

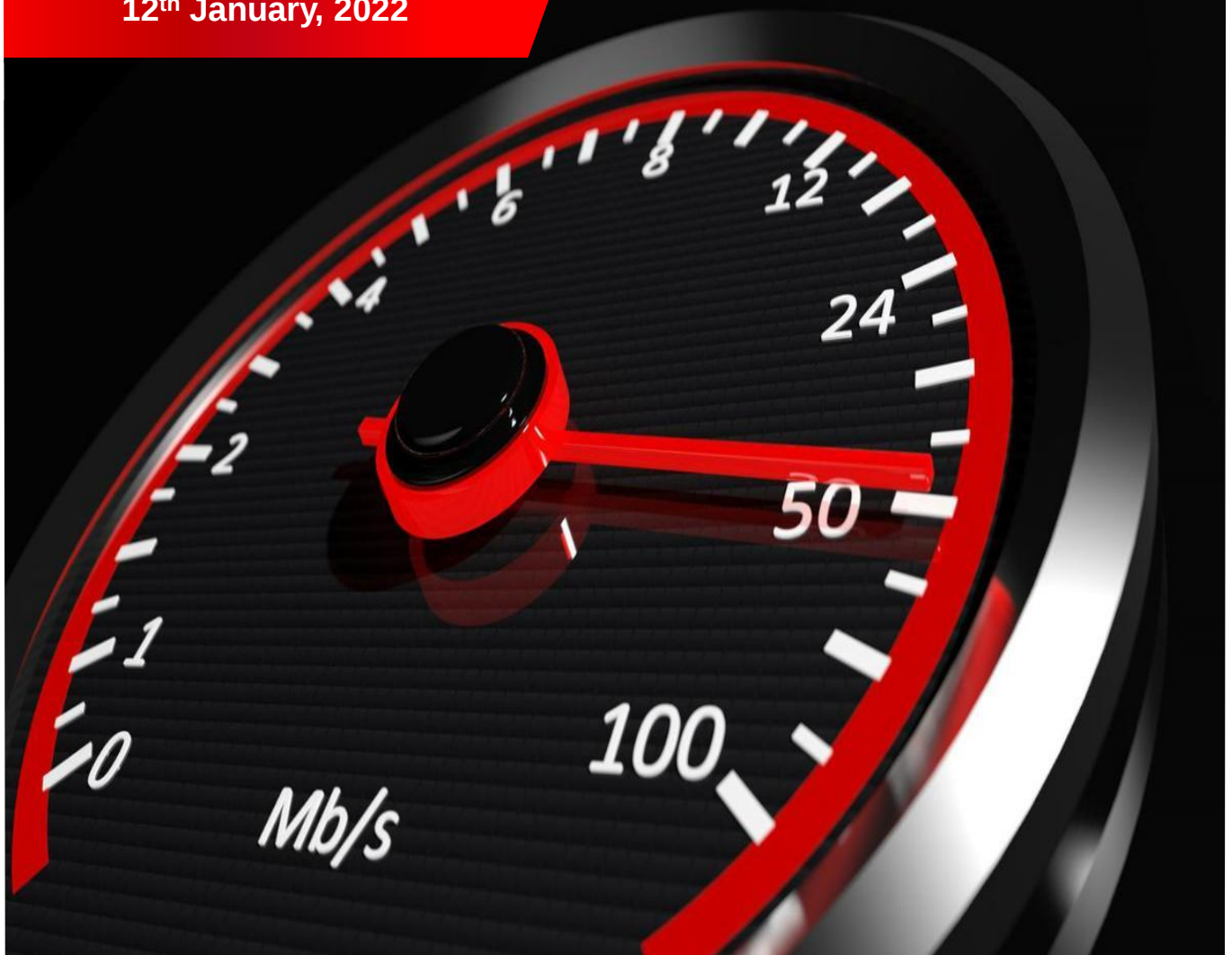


Airtel Broadband

Quotation for the Provision of
Internet Services

Malawi Internet Services
Providers Association

12th January, 2022



12/01/22



Ref: Quotation for INTERNET Services

Dear Sir,
Chairperson, MISPA, Attn: Dr Paulos B. Nyirenda,
Malawi Internet Service Providers Association - MISPA,
C/o Malawi SDNP, Room 21, Polytechnic Road, P.O. Box 31762,
Chichiri, Blantyre 3, Malawi
Cell: +265-(0)-888-824787, Email: mispa-chair@mix.mw

We have the pleasure of submitting our quotation for a Dedicated 100Mbps High Speed Internet as requested. The current quotation is for the provision of uncontended 100Mbps Internet connection to MISPA, Blantyre.

Please note, you can contact our NOC (**Network Observation Centre**) on the numbers below, if you experience any problems with your internet connection provided by **AIRTEL**.

- +265 9999 70 080 (24/7)
- 1st Escalation +265 9999 59 480 (McDonald M'bwana)
- 2nd Escalation +265 9999 89 701 (Geof Chirwa)
- 3rd Escalation +265 9999 89 002 (Limbani Ngoma)

Email: airtel.broadband@mw.airtel.com

Details	Locations	Unit Price per Mbps	Total
Cache Fill Internet Connection - MISPA 100Mbps Transit	1	MWK 39, 500	MWK 3, 950, 000
Installation (Once off)	1	FREE	FREE
1;1 Internet Connection Full Duplex Unlimited 99.85% Availability			
Total		Sub Total Excise Duty 10% VAT 16.5%	MWK 3, 950, 000 (Per Month) MWK 395, 000 MWK 716, 925
			MWK 5, 061, 925 (Monthly)

All Local Applicable Taxes Included

12/01/22



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Chichiri, Blantyre 3, Malawi
Cell: +265-(0)-888-824787, Email: mispa-chair@mix.mw

We have the pleasure of submitting our quotation for a Dedicated 200Mbps High Speed Internet as requested. The current quotation is for the provision of uncontended 200Mbps Internet connection to MISPA, Blantyre.

Please note, you can contact our NOC (**Network Observation Centre**) on the numbers below, if you experience any problems with your internet connection provided by **AIRTEL**.

- +265 9999 70 080 (24/7)
- 1st Escalation +265 9999 59 480 (McDonald M'bwana)
- 2nd Escalation +265 9999 89 701 (Geof Chirwa)
- 3rd Escalation +265 9999 89 002 (Limbani Ngoma)

Email: airtel.broadband@mw.airtel.com

Details	Locations	Unit Price per Mbps	Total
Cache Fill Internet Connection - MISPA 200Mbps Transit	1	MWK 31, 600	MWK 6, 320, 000
Installation (Once off)	1	FREE	FREE
1;1 Internet Connection Full Duplex Unlimited 99.85% Availability			
Total		Sub Total Excise Duty 10% VAT 16.5%	MWK 6, 320, 000 (Per Month) MWK 632, 000 MWK 1, 147, 080
			MWK 8, 099, 080 (Monthly)

All Local Applicable Taxes Included

12/01/22



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Chairperson, MISPA, Attn: Dr Paulos B. Nyirenda,
Malawi Internet Service Providers Association - MISPA,
C/o Malawi SDNP, Room 21, Polytechnic Road, P.O. Box 31762,
Chichiri, Blantyre 3, Malawi
Cell: +265-(0)-888-824787, Email: mispa-chair@mix.mw

We have the pleasure of submitting our quotation for a Dedicated 250Mbps High Speed Internet as requested. The current quotation is for the provision of uncontended 250Mbps Internet connection to MISPA, Blantyre.

Please note, you can contact our NOC (**Network Observation Centre**) on the numbers below, if you experience any problems with your internet connection provided by **AIRTEL**.

- +265 9999 70 080 (24/7)
- 1st Escalation +265 9999 59 480 (McDonald M'bwana)
- 2nd Escalation +265 9999 89 701 (Geof Chirwa)
- 3rd Escalation +265 9999 89 002 (Limbani Ngoma)

Email: airtel.broadband@mw.airtel.com

Details	Locations	Unit Price per Mbps	Total
Cache Fill Internet Connection - MISPA 250Mbps Transit	1	MWK 31, 600	MWK 7, 900, 000
Installation (Once off)	1	FREE	FREE
1;1 Internet Connection Full Duplex Unlimited 99.85% Availability			
Total		Sub Total Excise Duty 10% VAT 16.5%	MWK 7, 900, 000 (Per Month) MWK 790, 000 MWK 1, 433, 850
			MWK 10, 123, 850 (Monthly)

All Local Applicable Taxes Included

1.0 Airtel Malawi - Key Contacts

Business & Sales Support Contacts			
Name	Designation	Contact Number	Email Address
McDonald M'bwana	Key Account Manager	0999 959 480	McDonald1.Mbwana@mw.airtel.com
Samuel Sande	Corporate Sales Manager - South	0999 989 937	Samuel.Sande@mw.airtel.com
Dickson Daelo	Broadband & B2B Products Manager - South	0999 989 328	Dickson.Daelo@mw.airtel.com
Angela Kayange	Revenue Planning Manager	0999 959 159	Angella.Chimwaza@mw.airtel.com
Stella Hara	Enterprise Director	0999 989 190	Stella.Hara@mw.airtel.com

1.1 Contacts Specifications

Technical Support Contacts			
Name	Designation	Contact Number	Email Address
Enterprise Hotline	NOC Support Center	0999 970 080	airtel.broadband@mw.airtel.com
Roy Ngudeyi	NOC Supervisor	0999 975 714	a_roy.ngudeyi@mw.airtel.com
Geof Chirwa	Head - Network Planning & Operations	0999 989 701	Geofrey.Chirwa@mw.airtel.com
Limani Ngoma	Broadband & B2B Products	0999 989 002	Limani.Ngoma@mw.airtel.com
Dickson Daelo	Broadband & B2B Products Manager - South	0999 989 328	Dickson.Daelo@mw.airtel.com
Mphatso Manda	Network Director	0999 989 930	Mphatso.Manda@mw.airtel.com

NB: Please note that Support Service is 24/7 and a monitoring URL and utilization graphs are shared on a weekly interval and also available on request.

2.0 Airtel Broadband Reference Contacts

Reference Customers			
Name	Organization	Contact Number	Email Address
Herrings Mkwara	Elizabeth Glaser	0999 732 261	hmkwara@pedaids.org
Felix Jeremiah	Farmers World	0999 675 035	felix.jeremiah@farmersworld.net
Bestone Kasoloka	National Bank of Malawi	0999 707 808	bkasoloka@natbankmw.com



Thank You