

Next Gen Services Innovation Programme (NGSIP)

Pre-Call for Proposal (CFP) Submission Discussion Form

Project Name: _____

Company Name: _____



**INFOCOMM DEVELOPMENT
AUTHORITY OF SINGAPORE**

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For IDA Internal Use

Date Received :

Officer-in-charge :

Notes to Participating Company/Consortia

Overview of NGSIP

1. Singapore's Next Generation Nationwide Broadband Network (Next Gen NBN) creates new market opportunities for Retail Service Providers (RSPs) and Application Service Providers (ASPs) to provide impactful and innovative next generation broadband services and applications for the public, private and people sectors.
2. IDA has launched the Next Gen Services Innovation Programme (NGSIP) to support the development of next generation broadband services and applications, specifically with the following objectives:
 - Support commercial availability of next generation broadband services to end-users (residential, non-residential and government agencies) from 1st quarter 2010.
 - Catalyse the commercial deployment of impactful and innovative services over Next Gen NBN to benefit end-users (residential, non-residential and government agencies).

Scope of NGSIP CFP

3. NGSIP will be structured into two (2) Call for Proposals (CFP). The 1st CFP was launched on 17th September 2009 and the 2nd CFP will be launched sometime in mid 2010. The closing date for the 1st CFP is 13 November 2009, noon.
4. The emphasis for the 1st CFP is to support the commercial availability of next generation broadband services to end-users from 1st quarter 2010. The proposal should also clearly demonstrate how the proposed services and/or applications are delivered over Next Gen NBN optical fibre infrastructure.
5. NGSIP supports proposals from RSPs and ASPs and encourages collaboration between RSPs and ASPs to develop impactful and innovative services.

Pre-CFP Submission Discussion

6. IDA is also inviting interested companies to submit non-binding draft proposals for discussion with IDA prior to their formal submission. This Pre-Call for Proposal (Pre-CFP) Submission Discussion is optional for companies. Companies that do not participate in this Pre-CFP Submission Discussion can still submit formal proposals by the 1st CFP submission deadline. This Pre-CFP Submission Discussion is not intended to replace the 1st CFP submission. Companies who participated in the Pre-CFP Submission Discussion are still required to submit a formal CFP proposal by the 1st CFP submission deadline.
7. Upon receipt of this Pre-CFP Submission Discussion proposal, IDA may invite the companies for a discussion on their proposals. This Pre-CFP Submission Discussion is not intended to be legally binding on IDA. IDA shall not be bound to enter into any contractual relationship with any of the participants on the basis of this Pre-CFP Submission Discussion proposal or be obliged to accept formal proposals to NGSIP CFP subsequently.
8. IDA shall have the absolute discretion to accept or reject any Pre-CFP Submission Discussion proposals without being liable to give any reason hereof. IDA reserves the right to retain the submissions submitted by all parties without liability for the costs of such documents.
9. Participants may participate in this Pre-CFP Submission Discussion either as a single company or as a Consortium.
10. Where the Participant is a single company, the Participant must obtain a copy of this submission form and submit the form to IDA with all Parts (with the exception of Part I) duly completed.
11. Where the Participant is a Consortium, each member of the Consortium is required to obtain a copy of this Pre-CFP Submission Discussion Form. For submission purposes, only one form need be submitted by the Consortium Lead on behalf of all members of the Consortium, duly completed as follows:
 - i. Parts I and III are to be completed and submitted by the Consortium Lead on behalf of the Consortium it is representing.

- iii. Every member of the Consortium, including the Consortium Lead, must each complete a copy of Part II and the Consortium Lead shall submit the copies of Part II completed by each member of the Consortium as part of the submission.
12. For submission of the Pre-CFP Submission Discussion, Participants can choose to email or submit one (1) hardcopy of the proposal by 10 November 2009, 12.00pm to the following address.
- a. Submission by email:
- To: broadband@ida.gov.sg
Cc: Cailin_Ng@ida.gov.sg, Tan_Kiat_How@ida.gov.sg
Subject Title: **“NGSIP 1st CFP – Pre-CFP Submission Discussion Proposal”**
- b. Submission by hardcopy:
- NGSIP 1st CFP – Pre-CFP Submission Discussion Proposal**
8 Temasek Boulevard
#14-00 Suntec Tower 3
Singapore 038988
Attn: Tan Kiat How, Assistant Director (NGSP), IDA

Schedule

13. Timeline of events:

Date	Event
17 Sep 2009	Launch of NGSIP 1 st CFP Release of Pre-CFP Submission Discussion Form Registration opens for CFP Public Briefing
17 Sep 2009 – 10 Nov 2009	Pre-CFP Submission Discussion
16 Oct 2009	Registration Closes for CFP Public Briefing
23 Oct 2009	CFP Public Briefing & Networking Session
10 Nov 2009	Deadline for Pre-CFP Submission Discussion
13 Nov 2009	Deadline for 1 st CFP Proposal Submission
23 – 27 Nov 2009*	Presentation of Proposal by Short-Listed Participants
16 Dec 2009*	Announcement and Award of Selected Proposals
From Q1, 2010	Commercial Launch of Services and Applications

* Tentative only, the exact dates are to be determined

Public Briefing

14. All interested companies are invited to attend the CFP Public Briefing on 23 October 2009. This briefing will be conducted by IDA and will cover the details of the CFP, including the events leading to the final award of the CFP and expectations of the Proposals.
15. All parties interested to attend the briefing are to register by email to broadband@ida.gov.sg no later than 12.00pm on 16 October 2009.
16. In the registration email, please include the following information:

Subject:	Registration for NGSIP 1st CFP Briefing & Networking Session
Body:	
Company Name:	
Brief Description of Business in less than 100 words:	
Attendees:	
Name:	
Designation:	
Department:	
Telephone Number:	
Email Address:	

Enquiries

17. For enquiries on the submission of the Pre-CFP Submission Discussion, please email:

To: broadband@ida.gov.sg

Cc: Cailin_Ng@ida.gov.sg

PART I – CONSORTIUM INFORMATION

(Not applicable where a Participant is submitting as a single company; to be completed and submitted by the Consortium Lead only, on behalf of the Consortium it is representing.)

1. Contact Person for Future Correspondence (Consortium Lead)

Lead Company			
Contact Person			
Designation			
DID		Fax	
Mobile No.		Email	

2. Consortium Composition

	Company	Role of Company in Consortium	Principal Business Activity	Type
1	Consortium Lead			
2	Participating Company 1			
3	Participating Company 2			
4	Participating Company 3			

Note: Please add rows if needed.

PART II – COMPANY INFORMATION

(Where a Participant is a consortium, **each** member of the consortium, including the consortium lead, is required to complete a copy of Part II and all copies of Part II completed by each member of the consortium shall be submitted by the consortium lead as part of the submission.)

1. Company Information

Company Name			
Mailing Address (if different from registered address)			
Telephone		Fax	
Country of Incorporation		Corporate Web Site URL	
ACRA Reg. No*		Date of Registration	
Paid -up Capital (S\$)**			

*Please attach a copy of the **latest updated** ACRA search.

Company Registration: (please tick one)

- Sole Proprietorship
- Partnership
- Private Limited (non-exempt limited by shares)
- Public Limited (limited by shares)
- Research Institute / Institute of Higher Learning
- Others (please specify): _____

2. Contact Person for Future Correspondence

Name			
Designation			
DID		Fax	
Mobile No.		Email Address	

3. Corporate Relations

Please complete the relevant boxes in the table for the major related companies owned in Singapore and (if applicable) overseas. (corporate share \geq 20%)

Additional information may be provided in separate attachments.

PARENT COMPANY	<i>Company Name & Business Activity & % Share</i>		
SUBSTANTIAL SHAREHOLDERS	1. <i>Name of Stakeholder</i>	<i>[Country registered / Nationality]</i>	<i>[% Share]</i>
	2.		
	3.		
Subsidiaries	<i>Company Name(s) & Business Activity & % Share</i>		
Holdings	<i>Company Name(s) & Business Activity & % Share</i>		
Alliances	1. <i>Company Name(s)</i>	<i>Description of Business Activity (& include % share)</i>	
	2.		
	3.		
Partnerships	1. <i>Company Name(s)</i>	<i>Description of Business Activity (& include % share)</i>	
	2.		
	3.		
Joint Ventures	1. <i>Company Name(s)</i>	<i>Description of Business Activity (& include % share)</i>	
	2.		
	3.		
Others	1. <i>Company Name(s)</i>	<i>Description of Business Activity (& include % share)</i>	
	2.		
	3.		

4. Company Structure

(Please attach organisational chart and operational chart if available)

Total number of full time employees : []

Number of technical personnel : []

Key Management Personnel: (Please attach biography if available):

Name	Designation	Years of Related Experience	Professional/Academic Qualification

5. Other Grants awarded to / Application in process by the Company **

Awarding Organisation	Description of Grants / Awards	S\$	Status (ongoing / completed)

*** Please indicate incentives, grants and/or loans awarded to you by Infocomm Development Authority of Singapore (IDA), and/or other government agencies and other financial institutions.*

6. Licensee held by the Company

Type of License: (please tick accordingly)

- FBO License
- SBO (Individual) License
- SBO (Class) License
- Niche Subscription TV License (Broadcasting)
- Nationwide Subscription TV License (Broadcasting)
- None

PART III – PROJECT DETAILS

(Where a Participant is a consortium, Part III shall be completed and submitted by the **consortium lead** only, on behalf of the consortium it is representing.)

1. Project Summary

<< This section covers the summary of the proposed deployment plan. The summary should include an overview of key points of the submission, including:

- Overview of the next gen broadband service or application and how the service or application leverage Next Gen NBN;
- Areas where innovations are clearly being demonstrated;
- Key milestones;
- Projection of key business (if applicable) and consumer adoption figures (see table below);
- Overview of the business and revenue model;
- Overview of plan to drive the adoption figures.>>

Performance	Oct 2010	Apr 2011	Oct 2011
No. of unique regular users ¹			

2. Project Name & Background

(i) Name of Project :

(ii) Project Background

<< Describe the background and context of the Project, relating it to the current state of the industry and the strategic roles of the Participant. Where the Participant is a consortium, the description should provide the strategic roles of each member of the consortium>>

¹ Users can refer to residential consumer, businesses or government agencies. Participant should clearly state which segment of users he is referring to. If there is a mix of users segment, Participant should clearly indicate the number of users for each segment.

3. Project Objectives

<< State the specific objectives of the proposed Project. Please provide a brief overview of the business problem or opportunity being addressed and how this Project can resolve it. >>

4. Project Description

<< State how this Project will deliver the scope of the CFP and any unique features. >>

Scope

<< Explain the scope of the project, including

- Key functional features and user experience;
- Areas of innovation and how the service or application leverage Next Gen NBN;
- Potential usage scenarios for the service or application and how it creates new value; address the needs of the users; and its benefits;
- Type of Project:
 - Service developed by RSPs that is deployed over Next Gen NBN;
 - Service developed by a consortium of RSP(s) & ASP(s) that is deployed over Next Gen NBN; and
 - Application developed by ASP or consortium of ASP(s) that leverages Next Gen NBN. >>

Technical Solution

<< Describe the following:

- Overview of solution and technical model.
- Design considerations to enable the service or application to operate in an open, scalable, dynamic and secure manner.

- Adherence to any technical standards. >>

Implementation Plan

<< Describe the project's implementation plan, covering the rollout and adoption milestones and timeline. >>

Costs, Justification and Expected Funding

<<Provide the total project cost, including the costs to develop and deploy the service, justification and expected funding.

[Optional for Pre-CFP Submission Discussion] Please provide details in format stated in Appendix A1. >>

5. Business Development

Business Plan

<< Describe the following:

- Target end-users segments (e.g. residential, non-residential, government agencies, etc);
- Business model, including the revenue model, pricing strategy and total revenue for the next three (3) years;
- Illustrate the sustainability of the business model beyond the project funding period, by showing the current market size and its growth potential; and
- Plan to promote adoption and usage by end-users. >>

Critical Success Factors

<< Describe the factors that may affect the success of the Project and the measures the Participant intends to take to manage the risk. >>

Industry Environment

<< Briefly describe the background of the industry or sector related to the Project, Participant's involvement in the industry, opportunities and gaps identified and how the Project addresses these issues. >>

POST Project Plans and Strategy

<< Describe the long term implementation plans of the company/consortium AFTER the completion of this Project to ensure long-term sustainability of the services implemented in this Project. >>

6. Project Deliverables and Outcomes

Project Schedule

Estimated date of commencement[#] : _____ Duration: _____ mths

Estimated date of completion[#] : _____

in dd/mm/yy format

(The proposed Project should not exceed twenty-eight (28) months in duration:

For Projects that exceed twenty-eight (28) months, please provide justification for the length of the Project here.)

Key Deliverables

T = Date of Award

Date	Milestone/Deliverable
	Provide a schedule of the key dates for the major project milestones and deliverables here.
E.g. T + 6 months	

Note: Please add rows if needed.

Assumptions/ Restrictions/ Conditions

S/N	Assumptions / Restrictions / Conditions	Impact on Project
1	State any assumptions used to qualify the proposed deliverables and outcomes outlined above. Also include any conditions needed in order to ensure the success of the Project.	
2		
3		
4		
5		

Note: Please add rows if needed.

Quantitative Outcomes

S/N	Performance Indicators	Apr 2010	Oct 2010	Apr 2011	Oct 2011
	State the relevant quantitative outcome indicators for the Project:				
	Value added to the infocomm company due to the project (S\$)*				
	Number of international accolades for Singapore, Singapore infocomm enterprises or Singapore user companies as a direct result of the project				
	Total no. of unique regular users				

Qualitative Outcomes

<< Describe any qualitative outcomes or benefits to the Participants resulting from the Project. >>

New Capabilities/ Competencies Developed

<< Describe new capabilities/competencies that will be developed by the Participants in the course of pursuing this Project. >>

Contribution to Industry

<< Describe how the project will contribute to the infocomm industry and/or the relevant business sector(s). >>

APPENDIX A1 – COMPUTATION OF VALUE ADD AND PROJECT COST [OPTIONAL FOR PRE-CFP SUBMISSION DISCUSSION]

Please use the attached the Microsoft Excel Worksheets for the computation of Value Add and Project cost breakdown.