

**Response to Queries on RFP “Review of Telecommunication licensing framework”**

Sr.No	RFP Clause	Query	PTA Response
i.	Section 5.1	The ToR includes a table which summarises the evaluation criteria. Items 3.1, 3.2 and 3.3 relate to the skills required to complete the project. Could you please confirm that, from an evaluation point of view as well as a project delivery point of view, these skills identified can be provided by a number of different people within three teams rather than just three individual people?	The skills mentioned in item 3.1,3.2,3.3 can be provided by number of different people as well as three individuals.
ii.	Section 3.2.1	The Scope of Work includes Task 5 which relates to infrastructure sharing. We are aware of another current PTA project on Rights of Way which includes work on infrastructure sharing and wonder how the work required within this Task 5 relates to the Rights of Way project.	These are two different tasks which need to be performed separately.
iii.	Section 3.2.1 a(ix)	Could you please elaborate on “Impact on the economy of the country” with regard to the extent of the analysis required, the areas to consider and outputs expected?	The analysis should include but not limited to the impact on the economy of the country w.r.t. Teledensity, Job creation, industry revenue, FDI,GDP increase after implementation of proposed licensing framework.
iv.	Section 3.2.1 a(x)	Could you please elaborate on “Payment terms and other financial obligations” What level of analysis is required, what areas are to be covered and what outputs are expected?	The clause emphasize on the regulatory obligations in the draft licensing framework which would clearly specify the financial obligations but not limited to ( <i>Initial license fee, Initial spectrum Fee, R&amp;D Contribution, USF Contribution, Annual payments,numbering, LPAF etc.</i> ) on specific licenses.
v.	Appendix A of Annexure IV - Description of Services: 3 i	Please clarify who the stakeholders are? Please also confirm if there are different sets of stakeholders?	Stakeholders include an individual, group, or organization who may affect, be affected by, or perceive itself to be affected by a decision, activity, or outcome of a project. In present situation, the main stakeholders include but not limited to PTA, FAB, PEMRA, MOIT, all Licensees.
vi.	Appendix A of Annexure IV - Description of Services: 3 i	We assume that the "Stakeholders" consultation will fall into two phases: 1. <b>"Stakeholders Engagement"</b> : This phase will be at the early stage of the project and will involve "Information Collection", through a set of questionnaires and face	This understanding is correct.

		<p>to face meetings if necessary.</p> <p>2. <b>"Stakeholders Consultation"</b>: This phase will be after submitting the "revised draft of the framework" report to PTA. The consultation will be limited to presenting to stakeholders (those identified in response to question 5 above) and gathering responses during and following the presentation</p>	
vii.		<p>Please also confirm if our assumption 2 above is your intention how many presentations to different sets of stakeholders will be required?</p> <p>If PTA expects a different type of engagement other than as set above could you please elaborate. In particular, if 2 is required to be conducted as part of a "Consultation Process" including sending the revised framework to stakeholders, allowing time for responses, and analysis of the responses, could PTA please clarify the process and duration so that it can be planned into our proposal.</p>	<p>It depends upon the work plan/methodology of the consultant in order to achieve the deliverables/tasks as mentioned in RFP.</p> <p>Furthermore, the consultant will give the presentations to the Client as already clearly defined in the RFP.</p>
viii.	Advertisement	<p>Is it essential to have a local partner? If Yes, then <u>can the partner be a local tax-payer individual</u> instead of being a company registered with SECP or the registrar office.</p>	<p>In case of the local partner, the local partner could be a local tax payer individual.</p>
ix.	Advertisement	<p>If yes, then would the local partner is <u>required</u> to be the lead partner?</p>	<p>Not necessary</p>
x.	Advertisement	<p>3) Depending on PTA's response to item #1 above, If the INTERNATIONAL CONSULTANT" is bidding without a local partner but is already a tax-payer in its own country then would he still be required to be on the ATL of FBR Pakistan (kindly keep in mind the double taxation treaty signed between USA and Pakistan).</p> <p>Note: the international consultant could provide a proof that he is a tax-payer in his country where his business is registered which is other than Pakistan.</p>	<p>International Consultant can apply and double taxation Treaty will be applicable in this case. However, the Consultant will pay the applicable taxes in the light of schedule issued by FBR.</p>
xi.	Advertisement	<p>Can we know the Q&amp;As or any clarifications on the EoI, if any.</p>	<p>Please Refer clause 2.3 of the RFP</p>