using part of the OGCIO-controlled Government Broadband Network fiber optic cable to reach the VIX (Vanuatu Internet Exchange). Compare those costs to costs proposed to be charged by Interchange for any items.
6. Support the negotiations between OGCIO and the cable providers. (Note that it is anticipated that an attorney will conduct most of the negotiations, but that the Advisor will support this attorney and undertake most of the preliminary research and price analyses.) Write a report summarizing the findings and recommendations from steps 1-6.
7. Undertake other assistance as required within the time limits set. Such assistance may include: providing a short training session to OGCIO staff on submarine cable pricing and issues; providing a short training session to OGCIO and TRR staff on rural telecom issues and strategies around the world; providing OGCIO with advice on strategies for dealing with the major telecom operators re the “play or pay” scheme described above.

## **Deliverables, Timing and Level of Effort**

Key deliverables and submission times for the assignment are:

1. Report as described in step 6 above. Delivery: by the 22nd work day.
2. Short training sessions on submarine cable pricing and issues, and on rural telecom issues. Delivery: by the 20<sup>th</sup> work day.
3. Short advice reports in the form of memos re negotiating strategy, issues and recommendations; “play or pay” strategy; and any other issues identified. Delivery: by the 25th work day or as specified in a work plan.
4. Short final report, including recommended next steps. Delivery: on the 25<sup>th</sup> work day.

All materials are to be produced and presented in English. Translation into Bislama and French may be provided by the GoV for certain documents. All materials produced by the Consultant will be considered confidential and may not be released without permission of the OGCIO.

### *Timing and Level of Effort*

This project is expected to require the services of a suitable expert for 25 person-days. The project location will be Port Vila and the advisor will be expected to be present in country for about 12-15 work days. The person-days may be used in a non-contiguous manner. A living allowance will be provided, in addition to consulting fees paid, for time spent in-country. Coach or “coach-plus” airfare will be paid by the GoV. Reimbursement in 30 days or less for consulting fees and expenses is the norm.

All products of the consultant will be reviewed for quality and approved by the CIO, who is the client in this assignment (or his designee).

## **Qualifications**

The individual selected is expected to cover a significant subset of the following capabilities and skills:

- Experience in submarine cable pricing and finance
- Experience in rural telecommunications development
- Extensive experience in developing countries
- Extensive training and a university degree in business administration, financial analysis, economic s or related field
- Excellent presentation, analytic and writing skills in English.
- Excellent inter-personal skills

There is no restriction on the nationality, citizenship or current residence of the candidate.

## Procedures for Application

Interested applicants should forward the following to the OGCIO: 1. a signed cover letter briefly highlighting the applicant's qualifications, describing the applicant's availability during the period of interest and commitment to work in-country, and indicating the consultant's daily rate in USD\$ (For the consultant's daily rate, assume no weekend work, a workday of approximately 8 hours, some provision for paid travel time, and no work and no pay on national holidays. Consultant expenses will be provided for separately, reasonable reimbursement for Vanuatu costs is anticipated (but please include your estimate of these costs in item 3 below); 2. a tailored resume demonstrating the required skills and qualifications. 3. A total bid price for the job in USD and Vanuatu Vatu (using [www.xe.com](http://www.xe.com) rates), showing the number of days bid, the daily rate, estimate for travel, accommodation and other costs, and the grand total cost.

Application packages should be addressed and sent as email attachments to:

Ms. Valentine N'Guyen, [nvalentine@vanuatu.gov.vu](mailto:nvalentine@vanuatu.gov.vu)  
OGCIO, Private Mail Bag 9108  
Vila Mall  
Port Vila, Vanuatu

The deadline for receipt of email applications is:

Time: 1700 local Port Vila time (GMT + 11)  
Date: 16th September, 2013

Thanks for your kind attention.

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