REQUEST FOR INFORMATION
DAS-Based Mobile Coverage in Syria

وزارة الاتصالات وتقانة المعلومات
MINISTRY OF COMMUNICATIONS AND INFORMATION TECHNOLOGY

Issued by the **Ministry of Communications and Information Technology**
Damascus, Syria

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Summary	The Ministry seeks responses from capable parties prepared to propose an executable path for the deployment and operation of neutral-host shared mobile coverage infrastructure in Syria on a revenue-share basis with Syriatel and MTN Syria. The intended objective is to enable support for 2G / 3G / 4G / 5G services, subject to operator spectrum and licensing conditions, while ensuring efficient infrastructure utilization, service quality, public safety support, and future scalability
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Clarification Requests Until	30 March 2026
Submission Email	DASRFI@moct.gov.sy
Subject Line	Response to DAS RFI April 2026

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1. Purpose

The Ministry of Communications and Information Technology (MoCIT) invites qualified firms and consortia to submit technical, commercial, operational, financial, legal, and regulatory information for the design, deployment, operation, and commercialization of mobile coverage solutions in Syria.

The Ministry is evaluating the deployment of Distributed Antenna Systems (DAS) across selected priority venues, buildings, complexes, campuses, transport facilities, industrial facilities, and other strategic sites under a commercial model based on revenue sharing with Syria's two existing licensed mobile operators, Syriatel, MTN Syria, and future operators.

This RFI is issued to identify qualified counterparties, executable technical solutions, viable commercial structures, and implementation approaches capable of proceeding to clarification meetings, structured commercial discussions, shortlisting, pilot implementation, or a subsequent limited procurement or contracting process.

MoCIT is issuing this RFI to assess technically and commercially executable options for DAS-based shared mobile coverage in Syria and to support a more effective, efficient, and investment-oriented framework for improving mobile connectivity in strategic indoor and venue-based environments. Through this initiative, MoCIT seeks to encourage participation by qualified DAS operators, infrastructure providers, and investment-backed platforms capable of expanding high-quality shared coverage infrastructure. By enabling neutral-host and shared infrastructure models, the initiative aims to improve coverage and service quality, reduce unnecessary infrastructure duplication, and promote a more competitive environment for the provision of mobile connectivity solutions for buildings, campuses, transport facilities, industrial sites, and other priority locations. MoCT also intends for this initiative to deliver tangible benefits to communities through better connectivity in the places where people access essential services and carry out daily life. This is particularly important in the Syrian context, where mobile data serves as the primary means of internet access for a significantly higher share of the population than the global average, making reliable, high-quality indoor mobile coverage a matter of practical necessity rather than convenience.

Reliable mobile coverage at hospitals, universities, public buildings, transport hubs, commercial centers, and other priority sites can improve access to digital services,

support more dependable communications, enhance the user experience in high-demand environments, and strengthen the resilience and practical usefulness of national mobile networks. In this way, the proposed framework is intended to improve technical coverage outcomes while also generating broader social and economic benefits through better-connected public, commercial, and community spaces.

2. Roles

- MoCT is issuing this RFI in its capacity as the authority responsible for sector policy, strategic direction, and the shaping of the market framework within which new infrastructure initiatives may proceed.
- The regulatory and licensing framework applicable to DAS operators will fall under the jurisdiction of SYTPRA, including the issuance of any required DAS operator license or related regulatory approvals.
- Commercial agreements for deployment and operation will be entered into directly between the selected DAS operator and the licensed mobile operators, including Syriatel and MTN Syria, subject to applicable laws, regulations, and regulatory approvals.

3. Objectives

The Ministry is considering the phased deployment of DAS-based mobile coverage systems across selected sites in order to:

- improve mobile coverage, capacity, and service quality at priority venues;
- support service availability for both mobile operators through shared coverage infrastructure;
- reduce unnecessary duplication of telecom infrastructure;
- establish a practical, self-sustaining commercial structure for deployment and operation on a revenue-share basis;
- support phased implementation across priority site categories; and
- create a scalable platform for future expansion and technology evolution.

The Ministry is open to proposals from neutral-host operators, managed service providers, infrastructure companies, and investor-backed consortia.

4. Scope of Interest

The Ministry seeks responses covering DAS-based mobile coverage solutions, including:

- DAS systems for buildings, complexes, campuses, transport facilities, industrial facilities, and other priority sites;
- small DAS and shared DAS configurations;
- suitability of passive, active, and hybrid DAS configurations for the indicative site categories described in Section 4, including the recommended architecture for an initial deployment phase.
- neutral-host mobile coverage solutions;
- associated head-end, transport, power, monitoring, management, and support systems;
- design, deployment, operation, maintenance, upgrade, and lifecycle support services; and
- commercial structures supporting rollout and operation on a revenue-share basis with the two existing mobile operators.
- Local content, training, maintenance, and knowledge-transfer possibilities.
- Regulatory, spectrum, security, resilience, and public-safety integration considerations.
- Suitability for phased deployment across priority national sites.

Respondents may propose responsibility for one or more of the following functions:

- site survey and assessment;
- RF planning and design;
- engineering and implementation;
- equipment supply and logistics;
- installation and integration;
- testing and commissioning;

- operations and maintenance;
- network monitoring and fault management;
- spare parts, warranty, and lifecycle support;
- training and knowledge transfer;
- commercial operation and management of the coverage system; and
- financing and commercial structures.

5. Indicative Site Categories

The Ministry is considering an initial rollout across selected sites, which may include:

- industrial districts, and factories;
- ports, airports, and transport facilities;
- hospitals;
- government administrative and public service buildings;
- universities and school campuses;
- shopping malls, commercial buildings, and high rises;
- stadiums, arenas, and event venues;
- large mixed-use complexes.

The initial deployment is expected to cover an indicative range of 10 to 30 sites, with subsequent phases expanding the program in scale and category coverage. Respondents are invited to indicate which site categories they consider most suitable for a first phase, and why.

6. Commercial Basis

The commercial model under consideration is a shared coverage infrastructure structure operating on a revenue-share basis with the operators, currently Syriatel and MTN Syria. Revenue sharing is expected to be traffic-based or capacity-based, or a combination of both, with the specific structure to be determined through engagement with respondents.

Respondents shall structure their submissions around this premise and clearly explain:

- the proposed legal and commercial structure;
- the proposed role of the respondent;
- the basis on which revenue would be generated, measured, allocated, reported, and settled;
- assumptions regarding operator participation and onboarding;
- minimum conditions required for commercial viability;
- the proposed contract tenor;
- the mechanism for expansion, upgrade, and additional site rollout; and
- protections, controls, and governance mechanisms required to support long-term operation.

If a respondent proposes an alternative commercial structure, the respondent shall clearly explain the reasons for doing so and why that structure is superior in terms of deployability, commercial sustainability, and contractual execution.

7. Required Response Content

7.1 Respondent Information

Respondents shall provide:

- legal entity name;
- country of incorporation;
- ownership structure;
- principal office and relevant operating presence;
- consortium members,
- authorized contact person.

7.2 Relevant Experience

Respondents shall provide details of comparable projects delivered within the last ten years, including:

- country and site or venue type;
- scale of deployment;

number of supported mobile operators;

- technologies and frequency bands supported;
- duration and nature of operational responsibility;
- commercial model used; and
- relevance to public-sector, emerging-market, or operationally complex environments.

7.3 Technical Proposal

Respondents shall describe:

- the proposed DAS solution and system architecture;
- the types of solutions they can provide, including:
  - Passive, Active, Hybrid, Digital DAS
  - Fiber-fed remote radio/radio dot solutions
  - Small-cell integrated indoor systems
  - Repeater / booster-based solutions, where applicable
  - Outdoor DAS for campuses, public spaces, or transport corridors
- each solution type should indicate recommended use cases, strengths and limitations, scalability, upgrade path to 5G and future generations.
- support for both mobile operators;
- supported technologies and bands;
- power, space, and backhaul requirements;
- monitoring, alarm, and fault isolation capabilities;
- maintenance approach;

- scalability and upgrade path; and
- implementation assumptions, dependencies, and exclusions.

7.3.1 Frequency Bands and Technology Support

- radio access technologies: 2G, 3G, 4G/LTE, 5G NSA, 5G SA
- frequency bands and channel bandwidths
- MIMO capabilities
- support for VoLTE and future voice migration
- interoperability with major RAN vendors
- multi-operator capability and any limitations thereon
- public safety/mission-critical support, if available

7.3.2 Architecture and Integration

- end-to-end system architecture
- head-end equipment requirements
- fiber, power, and transmission requirements
- interfaces toward mobile network operators
- support for centralized vs distributed baseband/radio architectures
- integration with existing operator networks
- synchronization requirements
- backhaul and fronthaul needs
- network management system (NMS), alarms, and performance monitoring
- cybersecurity features and access control

7.3.3 Operator Interface Requirements

Respondents should specifically explain the proposed operator interface model, including:

- demarcation point between the DAS infrastructure and each licensed mobile network operator
- technical interface toward operator core and/or RAN domains, as applicable
- required operator-side equipment, responsibilities, and dependencies
- signal source options, including donor BTS/eNodeB/gNodeB, baseband hoteling, small-cell integration, or off-air/repeater-based approaches
- procedures for onboarding one or multiple operators onto the same DAS platform
- capacity allocation methodology among participating operators
- change management and configuration control between the DAS operator, the mobile operator, and the venue owner
- fault isolation and incident-handling responsibilities across interfaces
- performance reporting by operator, band, sector, or venue zone
- requirements for testing, acceptance, optimization, and re-tuning with participating operators
- processes for introducing additional bands, carriers, or future technologies
- interface governance for neutral-host environments, including non-discriminatory access principles where applicable

7.3.4 Site Requirements

- space and rack requirements;
- power and cooling needs;
- fiber and structured cabling requirements;
- antenna density and typical design assumptions;
- civil works and building readiness requirements;
- electromagnetic compliance and health/safety standards;

- fire and environmental compliance;
- redundancy and resilience options.

7.3.5 Performance and Quality of Service

Respondents shall explain how their solution supports:

- indoor coverage targets (e.g., signal strength, SINR, throughput)
- capacity sizing methodology
- busy-hour traffic engineering
- mobility performance and handover continuity
- latency-sensitive applications
- high-density environments
- typical KPI targets for venues such as airports, hospitals, public buildings, and stadiums.
- KPI assurance, monitoring, and optimization
- service-level agreements (SLAs), if applicable

7.4 Pilot Deployment Information Requested

MoCT is considering one or more pilot deployments. Respondents are invited to provide:

- Suggested pilot site categories
- Pilot scope assumptions
- Design inputs required from MoCT / operators/site owners
- Estimated deployment timeline for pilot phase
- Indicative pilot cost structure
- Success criteria and KPIs
- Proposed responsibilities among MoCT, operators, site owners, and suppliers

7.5 Deployment and Operating Model

Respondents shall describe:

- site survey methodology and design development process;
- integration requirements with the two mobile operators;
- expected deployment timeline by site category;
- local staffing and subcontracting approach;
- testing, commissioning, and acceptance methodology;
- operations and maintenance structure;
- spare parts and support strategy; and
- escalation and fault management process.

7.6 Commercial Proposal

Respondents shall provide an indicative but decision-useful commercial proposal covering:

- proposed business model and basis of revenue generation;
- proposed revenue-share mechanism with the two existing mobile operators;
- assumptions underlying revenue generation and cost recovery;
- indicative capex ranges by site category;
- indicative opex ranges;
- contract duration expectations;
- billing, settlement, reconciliation, and reporting methodology;
- treatment of capacity expansion and upgrades; and
- any required commercial protections or assumptions.

7.8 Financing and Investment Capacity

Respondents shall indicate:

- DAS operator’s investment participation
- third-party investment participation.

Respondents shall specify minimum project size, expected tenor, conditions precedent, required guarantees or payment security arrangements, and any assumptions necessary to move to contract signature or financial close.

7.9 Legal and Contractual Framework

Respondents shall identify:

- preferred contract structure and risk allocation;
- required contractual protections;
- warranty approach and service-level framework;
- liability assumptions;

8. Revenue Share and Operator Interface

Respondents shall specifically address:

- the proposed commercial relationship between the respondent and each operator;
- whether symmetrical or differentiated treatment of the two operators is assumed;
- technical integration model and source signal approach;
- process for onboarding or activating each operator;
- performance obligations as between the system operator and the mobile operators;
- revenue measurement methodology;
- audit and reconciliation rights;
- dispute resolution in relation to revenue calculation; and
- treatment of cases where one operator is ready before the other.
- basis for revenue share calculation, including fixed fee, usage-based, subscriber-based, traffic-based, tenancy-based, or hybrid models
- minimum guarantee and upside-sharing mechanisms, if any

- allocation of responsibilities for billing, collection, reconciliation, audit, and reporting
- Treatment of passive infrastructure fees, active equipment costs, power costs, backhaul costs, and maintenance within the revenue-share framework
- duration of revenue-share arrangements and renewal principles
- revenue assurance and dispute resolution mechanisms
- sample financial model assumptions for a representative site or venue category

Respondents shall state the minimum level of operator cooperation, commitment, information, and coordination required for implementation to be executable.

9. Regulatory and Compliance Requirements

Respondents shall identify all regulatory, legal, licensing, and compliance requirements relevant to their proposed solution and commercial model, including which approvals are required for deployment and operation, which the Ministry is expected to facilitate, and which must be obtained by the respondent, site owner, contractor, or participating operators.

8.1 Telecommunications and Spectrum

Respondents shall state their spectrum-band assumptions, source-signal approach, RF compliance responsibilities, and their approach to interference management and coexistence with existing network infrastructure. Respondents may not assume independent spectrum rights.

8.2 Licensing and Approvals Matrix

Respondents shall provide an indicative matrix covering, as applicable: telecommunications approvals; radio and equipment authorizations; installation and civil works approvals; electrical approvals; building and municipal permits; importation and customs clearances; and any site-owner consents required.

8.3 Data Protection and Information Handling

Respondents shall describe what operational, commercial, or subscriber-related data would be required; whether the respondent would act as controller, processor, or service provider; where data would be stored; whether data would leave Syria;

retention periods; audit rights; and compliance with applicable data protection and confidentiality requirements.

8.4 Cybersecurity and Network Security

Respondents shall describe their approach to access control, remote access governance, system hardening, patching and vulnerability management, logging and monitoring, incident detection and response, segregation between operator environments, and compliance with applicable telecom security and lawful-access obligations.

8.5 Equipment Eligibility, Importation, and Supportability

Respondents shall confirm that all proposed equipment, software, licences, support services, and remote-management tools can be lawfully supplied, imported, installed, licensed, supported, maintained, upgraded, and replaced in Syria. Respondents shall identify any restrictions or dependencies relating to export controls, sanctions, or vendor-origin limitations.

8.6 Health, Safety, and Technical Standards

Respondents shall state the standards they propose to apply in relation to RF exposure, electrical safety, grounding and lightning protection, fire stopping, structural loading, safe installation practices, worker health and safety, and testing and commissioning certification.

8.7 Site Access and Landlord Interface

Respondents shall explain requirements for access to premises; risers, ducts, rooftops, and equipment rooms; power availability and metering; maintenance access; restoration obligations; and end-of-term handback.

8.8 Non-Discrimination and Transparency

Respondents shall explain how their proposed model will ensure fair and transparent technical treatment, non-discriminatory operational access, transparent commercial calculation, auditable reporting, and objective KPI measurement between the two mobile operators.

10. Mandatory Respondent Declarations

Each respondent shall include the following declarations:

1. whether the respondent is prepared to proceed to clarification meetings, commercial discussions, and negotiations following this RFI;
2. whether the respondent is prepared to participate in a pilot or first-phase implementation;
3. whether the proposed solution can be delivered and supported in Syria without legal or compliance barriers that render the proposal non-executable;
4. whether the respondent accepts the revenue-share basis with the existing two operators as the principal commercial premise;
5. any material assumptions without which the respondent would not proceed; and
6. any matters that must be resolved before pricing can be confirmed or contracting can begin.

11. Specific Questions

Respondents shall answer each of the following directly:

1. What DAS architecture do you recommend for the initial rollout and why?
2. What contract structure do you recommend for implementation in Syria?
3. How should the revenue-share mechanism with the two existing operators be structured?
4. What minimum operator commitments are required for bankability and execution?
5. What initial site categories or site mix do you recommend for a first phase?
6. What information is required from the Ministry for you to move toward pricing and negotiation?
7. What are the principal regulatory approvals required?
8. What legal, compliance, importation, or supportability issues could affect execution?
9. What payment security, settlement, or guarantee arrangements would you require?

10. Can your organization support a pilot phase that transitions into wider deployment?
11. What would prevent your organization from proceeding?

12. Indicative Next-Step Process

Following review of responses, the Ministry may, at its sole discretion:

- invite selected respondents to clarification meetings;
- request additional technical, regulatory, or commercial information;
- initiate structured commercial discussions with selected respondents;
- establish a shortlist;
- conduct a proof-of-concept exercise or launch a pilot; or
- negotiate a preferred implementation structure or proceed to a subsequent limited RFP, negotiated process, or contracting pathway.

The Ministry's preferred pathway following this RFI is to move as directly as possible into structured commercial discussions with capable respondents, with a view to agreeing on a pilot implementation. Respondents should submit material sufficiently mature to support accelerated commercial follow-up.

13. Submission Standards

Responses shall be concise, implementation-oriented, and commercially robust. Each submission should include:

- executive summary;
- respondent profile;
- technical proposal;
- deployment and operating model;
- commercial and revenue-share proposal;
- legal and regulatory section;
- risk matrix;

- appendices containing case studies, diagrams, pricing frameworks, and relevant credentials.
- recommended pilot approach;
- any additional information.

Responses may be submitted in English or Arabic. Supporting annexes may include technical brochures, architecture diagrams, case studies, indicative pricing schedules, draft commercial principles, financing notes, and proposed heads of terms.

14. Evaluation Statement

MoCT will review responses to this RFI on a non-binding, discretionary basis to identify respondents, solutions, and commercial approaches that appear most suitable for potential next-step engagement. In reviewing submissions, MoCT expects to place particular weight on the following considerations:

- executability in Syria, including the practicality of deployment, operation, maintenance, upgrade, and long-term support within the Syrian market and operating environment;
- relevance and depth of comparable experience, particularly in neutral-host DAS, shared mobile coverage, multi-operator environments, large venues, public-sector settings, and operationally complex or emerging-market environments;
- technical suitability of the proposed solution, including coverage performance, capacity, scalability, resilience, manageability, upgrade path to 5G and beyond, and interoperability with multiple operators and major RAN vendors;
- quality of the operator integration model, including clarity of demarcation, onboarding process, interface governance, fault isolation, KPI accountability, and non-discriminatory treatment of participating operators;
- commercial robustness, including clarity and credibility of the proposed revenue-share mechanism, transparency of revenue measurement and settlement, treatment of costs and upgrades, and long-term commercial sustainability;

- bankability and financing capacity, including the respondent's ability to invest, mobilize capital, support phased rollout, and identify the minimum contractual and operational conditions required for execution;
- speed and readiness for pilot implementation, including maturity of the proposed solution, realism of deployment timelines, readiness to proceed to structured discussions, and ability to transition from pilot to scaled deployment;
- regulatory, legal, and compliance feasibility, including the respondent's treatment of licensing, spectrum assumptions, importation, sanctions, export-control, supportability, cybersecurity, and data-handling requirements;
- local delivery capability, including staffing, subcontracting, training, spares strategy, knowledge transfer, and the ability to establish sustainable in-country operating support; and
- quality, completeness, and practicality of the submission, including whether the response is sufficiently detailed, implementation-oriented, decision-useful, and responsive to the questions and requirements of this RFI.

MoCT may also take into account the respondent's proposed risk allocation, required protections, assumptions, dependencies, and any matters that could materially affect the certainty of execution, implementation timing, affordability, or long-term operational continuity. MoCT reserves the right, in its sole discretion, to assess responses holistically and to place greater weight on those factors it considers most relevant to practical implementation, commercial maturity, and strategic fit.

MoCT may request clarifications, additional information, presentations, technical workshops, commercial discussions, pilot proposals, or revised submissions from any respondent as part of its evaluation.

15. Confidentiality and Use of Information

Responses will be treated as confidential to the extent permitted by applicable law and internal procedures. Respondents should clearly identify proprietary or commercially sensitive material. The Ministry reserves the right to use information received through this RFI for internal assessment, commercial and regulatory evaluation, technical scoping, procurement strategy development, negotiation

preparation, and the structuring of any subsequent implementation or contracting process. Submission of a response does not create any entitlement to an award, exclusivity, reimbursement, or preferred status.

16. Disclaimer

This RFI does not constitute a tender, a request for proposal, an offer, or a commitment to award any contract. The Ministry is issuing this RFI in contemplation of possible near-term implementation and reserves the right to use the outcome of this process to support accelerated commercial engagement, shortlisting, negotiation, pilot arrangements, or subsequent contracting steps. Respondents shall bear all costs associated with the preparation and submission of their responses.