

Request for Participation in Early Market Engagement for Procurement of:

IP/MPLS Active Equipment supply, installation and provision of related services, Phase 2 with Open International Market Approach

Employer: N(N)LE Open Net

Project: P169698 Log-In Georgia

Cost Estimates of the tender: USD 6,5million.

Country: Georgia

Loan No.: 9161-GE

1. Georgia has received financing from the World Bank toward the cost of the Log-In Georgia Project, and intends to apply part of the proceeds toward payments under the contract for IP/MPLS Active Equipment supply, installation and provision of related services, Phase 2. Bidding process will be governed by the World Bank's Procurement Regulations.
2. Open Net now invites the private sector (suppliers) to participate in Early Market Engagement (EME). The ultimate goal of EME is to: i) understand market capacity, capability and trends, ii) discuss the needs or requirements of the tender to interested suppliers, iii) explain to the suppliers the bidding and contracting process, iv) collect feedback on rated criteria and determination of any other criteria, v) understand the suppliers qualification landscape.
3. As part of EME, interested suppliers are required to register for the event through below link and submit filled out questionnaire (please see below) through email to Open Net Procurement team procurement@opennet.ge and to the World Bank staff Himmat Singh Sandhu hsandhu@worldbank.org latest by 6 November, 2025. Please note that responses to the questions will be shared only internally with the project implementation team and will not be made public or available to your competitor companies.

The below is the link for registration (deadline: 6 November 2025):

https://docs.google.com/forms/d/1UID2eyn3ui19OvE89UFi3MI8B56cx2Wufs7LUBg061s/edit?usp=forms_home&ouid=100255920638135717885&ths=true

4. **On 7 November, 2025 at 15:00 Tbilisi time (UTC/GMT +4), Open Net will arrange hybrid meeting as part of EME;** before joining physically at the address N.Kipshidze 7b, Tbilisi, 0105, Georgia or the virtual meeting through the link <https://us06web.zoom.us/j/83200427202?pwd=165IUaIrCA2ugTRrp4wnpV9qAwEGBY.1>, please

provide the filled-out questionnaire and register for Industry Dialogue Forum through the e-mail procurement@opennet.ge.

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5. Bidding for the tender will be conducted with Open International Market Approach using a Request for Bids (RFB) as specified in the World Bank’s “Procurement Regulations for IPF Borrowers” (February 2025 edition) and will be open to all eligible Bidders as defined in the Procurement Regulations.
6. The details of the procurement (including information on potential rated and qualification criteria) can be obtained in the Georgian Electronic-Government Procurement System (Ge-GP) at the link: <https://tenders.procurement.gov.ge/public/?go=636129&lang=en> Open Net intends to relaunch the bidding with the same RFB as included in the Ge-GP link. Interested companies are strongly advised to thoroughly check the whole RFB, and share through email to Open Net Procurement team procurement@opennet.ge and to the World Bank staff Himmat Singh Sandhu hsandhu@worldbank.org any concerns, reservations, or any feedback on the RFB.

The procurement process is expected to start in November 2025.

EME Questionnaire

Please note that responses to the questions will be shared only internally with the project implementation team and will not be made public or available to your competitor companies.

Question	Answer
What is your company’s official name?	
What is your company’s legal address?	
In which countries does your company operate and/or has branches?	
How many years is your company in network solution business?	

<p>What was the overall annual turnover of your company per year for the last 3 years?</p>	<p>2022: XXXXXX (USD / EUR / any other currency) 2023: XXXXXX (USD / EUR / any other currency) 2024: XXXXXX (USD / EUR / any other currency)</p>
<p>Please list the all the similar contracts (IP/MPLS transport network (that might also cover related transport network) project implementation contracts designed for Telecom Service providers, within the last five (5) years prior to bid submission deadline) with brief contract description and the contract price for each, and also indicate in which country the contract was implemented.</p> <p>In case your company was in Joint Venture (JV), in addition to the contracts price, please also indicate in % what was the share of your company from the contract price.</p> <p>Examples are:</p> <p>Contractor as Single Entity with contract price of XXXX [currency]; the contract included implementation of following main components in [country]:</p> <p>Contractor in JV with [please list other JV members] as [Lead <i>or</i> Member] with contract price of XXXX [currency]; with XX% share for your company; your part included implementation of following main components in [country]:</p>	<p>List of similar contracts:</p>
<p>What supply chain risks, key risks or potential constraints does your company see in implementation of these supply and installation contracts, and what would be your mitigation measures for such risks / constraints?</p>	<p>Following are the supply chain risks, key risks or potential constraints that we see in implementation of:</p> <p>We would propose the following mitigation measures:</p>
<p>What would be the optimum advance payment amount in % for each delivery phase?</p>	

Please list any other thoughts, concerns, barriers or risks you see; or that may influence or prevent you to participate in the bidding	
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