



REQUEST FOR PROPOSAL (RFP) & REQUEST FOR QUOTATION (RFQ)

Provision of Satellite Backhaul-as-a-Service for Rural 2G/3G/4G Mobile Sites in Nigeria

Reference: RFP/RFQ-2026-NGR-TP

Date Issued: January 26, 2026

Issued By: Hotspot Network Limited (HNL)

1. INTRODUCTION

Hotspot Network Limited (HNL), in collaboration with a licensed Mobile Network Operator (MNO), is implementing a nationwide rural telephony initiative to deploy, operate, and maintain **2,000 mobile network base stations** across underserved and unserved communities in Nigeria.

Under **Phase 1**, HNL invites qualified satellite-service providers to submit **Proposals (RFP)** and **Quotations (RFQ)** for the **design, supply, installation, commissioning, and operation** of a **Satellite Backhaul-as-a-Service (SBaaS)** solution for **500 rural mobile network sites**.

The goal is to deliver a reliable, scalable, and regulatory-compliant satellite backhaul network that supports 2G, 3G, and 4G services in remote, non-line-of-sight (NLOS) locations where terrestrial backhaul is unavailable or impractical.

2. RFP SCHEDULE

All deadlines are **12:00 PM GMT**.

Activity	Deadline
RFP Posted	January 26, 2026
Expression of Intent to Respond	February 12, 2026
Deadline for Questions	February 22, 2026
Publication of Q&A	February 26, 2026
Proposal Submission Deadline	March 9, 2026

3. BACKGROUND

Hotspot Network Limited, established in 2008 and licensed by the Nigerian Communications Commission (NCC), is a leading provider of telecommunications infrastructure, rural connectivity, and managed network services across Nigeria.

To expand mobile coverage to remote communities, HNL seeks a satellite-based backhaul solution capable of supporting **voice, SMS, and broadband data** for 2G/3G/4G BTS sites. Many of these locations lack fiber, microwave, or terrestrial satellite infrastructure, making satellite backhaul the most viable option.

The selected vendor will provide a **turnkey solution**, including network design, equipment supply, installation, commissioning, operations, maintenance, and regulatory compliance.

4. SCOPE OF WORK

4.1 Network Design & Architecture

Vendors shall propose a complete satellite backhaul architecture using **GEO, LEO, MEO, or hybrid constellations**, including:

- End-to-end topology connecting each remote BTS to HNL's core network
- Redundancy and failover mechanisms
- Traffic engineering and QoS prioritization
- Integration with 2G/3G/4G core interfaces (3GPP-compliant)

4.2 Equipment Supply & Installation

The vendor shall supply, deliver, install, and commission:

- Satellite terminals (ODU/IDU)
- Antennas and mounting hardware
- Modems, routers, and power systems
- Cabling, grounding, and surge protection
- Any required hub-side equipment

4.3 Performance Requirements

Parameter	Requirement
Minimum Throughput	5 Mbps uplink & 5 Mbps downlink per site
Latency (2G/3G)	≤ 250 ms
Latency (4G)	≤ 40 ms
Network Availability	≥ 99.8% (excluding scheduled maintenance)
SLA	24/7 support, defined MTTR, proactive monitoring

4.4 Operations & Maintenance

The vendor must provide:

- 24/7 NOC monitoring
- Fault detection, escalation, and resolution
- Preventive and corrective maintenance
- Spare-parts management
- Field support teams across Nigeria
- Monthly performance reporting

4.5 Regulatory Compliance

The vendor is responsible for:

- Securing all NCC approvals
- Frequency/spectrum licensing
- Compliance with national and ITU standards
- Interference management and safety compliance

5. TECHNICAL REQUIREMENTS

Proposals must include:

5.1 Executive Summary

A concise overview of the proposed solution and value proposition.

5.2 Company Profile

- Years of operation
- Experience in satellite cellular backhaul
- Projects executed in Africa
- Client references

5.3 Technical Solution

- Architecture diagrams
- Equipment specifications and datasheets
- Link budget and capacity calculations
- Compliance matrix

5.4 Implementation Plan

- Deployment methodology
- Site survey approach
- Project timeline and milestones
- Resource and logistics plan

5.5 Commercial Proposal

- Itemized CAPEX and OPEX
- Backhaul-as-a-Service pricing model
- Optional services and add-ons
- Payment terms

5.6 Risk Management

- Identified risks
- Mitigation strategies
- Contingency planning

5.7 Appendices

- Certifications
- Letters of support from satellite operators

- Manufacturer authorizations

6. CODES OF PRACTICE & TESTING REQUIREMENTS

6.1 Applicable Standards

Vendors must comply with:

- NCC regulations
- ITU-R and ITU-T standards
- 3GPP specifications
- Industry best practices for satellite earth stations

6.2 ESVA Testing (Earth Station Verification & Acceptance)

Vendors must conduct ESVA testing after installation, including:

- C/N, BER, MER measurements
- Dish alignment and polarization verification
- Transmit/receive power validation
- Grounding and safety checks
- Interference testing
- Throughput and stability validation

A detailed ESVA checklist must be included.

7. OPERATIONS, MAINTENANCE & WARRANTY

7.1 Provided Services

- 24/7 technical support
- Remote monitoring
- Field maintenance
- Firmware/software updates
- Spare-parts replacement

7.2 Warranty Requirements

- Minimum 12-month warranty on all equipment
- SLA-backed service availability guarantees
- Defined MTTR and escalation procedures

8. VENDOR FINANCING ADVANTAGE

HNL encourages proposals from vendors capable of providing **flexible financing structures** to support large-scale deployment.

8.1 Preferred Financing Structure

Vendors may offer:

- **A mix of equity investment and convertible notes**
- Flexible repayment structures tied to project milestones
- Multi-year financing windows aligned with the rollout schedule
- Optional grace periods during deployment

8.2 Required Financing Details

Proposals should include:

- Total financing amount available
- Equity-to-convertible-note ratio
- Conversion terms or interest rate
- Tenor and repayment schedule
- Collateral or security requirements
- Disbursement conditions

This capability will strengthen the vendor's commercial competitiveness.

9. PROPOSAL REQUIREMENTS

Proposals must address:

- Company information

- Satellite industry experience
- Compliance with technical requirements
- Detailed quotation
- Relevant project experience
- Project management structure
- Sub-suppliers and field crews
- Certifications and approvals
- Safety policies
- Warranty terms
- Additional services
- Comments or concerns regarding the RFP

10. EVALUATION CRITERIA

Criteria	Weight
Technical Fit	40%
Experience & Track Record	20%
Cost-Effectiveness (3-year TCO)	25%
Support & SLA Quality	10%
Regulatory Readiness	5%

Vendor financing capability will positively influence the **Cost-Effectiveness** and **Commercial Strength** assessment.

11. SUBMISSION DETAILS

All proposals must be submitted electronically to:

Procurement Unit

Hotspot Network Limited

Email: info@hotspot.com.ng

VENDOR RESPONSE TEMPLATE

RFP/RFQ-2026-NGR-TP

Provision of Satellite Backhaul-as-a-Service for Rural 2G/3G/4G Sites

1. Vendor Information

Item	Vendor Response
Company Name	
Registered Address	
Country of Registration	
Year Established	
Contact Person	
Position/Title	
Email	
Phone Number	
Website	

2. Executive Summary (Max 2 Pages)

Provide a concise overview of your proposed solution, key strengths, and value proposition.

Vendor Response:

(Insert text here)

3. Company Profile

3.1 Corporate Overview

- Brief company history
- Ownership structure
- Global and regional presence

Vendor Response:

(Insert text here)

3.2 Relevant Experience

List similar satellite backhauls or rural connectivity projects executed in Africa or globally.

Project Name	Country	Year	Scope	Client	Status
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3.3 Client References

Provide at least three references.

Client	Contact Person	Email	Phone	Project Description
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4. Technical Solution**4.1 Solution Architecture**

Attach diagrams and describe the proposed GEO/LEO/MEO/hybrid architecture.

Vendor Response:

(Insert text here)

4.2 Equipment Specifications

Provide details for ODU, IDU, antennas, modems, routers, power systems, etc.

Component	Model	Manufacturer	Key Specs	Certification
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4.3 Link Budget & Capacity Calculations

Include throughput, modulation, coding, and availability calculations.

Vendor Response:

(Insert text here)

4.4 Compliance Matrix

Requirement	HNL Requirement	Vendor Response	Compliant (Yes/No)
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Minimum	5 Mbps UL/DL	5 Mbps	
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Latency 2G/3G	≤ 250 ms		
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Requirement	HNL Requirement	Vendor Response	Compliant (Yes/No)
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Latency 4G	≤ 40 ms		
Availability	≥ 99.8%		
NCC Compliance	Mandatory		
ESVA Testing	Required		

5. Implementation Plan

5.1 Deployment Methodology

Describe your rollout approach.

Vendor Response:

(Insert text here)

5.2 Project Timeline

Provide a Gantt chart or milestone schedule.

Milestone	Description	Start Date	End Date
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5.3 Resource Plan

List key personnel and field teams.

Role	Name	Qualification	Experience	Responsibility
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6. Operations & Maintenance

6.1 Support Model

Describe NOC operations, monitoring tools, escalation procedures.

Vendor Response:

(Insert text here)

6.2 SLA Commitments

SLA Metric	Vendor Commitment
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Availability	
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SLA Metric**Vendor Commitment**

MTTR	
Response Time	
Preventive Maintenance Frequency	

6.3 Spare Parts & Field Support

Describe regional coverage and spare-parts strategy.

Vendor Response:

(Insert text here)

7. Regulatory Compliance**7.1 NCC Approvals**

Describe your experience and readiness to secure NCC licensing.

Vendor Response:

(Insert text here)

7.2 Certifications

Attach relevant certifications (ITU, ISO, manufacturer approvals, etc.)

8. ESVA Testing Plan

Provide your ESVA test methodology and checklist.

Vendor Response:

(Insert text here)

9. Commercial Proposal**9.1 CAPEX Breakdown**

Item Unit Cost Quantity Total

9.2 OPEX Breakdown (Backhaul-as-a-Service)

Item Monthly Cost Annual Cost 3-Year Cost

9.3 Optional Services

List any value-added services.

9.4 Payment Terms

Describe proposed payment structure.

10. Vendor Financing Proposal (If Applicable)

10.1 Financing Structure

Describe your ability to provide vendor financing through equity and convertible notes.

Vendor Response:

(Insert text here)

10.2 Financing Terms

Item	Vendor Response
Total Financing Amount	
Equity Component	
Convertible Note Terms	
Tenor	
Repayment Structure	
Grace Period	
Security/Collateral	

11. Risk Management

List major risks and mitigation strategies.

Risk Impact Mitigation

12. Warranty

Describe warranty terms for equipment and services.

Vendor Response:

(Insert text here)

13. Safety Policies

Provide safety procedures, certifications, and compliance standards.

Vendor Response:

(Insert text here)

14. Additional Comments or Concerns

Vendor Response:

(Insert text here)

16. Authorized Signatory

Item	Details
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Name	
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Position	
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Signature	
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Date	
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