

Constantia Fibre Initiative RFP Response

Section 2



Section 2, part 1

Proposed Start date	May 2015
Period of roll out	18 Months
Proposed live date	July 2015
Proposed live time	100th: 8 months, 1000th: 12 months, 90%: 18 months.
Specification Cable	All underground.
Open Access	Fully open access Layer 2. Octotel will not provide any internet access or VoIP services. We only provide fibre line rental services to ISPs.
Pricing and Quality	1Gbps download, 500Mbps upload.
	R868/month, line rental cost to ISPs, excl VAT.
	Customers can expect to pay around R1400/m (incl VAT) for line rental with internet services included, depending on which ISP they choose.

Section 2, part 1

Pricing and Quality continued	Once-off Connection fee: R2500 InclVAT (standard)
	Once-off Activation fee R1490 InclVAT, includes 4 port network device.
	Initial 24 month contract, month to month after that.
Symmetric Product	GPON: asymmetric 2:1 down:up
Price stability	Any changes will be communicated at least 6 months in advance.
Profitability	Profit making.

Section 2, part 3

Funding	We would need to raise additional funding to complete this project.
QoS	24 hours to fix a fibre fault. General network uptime 99.5%
Redundancy	We only provide Layer 2 services - no internet access services. We will connect to Teraco in Newlands.
Call Centre	8:00 to 20:00, 10 seats, English, self-provisioning portal for ISPs.
Upgrades	Upgrades will be reviewed on a 24 month cycle.
Installation cost	R3990 per home - see pricing section. Town houses and apartments will be a different product offering.
CPE	Calix T072G, 4 x GigE ports. Cost included in the activation fee.
Minimum Uptake	25%
Collection	Customers will receive one monthly invoice from their ISP of choice.

Section 2, part 4

Network architecture	GPON
Service Delivery Platform	Custom platform
Additional services	Community CCTV
DAS	Yes
CCTV	Yes, with uptake of services above 35%.
Control Room	Yes
Coverage	Yes
Wayleave	We use a specialist wayleave consulting firm.
Dependencies and risk	Access builds will only commence once a certain level of commitment is reached in each road.