



**Government of Samoa**

## **MINISTRY OF COMMUNICATIONS AND INFORMATION TECHNOLOGY**

Level 6, Tui Atua Tupua Tamasese Efi Building, Sogi, Private Bag, Apia, SAMOA

### **REQUEST FOR EXPRESSION OF INTEREST**

#### **Project Coordinator – Samoa Connectivity Project: Terms of Reference**

##### **Background**

Samoa plans to invest in a new, high-capacity submarine cable system to connect to the global Internet with the assistance of the World Bank, the Asian Development Bank and the Australian Government under the proposed Samoa Connectivity Project.

The Government of Samoa has established a Project Steering Committee (PSC), tasked with overseeing the development of this strategic investment which is expected to be implemented through a private-public partnership. Details of the proposed Project/options will be made available to the successful candidate.

The Government is now seeking a Project Coordinator to assist the Steering Committee in developing the collaborative aspects of project design and implementation and taking the project forward. The Australian Government has provided funding for the position through a grant to the Government of Samoa. The Project Coordinator will take direction from and will report primarily to the Chair of the PSC.

##### **Scope of Work**

The Project Coordinator will be required to work closely with the Project's direct stakeholders, World Bank and ADB partners, third country landing parties and commercial partners (where applicable) and manage other technical assistance inputs as needed. The Project Coordinator will be accountable for the successful completion of the Project, and will be supported by a Technical Advisor, Legal Advisor or other short term resources, as needed, to be recruited separately.

The scope of work of the Project Coordinator includes, but is not limited to, the following:

##### **Immediate objectives**

- Work closely with the stakeholders to develop and prioritize a work-plan including a budget to deliver the cable system.
- In close liaison with the PSC establish the ownership, governance and operational arrangements for the collaborative aspects of the cable system, and the Cable management entity..

##### **Medium/longer term objectives**

- Upon the advice of the Technical Assistance resource lead the timely selection of the optimal cable route for the cable system and landing points
- Prepare a detailed financial analysis for the routes under consideration—drawing on analytical work already undertaken in preparation for this project
- Lead the finalisation of the financing plan for the project and obtaining stakeholder approval for its investment
- Prepare a detailed business plan for the project which will include the commercial and operational arrangements for the joint aspects of the cable system
- Participate as required in discussions with development partners and potential investment partners.  
Utilising the independent legal advisory consultancy provided and in close liaison with the PSC actively contribute to the selection of an appropriate institutional structure for the cable system

- Provide assistance as needed to the environmental and social safeguards consultants & ensure timely completion of the environmental and social safeguards documentation required for Project approval
- Assist stakeholders with information for public consultations
- Assist the PSC in undertaking negotiations for any necessary land usage agreement for beach-manhole sites and cable backhaul
- Assist the PSC in connection with licensing and regulatory matters in relation to international landing station requirements, to secure any necessary licence(s) that meet both regulatory and funding parties requirements
- Assist the PSC in completing necessary landing party agreements (LPAs)
- Review and endorse technical design and bidding documents for all aspect of the cable, landing stations, terminating equipment and all associated works.
- Lead the tendering process and the placement of supply contracts for the route survey and supply and installation of all components of the cable system
- Oversee the management of the selected system supplier to ensure that the system is implemented to specifications and on time
- Provide the PSC and other relevant stakeholders with regular and clear project progress reports .

### **The Candidate**

Candidates should have at least 15 years of relevant experience in delivering major telecommunication infrastructure projects. The successful candidate will be required to demonstrate:

- Start-up business experience at a senior managerial level, e.g., COO or CEO, in telecommunications
- Experience in setting up a cable entity or company
- Experience in starting and managing a submarine cable project
- Sound knowledge of the telecommunications industry and its likely trends; demonstrated abilities in managing all aspects of a company together with financial control and evidence of entrepreneurial drive
- Demonstrated ability to work successfully with stakeholders, including governments, regulatory bodies, international funding agencies, investment banks, wholesale customers and local communities is preferable
- Demonstrated team leadership attributes with excellent interpersonal, written and verbal communication skills

Previous experience with public sector managed infrastructure financing projects would be an advantage.

Knowledge of the Pacific region and/or other small island developing economies would be an advantage.

### **The term of engagement will be two (2) years with an option for a one year extension**

The Ministry of Communications and Information Technology now invites eligible individuals to express their interest in providing the above services. Interested individuals must provide information indicating that they are qualified to perform the services, along with their CVs.

Expressions of interest must be delivered to the address below by **4.00pm Friday 1<sup>st</sup> August, 2014.**

**Hon Tuisugaletauā Aliimalemanu Sofara Aveau  
Minister of Communications and Chairman of Project Steering Committee  
Level 4 FMFM II Government Building, Beach Road  
Private Mail Bag  
Apia  
SAMOA**

For more information or further clarification please contact:

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