



Government of Pakistan  
**PAKISTAN TELECOMMUNICATION AUTHORITY**  
[www.pta.gov.pk](http://www.pta.gov.pk)

## **Request for Expression of Interest (EOI) HIRING OF SERVICES OF NATIONAL/ INTERNATIONAL CONSULTANT/ CONSULTANCY FIRM FOR PREPARATION OF OUTSIDE PLANT CODE, STANDARDS FOR IN-BUILDING TELECOM CABLING**

Pakistan Telecommunication Authority (PTA), the CLIENT, the Telecommunication Regulator in Pakistan, invites Expression of Interest (EOI) from national / internationally reputed consultant firms / consultants, who are on Active Taxpayers List of the Federal Board of Revenue for the captioned consulting services. Method of selection will be Quality & Cost Based as provided under Regulation 3 (B) of Procurement of Consultancy Services Regulations, 2010, PPRA.

EOI documents, containing detailed terms and conditions, etc. are available at the office of the undersigned. Price of the EOI documents is Rs. 500/- (non-refundable and in shape of pay order in favour of PTA). EOI documents can also be downloaded from [www.pta.gov.pk/en/media-center/category/tenders](http://www.pta.gov.pk/en/media-center/category/tenders) free of cost.

The EOI proposal must reach the Office of Director General (Strategy & Development), PTA HQs, F-5/1, Islamabad Pakistan, on or before **1500 PST, 24<sup>th</sup> May 2023**. The expression will be opened on the same day at **1600 PST**. This advertisement is also available on PPRA website at [www.ppra.org.pk](http://www.ppra.org.pk). If the EOI Receiving and Opening Day falls on a Public Holiday, the EOI will be opened on next working day at the same time.

**Chaudhry Mudassar Naveed**  
**Director General (Strategy & Development)**  
**PTA HQs, F-5/1, Islamabad Pakistan**  
**Email: [telecominfrastructure@pta.gov.pk](mailto:telecominfrastructure@pta.gov.pk)**  
**Tel: +92 (51) 9212124, Fax: +92 (51) 2878133**

**EXPRESSION OF INTEREST DOCUMENT (EOI)**

**HIRING OF SERVICES OF**

**NATIONAL/INTERNATIONAL**

**CONSULTANT/CONSULTANCY FIRM FOR**

**PREPARATION OF OUTSIDE PLANT CODE,**

**STANDARDS FOR IN-BUILDING TELECOM CABLING**

**April 2023**

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## 1. Introduction

1.1 Pakistan Telecommunication Authority (hereinafter referred to as “PTA”) (a statutory authority established under section 3 of Pakistan Telecommunication (Re-organization) Act, 1996 (hereinafter referred to as “Act”) to regulate the establishment, maintenance and operation of telecommunication system and provision of telecommunication services in Pakistan situated at PTA HQs, F-5/1, Islamabad Pakistan.

1.2 PTA seeks expression of interest from reputed Consultant/Consultancy firm having the requisite qualification and experience for the formulation of the following:

- (a) An advisory code consisting of specifications to be implemented by local authorities for ducts and associated access points in new as well as existing roads, footpaths and railway tracks to carry telecommunication cabling;
- (b) To identify technical standards for in-building telecommunication cabling for new as well as existing and refurbished buildings in line with international best practices.

1.3 The Services of the consultancy firm shall be hired on the basis of **Quality and Cost Based Selection Method** of Consultants as per Regulation 3(B) of PPRA’s Procurement of Consultancy Services Regulations, 2010.

## 2. Objectives of Consultancy

2.1 The applicants will be required to provide services in accordance with clauses 7.2 and 7.3 of Telecom Policy, 2015, which shall include but not limited to the following:

- (a) To develop an advisory code to be implemented by local authorities to ensure that ducts and associated access points are provided in existing and new roads, footpaths and railway tracks. The code will provide a specification for ducts to carry telecommunications cabling including any necessary related power cabling and voids or spaces to be provided at critical points for the provision of buried or surface mounted equipment chambers.
- (b) To identify technical specifications/ standards for in-building telecommunication cabling for new, existing and refurbished buildings, in line with international best practices.

## 3. Scope of Work (SoW)

The scope of the work shall include the following list of tasks:

### 3.1 Task-1 Outside Plant Code

The Consultant shall conduct the current market assessment for use of Outside Plant for telecommunication services, in line with EOI Document and in accordance with the provisions of clause 7.2 of the Telecom Policy, 2015. For this, he shall consult with relevant stakeholders including but not limited to the stakeholders from telecommunication, Pakistan Engineering Council and the relevant ministries/authorities for roads and railways etc., including the relevant ministries





and departments in the provincial governments, cantonment boards and development Authorities / municipalities of five(5) major cities, including Islamabad, Peshawar, Lahore, Karachi, and Quetta, and develop an outside plant code for roads and footpaths, railway tracks to endure ducts and access points for telecom networks. The code must include at least the following:

- a) Ensures that ducts and associated access points are provided in new as well as rebuilt roads, footpaths and railway tracks.
- b) The code will provide specification for ducts to carry telecommunication cabling including any necessary power (related) cabling and voids or spaces to be provided at critical points for the provision of buried or surface mounted equipment chambers.
- c) This code will also be required to determine the terms and conditions on which ducts and voids/spaces are provided to telecommunication license holders, considering the need to stimulate and facilitate the provisioning of telecommunication infrastructure.
- d) The code must consider efficient maintenance, troubleshooting, etc. of deployed telecom infrastructure.
- e) Propose a way forward/process, in view of all applicable laws to disseminate the code to all relevant bodies to adopt the code.
- f) The consultant must also determine, after consultation with the licensees, the suitable standards and/or incentives to spur commercial fiber deployment for telecommunication networks.

### **3.2 Task-2 Standards for In-Building Telecom Cabling**

The Consultant shall identify the current scenario of telecommunication cabling inside the buildings, in line with EOI Document and develop the standards for in-building telecom cabling in light of clause 7.3 of the Telecom Policy 2015. For this, the Consultant shall liaison with the relevant stakeholders including but not limited to Pakistan Engineering Council, Reputed Builders, Renowned Architects, Renowned construction firms, Cable Installers and the stakeholders from telecommunication sector. The standards, in line with international best practices, must at least include:

- a) Technical specifications/standards for in-building telecommunication cabling for new, existing and re-furbished commercial, non-commercial buildings including single story, multi-story, residential and industrial premises.
- b) Guidelines for drawing telecom cable layouts for commercial, non-commercial buildings including, single story, multi-story, residential and industrial units/premises etc.
- c) Safety Standards including but not limited to adequate separation of electrical wiring from telecom cabling and insulation for fire safety, etc.
- d) The technical specifications/standards must consider efficient maintenance, troubleshooting, etc. of telecom infrastructure.

- e) Propose a way forward/process, to disseminate such standards to relevant implementing bodies, and recommendations on the telecommunication cabling standards be part of any of the prevailing standards/codes/guidelines or frameworks for buildings.

3.3 For completion of the above tasks, the Consultant will consider the following:

- a) Consultation with relevant stakeholders for market information, challenges and potential regulatory landscape, for in-depth analysis and assessment of current scenario.
- b) Study International best practices of at least Five (05) case studies including the developed and developing countries from Europe and Asia.
- c) Study of gap analysis of local and international practices. This may include but not limited to the following,
  - i. Review and consider international best practices;
  - ii. Identification of gaps between existing local practices and modern / emerging international practices / frameworks;
  - iii. Mapping of international and emerging regulatory arrangements and recommendations for the Pakistani market.
  - iv. Impact of such arrangements, including but not limited to financial impact, ease of doing business, industry growth, and network expansion etc. w.r.t. provision of telecom services.
- d) Study prevailing/existing codes/ standards/ frameworks for other services, prescribed by relevant bodies including but not limited to PEC and ensures that the prescribed standards shall be in tandem with these codes/ standards/ frameworks/ guidelines.

#### 4. Instructions to the Consultant

##### 4.1 Deadline for submission of EoI:

Expression of Interest along with supporting documentary evidence are invited on the basis of requirement provided in the Expression of Interest. The deadline for issuance of prescribed EOI documents on payment of Rs.500- is 22<sup>nd</sup> May 2023 at 1300 PST and the deadline for all consultancy services applications submission at PTA, HQs is 24<sup>th</sup> May 2023 at 1500 PST. A meeting to address any queries in this regard would be held at PTA, H/Qs (if required). The EoI documents received in hard, at the PTA office, on and before the deadline shall be considered for evaluation and participation. Any EoI received through email shall not be considered. Consultants/Consultancy firms registered with SECP/ Registrar of firms (required in case of national consultants only) are invited to show their expression of interest for the consultancy services. In case of individual consultant, no registration with SECP or Registrar of Firm is required. Consultants/Consultancy firms/ individual consultant should be registered with Income Tax and Sales Tax Department and are active taxpayers as per Federal Board of Revenue (FBR)'s database i.e. Active Taxpayers List (ATL).



#### 4.2 EOI Submission Address

The Consultant(s) are invited to submit their expression of interest in a sealed envelope by the given timeline at the following address:

Director General (Strategy & Development)  
Pakistan Telecommunication Authority  
PTA HQs, PTCL Building (3rd Floor),  
F-5/1, Islamabad Pakistan  
email: [telecominfrastructure@pta.gov.pk](mailto:telecominfrastructure@pta.gov.pk)  
Tel: +92 (51) 9212124 Fax: +92 (51) 2878133

#### 4.3 Required Information

The Consultant required to submit expression of interest in English language and strictly follow the formats as given in this EOI document.

All applicants will be required to provide the required information in the prescribed format as included with the EOI as per the requirements provided in **Annex-A, Annex-B, Annex-C, Annex-D**.

#### 4.4 Documentation Verification

PTA reserves the right to verify the documentation submitted by Consultant/Consultancy Firm and shall disqualify any application if it finds, at any time, that the information submitted by the applicant concerning its shortlisting was false and inaccurate or deliberately left incomplete.

#### 4.5 Clarification

The Consultant may request a clarification on any of the EOI documents, at least 05 working days, prior to the submission date of the expression of interest. Any request for clarification must be sent in writing by paper mail, facsimile, or electronic mail to the Client's address given below:

Director General (Strategy & Development)  
Pakistan Telecommunication Authority  
PTA HQs, F-5/1, Islamabad Pakistan  
email: [telecominfrastructure@pta.gov.pk](mailto:telecominfrastructure@pta.gov.pk)  
Tel: +92 (51) 9212124 Fax: +92 (51) 2878133

4.5.1 The Client will respond by electronic mail to such requests and will publish on Client's website the response (including an explanation of the query but without identifying the source of inquiry) for information of all the requesting party intending Consultants;

4.5.2 At any time before the submission of proposals, the Client may, for any reason, whether at its own initiative or in response to a clarification requested by the Consultant, amend or modify the EOI document. Any amendments shall be issued in writing through addenda. The Client shall post the addenda on its website. The addenda shall be considered part of the EOI document and will be considered a binding. The Client may at its sole discretion extend the deadline for the submission of expression of interest;

4.5.3 The costs of preparing the expression of interest and of negotiating the contract, including visit(s) to the Client, are not reimbursable as a direct cost of the assignment;



4.5.4 The International Firm may also work in collaboration with qualified Local Representative Company in Pakistan, listed on active taxpayer list of Federal Board of Revenue (FBR);

4.5.5 The Client is not bound to accept any of the expression of interests submitted;

4.5.6 The Consultant, its authorized representative, its substantial equity holders and all its members would be jointly and severally responsible for consultancy on regulatory issues of the Client; and

4.5.7 The Consultant are advised to review the following documents available on the Client website ([www.pta.gov.pk](http://www.pta.gov.pk)).

a) The Pakistan Telecommunication (Re-Organization) Act 1996; and

b) Telecommunication Policy 2015.

4.5.8 Detailed RFP will be shared with only pre-qualified consultants.

## **5. Evaluation Criteria**

5.1 The consultant will have to meet the mandatory requirements as mentioned at Annex-A and secure minimum qualifying marks as per Annex-B of this EoI Document to be qualified.

5.2 Consultants meeting the mandatory requirement at Annex-A and obtaining minimum of 40% marks in Annex-B shall be considered as pre-qualified.

5.3 Detailed RFP will be shared with only pre-qualified consultants.

## **6. Reporting, Time Schedule and Payment**

The Client expects that "Consultancy Project" shall be completed in a total period of One Hundred Twenty (120) working days from the date of signing of the Contract. The Client will make the payments to the Consultant in line with the deliverables. Payments will be made on acceptance of a deliverable by the Client as a completed item. The payment shall be associated with deliverables and in the form of 8-10 break ups.

## **7. Conflict of Interest**

It is necessary that the Consultant provide professional, objective, and impartial advice and services at all times holding the national interests paramount, without any consideration for present or future personal gains, and strictly avoid conflicts with other assignments or their own corporate interests, if any. The firm shall not be considered for consultation that might be in conflict with its current obligations, or anything that might place it in a position of not being able to carry out the assignment in the best interest of Pakistan;



## Annex-A

### MANDATORY REQUIREMENTS

Sr. #	Requirement/ Document to be attached	Compliance (Yes / No)
1	Application (as mentioned in Annex-C)	
2	Consultant shall provide NTN & Active Tax Payer status (in case of local consultants only)	
3	Minimum One (01) consultancy of similar nature (to be assessed with the oldest contract duly supported with completion certificate/Provisional Acceptance Certificate (PAC) etc.)	
4	An affidavit on stamp paper duly attested by oath commissioner (for local bidders) and on firm's letter head (for international consultants) to the effect of following: a. The firm has neither been blacklisted by any Government / Public Sector/ Autonomous Body b. Nor any contract rescinded in the past (last two years) for non-fulfillment of contractual obligations c. Don't have any association/linkage with Israel or India regarding ownership, sponsoring and financing	

#### **Annex-A is Mandatory.**

Note: All supporting documents to be attached with FOI.

Non-fulfilling any of the above requirement will result into disqualification.

Please attach all Supporting Documents Serial wise

## **Annex-B**

### **EVALUATION OF THE CONSULTANCY FIRM**

Sr. #	Attributes	Max. Score	Points Earned	Criteria
1	Consultants/ Consultancy Firm Experience in the relevant field (attach evidence of ongoing or completed projects)	30		Three (3) points will be given for each relevant project  (Maximum 5 consultancies (each Task as per SoW))
Sub Total		30		
<b>Minimum qualifying marks for pre-qualification are 40% in Annex-B.</b>				

## **2 List of Forms**

- Annexure-C: Covering Letter (To be placed in Main Envelope)**  
**Annexure-D: The Consultant Firm's References**



**Annex- C**

[Letter head paper of the applicant, including full details of postal address, telephone no., fax no., email, website etc.]

**Covering Letter**

[Location, Date]

To:

**Director General (Strategy & Development)**

Pakistan Telecommunication Authority

PTA HQs, F-5/1, Islamabad, Pakistan

Sir,

I/We, the undersigned, offer to provide the consulting services on broad technical, legal and commercial / financial issues of PTA, in accordance with your Request for EoI. I/We hereby submit our expression of interest in a sealed envelope.

I/We, undertake that all requirements raised in the Scope of Work mentioned at Section 3 of this document have been fully responded to in the expression of interest.

I/We understand you are not bound to accept our expression of interest. Your department and its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents and information submitted in connection with this application, and to seek clarification from clients.

This application is made with full understanding that

- a) Application will be subjected to verification of all information submitted for pre-qualification.
- b) PTA reserves the right to accept or reject any application, cancel the pre-qualification process as per PPRA rules and the PPRA Consultancy Regulations, 2010.
- c) We confirm that we are enclosing all required documents as per format provided in EOI document of PTA along with valid photocopies of all other required documents.
- d) The undersigned declare that the statement made and the information provided in the duly completed application are complete, true and correct in every detail.

Yours,

Authorized Signature:

Name and Title of Signatory:

Name of Firm:

Address:

Cell:

Tel:

Fax:

Email:





**Annex-D**  
**The Consultant Firm's References**

- 1. Brief description of Consultant's organization**
- 2. Relevant Consultancy Services Carried Out and In-hand assignments**

All items mentioned in the SoW at clause No. 3 of EOI Document shall be responded. Using the format below, provide information on each assignment for which your expert/firm/entity, either individually or as a corporate entity or as one of the major companies within an association, was legally contracted.

<b>Assignment Name:</b>		
Country:		Location within Country
Name of Client:		Address of Client:
Start Date (Day Month/Year):	Completion Date (Day Month/Year):	Approx. Value of Services (in US\$):
Narrative Description of Project:		
Implementation status of the assignment.		
<b>If Assignment was carried out by applicant Firm/ Entity</b>		
No. of Professional Staff Provided by Your Firm/Entity (attach profiles of each):		No. of Staff-Months; Duration of Assignment:
Functions performed by your staff:		
Name of Associated Consultants, If Any:		Number of Months of Professional Staff Provided by Associated Consultants:
Functions Performed by associated Consultant		Name of Senior Staff (Project Director/Coordinator, Team Leader) directly involved, from associated Consultants.
Description of <u>Actual</u> Services Provided by Your Staff:		

<b>If Assignment was carried out by Expert(s) who are now Engaged by the Applicant Firm</b>	
Name of the Expert (attach profile)	Duration of Assignment:
Description of functions performed during assignment:	
Company of association of Expert, during the assignment (if any)	

**General Note:** Attach supporting documents e.g. contract/ work orders and completion certificate/PAC etc.

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