LESOTHO COMMUNICATIONS AUTHORITY

REQUEST FOR PROPOSAL (RFP)

PROVISION AND INSTALLATION OF NETWORK EQUIPMENT FOR WI-FI PROJECT – LEROTHOLI POLYTECHNIC (MATSIENG CAMPUS), LESOTHO COLLEGE OF EDUCATION (THABA-TSEKA CAMPUS) AND MALUTI ADVENTIST COLLEGE OF NURSING (MAPOTENG)

OCTOBER, 2026

1. INTRODUCTION

The Lesotho Communications Authority (LCA) is a statutory body established under the Lesotho Communications Act, 2000, and continued under the Communications Act, 2012. The Authority is primarily mandated to regulate Lesotho's communications sector, comprising telecommunications, postal and broadcasting services.

To support the fulfilment of this mandate, the Universal Service Fund (USF) was established under section 33 of the Communications Act, 2012. The USF is mandated to promote universal access to communications services, particularly in unserved and underserved areas of Lesotho.

2. BACKGROUND

Pursuant to LCA's mandate and strategic objective to accelerate digital inclusion, the USF has embarked on a project that provides broadband infrastructure and connectivity to three (3) institutions of higher learning.

LCA invites proposals from suitably qualified local service providers to submit bids in response to this Request for Proposal (RFP) for the provision and installation of network equipment at the following institutions:

a) Lesotho College of Education - Thaba-Tseka Campus.

b) Lerotholi Polytechnic – Matsieng Campus.

c) Maluti Adventist College of Nursing – Mapoteng

3. SCOPE OF WORK

The scope of this RFP encompasses the design, supply, installation and labelling, configuration, integration, testing and commissioning network infrastructure at the identified institutions in accordance with the technical specifications outlined in this document and Annex 1. The work covers:

a) **Wi-Fi network deployment**: Create Wi-Fi hotspot access around the office buildings, classrooms / lecture rooms, students' residence buildings, and other designated areas at the three institutions.

b) **Network cabling**: Supply, install and label, upgrade and/or replace existing network cabling infrastructure, in accordance with the technical requirements specified in Annex 1 and applicable industry standards.

c) **Fibre-Optic Interconnection**: Supply, install and label, terminate fibre-optic backbone infrastructure to interconnect designated buildings within each institution to ensure reliable connectivity and provision for future network expansion. Interconnect network devices within a cabinet using fibre cable, without the use of media converters.

d) **Network design and documentation**: Develop a detailed network solution architecture, physical and logical network layouts, and a full project documentation.

e) **Network integration**: Integrate the proposed network infrastructure with existing institutional networks and ensure interoperability / interconnection.

f) **Warranty and after-sales support**: Provide warranty, technical assistance, maintenance support throughout the warranty period, in accordance with agreed service-level requirements.

g) **Project Management and reporting**: Develop a project plan outlining activities, deliverables, implementation schedules, milestones, resource requirements as well as risks management and quality-assurance measures.

The project is divided into three (3) different LOTs as shown below. Bidders may bid for one or all the LOTs. Each LOT is a stand-alone project.

a) **LOT-1 –** Lesotho College of Education, Thaba-Tseka Campus

b) **LOT-2 –** Lerotholi Polytechnic, Matsieng Campus.

c) **LOT-3 –** Maluti Adventist College of Nursing, Mapoteng.

4. REQUIREMENTS AND TECHNICAL SPECIFICATIONS

Tables 1 to 3 below provide the technical specifications including description and quantities of the required equipment.

Bidders are required to use Tables 1 to 3 to give detailed specifications of the equipment items to be used in their proposed solutions. The order of the listed items should be maintained to facilitate ease of evaluation**.**

Bidders are required to duly fill the columns labelled "**BIDDER'S PROPOSED ITEM DESCRIPTION**" and provide "Part number" in each table irrespective of any attachments included. Failure to comply to this condition will render the bid being treated as non-responsive.

The bidder shall provide a detailed methodology, project plan and identify project team, their distinct roles and responsibilities within the project to ensure that the assignment is carried out within the reasonable timeframe, with emphasis on quality.

Furthermore, the bidder shall provide a detailed network layout and solution architecture, demonstrating how the proposal will meet the institutions operational requirements.

The bidder shall provide CVs of **three (3)** key personnel with attributes (technical and project management skills) to undertake the assignment.

If the bidder wishes to specify additional item(s) to complete the work, the bidder is free to include such item(s) at the bottom of the list in Tables 1 to 3 without amending the order of items as listed.

TABLE 1: LOT 1 – LESOTHO COLLEGE EDUCATION (Thaba-Tseka Campus)					
ITEM #	**ITEM**	**ITEM DESCRIPTION**	**QUANTITY**	**BIDDER'S PROPOSED ITEM DESCRIPTION**	**PART NUMBER**
1.	24-Port PoE Access Switch	FortiGate Forti Switch 124F-FPOE	1		
2.	8-Port PoE Access switch	FortiGate Forti Switch 108F-FPOE	4		
3.	Access Points (Indoor)	Fortinet FortiAP FAP-231K - Wi-Fi 7 - ceiling mounted	14		
4.	Access Points (Outdoor)	Fortinet FortiAP FAP-234G - Wi-Fi 6E - wall-pole mounted	1		
5.	UTP CAT-6 cabling	For connecting APs to Switches	*TBD		
6.	Firewall & license	FortiGate firewall (120G), with 3 years licence	1		
7.	Uninterruptible Power Supply (UPS)	Rackmount Eaton 2.0 KVA UPS with network card.	1		
8.	Cabinets	6U Cabinet 15U Cabinet	4 1		
9.	Fibre cabling	4-core multi-mode (OM2/OM3)	*TBD		

*TBD – TO BE DETERMINED: The bidders shall provide the verified measurements/lengths in the quantity column of their bidder's response.

TABLE 2 : LOT 2 – LEROTHOLI POLYTECHNIC (Matsieng Campus)					
ITEM #	**ITEM**	**ITEM DESCRIPTION**	**QUANTITY**	**BIDDER'S PROPOSED ITEM DESCRIPTION**	**PART NUMBER**
1.	48-port PoE Access switch	Fortinet Forti Switch 148F-FPOE	2		
2.	24-Port PoE Access Switch	Fortinet Forti Switch 124F-FPOE	5		
3.	8-Port PoE Access Switch	Fortinet Forti Switch 108F-FPOE	4		
4.	Access Points (Outdoor)	Fortinet FortiAP FAP-234G - Wi-Fi 6E - wall-pole mounted	11		
5.	Access Points (Indoor)	Fortinet FortiAP FAP-231K - Wi-Fi 7 - ceiling mounted	23		
1.	UTP CAT-6 cabling	For connecting APs to Switches	*TBD		
6.	Firewall & license	FortiGate 120G, with 3 years licence	1		
7.	Uninterruptible Power Supply (UPS)	Rackmount Eaton 2.0 KVA UPS with network card	1		
8.	Cabinets	6U Cabinet 9U Cabinet 21U Cabinet	7 1 1		
9.	Fibre cabling	4-core multi-mode (OM2/OM3)	*TBD		
10.	Radio Link	AF – 5XHD radios + airFiber X (AF-5G30-S45) Antennas	2 + 4		

TABLE 3: LOT 3 – MALUTI ADVENTIST COLLEGE OF NURSING (Mapoteng)					
ITEM #	**ITEM**	**ITEM DESCRIPTION**	**QUANTITY**	**BIDDER'S PROPOSED ITEM DESCRIPTION**	**PART NUMBER**
1.	48-Port PoE Access Switch	Fortinet FortiSwitch 148F-FPOE	1		
2.	24-Port PoE Access Switch	Fortinet FortiSwitch 124F-FPOE	3		
3.	8-Port PoE Access Switch	Fortnet FortiSwitch 108F-FPOE	3		
4.	Access Points (Outdoor)	Fortinet FortiAP FAP-234G - Wi-Fi 6E - wall-pole mounted	3		
5.	Access points (indoors)	Fortinet FortiAP FAP-231K - Wi-Fi 7 - ceiling mounted	13		
6.	Cabling CAT 6	For connecting APs to Switches	*TBD		
7.	Firewall & license	Fortigate 120G, with 3 years licence	1		
8.	Uninterruptible Power Supply (UPS)	Rackmount Eaton 2.0 KVA UPS with network card	1		
9.	Cabinets	9U Cabinet 6U Cabinet 21 U Cabinet	1 2 1		
10.	Fibre cabling	4-core multi-mode (OM2/OM3)	*TBD		

5. CONDITIONS

Tender submissions must meet all the conditions indicated below, failure to comply with conditions 5.1 (a) to 5.1 (c) will lead to disqualification of the tender submission:

5.1 Specific terms and conditions

a) Valid Tax Clearance Certificate.
b) Valid Business Registration Documents.
c) Bidders shall attend a MANDATORY site visit at the above-mentioned institutions. Failure to attend the mandatory site visit for a particular LOT shall result in disqualification of the bidder`s proposal for that LOT.
d) The bidder shall submit curriculum vitae (CV) of minimum of three (3) key personnel that have relevant experience, technical knowledge and project management skills.
e) Company Profile – the company or firm must submit its profile.
f) The proposal shall include three (3) reference letters where similar assignments were undertaken.
g) The bidder must demonstrate financial capability to undertake the task by providing the banker's reference confirming the bidder's financial liquidity equivalent to bid amount.
h) For the supply of network equipment, the bidder shall provide a certificate or letter, dated not earlier than 31 October 2025, from manufacturers as proof of the bidder's authorized partnership and / or agreement. If not a partner, the bidder shall provide assurance from a credible distributor vouching to provide warranty on their behalf.

NB: The above documents must form part of the technical proposal document of the tender.

5.2 General terms and conditions

a) Lesotho laws SHALL be applicable.
b) The financial proposal shall clearly state the tender price in Lesotho Loti (LSL) for each LOT, inclusive of VAT where applicable.
c) All bidders must note that the LCA shall make payment by milestones. A retention of 10% of the total project cost shall apply, which will be payable after expiry of the standard defects' liability period of one year.
d) The financial proposal must be valid for at least 90 working days from the submission deadline.

e) Late submissions shall not be accepted.
f) LCA will contact the successful bidder only. If you are not contacted within 90 working days from the date of submission, please consider your submission unsuccessful. The results of the evaluation and awarding will be posted on LCA's website.

5.3 LCA's Rights

a) This Request for Proposal (RFP) does not commit LCA to pay for any expenses incurred by the bidder in the preparation of responses to this invitation or for attending mandatory site visits.
b) LCA reserves the right to accept or reject any response to this RFP.
c) LCA reserves the right to cancel or withdraw this RFP as a whole or in part without furnishing any reasons and without attracting any liability.
d) LCA reserves the right to call company representatives to make presentations.
e) LCA shall not be bound to accept the lowest bid price tendered.

6. SUBMISSION FORMAT

Tender submissions must meet all the conditions indicated below, failure to comply with the submission format will lead to disqualification of the tender submission:

6.1 Each "LOT" must be tendered independently.
6.2 The bidder must submit one original and four copies of its tender submission document clearly marked "ORIGINAL" and "COPIES" as appropriate for both technical and financial proposals.
6.3 Technical proposals must be in a separate package from the Financial proposals.
6.4 The package containing the technical proposal must be sealed, clearly marked "TECHNICAL PROPOSAL", and the package containing the financial proposal must be sealed, clearly marked "FINANCIAL PROPOSAL".
6.5 The technical proposal should NOT include any financial information.
6.6 Both packages (technical & financial) must be placed in one outer package clearly marked "PROVISION AND INSTALLATION OF NETWORK EQUIPMENT FOR WI-FI PROJECT – LOT NUMBER – Institution's Name" specifying the LOT number and institution's name. For example, ***"Provision and Installation of Network Equipment for Wi-Fi Project – LOT 1 - LCE".***
6.7 All bids shall be physically delivered to the address provided in section 7. Neither electronic nor late submissions will be accepted.

7. TIME FRAMES AND OTHER DETAILS

Any request for clarification on the RFP must be addressed in writing to the Chief Financial Officer at **admin@lca.org.ls** at least five days prior to the deadline.

MANDATORY site visits will be held on the following dates and times at the specified tertiary institutions.

Institution	Date	Time
LCE (Thaba-Tseka) – LOT 1	11/11/2026	11:30 AM
Lerotholi Polytechnic (Matsieng) – LOT 2	12/11/2026	10:00 AM
Maluti College of Nursing (Mapoteng)– LOT 3	13/11/2026	10:00 AM
Note: 1. Registrations will start 20 minutes before each site visit time and close at 1 minute before the respective site visit time shown above. 2. All interested bidders must bring company ID or a letter confirming that they are authorised to represent the company. Failure to produce such document shall lead to disqualification.		

7.1 Interested bidders shall organise their own transport during the sites visit.

7.2 The tenders must be submitted in the tender box located at the reception on the 1st Floor, LCA building, 30 Princess Margaret Road, Old Europa, Maseru, Lesotho on or before Monday, 30th November 2026 at 11:00 hours. Late submissions will **NOT** be accepted.

7.3 Opening of bid documents will be on Monday, 30th November 2026 at 11:15 hours at LCA premises.

7.4 Interested bidders are invited for the bid opening and only one representative from the bidder will be allowed to attend.

7.5 The preferred bidder will be informed in writing and invited for contract negotiations.

8. BIDS SUBMISSION

All submissions must be delivered and addressed to:

The Chief Financial Officer
1st Floor Lesotho Communications Authority Building
30 Princess Margaret Road, Old Europa
P. O. Box 15896
Maseru, LESOTHO.

Annex 1: Detailed minimum requirements for each Institution

Table A1: LCE- Thaba Tseka

Building	Area / Office	New needs	Repairs needed	Remarks
Residents Blocks	Block 1	2 AP (indoor)		
	Block 2	8-port switch	Pull fibre from server room	Fibre link required
		6U rack		
		2AP (indoor)		
	Block 3	2 AP (indoor)		
Ha Nthane Block	Offices wing	1 AP (indoor)		
		8-port switch	Links to the server room	Microwave or fibre options
		6U cabinet		
	Classrooms wing	1 AP (indoor)		
Science Block	Labs & Office	2 AP (indoor)		
		6U rack		Covers two labs and office
		8-port switch		
Multipurpose Hall	Hall	1 AP (indoor)		Covers internal hall
Lecture Offices Block		Firewall		
	Server room	UPS	Houses main server room	
		15U cabinet		
		24-port switch		
Refectory Hall	Hall	1 AP (indoor)		
		1 AP(Outdoor)		
Lecture Rooms Blocks		2 AP (indoor)		
	Classrooms	8-port switch		Provide coverage for the lecture rooms block and adjacent lecture cabins
		6U cabinet		

Table A2: Maluti Adventist – Mapoteng

Building	Area / Office	New needs	Repairs needed	Remarks
Female Residence	Dining Hall	4 AP (indoor)		2 each floor
		1 AP (indoor)		To cover the dining hall
		24-port switch		
		9-U rack		
		UPS		
		Firewall		
Skills lab	Termination room	8-port switch		
		6U rack		
	Hallway	1 AP (indoor)		To be relocated to the hallway / corridor from the termination room
Admin block	Reception area	2 AP (indoor)		to cover both right and left wings
		24-port switch		
Multipurpose Hall	Hall	1 AP (indoor)		Covers internal hall, pulled from any of the nearby switches
Old classes / hall block	Chaplain office	8-port switch		Establish connections to the block
	old classes	1 AP (outdoor)		provide coverage to the two classes from outside
	old hall	1 AP (indoor)		cover the hall from the middle
New classes block	Library	1 AP (indoor)		cover both reading areas
	Computer lab	48-port switch		replace the 3 old and dead switches
		21 U rack		To cover both the existing switches and the new ones
		24-port switch		for new and future connections
			All data points	repair and/or rewire
	Classes	1 APs (outdoor)		
Male Residence	Corridor	8-port switch		
		6 U rack		
		2 APs (indoor)		Placed by the corridor, cover all rooms

Table A3: LP – Matsieng

Area / Office	New needs	Repairs needed	Remarks
Admin Block	24-Port PoE Access Switch		To cover corridors and main entrance, 1x bigger class room, 3 x to cover 4 classrooms and 1x Staff room
	5 access points (indoor)		
	Cabinet 6U		
Server room/computer labs	Cabinet 21U		
	Firewall		
	48-Port PoE Access Switch by 2		To cater for the two labs
	24-Port PoE Access Switch		
	Uninterrupted Power Supply (UPS) 2KV		
	1 Access Point (Outdoor)		To cover a seating area,
	2 Access Points (Indoor)		One per lab
Current library / future board room & multi-purpose hall	8-Port PoE Access Switch		To serve current library & hall
	6U Rack		
	1 Access Point(indoor)		To serve the current library
	1 Access point (indoor)		To cover the hall
	1 Access Point (outdoor)		To cover a seating area
Maintenance building	1 Access point(outdoor)		Connected from Admin block
Physics & Chem block	6U rack		
	24-PoE Access switch		To cover Phys/Chem, Soil/Water, Irrigation block and 1 classroom (150)
	1 Access point (Outdoor)		To cover seating area (facing admin Block)
	2 Access Points(indoor)		To cover each classroom
Soil & water block	2 Access point (indoor)	All APs connected from Physics & Chem lab 48 port switch	To cover 2 classrooms
	1 Access point (outdoor)		Facing playground
Classroom (150)	1 access point (indoor)		Connected from 48 port
Irrigation block	Cabinet 6U		Cater for future expansion
	8 PoE Access Switch		

Security block	8-port PoE Access switch		Cater for future expansion
	6U Cabinet		
Future library	-	-	Fibre termination
Kitchen / old female dorms	24-PoE Access Switch		Linked to admin block
	6U cabinet		
	2 x Access points (indoors)		
	1x UPS, 2KVA		
Female dorms	1 access point (outdoor)		
	8- PoE switch		
	6U cabinet		
	Radio link		Linked connected Kitchen
Male dorms	1 access point (outdoor)		
	8- PoE switch		
	6U cabinet		
	Radio link		Linked connected Kitchen