



Mobile Operators – Technical Tender Writer

Mobile operators spend millions of dollars purchasing products and services for its overall network. Given the variety of products and services in the marketplace, it is important for mobile operators to select the right products and services that. What is the best way to evaluate and gather the right information in the selection process?

Tender writing is time consuming and very specific. Will the technical personnel miss out specific questions or an evaluation criterion? Due to explosive network roll out, mobile operators may not have the expertise needed, the staff available or the general capacity to write a proposal capable of a thorough and proper of a product or service. Such mistakes can cause the wrong selection of products and services, leading to a waste of money and in more serious cases, cause a degrading network performance.

Take for example of RF Repeaters. The market place provides all types of repeaters for different conditions. Repeaters can be band selective or channel selective, and comes with different power output. Sub-components like PA, LNA, filters, attenuators and others will give different parameters in dynamic range, gain, AGC, ALC, delays and others. In addition, repeaters provide options of Frequency Hopping, Interference Cancellation and others. The complexity makes it difficult to assess and select the right repeater for the network.

This is where it pays very well to contract the services of a professional tender writing company such as 5 Bar Coverage. We are experts and are well qualified to manage all or part of the tender writing process related to:

- Repeater Specifications – RF and Optical Based
- Bidirectional Amps & Tower Mounted Boosters
- Passive In-building Design Criteria
- Active In-building Design Criteria
- System Performance Acceptance Test
- Procedures for In-building Systems
- Performance Proof Procedures for 3G In-building Systems



Our scope of works to manage all or part of the tender process includes:

- Specify the right technical specifications of RF components
- Specify the method to evaluate each technical specifications
- Specify the type of information and test results as supporting documents
- Recommending the testing procedures to evaluate products and services
- Perform tender research on products and services
- Preparation of the tender documents
- Evaluation and assessment of tender responses

At 5 Bar Coverage, we take the drama out of tender writing. We can assist you in assessing tender applications and awarding contracts to successful applicants. We understand the key concepts involved in tender writing and we have a knowledge of the assessment and selection process.