

Enquiries: Terence Manzini

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Date: 17 September 2025

**Invitation to all interested entities to form a Strategic Partnership with Broadband Infraco (BBI) for the Commercialization of Broadband Infraco Network Infrastructure and Services for a period of five (5) years.**

## **1. Overview**

The commercialization of Broadband Infraco infrastructure is the considered mechanism to develop frameworks to be utilized to ensure BBI optic fibre network infrastructure, points of presence and provision of high-capacity managed services are fully utilized, commercially available, generate revenue and sustainable. This includes developing and deploying fibre networks for businesses and homes, setting up partnerships with fibre network operators, internet service providers to resell BBI network services, co-invest in opportunities to deploy for optical fibre cables, and implementing commercialisation strategies that focus on the unique benefits of fibre, such as high speed, reliability, and scalability, to meet market demand for digital transformation and connectivity.

## **2. Purpose**

The purpose of this document is to identify strategic business that are willing to partner as reseller/strategic partners in an effort to fully commercialize BBI infrastructure.

## **3. Proposal**

The proposal advocates for a strategic and commercial model that is long-lasting and encompassing all elements that will assist in the commercialization and revenue generation.



#### **4. Terms of reference**

Interested partners are requested to provide a comprehensive proposal that clearly articulate how they will assist BBI in generating commercial revenue in this process, especially in the following areas of interest:

- The current network infrastructure,
- The current points of presence,
- Lattice mast;
- Alien wavelength;
- Dark fibre
- Spectrum partnership
- IECS partnership
- Sourcing of capital infrastructure investment and funding
- Sourcing of grants and loans
- Propose a term sheet framework

#### **5. Gap analysis and areas of collaboration**

The Service Provider should identify areas of collaboration and proposed a viable value proposition for consideration.

#### **6. Infrastructure and services collaboration models**

Infrastructure sharing allows multiple service providers to access and use the same physical and active network assets, reducing the need for costly duplication while expanding coverage to previously underserved areas. By pooling resources and encouraging collaboration, operators can lower deployment costs, optimize spectrum use, and accelerate rollout timelines. More importantly, infrastructure sharing promotes



service-based competition, where providers compete on quality, affordability, and innovation rather than duplicating costly network investments. By adapting this model BBI will recover its cost of built and be able to expand national coverage.

## 7. Timelines

Issue date	:	17 September 2025
Briefing session	:	No briefing session
Closing date for clarifications	:	03 October 2025
Due date for responses	:	10 October 2025
Closing date for submissions	:	17 December 2025 at 12:00 noon.

## 8. How to submit

Interested bidders are required to submit the proposal via email to [terence.manzini@infraco.co.za](mailto:terence.manzini@infraco.co.za)

## 9. Deliverables

Key deliverable documents for a compliant submission;

- Fully completed and signed reseller agreement;
- Comprehensive value proposition on the proposed strategic partnership;
- Valid tax clearance certificate;
- If foreign, provide all the required compliance documents; and
- Regulatory compliance (like Icasa licences, etc)

## 10. Intake

Submission will be evaluated and considered as they come, until the closing date of this invitation.