# CONTENT OF RESPONSES

# Respondent Details

| **Respondent Details** | |
| --- | --- |
| **Number** | **Information** |
|  | *Name*  Full legal name  Trading name  Address  Date of incorporation or formation of business |
| Response | *[insert response here]* |
|  | *Nominated Point of Contact*  State the person who will be the main point of contact in your organisation for this EOI.  (Provide name, title, organisation, address, telephone (both landline and mobile), facsimile and email details). |
| Response | *[insert response here]* |
|  | *Contracting Authority*  State the organisation(s) who would respond to an RFP, should the Issuing Parties proceed with an RFP following this EOI.  (Provide organisation(s) name, address, telephone (both landline and mobile), facsimile and email details). |
| Response | *[insert response here]* |
|  | Describe the location of offices in New Zealand and overseas (if applicable) and number of staff at each site. |
| Response | *[insert response here]* |
|  | Describe how long the organisation(s) have been operating (and, if overseas owned, the length of time operating in New Zealand). |
| Response | *[insert response here]* |
|  | *Company Details (of all relevant entities)*  Provide an organisation structure (NZ and Internationally).  Describe the NZ dimensions (size, locations, and turnover).  State core business and competence |
| Response | *[insert response here]* |
|  | Provide a brief outline of organisational ownership (of all relevant entities). |
| Response | *[insert response here]* |
|  | Provide a statement from your Chief Financial Officer or Auditors that they are confident that the organisation is financially viable. |
| Response | *[insert response here]* |
|  | *Conflicts of interest*  Provide a declaration that the organisation does not have any conflicts of interests or identify any conflicts of interest that may exist. |
| Response | *[insert response here]* |
|  | *Partners/Third Parties*  *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.*  *Provide name, address details, date of incorporation or formation of business and the activities they will perform in this consortium.*  *Describe the structure of the consortium.* |
| Response | *[insert response here]* |

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# Requirements

| **Number** | **Requirement** |
| --- | --- |
| **Introduction** | |
| 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 | *[Confirm read and understood.]* |
| 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 | *[insert response here]* |
| 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 | *[insert response here]* |
| 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 | *[insert response here]* |
| 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 | *[insert response here]* |
| VR06 | Provide an outline of your organisation’s current position within the New Zealand market, including market share and target sectors. |
| Response | *[insert response here]* |
| 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 | *[insert response here]* |

|  |  |
| --- | --- |
| 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 | *[insert response here and/or provide the information in a table as an attachment for clarity]* |
| VR09 | Provide details of the organisations (if any) that you intend to partner with to deliver the products and services to the LFCs. |
| Response | *[insert response here]* |
| VR10 | Confirm that your products conform to international standards and they are able to interwork with other similar products. |
| Response | *[insert response here]* |
| 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:   1. Where do you expect to establish manufacturing facilities; 2. Specify the overseas locations you propose to source supply for the LFCs; and 3. Explain how you propose to provide fast responses to local requirements. |
| Response | *[insert response here]* |
| VR12 | Please provide any further information you consider may be helpful in the Issuing Parties’ deliberations around a collective procurement process. |
| Response | *[insert response here]* |