

SCOPE OF CONSULTANCY SERVICES

INTRODUCTION

As part of the ongoing wastewater construction project in the Governorate of Muscat, Haya Water has constructed a telecommunication duct network in parallel with the sewer lines.

To accommodate telecom apparatus, surface entry chambers have also been constructed.

With the ability to utilize this system, a fibre to the home and fibre to the business project was undertaken to carry a network capable of delivering high speed internet access for voice, data and video traffic. At this stage Haya Water will only deliver fibre with the services being provided by others on a commercial basis.

To assist in the operation of this network, a telecom unit has been set up to cover design, installation and maintenance of the external plant assets.

Haya Water would like to invite experienced fibre providers to support its Telecom Unit Department on issues as indicated in the Scope of Work to ensure efficient and effective performance standard are maintained and to ensure its readiness to be fully operational in the near future.

TELECOM UNIT KEY TASKS

The Telecom Unit has prime responsibilities, relating to the fibre network, namely,

- Planning and design of fibre cable and civils.
- Installation of fibre cable and civils.
- Installation of network accommodation sites.
- Asset management of network sites, external duct and fibre systems.
- Maintenance of all records associated with the asset.
- Identify and trial new products and innovations in the Telecom market.
- Ensure where ever possible Haya Water's telecom products and practices adhere to recognized telecom industry standards.
- Represent Haya Water in relation to any Municipality issues relating to telecommunication construction.

KEY CUSTOMERS

The Telecom unit has a number of potential key customers, both internal and external to Haya Water.

INTERNAL CUSTOMERS

The Telecom Unit will have an internal customer who will be using the fibre optics for monitoring the wastewater system, the Treated Effluent water and possibly interconnecting all the existing Haya Water building to its own fibre optic network.

EXTERNAL CUSTOMERS

The Telecom Unit will work directly or through third parties to deliver managed or point to point fibre. Typically the customers will be fixed line telecom operators in the Sultanate or large corporate entities such as:-

- Municipality
- Defence
- Policing
- Banking
- Education
- Health services

SCOPE OF WORK

1. Validate the existing Financial Model for FTTH and suggest improvement as needed such as enhancing the source of revenues as per the local Market demand.
2. Implement the pricing strategy for leasing and selling dark fibre that is in line with the local and GCC market.
3. Suggest proven experienced operational ideas to ensure effective utilization of the fibre installed.
4. Support implementing the Trial to install the fiber in the sewer in order to measure the impact of such installation with relation to the cost, QHSE, efficiency of the sewer line and any other environmental affects.
5. Support in the Telecom Unit in developing the SLA's that meet the Internal Haya Water, business customers, and the local telecom operators requirements.