



**Request for Information
for Consultancy Services for Submarine Cable System Project Under the
Universal Service Provision (USP) Initiative**

RFI NO.: RFI202500070

Response Date: 14/11/2025 12.00 PM

SECTION I - GENERAL INFORMATION

A. Purpose

1. The Malaysian Communications and Multimedia Commission (MCMC) is seeking qualified, experienced and interested consulting firms to submit proposals for the appointment as consultant for a new submarine cable system project, namely the *Sambungan Kabel Dasar Laut MADANI (SALAM)*, under the Universal Service Provision (USP) initiative. Further details of the project are provided in **Appendix 1**.
2. The consultant will be responsible for planning and executing a comprehensive feasibility study for the SALAM project, covering technical design, cost estimation, risk assessment, regulatory considerations, and implementation strategy to support informed decision-making.
3. This RFI is intended solely for the purpose of gathering information to assist the Commission in evaluating the budget availability, expertise, and capabilities of potential consultants. The issuance of this RFI shall not be construed as a commitment by the Commission to issue a subsequent Request for Proposal (RFP), award a contract, or reimburse any costs incurred in the preparation of responses.

4. To strengthen project delivery assurance, consideration may be given to extend the role of the appointed consultant to serve as the Project Management Consultant (PMC), subject to further evaluation and approval by MCMC at a later stage. This role would encompass end-to-end project management responsibilities, including planning, monitoring, coordination, and closure activities. This is to support continuity, enhance oversight, and ensure effective coordination throughout the implementation phase.

B. Scope of Work

The Scope of Work to be undertaken by the consultant shall include the following:

1. Preliminary Assessment

- Review and analyse existing domestic and regional submarine cable systems including routes, capacities, landing points, and ownership models, to identify connectivity gaps and assess current and future demand between Peninsular Malaysia, Sabah, and Sarawak.

2. Technical Feasibility

- Evaluate potential cable routes, landing stations, and the entire system architecture;
- Assess technical requirements including transmission capacity, redundancy, scalability, and integration with existing infrastructure;
- Identify suitable technologies and design configurations to support long-term performance and resilience;
- Review preliminary system specifications such as fibre pair allocation, repeater spacing, and capacity planning to ensure optimal design and scalability;
- Benchmarking and comparison through the available submarine cable and future-proof technologies to support scalability and evolving bandwidth needs in future;
- Evaluate seabed conditions, marine hazards, and environmental constraints that may affect cable laying and long-term stability;
- Recommend the detailed scope of work to be undertaken by the licensee appointed by MCMC to execute the project; and

- Any other technical assessment related to the implementation of a submarine cable project.

3. Financial and Economic Assessment

- Estimate the capital and operational expenditure for various deployment scenarios;
- Conduct cost-benefit analysis and assess economic viability.
- Explore funding models, investment opportunities, and potential public-private partnerships;
- Evaluate the broader economic benefits of the project, including digital inclusion (e.g. cloud services, AI), regional development, and job creation;
- Cost benchmarking with the existing or similar regional cable systems to assess price competitiveness.

4. Regulatory, Legal, and Risk Review

- Review the requirements relevant to regulatory, permitting, and any other requirements by the relevant local authorities;
- Identify relevant authorities, agencies, and jurisdictions involved in approvals and compliance;
- Provide guidance to ensure the project's alignment with local laws and regulations such as national regulatory frameworks, Exclusive Economic Zone, maritime safety and navigation, local authorities, and environmental compliance;
- Prepare a risk register covering technical, financial, environmental, and geopolitical risks with proposed mitigation measures; and
- Provide recommendations for compliance and coordination mechanisms with relevant ministries and authorities.

5. Implementation Approach Recommendation

- Propose a phased implementation plan covering planning, procurement, marine survey, cable manufacturing, installation, testing, and commissioning;
- Define key milestones, dependencies, and critical path activities;
- Provide a high-level implementation timeline with resource allocation estimates;
- Highlight potential bottlenecks and mitigation strategies; and

- Identify potential suppliers or partners for submarine cable system projects in Malaysia and Southeast Asia.

6. **Reporting and Deliverables**

- Deliver a final feasibility study report with recommendations and executive summary;
- Submit all relevant datasets, maps, technical drawings, and models used in the study;
- All deliverables shall be clear, comprehensive, and data-driven to support the MCMC's review and decision-making process.

C. **Tentative Work Program**

Table 1 below outlines the indicative work program and corresponding timelines to be undertaken by the consultant.

No	ITEMS	Duration
1	Inception meeting with MCMC personnel and project kick- off Venue: Physical at MCMC Office	1 day
2	Preliminary technical review (outlining methodology, work plan, system configuration, route option, fibre pairs, landing points, capacity planning)	3 weeks
3	Preparation of financial estimates with benchmarking against regional and international submarine projects	2 weeks
4	Risk identification, assessment, and recommendation of mitigation measures	1 week
5	Consolidation of findings and preparation of draft planning report	1 week
6	Finalisation of the planning report with MCMC personnel and knowledge transfer Venue: Physical at the consultant's office	1 week
7	Concluding report and presentation to MCMC Venue: Physical at MCMC Office	1 day

Table 1: Scope of Work and Duration

Note:

The above duration stated for each activity serves as a reference and general guideline for the Consultant in undertaking the project. The actual timeline may be adjusted where necessary based on project requirements and shall be finalised and agreed upon in the agreement.

D. Contact Details

The point of contact for any inquiries can be referred to:

Name: Muhammad Nazir Mat Isa	Name: Rohayu Sapuan
Designation: Deputy Director	Designation: Assistant Director
Email: nazir.isa@mcmc.gov.my	Email: rohayu.sapuan@mcmc.gov.my
Contact No.: 03-8688 8323	Contact No.: 03-8688 8274

E. Pertinent Dates:

Submission Deadline: 14/11/2025, 12:00PM

F. Presentations

MCMC may request the interested consultant(s) to provide a presentation described in this RFI. The interested consultant(s) will bear all costs associated with such presentations. Promotional items shall not be provided at these presentations.

G. Confidentiality and RFI Ownership

This RFI is confidential, and MCMC reserves the right to recall the RFI in its entirety or in part. The interested consultant(s) agree that they will not duplicate, distribute, or otherwise disseminate or make available this document or the information contained in it without the express written consent of MCMC’s issuing office.

The interested consultant(s) shall not include or reference this RFI in any publicity without prior written approval from MCMC, which, if granted, shall be granted by the issuing office. The interested consultant(s) must accept all of the foregoing terms and conditions without exception. All responses to the RFI will become the property of MCMC and will not be returned.

H. Disclosure of Proposal Contents

Cost and price information provided in proposals will be kept confidential and will not be revealed or discussed with competitors, except to the extent required by law.

All other material submitted becomes the property of MCMC and may be returned only at MCMC's option. Proposals submitted may be reviewed and evaluated by any person other than competing bidders at the discretion of MCMC.

MCMC has the right to use any or all ideas presented in any reply to the RFI. Where confidential or proprietary information is required or should the vendor deem it necessary to submit such matter, mark each page/section in large bold type **(PROPRIETARY INFORMATION)**.

SECTION II – DESCRIPTION OF THE ORGANISATION

MCMC is a statutory body that is established by the Malaysian Communications and Multimedia Commission Act 1998 [Act 589] with powers to supervise and regulate the communications and multimedia activities in Malaysia, and to enforce the communications and multimedia laws of Malaysia.

MCMC is also mandated to regulate the postal services industry pursuant to the Postal Services Act 2012 and the digital signature framework under the Digital Signature Act 1997.

For more information on MCMC, please refer to <http://www.mcmc.gov.my>

SECTION III – GENERAL REQUIREMENTS

A. Eligibility and Qualification

Interested consultant(s) shall meet the following eligibility and qualification requirements to be considered for this engagement:

1. Proven track record working on submarine cable systems in Southeast Asia for the past ten (10) years in managing large-scale international submarine cable projects, preferably involving both marine and terrestrial segments.
2. Must have at least ten (10) years of experience in optical repeater submarine systems, marine installation, RFQ management, Project Management, and Quality Assurance.
3. Must have conducted at least three (3) RFQ processes for submarine cable systems over the past five (5) years.
4. Must have participated in at least one (1) project involving the major suppliers (e.g, ASN, HMN Tech, NEC, and Subcom).
5. Must be highly experienced and proficient in understanding the submarine cable landing industry, including permitting, marine survey, construction management, and stakeholder coordination.
6. Experience in working with regulatory authorities and understanding of Malaysian laws and regulations, or similar national connectivity programs, will be an advantage.
7. Interested consultants may also form strategic partnerships with other entities to fulfil the requirements of this RFI. Any such partnership arrangement shall be clearly declared in the submission, including the roles and responsibilities of each party.

B. Information Required from Interested Consultant(s)

Interested consultant(s) are required to submit a response containing, at a minimum, the following documents:

1. Company profile and organisation chart;
2. Paid-up capital and audited financial statements for the past three (3) years;
3. Proposed project team members to undertake the consultancy services, including their relevant experience;
4. Details of previous experience in submarine cable system projects;
5. Proposed consultancy fees for the Scope of Work stated in Section I (B) above, as per the table in **Appendix 2**;
6. Proposed consultancy fees should MCMC consider extending the role of the appointed consultant to serve as the PMC. Please refer to Section I (A), paragraph 4 above;
7. The interested consultant shall indicate its feedback should the Scope of Work be extended to include the role as PMC for this project. The consultant shall further state whether it is agreeable to enter into a partnership or consortium arrangement with another party(ies), as may be determined by MCMC at a later stage, for the purpose of delivering the extended Scope of Work; and
8. Company brochure or relevant literature, if available.

In addition, interested consultant(s) are encouraged to recommend any additional areas of study based on their professional experience and international best practices.

C. Response Format

Responses are to be straightforward, clear, concise, and specific to the information requested. Submissions must be typewritten in English and all documents shall be provided in PDF format.

In order for submissions to be considered complete, the interested consultant(s) **must** provide the following information:

- a. Response to Section III (B): Information Required; and
- b. Other: any comments, observations, or suggestions that may assist MCMC in drafting a procurement solicitation

APPENDIX 1

Current situation:

The existing submarine system, known as the *Sistem Kabel Rakyat 1 Malaysia* (“SKRM”) project was launched in December 2014 as a strategic initiative to enhance domestic connectivity and strengthen the interconnection between Peninsular Malaysia, Sarawak, and Sabah.



Figure 1: SKRM Submarine Cable System

The system has now reached 79%–85% of its capacity, driven by rising data demand. With limited remaining headroom for expansion, these systems are at risk of reaching saturation, which may adversely impact service quality and degrade the overall user experience. To mitigate this risk and enhance network resilience, the proposed initiative also aims to introduce infrastructure diversity, ensuring redundancy and improved service continuity.

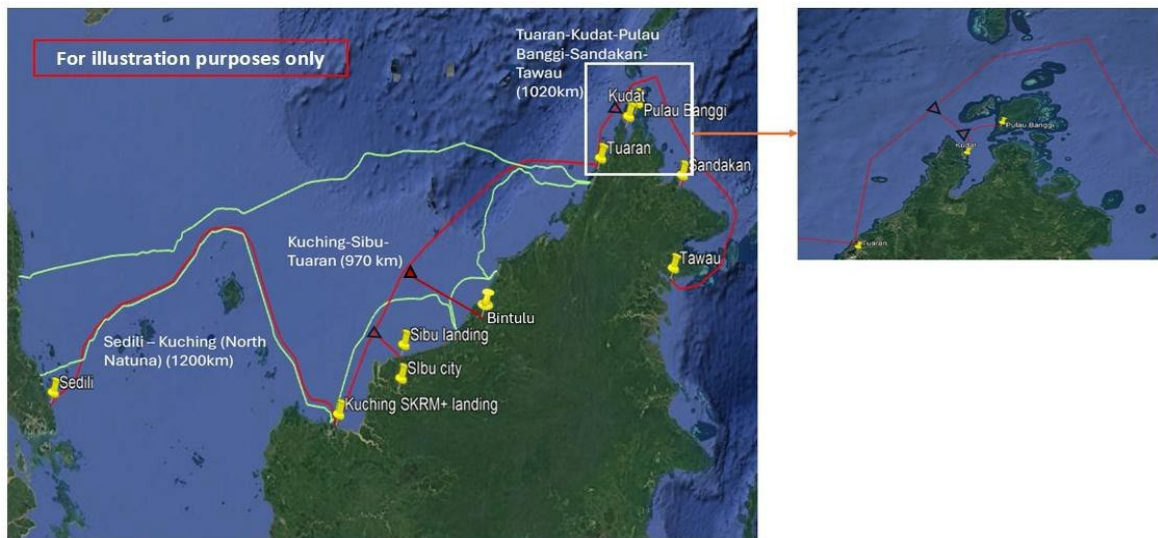
What MCMC plans to do:

MCMC intends to establish new submarine cables to enhance route diversity and network redundancy between Peninsular Malaysia, Sarawak, and Sabah.

In relation to the above, the appointed consultant is required and responsible for planning and executing a comprehensive feasibility study

to assess the technical, financial, operational, and regulatory of the proposed project. The study aims to provide evidence-based analysis and recommendations to support the MCMC's decision-making process, also to ensure that the proposed initiative is cost-effective, sustainable, and aligned with the national digital infrastructure plan.

The proposed new system is planned to span from Sedili in Johor, connecting through Kuching, Sibul, and Bintulu in Sarawak, and extending further to Tuaran, Kudat, Pulau Banggi, Sandakan, and Tawau in Sabah, as illustrated in the route map below.



Green line: Existing SKRM
Red line: New submarine cables

Figure 2: Proposed New Submarine Cable System (SALAM)

APPENDIX 2

The interested consultant(s) shall be required to submit its consultancy fees using the table format below.

No.	Consultancy Workstream	Cost (RM)
1	Preliminary Assessment	
2	Technical Feasibility	
3	Financial and Economic Assessment	
4	Regulatory, Legal and Risk Review	
5	Implementation Approach Recommendation	
6	Reporting and Deliverables	
7	Sales and Service Tax (SST) @ 8%	
Total Cost		

**Interested consultant(s) is required to provide cost breakdowns.*

The quotation must be valid for a minimum of 6 months from the RFI closing date.

Signature :

Name :

Designation :

Name and Company Stamp :

Date :

Telephone / Fax :