

**Report on evaluation of**  
**Bids for Consultancy for Spectrum Auction for Next Generation Mobile Services**

As per policy directive of the Ministry of Information Technology & Telecom (IT&T) for Spectrum Auction for Next Generation Mobile Services in Pakistan dated 7<sup>th</sup> October 2013, PTA was tasked to carry out the appointment of internationally reputed consultant(s) with the following Terms of Reference (ToRs):

- (a) Identify the number and size of blocks to be auctioned considering the market situation.
- (b) Recommend the most appropriate auction methodology and plan.
- (c) Recommend the (base and) reserve Price for auction.
- (d) Design and management of the auction process.
- (e) Analyze potential impact on auction price with respect to upfront payment of bid price versus staggered payment for a period of five years, and recommend the optimal bidding procedure.
- (f) Develop license template for new license.
- (g) Any other allied matter relating to the auction and any assignment as deemed necessary by PTA.

2. The Authority constituted a committee (Committee), for meeting the timelines of Spectrum Auction for Next Generation Mobile Services in Pakistan.

3. Accordingly, PTA started the process for hiring the Consultant(s) of international repute through advertisements in local and International media, inviting proposals by 12<sup>th</sup> November 2013 12:30 pm Pakistan Standard Time.

4. In line with the PPRA Rules, Committee prepared a Request for Proposal (RFP) which was approved by the Authority. The RFP was placed at PTA website [www.pta.gov.pk](http://www.pta.gov.pk) on 10<sup>th</sup> October 2013, as per the advertisement mentioned above.

5. As per the RFP, a pre-bid conference was held with the interested Consultant(s) on 6<sup>th</sup> November 2013 at 6:00 pm Pakistan Standard Time at PTA Headquarters. The pre-bid conference was attended by the following consultants:

Sr. No.	Consultants who attended pre-bid conference
1	Frontier Economics
2	Booz & Company
3	e-Procurement Technologies Limited
4	LCC Asia Pacific
5	Telsec Corp.
6	BMA Capital
7	Inabia
8	Saybi
9	KomKonsult

5. As a result, by 12<sup>th</sup> November 2013, 12:30 pm, PTA received proposals from the following seven CONSULTANT(S):

Sr. No.	Company
1	Frontier Economics
2	Booz & Company
3	Value Partners Management Consulting Limited
4	Arthur D Little Middle East FZ-LLC
5	Detecon International GmbH
6	Priyo Consultants
7	Telsec Corp.

6. Out of seven, five consulting firms qualified the Technical evaluation. These are as under:

- Arthur D Little Middle East FZ-LLC
- Booz & Company

- Detecon International GmbH
- Frontier Economics Limited
- Value Partners Management Consulting Limited

7. On 23<sup>rd</sup> of November 2013 at 10:30 am Pakistan Standard Time, the financial bids of the qualified five Consulting firms were opened in the presence of their representatives.

8. After the financial evaluation, the Technical (80%) and Financial (20%) scores were compiled in line with the RFP and as per PPRA Rules and Regulations. In this competitive process, 'Value Partners Management Consulting Limited' was declared as the successful bidder.

9. The financial proposals of the two firms who could not prequalify shall be returned unopened after the completion of selection process as per RFP.

10. The successful bidder was requested for finalization and signing of the Contract as per the PPRA rules and regulations. Appointment of the Consultant is a major step in fulfilling the policy directive of the Government of Pakistan (GoP) as mentioned at para 1 above, and the spectrum auction for Next Generation Mobile Services.

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