



**THE FASTEST
HOME INTERNET
IN ARMENIA**

"Ucom" CJSC

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Ucom CJSC

**Procurement of 5G Wi-Fi Mobile Hotspot Cat6 device;
5G Wi-Fi Mobile broadband Cat6 router**

RFP



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Yerevan, 22.07.2025

REPUBLIC OF ARMENIA

Request for Proposal (RFP)

Ucom CJSC

Procurement of 5G Wi-Fi Mobile Hotspot Cat6 device; 5G Wi-Fi Mobile broadband Cat6 router

RFP No: UC – 253138

1. General Conditions

1.1 Introduction

Ucom CJSC is a broadband service provider company in Armenia, holding licenses for voice, international gateway, and internet services. We are a major player in the Armenian telecommunications market, offering both fixed and mobile services.

This document comprises Ucom CJSC and appears as a Request for Proposal (RFP) for the Procurement of **5G Wi-Fi Mobile Hotspot Cat6 device and 5G Wi-Fi Mobile broadband Cat6 router**, of a forecasted quantity of **10,000 units of each type, within a 3-year supply contract, with an opportunity for prolongation**. The first Purchase Order (PO) for **3,500 units** of each type will be placed immediately after the supply contract is signed between companies, with an **expected delivery date in May 2026**.

Ucom CJSC hereby expresses its intention to enter into a contractual agreement for the procurement of 5G Wi-Fi routers with specified technical specifications and customization, subject to mutual agreement and the terms specified in this RFP.

1.2 Requirements

- The successful bidder is expected to supply customized 2 devices described in the technical requirements specified in **Appendix 1** (incl. customization part as well).
- All devices supported by the Supplier should be newly manufactured.
- The required standard delivery period, including production and customization, should be no more than **150 calendar days** starting from contract signing and order placement date.
- The Supplier shall ship the devices based on the **following delivery terms**: Incoterms DAP in Yerevan, Armenia (*It's preferable to receive orders by sea shipment, due to low prices*), or Incoterms Ex Works (seller's factory or warehouse).
- The Supplier shall provide support services, for its system (like a firmware update, a firmware version), the supporting documentation, including user manuals in the English or Russian languages, for its device.
- The Supplier shall provide a minimum **12-month "factory" warranty**, through the SWAP quantity (to exchange one device for another) or in its authorized Service Centre, starting from the date of the signed final acceptance act of the goods.



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- Along with the Commercial proposal, the Armenian internal companies or distributors (resellers) must complete and provide us with the document of ***"Declaration for Partner or Candidates"*** in signed and sealed form.

1.3 Qualification Criteria

The supplier and its manufacturer shall meet the following criteria(s):

- **If the Supplier is a manufacturer**, then the experience in manufacturing goods of a similar nature and complexity must be at least 5 (five) years.
- **If the supplier is not a manufacturer**, then the Bidder shall provide evidence of being duly authorized by a manufacturer based on the below Manufacturer's Authorization Form /appendix 2/.

1.4 Price Proposal - It should be prepared using form of **Appendix 3** specifying words and figure, as well as the various amounts and the respective currencies. Proposals must be made based on shipping terms: Incoterms DAP Armenia or Incoterms Ex Works.

2. Other requirements

- 2.1** By submission of documentary evidence in its proposal, the Bidder must establish to the Purchaser's satisfaction:
- 2.2** Authorized representatives of the eligible bidder shall be entitled to request clarifications regarding all of the RFP documents by submitting requests by e-mails to: **Mr. Hmayak Yezekyan** (hmayak.yezekyan@ucom.am) and **Mr. Armen Mikayelyan** (armen.mikayelyan@ucom.am).
- 2.3** At any time prior to the deadline for submission of proposals, Ucom may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Bidder, amend the RFP, cancel the RFP process, veto any, by Supplier, proposed assigned team member(s) in Supplier's team. The request for clarification and the response shall be in writing.
- 2.4** The Supplier shall bear all its costs for the tendering and RFP process. Ucom shall under no circumstance be liable for any cost for Supplier's tendering process, regardless of whether or not the Supplier is selected.
- 2.5** The proposal prepared by the Bidder and all correspondence, documents, descriptions, and instructions related to the proposal exchanged by the Bidder and Ucom shall be written in Armenian or English.
- 2.6 Sample Submission for Testing Purposes:** During the proposal's evaluation period, the company Ucom will request router sample(s) for testing and analyses, which should be provided in the agreed timing (but no longer than 10 working days). The purpose of this requirement is to ensure that the offered solution meets the stated requirements and standards outlined in this RFP. The Supplier shall bear the cost of the sample(s) provided.
- 2.7** The Bidders shall submit their proposals electronically to **Mr. Hmayak Yezekyan** (hmayak.yezekyan@ucom.am) and **Mr. Armen Mikayelyan** (armen.mikayelyan@ucom.am), **not later than August 5 of 2025 year, 18:00 (Armenia time)**, and the letter **should be clearly marked RFP No: UC-253138. Later bids will be rejected by the Purchaser.**
- 2.8** Proposals shall remain valid, at a minimum of 60 (sixty) days after the deadline date for proposal submission prescribed by the Purchaser. A proposal valid for a shorter period may be rejected by the Purchaser as non-responsive.



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- 2.9** For evaluation and comparison purposes, the Purchaser shall convert all proposal prices expressed in various currencies and amounts into a single currency AMD, using the selling exchange rate established by the Central Bank of Armenia on the Proposals opening date.
- 2.10** The Purchaser shall award the Contract to the Bidder whose bid has been determined to be the lowest evaluated bid and is substantially responsive to the bidding documents, provided further that the Bidder is determined to be qualified to perform the Contract satisfactorily. Other Contract points will be negotiable between the parties.

This RFP and other related documents (as well as the communication) included are strictly confidential, the "Receiving Party" shall keep confidential and shall not, divulge to any third party any documents, data, or other information. Failure of the Bidder to comply with the request may result in the rejection of its Proposal and further cooperation.

Notwithstanding the above point, the Receiver may furnish Confidential Information of this RFP: (i) to its support service suppliers and their subcontractors and its subcontractor to the extent reasonably required for them to perform their work under their contracts; in which event the Receiving Party shall ensure that the person to whom it furnishes Confidential Information of the Disclosing Party is aware of and abides by the Receiving Party's obligations under this point as if that person were party to the Contract in place of the Receiving Party.



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Appendix 1

Technical Requirements 1

Project Name: U!Fi Mobile broadband 5G Mi-Fi device			Remarks
B2B and B2C segment		X	required (must have)
		O	optional (desirable)
Wi-Fi			
WiFi standards	IEEE 802.11 b/g/n/	X	
Throughput	2.4 GHz up to 300Mbps	X	
MIMO mode	2x2 MIMO	X	
bandwidth	2.4 ghz-40MHz	X	
WiFi transmission power 2.4 Ghz	20- 24 dBm	X	
MU-MIMO	MU-MIMO support	O	
WiFi Encryption	WPA/WPA2	X	
Mobile connection			
MIMO scheme support	2x2 MIMO	X	
	4x4MIMO	X	
	MU-MIMO	X	
Carrier aggregation support	Carrier Aggregation support 2CC , 3CC	X	please provide compatiple bands
modulation UL		X	please add the value
modulation DL		X	please add the value
EN-DC Support	Support for E-UTRA New Radio Dual Connectivity, for combining 4G LTE and 5G NR	X	please provide compatiple bands
External Antennas	Support for detachable/external antennas	O	
Antenna Gain	Gain of external antennas for better reception, for LTE/5G antennas	X	please provide gain
BAND 5G FDD	NSA B1/B3/B7/B20 (2100/1800/2600/800 MHz)	X	
BAND 4G FDD	B1/B3/B7/B20 (2100/1800/2600/800 MHz)	X	
BAND 3G	DC-HSPA+/HSPA/UMTS:B1/B8 (2100/900 MHz)	X	
DC HSPA	DC-HSPA+ : DL 42 Mbps, UL 5.76 Mbps	X	
	HSPA+ : DL 21 Mbps (64QAM), UL 5.76 Mbps	X	
	HSPA : DL 14.4 Mbps, UL 5.76 Mbps	X	
Category		X	Please mention your category
4G UL throughput	50Mb/s	X	
4G DL throughput	300Mb/s	X	
5G UL throughput		X	please add the value
5G DL throughput		X	please add the value
Connection type			
Internet connection type	Automatic IPv4 (DHCP), Static IPv4	X	
NAT Forwarding	Port Forwarding	O	
Ports			
USB	USB Support	X	



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Buttons and indicators			
Power	to power on or off	X	
Reset	reset to the default settings	X	
WPS	to connect by WPS	O	
WLAN	to enable or disable WLAN function	O	
Signal strength indicator	Light indicators	O	
WLAN, Power & Wi-Fi indicators	Light indicator	X	
Language Supported			
Language Supported	English	X	
Management			
Management	Web	X	
	App (IOS and Android)	X	
Power adapter			
Switching power supply		X	
Input voltage	110-240V	X	
Input frequency	50Hz-60Hz	X	
Input plug	Euro plug, CE Europe	X	
Output Voltage	11,4 VDC -12.4VDC	X	
Output max current			
Battery	up to 7-8 hours work	X	
Length of power cord	min 1,5 m	O	
Packing list, qty			
Mobile Wi-Fi Unit	1	X	
Power Adapter	1	X	
User manual, English	1	X	
USB	1	X	
Branding		O	
Others (Commercial terms)			
Warranty	SWAP quantity or Service center	X	
Order			
Minimal order quantity	2000	O	
Support, during the expected contract period			
Software support	Firmware bug fixes, security patches in a form of new firmware releases	X	



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Customization Requirements Mi-Fi device

Group Settings	Settings Name	Value
Wi-Fi	SSID#	Ucom-xxxx*
	Encryption Type	WPA/WPA2 PSK
	802.11 Standard	b/g/n
	Channel	Auto
	Region	EU/RU
	Password	8 character long password must be unique and contain uppercase and lowercase latin letters and numbers. Example – 8vy4TR7o

***Last 4 digits of MAC
address
A sticker with SSID and
Password information
should be placed on a back
of a device**

Technical Requirements 2

Project Name: U!Home Mobile broadband 5G Wi-Fi Router			Remarks
B2B and B2C segment		X	required (must have)
		O	optional (desirable)
Wi-Fi			
WiFi standards	IEEE 802.11 b/g/n/ac 5 GHz	X	
	IEEE 802.11 b/g/n/ 2.4 GHz	X	
	IEEE 802.11 b/g/n/a/ac/ax 5 GHz and 2.4GHz	O	
Wi-Fi 2.4 GHz		X	
Throughput	2.4 GHz up to 300Mbps	X	
MIMO mode	2x2 MIMO	X	
bandwidth	2.4 ghz-40MHz	X	
Wi-Fi 2.4 GHz internal antenna gain	3-5 dBi	X	
WiFi transmission power 2.4 Ghz	20- 24 dBm	X	
Wi-Fi 5 GHz AC		X	
	5 GHz up to 867 Mbps	X	
	2x2 MIMO	X	
	5 ghz-80MHz	X	
	3-5 dBi	O	
	20- 22 dBm	O	
Wi-Fi 5 GHz AX		O	



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MU-MIMO Easy Mesh WiFi Encryption	5 GHz up to 2400 Mbps	x	
	2x2 MIMO	x	
	5 ghz-160MHz	x	
	3-5 dBi	o	
	20- 22 dBm	o	
	MU-MIMO support	o	
	Easy Mesh Support	o	
	WPA/WPA2	x	
	WPA 3	o	
Mobile connection			
MIMO scheme support	2x2 MIMO	x	
	4x4MIMO	x	
	MU-MIMO	x	
Carrier aggregation support	Carrier Aggregation support 2CC , 3CC	x	please provide compatible bands
modulation UL	16 QAM	x	
modulation DL	64 QAM	x	
EN-DC Support	Support for E-UTRA New Radio Dual Connectivity, for combining 4G LTE and 5G NR	x	please provide compatible bands
External Antennas	Support for detachable/external antennas	o	
Antenna Gain	Gain of external antennas for better reception, for LTE/5G antennas	x	please provide gain
BAND 5G FDD	NSA B1/B3/B7/B20 (2100/1800/2600/800 MHz)	x	
BAND 4G FDD	B1/B3/B7/B20 (2100/1800/2600/800 MHz)	x	
BAND 3G	DC-HSPA+/HSPA/UMTS:B1/B8 (2100/900 MHz)	x	
DC HSPA	DC-HSPA+ : DL 42 Mbps, UL 5.76 Mbps	x	
	HSPA+ : DL 21 Mbps (64QAM), UL 5.76 Mbps	x	
	HSPA : DL 14.4 Mbps, UL 5.76 Mbps	x	
Category	3GPP Release 11 with LTE CAT 6, 3GPP Release 16 with 5G	x	
4G UL throughput	50Mb/s	x	
4G DL throughput	300Mb/s	x	
5G UL throughput	up to 1Gb/s	x	
5G DL throughput	up to 2.5Gb/s	x	
Connection type			
Internet connection type	Automatic IPv4 (DHCP), Static IPv4	x	
NAT Forwarding	Port Forwarding	x	
Ports			
LAN Ports	2x 100 Mb/s LAN Ports	x	
	4x 100 Mb/s LAN Ports	o	
WAN Ports	1x 100 Mb/s LAN Port	o	
USB	USB Support	o	
Buttons and indicators			
Power	to power on or off	x	
Reset	reset to the default settings	x	
WPS	to connect by WPS	o	

WLAN	to enable or disable WLAN function	O	
Signal strength indicator	Light indicators	X	
WLAN, Power & Wi-Fi indicators	Light indicator	X	
Language Supported			
Language Supported	English	X	
Language Supported	Russian	O	
Management			
Management	Web	X	
	App (IOS and Android)	X	
	Support of TR-069	O	
Power adapter			
Switching power supply		X	
Input voltage	110-240V	X	
Input frequency	50Hz-60Hz	X	
Max. input current			
Input plug	Euro plug, CE Europe	X	
Output Voltage	11,4 VDC -12.4VDC	X	
Output max current			
Dimensions XxYxZ (mm)			
Weight			
Length of power cord	min 1,5 m	X	
Packing list, qty			
Router	1	X	
Power Adapter	1	X	
User manual, English	1	X	
USB, LAN cable	1, CAT 5, UTP, 1.5m	X	
Branding	No Branding	X	
Others (Commercial terms)			
Warranty	SWAP quantity or Service center	X	
Order			
Minimal order quantity	2000		
Support, during the expected contract period			
Software support	Firmware bug fixes, security patches in a form of new firmware releases	X	



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Customization Requirements u!Home device

Group Settings	Settings Name	Value
Wi-Fi 2.4 Ghz	<i>SSID#1</i>	Ucom-2.4G_xxxx*
	<i>Encryption Type</i>	WPA/WPA2 PSK
	<i>802.11 Standard</i>	b/g/n/ac/ax or b/g/n in a case of Wi-Fi 5 router.
	<i>Channel</i>	Auto
	<i>Region</i>	EU/RU
	<i>Password</i>	8 character long password must be unique and contain uppercase and lowercase latin letters and numbers. Example – 8vy4TR7o
Wi-Fi 5 Ghz	<i>SSID#2</i>	Ucom-5G_xxxx*
	<i>Encryption Type</i>	WPA/WPA2 PSK
	<i>802.11 Standard</i>	b/g/n/ac/ax or b/g/n/ac in a case of Wi-Fi 5 router.
	<i>Channel</i>	36
	<i>Region</i>	EU/RU
	<i>Password</i>	8 character long password must be unique and contain uppercase and lowercase latin letters and numbers. Example – 8vy4TR7o
SIM Lock		Optional

*Last 4 digits of MAC address



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Appendix 2

Manufacturer's Authorization

[The Bidder shall require the Manufacturer to fill in this Form in accordance with the instructions indicated. This letter of authorization should be on the letterhead of the Manufacturer and should be signed by a person with the proper authority to sign documents that are binding on the Manufacturer. The Bidder shall include it in its bid]

Date: *[insert date (as day, month and year) of Bid Submission]*

RFP No: UC – 253138:

To: Ucom CJSC

WHEREAS

We *[insert complete name of Manufacturer]*, who are official manufacturers of *[insert type of goods manufactured]*, having factories at *[insert full address of Manufacturer's factories]*, do hereby authorize *[insert complete name of Bidder]* to submit a bid the purpose of which is to provide the following Goods, manufactured by us *[insert name and or brief description of the Goods]*, and to subsequently negotiate and sign the Contract.

We hereby extend our full guarantee and warranty in accordance with RFP requirements, with respect to the Goods offered by the above firm.

Signed: *[insert signature(s) of authorized representative(s) of the Manufacturer]*

Name: *[insert complete name(s) of authorized representative(s) of the Manufacturer]*

Title: *[insert title]*

Dated on _____ day of _____, _____ *[insert date of signing]*



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Appendix 3

Price Proposal

We offer for delivery in accordance with the tender documentation and delivery schedules specified in the request for proposals, the following goods

Date of this Proposal submission: *[insert date of the Proposal submission]*

RFP No.: UC-253138

To: Ucom CJSC

- (a) **Conformity:** We offer for delivery in accordance with the tender documentation and delivery schedules specified in the request for proposals, the following goods: 5G Wi-Fi Mobile Hotspot Cat6 device; 5G W-Fi Mobile broadband Cat6 router.
- (b) **The unit price is:** *[insert the unit price of the Proposal in words and figures, indicating the various amounts and the respective currencies];* excluding any discounts offered in item.
The Total price is: *[insert the total price of the Proposal in words and figures, indicating the various amounts and the respective currencies].*
- (c) **Validity:** Proposal shall be valid for **60 days**, and it shall remain binding upon us and may be accepted at any time before the expiration of that period;

Name of the Bidder/company: **[insert complete name of the Bidder]*

Name of the person duly authorized to sign the Proposal on behalf of the Bidder: **[insert complete name of person duly authorized to sign the Proposal]*

Title of the person signing the Proposal: *[insert complete title of the person signing the Proposal]*

Signature of the person named above: *[insert signature of person whose name and capacity are shown above]*

Date signed *[insert date of signing]* **day of** *[insert month]*, *[insert year]*

*: Person signing the Proposal shall have the power of attorney given by the Bidder. The power of attorney shall be attached with the Price Proposal.

End of RFP