

## **Expressions of Interest**

### **Procurement of Passive Equipment – Outside plant Equipment for the Construction of a Fibre To The Premise (FTTP) Network**

#### **Section 1: EOI Background and Process**

Issued by Alpine Energy Limited, Central North Island Fibre Consortium, and Northpower Limited (“the Issuing Parties”)

22 November 2010

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## OVERVIEW

### Introduction

- 1 Crown Fibre Holdings Limited (CFH) has been established to manage the New Zealand Government's (Government) NZ\$1.35 billion investment in urban Ultra-Fast Broadband infrastructure. The Government's objective is to accelerate the roll-out of Ultra-Fast Broadband (UFB) to 75 percent of New Zealanders over 10 years, concentrating in the first six years on priority broadband users such as businesses, schools and health services, plus greenfield developments and certain tranches of residential areas (the UFB Objective). The UFB Objective will be supported by investment in partnership with the private sector, and be directed to open-access infrastructure.

### New Zealand's Broadband Vision

- 2 The vision of CFH is to lead the rollout of UFB, in conjunction with other arms of the Government including the Ministry of Economic Development, the Ministry of Education and the Ministry of Health, to 75 percent of New Zealanders by 2019.

CFH will lead the telecommunications industry in rolling out UFB rapidly, efficiently and cost-effectively, and will enable and drive uptake of UFB across New Zealand. This will:

- Provide world class telecommunications infrastructure, to enable a more productive New Zealand economy;
- Deliver better outcomes in service delivery in key areas such as health and education; and
- Benefit New Zealanders through enabling new and improved internet-based services using UFB.

### Private Sector Partnership

- 3 In October 2009, an Invitation to Participate (ITP) was issued by the Ministry of Economic Development (with CFH taking over responsibility for the ITP following its establishment) seeking proposals to participate in the partner selection process for the UFB initiative. Following a request for refined proposals phase, and evaluation of these refined proposals, CFH shortlisted 14 parties and in September 2010 CFH announced the selection of three parties (the "Issuing Parties") for prioritised negotiations with CFH. The three Issuing Parties' proposals represent a significant portion of the UFB build and the Issuing Parties are currently in negotiations with CFH with the intention of forming one or more Local Fibre Companies (LFCs) for the construction of a FTTP network. The remaining 11 shortlisted parties will continue in the partner selection process, with the intention that CFH will elect other parties to negotiate to meet the balance of the UFB target.

## PURPOSE OF EOI

- 4 The Issuing Parties require information from potential suppliers of outside plant equipment for the construction of a FTTP network (the Goods/Services) that covers 1.16 million premises across New Zealand over the next 10 years and, as applicable, other interested entities.
- 5 The purpose of this request for Expressions of Interest (**EOI**) is to invite potential suppliers and other interested persons to provide information relating to the Goods/Services as requested by the Issuing Parties in this EOI so that the Issuing Parties:
  - (a) may determine a short list of prospective suppliers who fulfil certain requirements to participate in a Request for Proposal (RFP) process in relation to the Goods/Services;
  - (b) may consider possible solutions to CFH and the Issuing Parties' requirements for the supply of the Goods/Services; and
  - (c) better understand the market in relation to the Goods/Services; and

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- (d) can identify potential partners for participation in possible upcoming procurement processes and/or projects.
- 6 This EOI is a request for expressions of interest only, and is not for the purpose of selecting a supplier. However, the Issuing Parties will assume that Respondents who provide information in relation to this EOI are also interested in participating in any Request for Proposal (**RFP**) should the Issuing Parties elect to begin a formal procurement process following this EOI.
- 7 The Issuing Parties are open to considering the benefits (including the cost-effectiveness) of procuring collectively and therefore are participating in the EOI process in order to gain a better understanding of the market for the Goods/Services. It is expected, but not guaranteed (even in the event the Issuing Parties short-list Respondents), that a collective procurement process will be entered into at the end of this EOI process.

## **GENERAL INFORMATION**

- 8 CFH will guide and provide commercial and technical advice along with administrative support during the EOI process to ensure the alignment of the process with the UFB Objective, although Respondents should note there is a governance structure in place to ensure that the Issuing Parties maintain all decision-making powers in relation to this process. For the avoidance of doubt, CFH does not have the authority to make any decision on behalf of the Issuing Parties.
- 9 Accordingly, the Issuing Parties will make their own decision at the end of the EOI process as to whether to proceed with a collective procurement process in relation to the Goods/Services, if such process follows this EOI, or whether to enter into any agreement that may follow any collective procurement process.
- 10 More than one supplier will be selected for the major items such as fibre cable, connectors and cabinets to ensure price competition.
- 11 The evaluation of Respondents will be based on standards compliance, experience, references, presence in New Zealand, technical ability, responsiveness, and likely cost.
- 12 Agreements with successful Respondents may be in the form of call-off agreements, a call-off agreement being for the supply of a specific quantity (a minimum and maximum range can be given) of goods or services, subject to the prices, specifications and terms and conditions agreed, under which specific purchases (call-offs) can be made throughout the term of the agreement.
- 13 For the avoidance of doubt, the management of this EOI process by the Issuing Parties, and any other remaining shortlisted party that is subsequently invited to assist in the management of this EOI process, does not indicate or pre-empt the outcome of CFH's negotiations with them in the partner selection process for the UFB Initiative.
- 14 It is expected that successful Respondents will agree to offer to supply additional LFCs to those expected to be formed by CFH and the Issuing Parties on substantially similar terms, taking into account the overall volume of Goods/Services demanded by LFCs collectively.

## **PROCEDURE AND TIMETABLE**

### **Procedure**

- 15 Each Respondent will be deemed to have agreed to the terms and procedures of this EOI without qualification when it submits a response.
- 16 The Issuing Parties are not required to accept any response for review and, if applicable, evaluation, and may elect not to review or, if applicable, evaluate any response that does not comply with such procedural instructions and/or terms.
- 17 Notification of amendments and clarifications to this EOI will be communicated to all parties who are recorded as having received this EOI and will be available on the CFH website ([www.crownfibre.govt.nz](http://www.crownfibre.govt.nz)).

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## Timetable

- 18 The key milestones for this EOI are set out in the table below.
- 19 Please note that the milestones and associated dates are indicative only and may be subject to change at the sole discretion of the Issuing Parties, who will notify Respondents in writing, of any changes to these dates that they consider may affect Respondents.

Date	Milestone
22 November 2010	EOI issued.
29 November 2010	Clarification Period ends.
13 December 2010	Closing Date. All Responses must be submitted to the Issuing Parties by 5pm on this date.
20 December 2010	Each Respondent notified as to whether it is a Short-listed Respondent.
24 December 2010	RFP issued.

## Contact Person

- 20 All queries regarding this EOI must be in writing and directed to:  
Francie Chung  
Procurement Officer  
Crown Fibre Holdings Limited  
email: [Francie.chung@crownfibre.govt.nz](mailto:Francie.chung@crownfibre.govt.nz).  
(the **Contact Person**)
- 21 The Issuing Parties may change the Contact Person at any time. CFH will notify all Respondents of any such change.
- 22 The Contact Person and any person authorised by the Contact Person (and notified in writing to Respondents as such) are the only people authorised to communicate with Respondents regarding this EOI. The Issuing Parties will not be bound by any statement, written or verbal, by any person other than the Contact Person or other person authorised by the Contact Person (as above). The Issuing Parties will not be bound by verbal statements in any event.
- 23 Respondents must not contact any officer, employee or advisor of the Issuing Parties CFH, or MED other than the Contact Person, concerning any aspect of this EOI. The Issuing Parties may exclude any Respondent from the EOI process that breaches this requirement.

## Clarification Period

- 24 From **22 November 2010** to **29 November 2010** (the **Clarification Period**), Respondents may contact the Contact Person during business hours to request clarification of any matters regarding this EOI and/or to request additional information. All requests must be in writing via email. The Issuing Parties do not intend to respond to requests for clarification or additional information received after the Clarification Period, although they reserve the right to do so.
- 25 If Issuing Parties consider a request to be of sufficient importance to all Respondents, they may circulate a copy of the request along with the answer to all Respondents. All Respondents who are recorded as having received this EOI will be notified by the Contact person if there is additional information available in relation to this EOI. However, the Issuing Parties via the Contact Person may respond directly to individual Respondents where they consider it desirable to do so.
- 26 The Issuing Parties will not provide information regarding individual responses or details concerning other Respondents where such information has been marked as confidential by the

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Respondent. However, the Issuing Parties may use the questions and information submitted to assist in the preparation of any further collective procurement process or documents.

### **Submission of Response**

- 27 All responses must be received by 5pm, **13 December 2010** (the **Closing Date**).
- 28 Each response is to be emailed, and an electronic copy and six (6) hard copies submitted in an envelope marked "CONFIDENTIAL AND ONLY TO BE OPENED BY RECIPIENT" and addressed and delivered as follows:

#### **Expressions of Interest – Passive Infrastructure**

Attention: Francie Chung  
Procurement Officer  
Crown Fibre Holdings Limited  
P.O. Box 105 321, Auckland 1143  
L10 PricewaterhouseCoopers Tower  
188 Quay Street, Auckland Central  
New Zealand

Any response transmitted by facsimile may not be accepted for review and, if applicable, evaluation under this EOI.

- 29 The electronic copies should be supplied in both PDF and Microsoft Word formats. The Microsoft Word and any Excel files must be Office 2003 readable.
- 30 By submitting a response each Respondent warrants that all information provided by it to the Issuing Parties, in or in relation to its response, is complete and accurate in all material respects.

### **Late Responses**

- 31 The Issuing Parties do not intend to accept any response for review and, where applicable, evaluation that is received after the Closing Date other than in exceptional circumstances. In particular, the Issuing Parties will not accept a late response if they consider that:
  - (a) there is any real risk of collusion on the part of the Respondent;
  - (b) the Respondent might have knowledge of the content of any other response(s); or
  - (c) it would be unfair to any other Respondent(s) to accept the late response.
- 32 However, the Issuing Parties reserve the right to accept any late response(s) for review and, where applicable, evaluation where they consider that there is no material prejudice to the other Respondents.

### **Content and Format of Response**

- 33 Information not specifically required by the EOI but believed by the Respondent to be of value in evaluating the response should be included as an addendum to the response. Where there is reference to published documents, the relevant extracts from those documents should be placed in the addendum.
- 34 Any assumptions made in the preparation of a response must be clearly documented in that response. See Section 3 for further details.

### **Evaluation**

- 35 The Issuing Parties do not at this stage propose to undertake a detailed and formal evaluation of the responses provided. The Issuing Parties instead wish to review the information provided in accordance with the Requirements in Section 3 of this EOI and to use it to consider whether to carry out a further collective procurement process, or to use it as a starting point for future dealings with prospective suppliers.

- 36 The evaluation team will comprise independent representatives, representatives from the Issuing Parties, and New Zealand Regional Fibre Group (NZRFG), with technical, commercial, procurement and administrative support provided by CFH as required. The steering group will comprise representatives of the Issuing Parties, CFH and NZRFG. Respondents must not communicate with any member of the evaluation team or steering group.
- 37 In the event that CFH elects to negotiate with one or more of the remaining 11 shortlisted parties in the partner selection process for the UFB initiative during the course of this EOI process or any related RFP process, that shortlisted party will be invited to provide a representative for inclusion on the evaluation team and steering committee, provided that party has not submitted a response to this EOI or any related RFP.
- 38 The evaluation team may also include other members chosen for their particular expertise or experience relevant to the evaluation.
- 39 The Issuing Parties may appoint an Independent Quality Assurance Auditor and/or a Probity Auditor to oversee any evaluation process.
- 40 The Issuing Parties may direct the evaluation team to, undertake due diligence relating to any Respondent(s) at any time during the evaluation process. This process will be managed by the Contact Person.

### **Essential Requirements**

- 41 The Respondent must:
- (a) demonstrate they have the capability, capacity and local support to supply and support the Requirements detailed in section 3 of this EOI;
  - (b) provide a minimum of three reference customers who the Issuing Parties can contact and undertake site visits if requested; and
  - (c) confirm their products conform to international standards and are able to interwork with other similar products
- (the **Essential Requirements**).
- 42 A Respondent should not submit a response if it cannot meet all of the Essential Requirements. The Issuing Parties may cease evaluating any response that does not meet the Essential Requirements.

### **Clarification and Additional Information**

- 43 The Issuing Parties may request clarification and/or additional information from any Respondent(s) and/or third party about any aspect of a response. The Issuing Parties are not required to request the same clarification and/or additional information from each Respondent.
- 44 Each Respondent authorises the Issuing Parties, and members of the evaluation team, to collect any information from the Respondent and/or any relevant third parties and to use that information in the Respondent's response.
- 45 Any clarifications or additional information must be provided by the Respondent in writing and received within the time notified by the Issuing Party.
- 46 If a Respondent fails to respond adequately to any request for clarification or additional information, the Issuing Party may cease reviewing and, if applicable, evaluating the Respondent's response without seeking further clarification from the Respondent.

### **Short-Listed Respondents**

- 47 As outlined above, the Issuing Parties intend to select a short-list of Respondents to be invited to participate in a further collective procurement process. If the Issuing Parties choose a Respondent as a Short-listed Respondent to participate further in any collective procurement process such Short-listed Respondents will be notified on or around 20 December 2010. Where applicable, a Respondent not selected for the short-list will be notified accordingly on or around 22 December 2010. The Issuing Parties may choose not to publicise or notify all Respondents of the identity of the Short-listed Respondents at this stage.

- 48 Notice of selection as a Short-listed Respondent does not constitute acceptance by the Issuing Parties of anything proposed in a response or imply or create any obligation on the Issuing Parties to enter into negotiations with any Short-listed Respondent(s) or to proceed with a procurement process.

## **EOI TERMS**

### **Conflicts of Interest**

- 49 Each Respondent must immediately disclose to the Issuing Parties, both in its response to this EOI and on a continuing basis, all relationships or circumstances that may give rise to a conflict of interest in relation to the potential provision of the Goods/Services to a, some or all of the Issuing Parties and CFH if a further procurement process proceeds following this EOI. This includes, without limitation, disclosing if the Respondent is participating in CFH's partner selection process for the UFB Initiative, or is providing or expects to provide Goods/Services to a participant in that process in the event that participant is selected to partner with CFH to form an LFC.

### **Business as Usual Contact**

- 50 Business as usual communications (relating to the supply of goods and services under existing business arrangements between the Issuing Parties and a Respondent) will be maintained with the usual contacts.
- 51 However, during the EOI process, Respondents must not use business as usual contact to solicit or discuss details of this EOI, with any employee or agent of the Issuing Parties, CFH or NZRFG except with the prior written approval of the Contact Person.

### **Ownership and Intellectual Property**

- 52 This EOI and any other documents supplied by the Issuing Parties to any Respondent remain the property of the Issuing Parties. Each Respondent may only copy this EOI to the extent necessary for the purpose of preparing its response.
- 53 Any responses supplied by any Respondent to the Issuing Parties will become the property of the Issuing Parties and will not be returned to the Respondent. Ownership of the intellectual property rights in a response does not pass to the Issuing Parties. However, in submitting a response, each Respondent grants the Issuing Parties a non-exclusive, non-transferrable, perpetual licence to use, disclose and copy its response for any purpose related to this EOI process.
- 54 All copyright and other intellectual property rights in this EOI and any documentation and other information provided to any Respondent or any other person by or on behalf of the Issuing Parties in connection with this EOI will remain with, and belong at all times to, the Issuing Parties, or their licensors. The Issuing Parties may request the immediate return of all documents supplied and any copies made of them at any time. Respondents must comply with any such request in a timely manner.
- 55 By submitting a response each Respondent warrants that the provision of that information to the Issuing Parties and the use of it by the Issuing Parties and the Issuing Parties' employees, agents or contractors, for the review and, where applicable, evaluation of its response and for any preparation of, or participation in, any further procurement process (including the possible subsequent RFP, negotiation and implementation of a contract), will not breach any third party intellectual property rights.

### **Public Statements**

- 56 The Issuing Parties may make public the names of any Respondents.
- 57 No advertising, press release or other information relating to the submission of any response shall be published in any newspaper, magazine, journal, website or other medium without the prior written consent of the Issuing Parties via the Contact Person.

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- 58 Respondents must not make any public statements to any third party in relation to any aspect of this EOI process or any further procurement process without the permission of the Issuing Parties via the Contact Person.

### **Confidentiality**

- 59 This EOI and all information and communications in respect of it are confidential to the Issuing Parties and CFH.
- 60 Each Respondent agrees to keep this EOI and all information provided in connection with this EOI strictly confidential. No such information may be used by a Respondent in any other context, nor divulged to any other party, without the prior written consent of the Issuing Parties via the Contact Person. Each Respondent may however disclose such information to its employees, contractors, officers, advisers and related companies who are directly involved in the preparation of its response. Each Respondent shall take all reasonable steps to ensure that its employees, contractors, officers, advisers and related companies do not disclose such information to any person.
- 61 CFH may refuse any request from a third party under the Official Information Act 1982 for information relating to this EOI where they consider this is justified under that Act, including where they consider that the release of such information would be commercially prejudicial. CFH cannot however guarantee that any decision not to release such information will not be challenged. Each Respondent should identify any parts of its response that are commercially sensitive by marking it "Commercial in Confidence". It will not be acceptable for a Respondent to identify its entire response as commercially sensitive. CFH will not, subject to their legal obligations (including under the Official Information Act) and their obligations to Parliament, provide such commercially sensitive information to any person other than to its personnel, advisers and contractors.

### **Rights of the Issuing Parties**

- 62 The Issuing Parties reserve the right to:
- (a) not consider any response;
  - (b) consider, accept or reject any non-conforming response;
  - (c) accept any response for review and, where applicable, evaluation that is not received by the Closing Date;
  - (d) seek clarification of any response;
  - (e) re-invite responses;
  - (f) amend or extend any date in the EOI process;
  - (g) amend this EOI, or any associated documents;
  - (h) waive any irregularities or informalities in the EOI process;
  - (i) reissue this EOI;
  - (j) suspend (in whole or in part) this EOI process if a material or significant issue emerges during the process;
  - (k) cancel this EOI;
  - (l) short-list any Respondents and issue an RFP to such Short-Listed Respondents;
  - (m) not short-list any Respondent(s);
  - (n) take into account any other relevant information that the Issuing Parties may have in their possession and to make enquiries of any person to assist them in the review and, if applicable, evaluation process;
  - (o) if applicable, contact, liaise and negotiate with any Respondent(s), which may be to the exclusion of any other Respondent(s), at any time before or after the selection of Short-Listed Respondent(s), and upon any terms and conditions;

- (p) freely negotiate or contract with anyone at any time (regardless of whether or not this EOI process is completed and whether or not an RFP process is conducted) to the exclusion of others, and enter into any type or number of contracts on the basis of this EOI or any alternate basis;
- (q) reject or not consider further any documentation related to a response that it may receive from a Respondent;
- (r) terminate the participation of any Respondent in the process contemplated by this EOI, or any subsequent procurement process arising from this EOI, at any time without providing any reason;
- (s) give whatever weight the Evaluation Team considers appropriate to any policy or criteria relating to participation in this EOI process or evaluation of any response;
- (t) not enter into any contract, run any further procurement process or take any other steps in relation to the matters described in this EOI; and
- (u) run this EOI in such manner as the Issuing Parties may see fit.

### **No Contractual Obligations Created**

- 63 No statement in this EOI binds or places the Issuing Parties under any contractual or other obligation.
- 64 This EOI does not constitute an offer by the Issuing Parties to acquire goods, procure services, or enter into any agreement with any Respondent. The request for and receipt of responses does not imply any obligation on the Issuing Parties to deal with any Respondent(s) further, invite any Respondents to participate in any further procurement process, or to contract for any goods or services included in any response.
- 65 The Issuing Parties make no representations and give no warranties in this EOI.
- 66 Any verbal communications made during the procurement process will not be binding on the Issuing Parties and are subject to the terms of this EOI.
- 67 For the avoidance of doubt, it is intended that each Issuing Party will at its sole discretion choose whether to conduct or participate in any further procurement process and/or enter into any contractual arrangement that may arise from any future procurement process, and only if one or more of the Issuing Parties enter into an agreement will that party be bound by any contractual obligations.

### **No Process Contract**

- 68 Notwithstanding any other provision in this EOI or any other document relating to this EOI, the issue of this EOI does not legally oblige or otherwise commit the Issuing Parties to proceed with or follow the process outlined in this EOI or to review and, where applicable, evaluate any particular Respondent's response or invite any Respondent(s) to participate in any further procurement process or enter into any negotiations or contractual arrangements with any Respondent.
- 69 For the avoidance of doubt, the issue of this EOI process does not give rise to a process contract.

### **No Anti-Competitive Behaviour**

- 70 The EOI process is intended to obtain independent and unbiased information from, and where applicable, promote fair competition between, Respondents. Respondents must not engage in collusive, deceptive or improper conduct in the preparation of their response or other submissions, or in any discussions with the Issuing Parties.
- 71 The Issuing Parties may require statutory declarations, and other evidence as they see fit, throughout the review and, if applicable, evaluation process in pursuing their goal to ensure the probity of the overall process.

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### **No Liability of the Issuing Parties**

- 72 The Issuing Parties will not be liable (whether in contract, tort or otherwise) for any cost, damage, expense or loss suffered or incurred by any Respondent, its affiliates or any other person arising directly or indirectly in connection with this EOI, including without limitation:
- (a) the review and, where applicable, evaluation process;
  - (b) the preparation of any response;
  - (c) any investigations of or by any Respondent;
  - (d) the selection or non-selection of any Respondent to this EOI to be invited to participate in any further procurement process;
  - (e) the acceptance or rejection of any response;
  - (f) the preparation of any RFP that may arise following this EOI;
  - (g) the suspension or cancellation of the process contemplated in this EOI; or
  - (h) any information given or not given to any Respondent(s).
- 73 By participating in this EOI process, each Respondent waives any rights that it may have to make any claim against the Issuing Parties. To the extent that legal relations between the Issuing Parties cannot be excluded as a matter of law, the liability of the Issuing Parties is limited to NZ\$1.
- 74 Nothing contained or implied in or arising out of this EOI or any other communications to any Respondent shall be construed as legal, financial or other advice of any kind.

### **Amendments and Clarifications**

- 75 All amendment notices or clarifications issued will become part of this EOI.

### **Governing Law and Jurisdiction**

- 76 This EOI will be construed according to and governed by New Zealand law and the Respondent agrees to submit to the exclusive jurisdiction of New Zealand courts in any dispute concerning this EOI or any response.

## **Section 2: Scope**

Issued by the Issuing Parties  
22 November 2010

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## SCOPE

- 77 The Issuing Parties are currently in negotiations with CFH with the intention of forming one or more LFCs for the construction of a fibre to the premise network that is expected to collectively cover 1.16 million premises in New Zealand over the next 10 years.
- 78 Each LFC established will be the operational entity that deploys, owns and operates a network in one or more parts of New Zealand, and will provide wholesale access to dark fibre (Layer 1 Services) and lit fibre (contains electronics and known as Layer 2 Services) to Retail Service Providers.
- 79 Retail Service Providers will offer end users the applications and services which operate over high speed optical networks.
- 80 The Network will be a mixture of home-run fibre architecture and PON architecture, and will make use of both underground and aerial construction, with all underground construction intended to be ducted. Construction is also likely to include air-blown fibre (aerial and underground). The Issuing Parties, through this EOI process, are considering supplies of outside plant equipment which includes, but is not limited to:
- Fibre optic cables conforming to international standards ITU T G.652D and ITU T G.657A.
  - Optical distribution frames
  - LC and SC APC connectors as per IEC standards
  - Fibre splicing and connector systems
  - Passive cabinets capable of terminating 120, 240 and 480 lines
  - Splitters including WDM splitters for RF overlay
  - Underground and above ground fibre closures and fittings
  - External and internal termination points (wall boxes)
  - Fibre access pits and handholds
  - Fibre ducting systems including multi-duct and air blown fibre ducting systems
- 81 The Issuing Parties require capability statements and information from suitably qualified and experienced companies or consortia about the equipment described above for a FTTP network with the aim of short-listing suppliers.
- 82 It is the Issuing Parties' intention that if a call-off agreement is entered into for the supply of Goods/Services with a Successful Respondent as an outcome of this procurement process, the call-off agreement will be accessible to any future LFCs that are established. It is expected that the contracted prices will take into account the overall volume of Goods/Services procured collectively by the LFCs and that this will be reflected in more favourable pricing than if an LFC was to enter into an individual agreement with the Respondent.
- 83 It is the intention of the Issuing Parties to include a Most Favoured Nations clause covering the Asia Pacific region with audit rights to ensure this commitment is met by a Successful Respondent.
- 84 In their response, Respondents must meet all of the Requirements specified in Section 3 of this EOI.

## **Section 3: Response Format and Content**

Issued by the Issuing Parties

22 November 2010

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## **PURPOSE OF THIS SECTION**

### **Introduction**

85 This Section sets out the required format and content of responses, and describes the Requirements in detail.

### **Important Information**

86 Respondents should familiarise themselves with the information set out in this EOI and attached in Appendix 1 that provide the necessary overview, context and background to complete a response.

## **INSTRUCTIONS AND GUIDANCE**

### **Specific Components**

87 Each Respondent must ensure its response includes the following specific components:

- (a) a covering letter and executive summary containing:
  - an overview of its response;
  - a description of all parties contributing to the response and a clear description of the relationships between these parties; and
  - the major points provided in the response;
- (b) a detailed response to all of the information requested in this Section, including a response to each of the Requirements in this section 3, and in the format prescribed below and in Appendix 2;

### **Information Requested in this Section**

- 88 The Issuing Parties expect that each Respondent will provide complete and detailed information in response to the information requested in the tables below. Any response that cross-refers to another response or that states “to be discussed” or the like will not be acceptable.
- 89 Where a Respondent is providing supporting information from existing formatted material that cannot be adequately presented in the body of its response (e.g. material taken from a procedures manual that relies on numbered paragraphs or headings or complex formatting), this may be attached as an addendum to the response. This provision is made solely for such supporting material. Where it is used there must be a clear cross-reference in the addendum to the information request to which it relates. Each Respondent must also identify this material within the response itself.
- 90 Any additional information is to be provided as clearly marked appendices to the response, and clearly referenced to the relevant section of the EOI.
- 91 Each Respondent must clearly state any assumptions made in providing its response, and should ensure that these are shown in the appropriate section of its response. Assumptions may also be used where a Respondent believes that additional suggestions for limiting, constraining or further detailing the relevant Requirements might offer alternative approaches that the Issuing Parties may wish to consider.
- 92 Whilst the Issuing Parties have set out their strategy and the Requirements based upon the work undertaken to date, Respondents are encouraged to consider and propose as options any additional or alternate information, approach or functionality.
- 93 Note that in the tables below, general use of the word “organisation” to refer to the Respondent should be assumed to mean generally the organisation responding as prime contractor (should any collective procurement process proceed) and its partners, subcontractors and third party suppliers involved.
- 94 Where a compliance statement is required, each Respondent must respond using one of the following statements, which shall have the associated meaning:

<b>Compliance Statement</b>	<b>Meaning</b>
Complies	Response meets or exceeds the stated Requirements.
Partially complies	Response partially meets the requirement. Customisation or workarounds required to fully comply must be described in full.
Does not comply	Response does not meet the requirement. Details of any future enhancements, including timing of availability, must be described.

## CONTENT OF RESPONSES

### Respondent Details

Respondent Details	
Number	Information
RD01	<p><i>Name</i></p> <p>Full legal name</p> <p>Trading name</p> <p>Address</p> <p>Date of incorporation or formation of business</p>
Response	<i>[insert response here]</i>
RD02	<p><i>Nominated Point of Contact</i></p> <p>State the person who will be the main point of contact in your organisation for this EOI.</p> <p>(Provide name, title, organisation, address, telephone (both landline and mobile), facsimile and email details).</p>
Response	<i>[insert response here]</i>
RD03	<p><i>Contracting Authority</i></p> <p>State the organisation(s) who would respond to an RFP, should the Issuing Parties proceed with an RFP following this EOI.</p> <p>(Provide organisation(s) name, address, telephone (both landline and mobile), facsimile and email details).</p>
Response	<i>[insert response here]</i>
RD04	Describe the location of offices in New Zealand and overseas (if applicable) and number of staff at each site.
Response	<i>[insert response here]</i>
RD05	Describe how long the organisation(s) have been operating (and, if overseas owned, the length of time operating in New Zealand).
Response	<i>[insert response here]</i>
RD06	<p><i>Company Details (of all relevant entities)</i></p> <p>Provide an organisation structure (NZ and Internationally).</p> <p>Describe the NZ dimensions (size, locations, and turnover).</p> <p>State core business and competence</p>
Response	<i>[insert response here]</i>

Respondent Details	
Number	Information
RD07	Provide a brief outline of organisational ownership (of all relevant entities).
Response	<i>[insert response here]</i>
RD08	Provide a statement from your Chief Financial Officer or Auditors that they are confident that the organisation is financially viable.
Response	<i>[insert response here]</i>
RD09	<p><i>Conflicts of interest</i></p> <p>Provide a declaration that the organisation does not have any conflicts of interests or identify any conflicts of interest that may exist.</p>
Response	<i>[insert response here]</i>
RD10	<p><i>Partners/Third Parties</i></p> <p><i>State the partners and/or other third parties that would be likely to be contracted to you in relation to any agreement that may arise in relation to any subsequent RFP process.</i></p> <p><i>Provide name, address details, date of incorporation or formation of business and the activities they will perform in this consortium.</i></p> <p><i>Describe the structure of the consortium.</i></p>
Response	<i>[insert response here]</i>

## Requirements

Number	Requirement
<b>Introduction</b>	
VR01	This EOI sets out the requirements of the Issuing Parties, the Respondents and the information to be provided in the Respondent's response.
Response	<i>[Confirm read and understood.]</i>
VR02	Provide an Executive Summary, briefly and accurately describing the key points of your Response and the capabilities your organisation would bring to the LFCs as a hardware supplier meeting the Requirements. Include compelling reasons why the LFCs should select your organisation.
Response	<i>[insert response here]</i>
VR03	Provide details of how your organisation would provide local support for LFCs within New Zealand, including any existing organisation structures and personnel that specifically support the hardware described in this EOI.
Response	<i>[insert response here]</i>
VR04	Provide details if your organisation is being or has been, within the last five years, investigated by an agency, authority, or regulator in connection with improper business practices.
Response	<i>[insert response here]</i>
VR05	Provide location and contact details for three reference customers, preferably in New Zealand and Australia. Confirm that site visits may be conducted at each customer location should they be requested by the Issuing Parties.
Response	<i>[insert response here]</i>
VR06	Provide an outline of your organisation's current position within the New Zealand market, including market share and target sectors.
Response	<i>[insert response here]</i>
VR07	Provide project summaries, hardware components (description and model numbers) and component quantities for the three largest deployments of Passive Optic Network FTTP projects that your organisation has supplied hardware for.
Response	<i>[insert response here]</i>

VR08	Provide information on which components you plan to supply to the LFCs in support of the FTTP project, the manufacturer, manufacturing location, whether the manufacturer is wholly owned by your organisation, a subsidiary or a sub-contract facility, where the component will be stored for this project, the conformance of each component with international standards, and delivery times. Appendix 2 provides lists of components, divided into three categories, that will be expected to be supplied for the project. Respondents should indicate in their response which components they are able to provide and/or if additional or alternative components are recommended, provide details of the additional/alternative component/s and why they have been recommended.
Response	<i>[insert response here and/or provide the information in a table as an attachment for clarity]</i>
VR09	Provide details of the organisations (if any) that you intend to partner with to deliver the products and services to the LFCs.
Response	<i>[insert response here]</i>
VR10	Confirm that your products conform to international standards and they are able to interwork with other similar products.
Response	<i>[insert response here]</i>
VR11	If your organisation has no current manufacturing facilities in New Zealand or Australia, and you are successful in entering into a call-off agreement(s) to supply the LFCs: <ul style="list-style-type: none"> <li>a) Where do you expect to establish manufacturing facilities;</li> <li>b) Specify the overseas locations you propose to source supply for the LFCs; and</li> <li>c) Explain how you propose to provide fast responses to local requirements.</li> </ul>
Response	<i>[insert response here]</i>
VR12	Please provide any further information you consider may be helpful in the Issuing Parties' deliberations around a collective procurement process.
Response	<i>[insert response here]</i>

## APPENDIX 1 – GLOSSARY

In this EOI, unless the context otherwise requires:

“**Clarification Period**” means the period during which Respondents may contact the Contact Person to request clarification of any matters regarding this EOI and/or to request additional information;

“**Closing Date**” means 10 December 2010 by which time and date all responses to the EOI must be received by the Issuing Parties;

“**Contact Person**” means the person named in paragraph 20 of Section 1 or any other person notified to Respondents as such by the Issuing Parties or CFH;

“**Essential Requirements**” means the requirements set out in paragraph 41 of Section 1;

“**Most Favoured Nation clause**” means a clause which commits the Respondent to ensure that the Charges offered to the Issuing Parties applicable for the Goods/Services are equal to, or less than, any other Charge offered by the Respondent, or any Related Company, to any customer of the Respondent during the term of the agreement for the Goods/Services with substantially the same specification.

“**Goods/Services**” means the goods and/or services which are the subject of this EOI as summarised in Section 1 of this EOI, generally being the provision of outside plant for the FTTP network;

“**GST**” means Goods and Services Tax in terms of the Goods and Services Tax Act 1985;

“**Intellectual Property Rights**” includes all present and future copyright and neighbouring rights, all proprietary rights in relation to inventions (including patents), registered and unregistered trademarks, confidential information (including trade secrets and knowhow), registered designs, circuit layouts, and all other proprietary rights resulting from intellectual activity in the industrial, scientific, literary or artistic fields;

“**Related Company**” has the meaning given in section 2(3) of the Companies Act 1993;

“**Requirements**” means the requirements set out in detail in Section 3 of this EOI;

“**Respondent**” means the company, organisation or other person submitting a response in accordance with this EOI;

“**EOI**” means this Expressions of Interest, including its appendices;

“**Short-listed Respondent**” means any Respondent notified by the Issuing Parties that it has been short-listed for participation in a further procurement process

“**Working Day**” means a day which is not a Saturday, Sunday or public holiday in the place where the obligation is to be performed, or any day between 25 December and the following 6 January inclusive.

## APPENDIX 2 – VR08 COMPONENTS

### a) Underground ABF Construction Material

- Air Blown Fibre multi duct and tubes
- Air Blown Fibre cable and fibre-units
- Conventional underground duct, fibre cables and components
- Underground inspection pits and direct buried closures

Item Type	Generic product description and requirements
<b><u>ABF Products</u></b>	
Thick-wall Microduct	Access multi-duct, 12 x 7/3.5mm + 2 x 14/10mm, thick walled tubes, direct buried.
Thick-wall Microduct	Access multi-duct, 24 x 7/3.5mm, thick walled tubes, direct buried
Thick-wall Microduct	Access multi-duct, 24 x 7/3.5mm + 1x 14/10mm, thick walled tubes, direct buried
Thick-wall Microduct	Access multi-duct, 24 x 7/3.5mm + 2 x 14/10mm, thick walled tubes, direct buried
Thick-wall Microduct	Access FLAT multi-duct, 12 x 7/3.5mm, thick walled tubes, direct buried, suitable for micro-trench slots (up to 50mm)
Thick-wall Microduct	Access FLAT multi-duct, 12 x 7/3.5mm + 1x 14/10mm, thick walled tubes, direct buried, suitable for micro-trench slots (up to 50mm)
Thick-wall Microduct	Access FLAT multi-duct, 12 x 7/3.5mm + 2x 14/10mm, thick walled tubes, direct buried, suitable for micro-trench slots (up to 50mm)
Thick-wall Microduct	Feeder multi-duct, 7 x 14/10mm, thick-walled tubes, direct buried.
Thick-wall Microduct	Feeder FLAT multi-duct, 2 x 14/10mm, thick-walled tubes, direct buried, suitable for micro-trench slots (up to 50mm).
Thick-wall Microduct	Feeder FLAT multi-duct, 7 x 14/10mm, thick-walled tubes, direct buried, suitable for micro-trench slots (up to 50mm).
Thick-wall Microduct	Drop duct, 1 x 14/10mm, thick-walled tube, direct buried or duct.
Thick-wall Microduct	Drop duct, 1 x 7/3.5mm, thick-walled tube, direct buried or duct.
Thick-wall Microduct	1 x 5/3.5mm micro-duct suitable for direct burying

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Section 3 – Response Format and Content

Thick-wall Microduct	1 x 12/9.6mm micro-duct suitable for direct burying
Thick-wall Microduct	Bundle of 24 x 5/3.5mm micro-ducts for distribution plus 1 x 10/8mm micro-duct suitable for direct burying.
Thick-wall Microduct	Bundle of 24 x 5/3.5mm micro-ducts for distribution plus 1 x 10/8mm micro-duct suitable for direct insertion into existing duct.
Thick-wall Microduct	Bundle of 7 x 12/9.6mm micro-ducts suitable for direct burying
Thick-wall Microduct	Bundle of 7 x 12/9.6mm micro-ducts suitable for direct insertion into existing duct.
Duct Management Closure	Outer cold joint closure for 24x5mm duct (permanently sealed). Suitable for direct burying
Duct Management Closure	Outer cold joint closure for 24x5mm duct (re-openable). Suitable for direct burying
Duct Management Closure	Outer cold joint closure for 7x12mm duct (permanently sealed). Suitable for direct burying
Duct Management Closure	Outer cold joint closure for 7x12mm duct (re-openable). Suitable for direct burying
Duct Management Closure	Branch joint for 24 way duct to split off up to 4 5mm tubes (re-openable). Suitable for direct burying
Connectors	14/10 mm OD protected connector, Suitable for direct burying (water tight)
Connectors	7/3.5 mm OD protected connector, Suitable for direct burying (water tight)
End Cap	7/3.5 mm tube endcap, Suitable for direct burying (water tight)
End Cap	14/10 mm tube endcap, Suitable for direct burying (water tight)
Gas Seal	7/3.5 mm tube gas seal, Suitable for direct burying (water tight)
Gas Seal	14/10 mm tube gas seal, Suitable for direct burying (water tight)
Connectors	12/9.6 mm OD protected connector, Suitable for direct burying (water tight)

Connectors	5/3.5 mm OD protected connector, Suitable for direct burying (water tight)
End Cap	5/3.5 mm tube endcap, Suitable for direct burying (water tight)
End Cap	12/9.6 mm tube endcap, Suitable for direct burying (water tight)
Gas Seal	5/3.5 mm tube gas seal, Suitable for direct burying (water tight)
Gas Seal	12/9.6 mm tube gas seal, Suitable for direct burying (water tight)
ABF Mini Cable	2-core ABF cable suitable for installation into 3.5mm ID tubing, Gel Filled, G652D Fibre.
ABF Mini Cable	6-core ABF cable suitable for installation into 3.5mm ID tubing, Gel Filled, G652D Fibre.
ABF Mini Cable	12-core ABF cable suitable for installation into 3.5mm ID tubing, Gel Filled, G652D Fibre.
ABF Mini Cable	24-core ABF cable suitable for installation into 8 or 10mm ID tubing, Gel Filled, G652D Fibre.
ABF Mini Cable	144-core ABF cable suitable for installation into 8 or 10mm ID tubing, Gel Filled, G652D Fibre
ABF Mini Cable	192-core ABF cable suitable for installation into 8 or 10mm ID tubing, Gel Filled, G652D Fibre.
ABF Mini Cable	216-core ABF cable suitable for installation into 10mm ID tubing, Gel Filled, G652D Fibre.
Chamber/Pit Vaults	Footpath rated Class B Underground pit suitable as an intermediate blowing point and for accommodation of fibre splice closure (up to 216-core cables).
Chamber/Pit Vaults	Carriageway rated Class D Underground pit suitable as an intermediate blowing point and for accommodation of fibre splice closure (up to 216-core cables).
Chamber Vaults	1200 x 600 x 900 Footway Class B
Chamber Vaults	1200 x 1200 x 900 Footway Class B
Chamber Vaults	1200 x 600 x 900 Roadway Class D

Chamber Vaults	1200 x 1200 x 900 Roadway Class D
Fibre Optic Closure	Splice closure with up to 48 fibre fusion splicing, spare tube management, IP rated, suitable for installation in a chamber / pit. Mechanically sealed ports (no heat shrink), Single Circuit Management, Includes all trays etc
Fibre Optic Closure	Splice closure with up to 96 fibre fusion splicing, spare tube management, IP rated, suitable for installation in a chamber / pit. Mechanically sealed ports (no heat shrink), Single Circuit Management, Includes all trays etc
Fibre Management Cabinets	Above ground pedestal / cabinet (no integral splice closure). Ability to house and manage at least 4 separate units of ABF multi-duct.
Fibre Management Cabinets	Above ground pedestal / cabinet (with integrated splice closure). Up to 96 fibre splicing. Ability to house and manage at least 4 separate units of ABF multi-duct. Includes all trays etc.
Fibre Management Cabinets	Road side cabinet. Including rails, ODF and cable management. 288 customer connection capacity on access side. Feeder side is comprised of 5% point-to-point links and 95% PON
Plinth for Cabinet	Plinth for above PON Cabinet
Splitters	Optical splitters with 1:32 split ratio and pre-connectorised fan out tails
Connectors	Field installable SC APC simplex connector, or
Connectors	Field installable LC APC simplex connector
Demarc Box	Demarcation box for mounting on outside house wall. Minimum IP44 rated (prefer IP66). Enough space for loop of G.652D 2-core fibre, and 2 SC through-connectors.
Termination Box	Internal wall mounted fibre termination box for customer connection. Compact size. Able to accommodate up to two SC through connectors
Tube Cable	Internal duct LSZH 5mm (external diameter)
Splice Closure	Splice closure for up to 624 fibre splices using conventional loose tube cables, spare tube management, IP rated, suitable for installation in a chamber / pit. Includes all trays etc
Splice Closure	Splice closure for up to 2000 fibre splicing using ribbon fibre cables, spare tube management, IP rated, suitable for installation in a chamber / pit. Includes all trays etc
Duct	Protective Duct 100mm PE (Coil)
Duct	Protective Duct 63mm PE (Coil)
Duct	Protective Duct 50mm PE (Coil)

Duct	Protective Duct 100mm PVC (Stick)
Duct	Protective Duct 63mm PVC (Stick)
Duct	Protective Duct 50mm PVC (Stick)
Ribbon cable	FOC, 24-2000F, Dielectric, Ribbon cable, Cable Telecom Spec 2kN tensile strength, G652.D
Ribbon cable	FOC, 24-2000F, Armoured, Ribbon cable, Cable Telecom Spec 2kN tensile strength, G652.D
Cable	FOC, 2-288F, Dielectric, Loose tube, Cable Telecom Spec 2kN tensile strength, G652.D
Cable	FOC, 2-288F, Armoured, Loose tube, Cable Telecom Spec 2kN tensile strength, G652.D
Lead-in/Drop Cable	ADSS Pre-Connectorised 25-150 m 1F Underground Lead-in/Drop Cable, G657.A
Lead-in/Drop Cable	ADSS Pre-Connectorised 25-150 m 2F Underground Lead-in/Drop Cable, G657.A
U/G customer connection	2-core ABF unit on 100-500m reel with one simplex SC connector preinstalled on one end, G657.A
U/G customer connection	2-core ABF unit on 2000-4000m reel, G657.A

b) Aerial ABF Construction Material

- Air Blown Fibre multi duct and tubes
- Air Blown Fibre cable and fibre-units

Item Type	Sub-Type	Generic product description and requirements
Aerial Microduct assembly	Overhead (aerial) feeder from CO to pole mounted FCP	Self supporting aerial duct (8x5mm tubes + 2x10mm tubes)
Aerial Microduct assembly	Overhead (aerial) feeder from CO to pole mounted FCP	Self supporting aerial duct (12x5mm tubes + 1x10mm tubes)
Fibre Optic Cable	Overhead (aerial) feeder from CO to pole mounted FCP	96-core ABF cable suitable for blowing into 10mm tubing, G.652.D
Accessories	Overhead (aerial) feeder from CO to pole mounted FCP	Suspension clamp with securing bolt for attachment of aerial duct (or cable) to a cross-arm of the pole
Accessories	Overhead (aerial) feeder from CO to pole mounted FCP	Anchoring clamp for attachment of aerial duct (or cable) to a cross-arm of the pole
Duct Management Closure	Overhead (aerial) feeder from CO to pole mounted FCP	Splice closure for aerial installation fibre distribution (suitable for feeding 24 customers, pole mounted)
Duct Management Closure	Overhead (aerial) feeder from CO to pole mounted FCP	Branch joint for aerial duct (refer to duct size above)
Aerial Microduct assembly	Overhead road crossing for customer connections	Self supporting aerial duct (4x5mm tubes)
Accessories	Overhead road crossing for customer connections	Anchoring clamp + hook for aerial duct road crossing
Duct Management Closure	Overhead road crossing for customer connections	Duct break out enclosure for (8x5 + 2x10mm) duct
Aerial Microduct	Overhead customer connection	Self supporting aerial duct 5mm
Accessories	Overhead customer connection	Suspension clamp for 5mm aerial duct
ABF Fibre assembly	Overhead customer connection	2-core ABF unit on 100m reel with one simplex SC connector preinstalled on one end, G657.A
ABF Fibre assembly	Overhead customer connection	2-core ABF unit on 250m reel with one simplex SC connector preinstalled on one end, G657.A
ABF Fibre assembly	Overhead customer connection	2-core ABF unit on 500m reel with one simplex SC connector preinstalled on one end, G657.A

ABF Fibre assembly	Overhead customer connection	2-core ABF unit on 2000m reel, G657.A
ABF Fibre assembly	Overhead customer connection	2-core ABF unit on 4000m reel, G657.A
Connectors	Overhead customer connection	Field installable SC APC simplex connector
Connectors	Overhead customer connection	Field installable LC APC simplex connector

c) Aerial ADSS Construction Material

- ADSS Cable
- Overhead cable joint systems
- Service Connection Terminals

Item Type	Sub-Type	Generic product description and requirements
Fibre Optic Cable	ADSS	FOC, 144F, ADSS cable up to 150m span, G652.D
		FOC, 96F, ADSS cable up to 150m span, G652.D
		FOC, 48F, ADSS cable up to 150m span, G652.D
		FOC, 24F, ADSS cable up to 90m span, G652.D
		FOC, 12F, ADSS cable up to 90m span, G652.D
Closures	Network Interface Device	OF/CU Internal Termination Box
		Internal Customer Termination Box with 2 x SC or 1 x LC Duplex Adapter min.
Fibre Optic Cable	Lead-in/Drop Cable	ADSS LC Pre-Connectorised 25m 1-2F Aerial Lead-in/Drop Cable, G657.A
		ADSS LC Pre-Connectorised 50m 1-2F Aerial Lead-in/Drop Cable, G657.A
		ADSS LC Pre-Connectorised 75m 1-2F Aerial Lead-in/Drop Cable, G657.A
		ADSS LC Pre-Connectorised 100m 1-2F Aerial Lead-in/Drop Cable, G657.A
		ADSS LC Pre-Connectorised 150m 1-2F Aerial Lead-in/Drop Cable, G657.A
Closures	Fibre Optic Closure	Pole/Wall Mount Distribution Closure - 2 Fibre cable entries, 8 x Drop cable entries - Not Connectorised
		Pole/Wall Mount Distribution Closure - 2 Fibre cable entries, 8 x Drop cable entries - Pre Connectorised
		Joint Closure, 48F Fusion Splices
	Closures	Mounting Bracket, Joint Closure
	Fibre Optic Closure	Joint Closure, Small, 1 Express (oval) Port, 4 x Drop cable port, 144F, Fusion Splices
		Joint Closure, Large, 366F Fusion Splicing
		Joint Closure, Large, 672F Fusion Splicing
		Joint Closure, Medium, 144F, Fusion Splices with support for PLC Splitters
		Joint Closure, Large, 1 Express (oval) Port, 4 Round Ports, 768F, Fusion Splicing
	Accessories	Branch Off Kit
	Trays	Splice Tray to accommodate up to 16 Splices
		Splice Tray to accommodate up to 24 Splices
		2 trays to fit [xxx] closure able to accommodate 12 fusion splices
		4 trays to fit [xxx] closure able to accommodate 12 fusion splices
		Organizer tray kit for splice closure

Closures cont.	Splitter	Fibre PLC Splitter 1:32 SM Upstream fusion splice and downstream in LC/APC tails
		Fibre PLC Splitter 1:16 SM Upstream fusion splice and downstream in LC/APC tails
		Fibre PLC Splitter 1:4 SM Upstream fusion splice and downstream in LC/APC tails
		Fibre PLC Splitter 1:4 SM Not connectorized - 2.5m tails
		Fibre PLC Splitter 1:4 SM. With LC/APC - 1.5m Tails
Optical Distribution Frame	MOFDFs	Splice & Patch Shelf 3RU, up to 144 fibres
		Splice & Patch Trays for Splice & Patch Shelf up to 12 fibres per Tray
		Mounting Bracket for Splice Closure
		High Density 48 Fibre Capable drawers - 3RU
	COFDFs	Mounting Bracket for installation of 1RU Shelf into ETSI Rack
		Fibre 24F Swingout Splice & Patch Shelf Empty
Overhead Hardware	Terminations	Aerial deadend for 16-18mm cable
		Aerial deadend for 14-16mm cable
		Aerial deadend for 10-14mm cable
		Aerial deadend for 8.2 mm cable
		Aerial deadend for 3-6 mm cable
		Aerial deadend for 6-9 mm cable
	Through Clamps	Aluminium Through Clamps
	Bracket	Cross Arm Mounting Bracket
	Rubbers	Rubbers for 17.2-18.4mm cable (144CF)
		Rubbers for 14.7-15.9mm cable (96CF)
		Rubbers for 13.4-14.6mm cable (48CF)
Rubbers for 7.0-8.2mm cable (24CF)		
Cable Spiral Wrap Tie 25mm Black ( 10m )		
Cust Premise Equip	Clamp	ADSS Fibre clamp 6-9mm
Manholes	Sika	Manhole Aluminium 122x600x700 (with Logo)
	Sika Steel kit	Steel Kit for manhole
	Spilt Pit5	PIT5-SPLIT & ALI LID - with Logo
	Bung	Pit Lid Lock Block Bung