



REQUEST FOR PROPOSAL (RFP)
DATE : 16 DECEMBER 2025
FOR FIBRE OPTIC MODERNISATION AND EXPANSION ALONG ALR HIGHWAY

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1.0 DEFINITIONS AND TERMINOLOGY

In this Request for Proposal ("RFP") the following phrases shall have the following meanings unless expressly indicated to the contrary:

Company	: Amanat Lebuhraya Rakyat Berhad ("The Company").
Closing Date	: A date after which any submission is regarded as invalid.
Commercialisation	: Commercialisation of fibre optic and ducting infrastructure along ALR's highway.
Project	: Fibre optic modernisation and expansion.
RFP	: Request for Proposal
Selected Bidder	: The entity chosen by ALR, after evaluation, to execute the commercialisation and modernisation project as outlined in the RFP.
SLA	: Service Level Agreement

2.0 COMPANY BACKGROUND

- 2.1 Amanat Lebuhraya Rakyat Berhad ("ALR") is a private, special purpose, not-for-profit entity established to hasten the shortening of toll concession and facilitate the return of four highways to the Government of Malaysia. It was incorporated under the Companies Act 2016 in late 2021.
- 2.2 Following its establishment, ALR acquired four (4) highway concessions, namely:
 - i. Kesan Sdn. Bhd. (KESAS)
 - ii. Lingkaran Trans-Kota Sdn. Bhd. (LITRAK)
 - iii. Sistem Penyuraian Trafik KL Barat Sdn. Bhd. (SPRINT)
 - iv. Syarikat Mengurus Air Banjir & Terowong Sdn. Bhd. (SMART)
- 2.3 With these acquisitions, ALR now manages the maintenance and operations of the four (4) highways through the four (4) highway concession companies until the end of their respective concession periods.

3.0 PROJECT BACKGROUND

- 3.1 As a special-purpose and not-for-profit organisation, ALR has to be able to optimise any available resources to achieve its goal to return the four (4) highways as soon as possible. The four highways are:
 - i. Kesan Sdn. Bhd. (KESAS)
 - ii. Lingkaran Trans-Kota Sdn. Bhd. (LITRAK)
 - iii. Sistem Penyuraian Trafik KL Barat Sdn. Bhd. (SPRINT)
 - iv. Syarikat Mengurus Air Banjir & Terowong Sdn. Bhd. (SMART)
- 3.2 Amanat Lebuhraya Rakyat (ALR) would like to invite qualified and experienced telecommunications infrastructure providers to submit proposals for the upgrading of the fibre optic infrastructure across all four highways managed by ALR in the Klang Valley.
- 3.3 In return, providers will be granted access to ALR's right-of-way (ROW) to deploy their own fibre or commercialise the enhanced fibre assets, ensuring that the commercial proposal delivers tangible value to ALR.
- 3.4 The objectives of the project are:

Enhance connectivity speed to get ready for future gantry-less tolling or MLFF (Multi-Lane Fast Flow): Enhanced connectivity across ALR highways enables faster, more reliable data transmission, supporting seamless gantry-less tolling and real-time communication for improved operational efficiency and user experience.

 - i. **To generate sustainable revenue through strategic commercial utilisation:**

Ability to negotiate and secure leasing agreements with third-party telcos or infrastructure owners. The ducting will be subleased to business for potential development that align with market demand and local regulations while ensuring optimal financial return.
 - ii. **To implement a Revenue Sharing or Sub-license Agreement:**

This approach ensures mutual benefit for both ALR, and the Selected Bidder, fostering a collaborative and profitable partnership.

4.0 PROJECT SCOPE

4.1 The targeted site for this for this project is the ducting networks along **KESAS, SPRINT, LITRAK** and **SMART** highways.

4.2 Deliverables and the responsibility of the Selected Bidder:

NO	SCOPE	DESCRIPTIONS
1	Fiber Optic Network Upgrade	<ul style="list-style-type: none"> Refurbishment of existing ducting and fully fund the installation of a dark fibre network across KESAS, LITRAK, SPRINT, and SMART highways. Replace or refurbish existing fibre routes and ducting to meet modern standards. Ensure connectivity to ALR's operational systems, MLFF, LLM, Touch 'n Go, and data centres.
2	Ducting Refurbishment and Mapping	<ul style="list-style-type: none"> Inspect, repair, and upgrade existing ducting infrastructure for long-term reliability. Conduct comprehensive ducting mapping, including: <ul style="list-style-type: none"> GPS-based geospatial mapping of duct routes. Inventory of manholes and handholes. Identification of spare capacity and bottlenecks. Integration into ALR's asset management system
3	Commercialisation	<ul style="list-style-type: none"> Develop a commercialisation model for third-party telcos and infrastructure providers. Implement a revenue-sharing or sub-license agreement to ensure mutual benefit. Provide transparent pricing aligned with regulatory requirements.
4	Connectivity and Service Provision	<ul style="list-style-type: none"> Maintain dedicated fibre capacity for ALR's operational needs. Offer leased fibre and ducting services to third parties with SLAs for uptime and maintenance
5	Compliance and Approvals	<ul style="list-style-type: none"> Obtain necessary approvals from relevant authorities (ie: LLM). Ensure compliance with environmental, safety, and regulatory standards.

4.3 Potential Challenges:

- i. **Project Viability:** The project may require a higher capital investment compared to the revenue generated, resulting in a longer Return On Investment (ROI) period or potentially not achieving ROI at all.
- ii. **Regulatory Issue:** There is possibly a requirement by the MCMC issued Mandatory Standard on Access Pricing (MSAP) which governs the pricing for duct and manhole access and LLM's regulations and approval processes.
- iii. **Approval Delay:** Obtaining the necessary approvals from relevant authorities may take a longer period, potentially delay the project's implementation, and increase costs.
- iv. **Unanticipated Costs:** There may be unknown costs that are not foreseeable at the outset, which could affect the overall budget and financial planning of the project.
- v. **Operational Risks:** Maintenance of refurbished ducts and leased fibre must consistently meet SLA commitments; unexpected repair or upgrade costs could negatively impact profitability.

5.0 PROPOSAL REQUIREMENTS

5.1 The RFP must also include the following:

- i. **Company Information:**
 - Company profile which includes brief overview of the company including history, mission, relevant experience, information and references from past projects and key personnel with their respective qualification.
 - Audited financial statements for the past three (3) years and latest three (3) months' bank statements.
- ii. **Technical Proposal:**
 - Detailed description of the project approach and methodologies.
 - Scope of work, including tasks, responsibilities, and deliverables.
 - Preliminary design plans and site analysis.
 - Risk management plan and sustainability strategies.
- iii. **Financial Proposal:**
 - Comprehensive cost estimates for all project phases.
 - Funding sources and financial projections.
 - Proposed revenue-sharing or sub-licensing model.
 - If the bidder chooses a revenue-sharing model, please provide a 8-year revenue projection for the project.

iv. **Implementation Plan:**

- Detailed project timeline with key milestones and deadlines.
- Construction plans, including methods and materials.
- Plans for managing and operating the development after completion.
- Compliance with required permits, zoning regulations, and relevant laws.

v. **Compliance**

- Ensure the design, construction and maintenance follow all relevant MCMC and LLM guidelines, requirements, local regulations, building, health and safety standard.
- Compliance with local laws, land use regulations and environmental guidelines is essential to avoid delays and legal challenges.
- To obtain necessary permits, inspection, and approvals from all relevant authorities before, during and after construction.

6.0 RFP SUBMISSION

6.1 Due date for the submission: **30 January 2026**

6.2 Please provide one (1) bound copy marked "**Original**" and other electronic copy, submitted to:

Address : **AMANAT LEBUHRAYA RAKYAT BERHAD**
Kompleks Operasi Litrak
KM19, Lebuhraya Damansara-Puchong
Bandar Sunway, PJS 9
47500 Subang Jaya
Selangor Darul Ehsan

Point of Contact : En. Meor Amirul Azmir Bin Meor Azizan

Email : azmir@kesas.com.my

Phone : 03-7494 7002

Deadline : Latest by 5.00 pm

6.3 Selection Criteria

To ensure the selection of a qualified and capable firm for land development, the following criteria will be used:

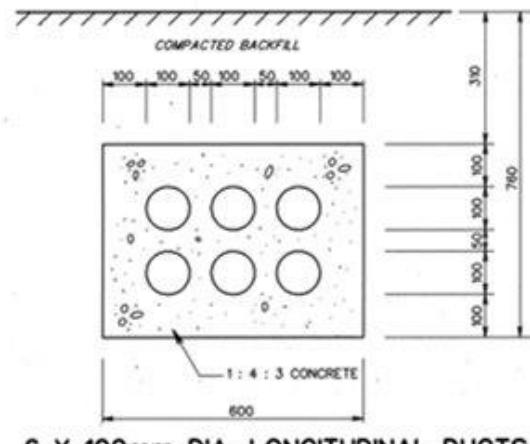
Selection Criteria	Weightage
1 Experience and Track Record <ul style="list-style-type: none">• Proven experience in similar projects.• Demonstrated success in managing and operating large-scale developments.• Positive references and past performance reviews.	30%
2 Technical Feasibility and Innovation <ul style="list-style-type: none">• Quality and functionality of the proposed design plans.• Incorporation of innovative and sustainable technologies.• Feasibility of the proposed construction methods and materials.	30%
3 Financial Model and Value Proposition <ul style="list-style-type: none">• Cost-effectiveness and transparency of the proposed budget.• Viability and attractiveness of the revenue-sharing or sub-license model.• Clear financial projections and funding sources.	30%
4 Compliance with Sustainability Requirements and Regulatory Standards <ul style="list-style-type: none">• Integration of renewable energy sources and eco-friendly practices.• Adherence to all relevant regulations and guidelines.• Comprehensive risk management and mitigation plans.	10%

7.0 TERMS AND CONDITIONS

- 7.1 All costs associated with proposal submission are borne by the bidder.
- 7.2 Confidentiality of submitted documents will be maintained.
- 7.3 Any submission later than the deadline will not be considered.
- 7.4 Any queries pertaining the RFP shall be submitted to ALR on or before

DUCTING LAYOUT [KESAS]

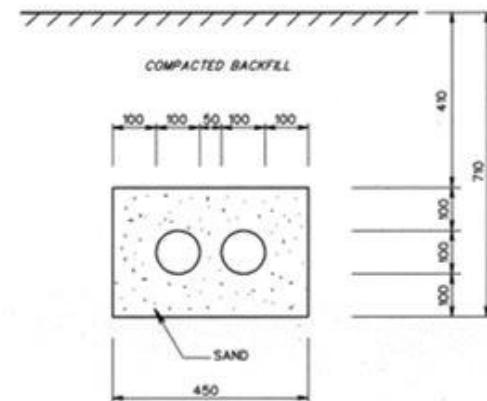
KESAS's ducting infrastructure extends for approximately 34.5 kilometres, running from Pandamaran to Sri Petaling. The configuration includes six (6) sub-ducts along the Eastbound route and two (2) sub-ducts along the Westbound route.



6 X 100mm DIA. LONGITUDINAL DUCTS

(uPVC CLASS D)

SCALE : 1 : 10



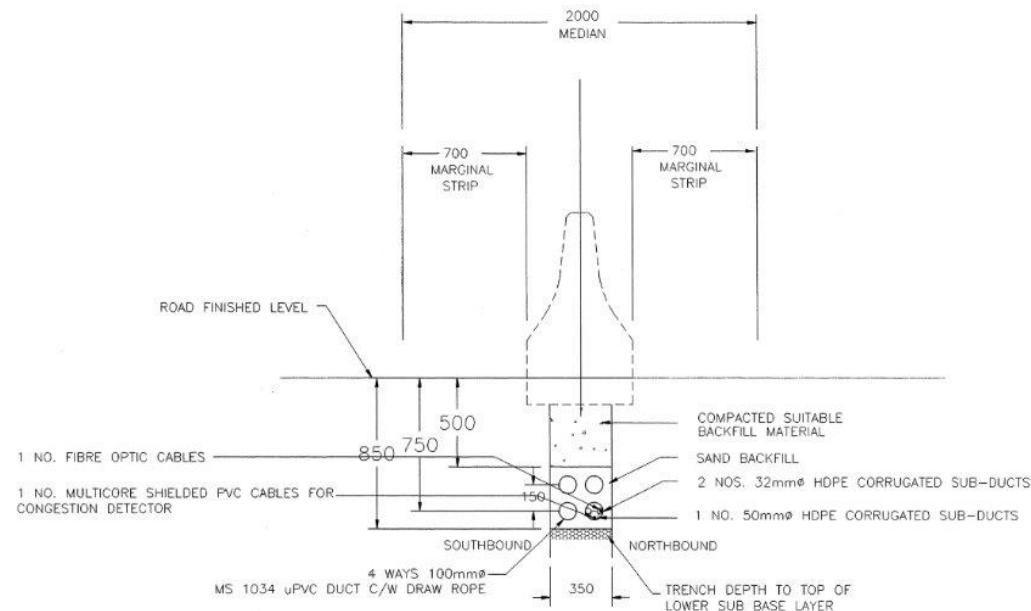
2 X 100mm DIA. LONGITUDINAL DUCTS

(uPVC CLASS E)

SCALE : 1 : 500

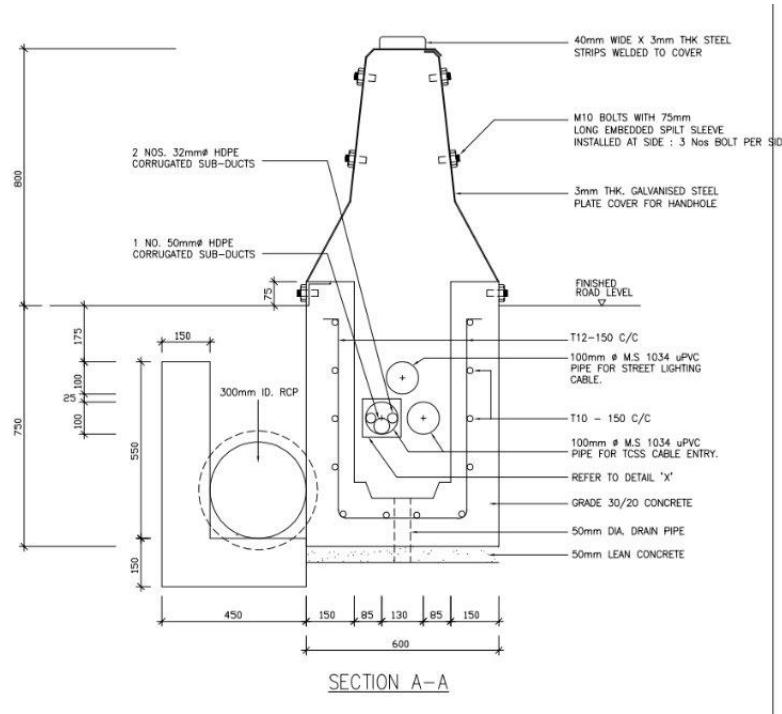
DUCTING LAYOUT [LITRAK]

LITRAK's ducting infrastructure, featuring four (4) sub-ducts along the median, spans approximately 40 kilometres. It runs from Sri Damansara in the south through Petaling Jaya and Puchong, and further connects to Putrajaya, Cyberjaya, and the Hicom-Shah Alam industrial area.



DUCTING LAYOUT [SPRINT]

SPRINT's ducting infrastructure, featuring three (3) sub-ducts along the median, spans approximately 26.5 kilometres consisting of three sections, Kerinchi Link, Damansara Link and Penchala Link.



DUCTING LAYOUT [SMART]

SMART's fibre optic ducting is more complicated as weave between wet area and dry area.

