

Responses to Queries on RFP
“Development of Framework for Renewal of Mobile Cellular Licenses in Pakistan”

ID	RFP Reference	Question	PTA Response
1	General	We assume that the licenses (and the spectrum held by these licensees) to be considered are primarily those licensed holdings terminating in 2019 and 2022 respectively. Other spectrum held by other operators, the terms of which ends only in 2029 are presumably not in scope of consideration at this time in terms of spectrum value, even as the license template(s) to be developed might find application. Is this correct? If no, please clarify.	<p>The guiding principles and framework to be developed as per paras 3.1 and 3.2 of the RFP will have impact on all the existing cellular mobile licenses and spectrum holdings to be renewed either in 2019, 2022 or 2029 and onwards.</p> <p>It is also clarified that as per para 3.1.1 (iv), recommendations on spectrum rationalisation plan will be made with a time horizon of 10-15 years.</p> <p>In addition to the above, the consultant will specifically provide detailed working for the renewal of licenses in 2019 and 2022.</p> <p>Furthermore, it is expected that the consultant shall consider all parameters while formulating its recommendations to the client as per TORs of the RFP.</p>
2	Appendix A of Annexure IV: Description of Services	Our understanding of the stakeholders involved are: Mobile operators, MoITT and FAB, please confirm and also if there are other stakeholders?	Major stakeholders include telecom operators, MoITT, PTA and FAB. PTA will give prior intimation if consultation is required with any additional stakeholder.
3	Appendix A of Annexure IV: Description of Services	We assume that the "Stakeholders" consultation will fall into two phases: 1 "Stakeholders Engagement": This phase will be at the early stage of the project and will involve "Information Collection", through a set of	As per para 3.1.1 (a-i) of the RFP, the Consultant will devise its strategy including proposal on stakeholders consultation. The consultation with stakeholders will be an ongoing process during the project however physical presence / presentation

		<p>questionnaires and face to face meetings if necessary.</p> <p>2 "Stakeholders Consultation": This phase will be at the end of the project after submitting the "Licensing framework recommendations" report to PTA and its approval. The consultation will be limited to presenting to stakeholders (those identified in response to question 2 above) and gathering responses during and following the presentation.</p>	<p>of the consultant will be as per para 1.5 of General Conditions of Contract in Annexure IV of the RFP. It is further clarified that presentations by the Consultant will be made to MoIT/PTA or as required by the client.</p> <p>Note: "Licensing framework recommendations" in the Question may be corrected as "Mobile cellular license renewal framework recommendations"</p>
4	Section 3.1.1	<p>Given that PTA is also conducting a project reviewing the underlying regulatory framework with a scope envisioning broadening and fundamentally updating this framework and that this project will likely be at least somewhat parallel to the conduct of this re-licensing project, how does PTA see the interrelation of these projects in terms of outputs/deliverables? E.g. is the present project to take into account the outputs of the regulatory framework project? Will these outputs be available in time for this project to consider? Or is this relicensing project considered to have a narrower and interim nature, providing for relicensing until such time as a fundamental revision of the licensing framework (and later on the relevant aw) is to be implemented? Clarification of the relation of objectives would aid the development of an appropriately tailored proposal for PTA.</p>	<p>This is a separate project specifically for future renewal of cellular mobile licenses, having separate TORs.</p> <p>It may be noted that the other RFP is for the review of overall licensing policy framework.</p> <p>In view of the above, both the RFPs will be dealt separately and have different frameworks.</p>
5	Section 3.1.1.(iv)	Can PTA clarify the scope of the spectrum	Please refer to para 3.1.1 (iv) of the RFP.

		rationalization/adjustment to be carried out? E.g. Would such spectrum study be limited to the particular bands now in service (or already scheduled for release), or would the scope of this spectrum work extend to other service-appropriate bands not presently in use by mobile operators in Pakistan?	
6	Section 3.2.1.(iv)	Will the scope of this output ("framework comprising recommendations and license template") be limited to these components, e.g. it will not need to consider alterations or updates to other PTA licenses, regulations (ordinances, decisions etc.)?	Yes
7	Section 4.4 4.5.8	Please clarify if bid fee of USD 500 or equivalent PKR can be paid through the local representative of international bidder or it has to be paid directly by the lead bidder	Fee of USD 500 or equivalent Pak Rupees can be made on behalf of the applicant through duly authorised local representative.
8	Section 4.2 (Technical Proposal) 4.2.4 (f)	How many visits of the Team lead / Lead Consultant(s) are required at the minimum to render services as per TORs?	As per para 1.5 of General Conditions of Contract in Annexure IV, at the minimum the consultant may specify three visits for rendering services with regard to deliverables as prescribed in Appendix-A of the contract. Presence of Team lead / Lead Consultant(s) as per paras 4.2.4 (d) and (e) of the RFP are mandatory in the above mentioned visits.