

Response to Queries and Comments on RFP(s)

Sr.no	Query	Response
1	Could you please confirm which softcopies of the proposal are required - only the cover letter, not the technical and financial proposal documents themselves?	Refer Section 5.3.1 (a). Complete Soft Copy of the proposal is required.
2	In which form should these softcopies be provided - can they be transmitted by email, or should they be included in the proposal envelope on e.g. a memory stick?.	Refer Section 4.1.2.1 . Softcopies should be included in the proposal envelope.
3	Is the covering letter mentioned in section 5.3.1 intended to be the "Technical Proposal Submission Form" (Annexure I.A.), or is a separate covering letter required? Should this be placed inside the envelope with the Technical Proposal or outside?	Refer Section 5.3. Yes as Per Annexure I.A. All the documents be placed inside the envelope as Per Section 4.4 of the Proposal.
4	What is "Number NIDA-11-1"?	NIDA-11-1 is the account number of Pakistan Telecommunication Authority Collection account.
5	Please explain the other account number given, 005640-4607 in New York or Karachi. If this relates to a correspondent bank, please clarify its name and location.	It is the settlement account of National Bank of Pakistan, Karachi for settlement of funds with Pakistan telecommunication Authority.
6	Clause: 6.1.5 Past Experience There is 20% evaluation marks allocated for 'Spectrum Valuation Expertise' in Market Assessment project and 25% weight age for "past experience of similar projects" in 'Marketing of Spectrum' project. Is there a breakup of these percentage such as; # of projects completed or # of case studies to be submitted? Please confirm.	There is no break up of percentages. The marks for both the consultancies "Market Assessment for auction of spectrum for NGMS" and "Marketing to Attract Investors for auction of NGMS" are given in their corresponding Section 6 of the RFP(s) document.
7	Clause: 8.1.3 Fee & Payment The split of 70% variable payment in "Marketing of Spectrum" project is not very clear. While summing up the breakup it comes to 105%. So please clarify the calculations.	Variable Payment (VP) is 70 % of the total lump sum payment as Per Section 8.1.3 of RFP-2. Out of the 70 % VP, the consultant would be paid x% of the payment as per stages defined in Section 8 of the RFP-2. <ul style="list-style-type: none"> • Consultant would get complete 70 % VP if the new potential investor(s) has participated successfully in both the frequency bands (i.e. 850,1800) MHz as per Stage-4. • Consultant would be given 35% VP on the 3rd successful bid by a new potential investor. In case, the new entrant wins the auction, the consultant would get

		remaining of the lump sum amount of VP.
8	Clause: 8.1.3 Fee & Payment The document is silent on the number of 'new potential bidders' expected for the variable payment. If there are more than one bidder, will that entitle us for extra payments?	NO extra payment will be given to consultant other than those mentioned in Section 8.1.3.
9	We understand the need for fixing a variable component. But variable component as part of a lump sum fee is making this project non attractive. If there is a need for a variable component to be added to this RFP (which we feel is also needed to tie the bidder to investment) it should be awarded on a fixed fee model and variable payable on a fixed % determined by the Government. This will enable the Government select the bidder with the right price based on the scoring parameter and also reward the bidder as a % of revenue they enable the Government to generate. This is the model that is followed by many government globally where they want to tie the bidders remuneration to the project implementation.	The scope of Variable payment in Section 8 of the RFP is final and cannot be changed under existing provisions.