



Palau National Communications Corporation
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Email: pncc@pnccpalau.com
Web: www.pnccpalau.com

RFP No. RFP-25-006

Opening Date: November 20, 2025

Closing Date: December 5, 2025

REQUEST FOR PROPOSALS (RFP)
Competitive Negotiated Contract

DUAL POWER SUPPLY SYSTEM INSTALLATION

The Palau National Communications Corporation (PNCC) is soliciting proposals from qualified businesses and companies for the supply, installation, and commissioning of a dual power supply system. The scope of work includes AC distribution, 48V DC rectifier systems, and battery backup systems for the Headquarters (HQ) and ITMC data centers. This system is intended to support the new Core System by providing high availability, operational redundancy, and adherence to the required power capacity.

This project will be procured through a Competitive Negotiated Contract in accordance with PNCC's Procurement Policy and Regulations. The procurement process will be conducted in a transparent, fair, and competitive manner to ensure selection of the most qualified vendor.

Interested individuals, as well as natural and legal entities, may obtain additional information or request detailed specifications regarding this RFP by contacting the PNCC Chief Technical Officer, Mr. Hung-Wei Tomas Tseng, at +680-587-9000 or via email at hwt seng@pnccpalau.com.

Timeline:

- Bidding Period: Thursday, November 20, 2025 – Friday, December 5, 2025
- Closing Date: Friday, December 5, 2025 at 10:00 a.m., Palau time.
- Opening Date: Monday, December 8, 2025 at 11:00 a.m., Palau time.

All offers must be submitted no later than 10:00 AM, Palau time, on Friday, December 5, 2025.

Basic Conditions and Terms:

- All offers will be opened, evaluated, discussed, and awarded pursuant to the PNCC Procurement Policy and Regulations and any modifications thereof or other conditions set forth in the RFP itself. By submitting an offer pursuant to this RFP, the individual person or legal entity submitting the offer acknowledges and agrees that the PNCC Procurement Policy and Regulations and the conditions set forth in the RFP are binding upon them.

- Pursuant to Section VII of PNCC Procurement Policy and Regulations this RFP may be canceled or postponed and any proposals submitted may be rejected at any time before award when such action is determined in writing by the PNCC CEO in his discretion to be in the best interests of PNCC.
- All costs incurred by an offeror in preparing and submitting an offer to the RFP will be the sole responsibility of the offeror.
- An offeror is solely responsible for conducting its own due diligence regarding the RFP.
- Proposal must include a signed cover letter attached to the submission.

We look forward to receiving your offers and thank you for your interest in this opportunity.

Sincerely,

A handwritten signature in black ink, appearing to read 'Simon M. Fraser', with a stylized, looping flourish extending to the right.

Simon M. Fraser
Chief Executive Officer
Palau National Communications Corporation



Request for Proposals
RFP-25-006
Dual Power Supply System Installation

Issued by:

Palau National Communications Corporation
One Airport Road P.O. Box 99
Koror, PW 96940
Tel: (680) 587-9000
Email: pncc@pnccpalau.com
Web: www.pnccpalau.com

Submission Deadline: 10:00 AM Local (Koror) Time
Friday, December 5, 2025

Submission Place: PALAU NATIONAL COMMUNICATIONS CORPORATION
PROCUREMENT OFFICE
ATTN: MS. TEONGEL NGIRKELAU
PO BOX 99
KOROR, PW 96940
PHONE: +680-587-9000
EMAIL: pncc.rfp@pnccpalau.com

***All proposals shall be clearly marked and received prior to the time and date specified above.
Proposals received after said time and date shall not be accepted.***

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1. BACKGROUND INFORMATION

1.1. PNCC OVERVIEW

The Palau National Communications Corporation (PNCC) is the leading provider of telecommunications services in the Republic of Palau. With a deep-rooted commitment to fostering connectivity, PNCC has been a cornerstone of the local community since its establishment in 1982. PNCC offers a comprehensive suite of telecommunications services – including LTE mobile data and voice, high-speed broadband internet, landline telephone services, direct-to-device satellite service, digital television, and VHF radio – serving every region of our vibrant island nation. PNCC has consistently focused on innovation and quality, inspired by our mission to connect all of Palau with world-class telecommunications services. Understanding the uniqueness of Palau's geography, economy, and culture, PNCC has customized solutions for our islands, maintaining the highest standards of quality and reliability.

With an unwavering dedication to our mission, a profound understanding of our unique community, and an enduring commitment to progress and innovation, PNCC stands at the forefront of Palau's digital future. Together, we are working to build a world where distance is no barrier, where information flows freely, and where every voice can be heard. At PNCC, we don't just connect devices, we connect lives, shaping the future of our beautiful archipelago while keeping us connected to our rich past.

2. PROJECT PURPOSE

This RFP invites qualified vendors to submit proposals for the supply, installation, and commissioning of a dual power supply system, including AC distribution, 48V DC rectifier systems, and battery backup systems for the HQ and ITMC data centers.

The objective is to support the new Core System with high availability, redundancy, and compliance with the required power capacity.

3. SCOPE OF WORK

3.1 Dual Power Supply Installation

A. Overview

- Provide redundant power supply to the equipment listed in Tables 3 and 4.
- B. Ensure a minimum of 4 hours of battery backup for all supported systems.

3.2 Dedicated Power Circuits

A. HQ

- Install a new 500-amp distribution panel to provide a dedicated circuit to the new server room.

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- The new panel, DP-3, shall connect directly to the existing 1600A main distribution panel.
- Circuit breakers shall be sized appropriately based on the new Core System's power requirements.
- Refer to Attachment HQ One Line Diagram E-1.0.

B. ITMC

- Install a new 500-amp distribution panel (DP-1) to support the new server room.
- DP-1 shall be fed from a new service drop provided by PNCC.
- Circuit breakers shall match the power demand of the new Core System.
- Refer to Attachment B – ITMC Power Plan and One Line Diagram E-2.0.

3.3 Dual 48V DC Power System & Battery Backup

A. Rectifier System Requirements

I. HQ

- Maximum estimated 48VDC load: 85.6 kW (Table 3).
- The HQ site shall utilize:
 - Existing rectifier units
 - One 1500A rectifier unit
 - One Eaton 1200A rectifier unit
 - One Eaton 800A rectifier unit

This configuration ensures full redundancy during system commissioning and migration.

II. ITMC

- Maximum estimated 48VDC load: 79.6 kW (Table 4).
- Existing rectifier units
 - One Eaton 800A rectifier unit is insufficient.

Additional rectifier units are required (refer to Table 4 – Recommended Additional Rectifier Capacity).

B. Battery Backup

- A 250 kWh battery bank is required to achieve the minimum 4-hour backup duration.
- HQ one set
- ITMC two sets

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4. EXISTING POWER USAGE SUMMARY

4.1 HQ Power Usage (Table 1)

Power Demand	Measurement (Kilowatts)
Minimum	44.16
Maximum	105.8
Average	65.32

Table 1. Headquarters Power Demand

HQ - Existing Equipment Power Requirements: From the power study, the peak facility usage is 105.8 kilowatts. The maximum recorded by facility's power meter is 198 kilowatts.

4.2 ITMC Power Usage (Table 2)

Power Demand	Measurement (Kilowatts)
Minimum	15.5
Maximum	19.6
Average	17.8

Table 2. ITMC Power Demand

ITMC-Existing Equipment Power Requirements: From the power study, the peak facility usage is approximately 20 kilowatts. ii) The back-up satellite system has a 35 kVA UPS system. This was used as the basis to size the requested new circuit. It is assumed that the satellite system and the core system will not be running concurrently.

5. NEW CORE EQUIPMENT POWER DEMAND

5.1 HQ – New Equipment Power Requirements (Table 3)

ID	Description	Voltage	Power Requirement (Average)	Power Requirement (Maximum)
1	Dell Nokia 01	48 VDC	13,248 Watts	19,381 Watts
2	Dell Nokia 02	48 VDC	12,345 Watts	15,333 Watts
3	Nokia Packet Core	48 VDC	5,280 Watts	8,800 Watts
4	CovMo	48 VDC	3,600 Watts	6,000 Watts
5	IT Core	48 VDC	7,720 Watts	14,400 Watts
6	HSM (AC Power in Rack)	48 VDC	220 Watts	500 Wats
7	Air Conditioner 01	208 VAC	6,500 Watts	10,600 Watts
8	Air Conditioner 02	208 VAC	6,500 Watts	10,600 Watts
	Subtotal =		55,413 Watts	85,614 Watts

Table 3. HQ - New CORE Equipment

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5.2 ITMC– New Equipment Power Requirements (Table 4)

ID	Description	Voltage	Power Requirement (Average)	Power Requirement (Maximum)
1	Dell Nokia 01	48 VDC	13,248 Watts	19,381 Watts
2	Dell Nokia 02	48 VDC	12,345 Watts	15,333 Watts
3	Nokia Packet Core	48 VDC	5,280 Watts	8,800 Watts
4	IT Core	48 VDC	7,720 Watts	14,400 Watts
5	HSM (AC Power in Rack)	48 VDC	220 Watts	500 Wats
6	Air Conditioner 01	208 VAC	6,500 Watts	10,600 Watts
7	Air Conditioner 02	208 VAC	6,500 Watts	10,600 Watts
	Subtotal =		51,813 Watts	79,614 Watts

Table 4. ITMC-New CORE Equipment

6. VENDOR PROPOSAL REQUIREMENTS

- Detailed Bill of Materials (BOM)
- Itemized quotation (materials, labor, system programming, logistics)
- New AC Circuit & Distribution Panel to Rectifier 'A' & 'B' (Includes Programming of Existing Rectifiers).
- -48 VDC Distribution Circuit from Existing Rectifier 'A' & 'B' (Includes Programming of Existing Rectifier)
- Inland Freight, Shipment Consolidation, Ocean Freight & Delivery to Site (CIF Palau)
- Project timeline
- Proposed delivery timeline

7. ACCEPTANCE

- The completed system must meet the following:
- Full dual power redundancy for both HQ and ITMC
- The Rectifier system and better bank must support redundancy
- The battery system must provide a minimum of 4 hours backup
- Compliance with local electrical codes and safety standards
- Successful completion of Functional, Load and 48-hour stability testing

8. ATTACHMENTS

- HQ One Line Diagram (E-1.0)
- ITMC One Line Diagram (E-2.0)
- HQ & ITMC floor plans

9. PROPOSAL EVALUATION CRITERIA, SCORING & METHODOLOGY

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9.1 PROPOSAL EVALUATION METHODOLOGY & AWARD PROCESS

PNCC will review all proposals submitted in response to this RFP in a fair and transparent manner, with the goal of finding best-in-class solutions from fully committed suppliers. Each proposal will receive a technical score and will be ranked against other proposals. PNCC will use these rankings as a guideline for selecting companies for further negotiation and determining the best overall solution for a Dual Power Supply System Installation.

PNCC reserves the right to determine, at its sole discretion, which Offeror or combination of Offerors represents the overall best value for the project, and to make contract awards accordingly. PNCC reserves the right to withdraw the entire project or any project components from award consideration if PNCC determines that it is in its best interest to do so. PNCC may, at its discretion, request additional information or an interview with any Offerors to clarify any aspects of its proposal.

In the interest of ensuring the best possible outcome for PNCC and the Republic of Palau, PNCC reserves the following rights in the evaluation of proposals and award of contracts for this project:

9.1.1 Negotiation Rights:

- **Broad Negotiation Authority:** PNCC reserves the right to negotiate separately with any Offeror or source in any manner necessary to serve the best interests of PNCC and its customers in the Republic of Palau. This includes engaging in discussions with multiple Offerors to gather comprehensive information that will inform PNCC's decision.
- **Utilization of Information:** The information obtained through these negotiations will be instrumental in determining the proposal(s) that align most closely with PNCC's strategic goals and the technological and service needs of the Republic of Palau.

9.1.2 Evaluation of Competency and Responsibility:

- **Offeror Competency:** PNCC will thoroughly assess the competency and responsibility of Offerors and their proposed subcontractors, if any, before awarding any contract. This evaluation will include reviewing their past performance, technical expertise, financial stability, and their ability to deliver on project commitments.
- **Subcontractor Scrutiny:** The qualifications and reliability of any proposed subcontractors will also be considered to ensure that all parties involved in the project can meet PNCC's standards for quality and performance.

9.1.3 Judgement-Based Award:

- **Best Judgement Criterion:** PNCC will make the award based on its best judgement as to which proposal(s) best meet PNCC's objectives for a Dual Power Supply System Installation. This decision will consider various factors, including but not limited to technical capability, cost-effectiveness, innovation, and alignment with PNCC's strategic vision.

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9.1.4 Contract Negotiation Flexibility:

- Terms and Conditions: PNCC reserves the right to negotiate the terms and conditions of project contracts, including but not limited to the statement of work, contract price, delivery schedules, and performance metrics. The goal is to ensure that all contractual elements meet PNCC's requirements and objectives for the project.
- Mutual Agreement: These negotiations will aim to reach mutually beneficial agreements that ensure project success while addressing the needs and constraints of both PNCC and the Offeror.

9.1.5 Modifications to RFP:

- Plan and Specification Changes: PNCC may make changes or corrections to plans, specifications, or quantities outlined in the RFP as deemed necessary or desirable during the RFP and contract award process. Such modifications will be communicated to all Offerors in a timely manner.
- Offeror's Responsibility: It is the Offeror's responsibility to monitor the RFP for any updates or amendments throughout the RFP and subsequent processes. Offerors should ensure they are responsive to changes and incorporate them into their proposals as required.

9.1.6 Additional Reserved Rights:

- Proposal Rejection: PNCC reserves the right to reject any or all proposals received without obligation or liability to any Offeror.
- Further Clarifications: PNCC may seek additional information or clarifications from Offerors at any stage of the evaluation process to ensure a thorough understanding of each proposal.
- Award in Part or Whole: PNCC reserves the right to award contracts in part or in whole, depending on what best meets the needs and objectives of the project.
- Post-Award Changes: PNCC reserves the right to negotiate changes to the awarded contract(s) post-award, should unforeseen circumstances arise that impact project scope or execution.

By reserving these rights, PNCC aims to ensure a fair, transparent, and flexible evaluation process that ultimately results in the selection of one or more partners capable of delivering a world-class, reliable, and future-proof mobile network for the Republic of Palau.

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10. PROPOSAL EVALUATION CRITERIA AND SCORING

To ensure that PNCC selects the most capable and suitable partner(s) for the Dual Power Supply System Installation, we have established the following set of technical proposal evaluation criteria and scoring. These criteria are designed to assess various aspects of the proposals, ensuring that the chosen solution(s) meets our technical, operational, and strategic objectives. Offerors are encouraged to address each criterion in detail in their proposals. PNCC's proposal evaluation committee will evaluate each project component separately and score them according to the evaluation criteria listed below. Please note that these scores will be used to support the broader proposal evaluation and contract award process and will not necessarily determine the final contract award(s).

Criteria	Description	Weight (%)
1. Technical Approach & Understanding	Demonstrated understanding of the project scope, objectives, and technical requirements, including AC distribution, 48V DC rectifier systems, and battery backup systems. Quality of system design, redundancy, and proposed configuration.	25%
2. Experience & Qualifications	Relevant experience of the vendor in supplying, installing, and commissioning dual power supply systems for data centers or telecommunications core systems. Qualifications of key personnel assigned to the project.	15%
3. Proposed Bill of Materials (BOM) & Equipment Compliance	Completeness and appropriateness of the BOM, including compatibility with existing infrastructure, redundancy, and adherence to required power capacities. Compliance with local electrical codes and safety standards.	20%
4. Project Plan & Timeline	Realistic and well-defined project delivery schedule, including installation, commissioning, and testing. Demonstrated ability to meet the timeline requirements.	10%
5. Cost Proposal	Detailed and competitive pricing, including materials, labor, system programming, logistics, and delivery (CIF Palau). Transparency and cost-effectiveness.	20%
6. Testing & Acceptance Approach	Proposed methodology for Functional, Load, and 48-hour stability testing. Adequacy of testing to ensure reliability and redundancy.	10%

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11. PROPOSAL SUBMISSION GUIDELINES

All proposals submitted in response to this RFP must adhere to the following guidelines:

- 11.1 **Proposal Submission Deadline:** All proposals must be submitted before 10:00 am local (Koror) time, Friday, December 5, 2025.
- 11.2 **Proposal Submission Format:** Proposals must be submitted exclusively in electronic form via email to pncc.rfp@pnccpalau.com. Proposals must be submitted in an easily readable format (preferably PDF). Offerors may attach additional files if necessary to supplement the information provided Proposal. Offerors shall not use file hosting services or external links for electronic submission.
- 11.3 **Proposal Language:** All proposal documents must be prepared and submitted in English, and only English.
- 11.4 **Currency:** Cost Proposals must show all prices and price breakdowns in U.S. dollars (USD).
- 11.5 **Company Contact Information:** Proposals must include the following company contact information:

Company Name:	
Physical Address:	
Tax ID Number:	
Sales Representative Name:	
Sales Telephone:	
Sales Email:	
Technical Representative Name:	
Tech Telephone:	
Tech Email:	

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12. TERMS AND CONDITIONS

Confidentiality: Any material that is to be considered as confidential in nature must be clearly marked as such, on every page, and will be treated as confidential by PNCC to the extent permitted by law. Note, by submitting a proposal, the Offeror authorizes PNCC to provide the proposal to Widelity, Inc. to aid in the technical evaluation of proposals, including sections marked confidential.

Proposal Costs: Offerors are responsible for all costs associated with the preparation and submission of a proposal. In addition, such costs may not be charged back to PNCC as part of a contract agreement resulting from this RFP.

Modifications or Withdrawals: Prior to the time and date specified as the RFP deadline, responses to this RFP may be modified or withdrawn. Withdrawn proposals may be re-submitted up to the time and date specified as the RFP submission deadline, provided that the response is consistent with the instructions in this RFP. Any modification to a proposal submitted after such deadline may result in the disqualification of the proposal in PNCC's sole discretion.

Validity of Proposals: Proposals must remain valid in all respects for a minimum period of one hundred twenty (120) days after the RFP submission deadline.

Right to Select: PNCC reserves the right to select and negotiate with those companies it judges as having submitted a competitive proposal and to terminate negotiations at any time without incurring any liability to any Offeror. PNCC also reserves the right to select one or more preferred Offerors and/or consortia to best support its business units. By submitting a proposal, Offerors waive any right to claim damages of any nature whatsoever based on the selection process, final selection, and any communications associated with the selection.

No Obligation: PNCC is under no obligation to procure or contract for the services described in this RFP or Offeror's response to this RFP.