



Government of Pakistan  
PAKISTAN TELECOMMUNICATION AUTHORITY  
www.pta.gov.pk

**REQUEST FOR EXPRESSION OF INTEREST (EOI)  
HIRING OF CONSULTANT(S)/CONSULTANCY FIRM(S) FOR  
“CONSULTANCY ON RELEASE OF IMT SPECTRUM  
FOR IMPROVEMENT OF NEXT GENERATION MOBILE  
BROADBAND SERVICES IN PAKISTAN 2024”**

Pakistan Telecommunication Authority (PTA), Telecom Regulator of Pakistan, invites electronic Expression of Interest (EOI) from the internationally reputed Consultant(s) / Consultancy Firm(s) for **“CONSULTANCY ON RELEASE OF IMT SPECTRUM FOR IMPROVEMENT OF NEXT GENERATION MOBILE BROADBAND SERVICES IN PAKISTAN 2024”**. Method of selection will be ‘Quality & Cost Based’.

Electronic EOI document, containing detailed requirements, terms and conditions is available on e-Pak Acquisition and Disposal System (EPADS) at (<https://eprocure.gov.pk>), PPRA ([www.ppra.org.pk](http://www.ppra.org.pk)) and PTA ([www.pta.gov.pk](http://www.pta.gov.pk)) websites.

The EOI shall **only** be submitted through EPADS on or before **15<sup>th</sup> July, 2024** at 1100 hours PST. Manual bids shall not be accepted. The electronic EOI shall be opened on the same day through EPADS at 1200 hours PST.

In terms of Rule 48 of Public Procurement Rules, 2004 Grievance Redressal Committee (GRC) is constituted for subject consultancy. Notification of said GRC is provided on PTA website ([www.pta.gov.pk](http://www.pta.gov.pk)) and on EPADS at (<https://eprocure.gov.pk>).

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**EXPRESION OF INTEREST (EOI) DOCUMENT  
HIRING OF SERVICES OF CONSULTANT(S) / CONSULTANCY  
FIRM(S) FOR  
“CONSULTANCY ON RELEASE OF IMT SPECTRUM FOR  
IMPROVEMENT OF NEXT GENERATION MOBILE  
BROADBAND SERVICES IN PAKISTAN 2024”**

**June 2024**



**SYEDA SHAFaq KARIM**  
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Headquarters F-5/1, Islamabad

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## 1. Introduction

- 1.1. Pakistan Telecommunication Authority (PTA) (hereinafter called the "Client"), is a regulatory authority for the telecommunication sector in Pakistan, established as a body corporate under section 3 of the Pakistan Telecommunication (Re-Organization) Act, 1996 (*herein after referred to as "the Act"*).
- 1.2. The strategic vision of Client is to create a fair regulatory regime to promote investment, encourage competition, protect consumer interest and ensure high quality Information & Communication Technology (ICT) services.
- 1.3. The Client intends to seek services of an internationally reputed Consultant(s)/Consultancy Firm(s) (hereinafter referred to as "Consultant"), for 'Release of IMT Spectrum for Improvement of Next Generation Mobile Broadband Services in Pakistan 2024'. To undertake the assignment, Expression of Interest (EOI) is invited on the basis of the terms and conditions illustrated in this document, for achieving optimal results through successful completion of spectrum auction in accordance with section 4 of this document.

## 2. Evaluation Criteria

As per details at **Annex -A**.

## 3. Instructions to the Consultant(s)

### 3.1. Submission of EOI

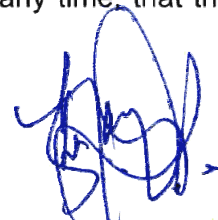
The EOI, prepared in accordance with the instructions in this document, must be submitted through EPADS (<https://eprocure.gov.pk>) on or before **15<sup>th</sup> July, 2024** at 1100 hours PST. Manual bids shall not be accepted. The Expression of Interest (EOI) will be opened on the same day at 1200 hours PST through EPADS.

### 3.2. Required Information

The Consultant is required to submit expression of interest in English language. All applicants will be required to provide the information as per Annex-A.

### 3.3. Documentation Verification

PTA reserves the right to verify the documents submitted by Consultant and shall disqualify any application if it finds, at any time, that the information

  
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submitted by the applicant concerning its shortlisting was false and inaccurate or deliberately left incomplete.

**3.4. Clarification**

The Consultant may request a clarification on this EOI document, at least 05 working days prior to the last date for submission of the EOI. Any request for clarification must be sent through EPADS:

3.4.1 The Client will respond through EPADS to such requests.

3.4.2 At any time before the submission of EOI, 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 and EPADs. 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 EOI;

3.4.3 The cost of preparing the EOI is not reimbursable.

3.4.4 The International Consultant may submit its interest independently or in collaboration with qualified Local Representative Consultant/ Consultancy Firm. In case of a local partner, the local partner must be registered with Securities and Exchange Commission of Pakistan (SECP) and on Active Tax Payer List of FBR. Documents substantiating the JV must be provided with EOI.

3.4.5 All applicants/ consultants shall be informed whether or not they have been shortlisted under regulation 6(3) of Procurement of Consultancy Services Regulations, 2010.

3.4.6 The Consultant(s) are advised to review the relevant documents available on the Client website ([www.pta.gov.pk](http://www.pta.gov.pk)) including but not limited to:

- a) The Pakistan Telecommunication (Re-Organization) Act 1996;
- b) Telecom Rules 2000; and
- c) Telecommunications Policy 2015.

  
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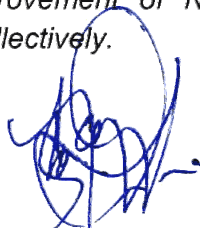
3.4.7 Detailed request for proposal (RFP) document will only be shared with shortlisted consultants having competency and relevant experience as per Annex – A.

#### 4. Terms of References (ToRs)

##### 4.1. Objectives of Consultancy

- 4.1.1 Devise strategy to maximize the release of IMT Spectrum for proliferation of technology neutral Next Generation Mobile Broadband Services with due consideration to international best practices suited for Pakistan's economy, society and telecommunications market. This consultancy will focus on regulatory consistency for the investors, facilitate mobile broadband proliferation, and future sustainability of Telecommunication Sector with emphasis on socio economic development and benefit of the country.
- 4.1.2 Valuation of spectrum for available bands with the future projections, targeting to achieve overall economic growth and incentivize foreign investment, considering impact of past auctions, renewals, international best practices and other relevant factors.
- 4.1.3 5G launch / implementation modelling in the light of international and regional best practices particularly in terms of prospective use cases for Pakistan and viable best practices for monetization models.
- 4.1.4 Investment oriented spectrum auction design to provide an opportunity for both existing operators and prospective new entrants to acquire maximum IMT spectrum to support improved ICT infrastructure and broadband services in Pakistan. Design shall be focused on innovative regulatory practices with improved investment opportunities for successful launch of latest technologies including 5G etc in Pakistan. It should further facilitate progressive mobile broadband proliferation with emphasis on future sustainability of Telecommunication Sector along with overall socio-economic growth of Pakistan.

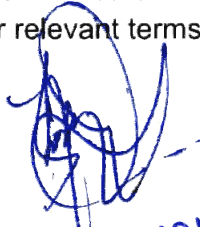
*The aforesaid objectives of the consultancy hereinafter referred as "Consultancy on Release of IMT Spectrum for Improvement of Next Generation Mobile Broadband Services in Pakistan 2024" collectively.*

  
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## 4.2. Scope of Work & Tasks (Components)

4.2.1 Keeping in view the above-mentioned objectives, the scope of work shall include the following:

- a) An assessment of current status and health of Pakistan's telecom market for adoption of latest technologies including 5G etc in consultation with all relevant stakeholders (The Consultant shall submit international best practices on each aspect of 5G services covered in this consultancy before submitting its recommendations). The Consultant will advise on needed policy actions and reforms for increased infrastructure investment, broadband proliferation and business / sector sustainability and growth.
- b) Compare Pakistan's existing cellular / IMT spectrum assignments with regional practices and accordingly highlight gap and suggest phase wise auction of paired spectrum in 700 MHz, 1800 MHz, 2100 MHz bands and unpaired spectrum in 2300 MHz, 2600 MHz, 3500 MHz bands.
- c) Per MHz spectrum price determination for spectrum bands mentioned in (b) above in USD and PKR with future projections of next 3 x years using both demand and supply side models, along with the innovative payment options like flexible/ dynamic instalment plan. Scenario-based various options for per MHz price vis-à-vis payment terms, rollout obligations, etc.
- d) Consider the number of operators, tenure of license, regional/national IMT spectrum licensing models, spectrum block sizes, minimum bandwidth per operator, license template including rights and obligations (Network Rollout target, QoS & Microwave backhaul pricing etc), incentives for auction winners with commitment on roll out; and supportive changes to the licensing regime, auction rules and optimum timelines related to the auction process to offer better visibility, preparation and confidence to the investors and facilitate successful adoption of latest technologies including 5G etc in Pakistan.
- e) Advise Policy Recommendations for Spectrum Auction comprising auction design and methodology, spectrum base price, duration and any other relevant terms and conditions.

  
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- f) Development of Information Memorandum including license template and assist in conducting spectrum auction as per agreed auction design.
- g) Recommendations on coexistence of IMT bands between IMT/5G and other services including Satellite and WiFi etc. Study recent developments in neighbouring countries to identify any potential cross border interference in the auctioned bands with appropriate strategies preferably based on ITU recommendations for interference resolutions such as UL/DL frame synchronization, use of filters etc.
- h) Suggest recommendations based on international standards to limit human exposure to electromagnetic fields and mitigation techniques related to health hazards specifically in denser 5G networks.

#### 4.3. Deliverables

4.3.1 The specific deliverables as per section 4.2 and in accordance with the timelines of contract agreement would be as under:

- a) A report on Pakistan's telecommunications market assessment with focus on the current status and health of the industry, in order to identify the challenges and accordingly advise/recommend on policy actions and reforms for maintaining competition, securing increased ICT infrastructure investment, maximize commercial utilization of spectrum, increasing broadband proliferation and improved business sustainability. The report will also include timelines / phases for spectrum auction based on international best practices and stakeholder consultation applying technical, commercial and due legal diligence.
- b) A report on valuation of spectrum including base price in USD and PKR for paired spectrum in 700 MHz, 1800 MHz, 2100 MHz bands and unpaired spectrum in 2300 MHz, 2600 MHz, 3500 MHz bands with future projections for next 3 x years. The report will also include the recommended currency for auction. The determination of base prices shall be done under strict

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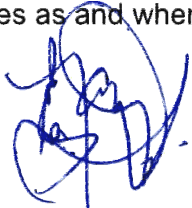


confidence and shall be provided in sealed envelopes to the Client.

- c) A report on auction methodology, design and process for the spectrum assignment (comprising of spectrum blocks for auction, auction design, spectrum caps, spectrum floor, auction participants and other relevant terms and conditions).
- d) Prepare recommendations for Government of Pakistan (GoP) based on (a),(b) and (c) above including but not limited to policy actions / sector reforms, base price, duration of license and spectrum assignments, proposed QoS & coverage obligations, payment terms etc.
- e) Prepare Information Memorandum including information mentioned at para 4.2 and 4.3.1(d) above but not limited to detailed auction design, methodology, round increments, earnest money, license template; assist the Authority in developing and issuing necessary clarification as and when required to the potential bidders; prepare bid documents and other relevant documents ancillary to the auction process.
- f) Provide auction software and assist in completion of the software-based auction process; the Consultant has to ensure all the relevant functionality, vulnerability, security and testing before commencement of the auction process.

4.3.2 In order to perform above tasks and complete deliverables:

- a) The Consultant shall submit above mentioned deliverables for approval of the Client separately as per timelines; and shall revise the reports in light of the input received from the Client for approval within next 7 x days of the receipt of the input from the client.
- b) The Consultant shall prepare and provide complete reports of all the above- mentioned deliverables in Hard & Soft form (3 x copies each).
- c) The Consultant shall make presentations to the Client and relevant GoP representatives as and when required.

  
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- d) The Consultant shall take into account the due consultation with stakeholders, review and consider international / regional best practices, use of analytical/ econometrical tools /financial modeling/ sensitivity analysis and its mapping for the telecommunications market of Pakistan.
- e) All requirements mentioned in this document i.e. ToRs shall be part of the deliverables and Consultant shall deliver a final report including post auction analysis.

## 5. 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. The consultant shall disclose any potential conflicts of interest before the engagement begins. If a conflict of interest is identified at a later stage, the consultant's proposal may not be considered and may result in termination of the contract, or if already engaged.

## 6. Name & Address of Procuring Agency

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Headquarters, F-5/1, Islamabad, Pakistan.  
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Email: [auction2024@pta.gov.pk](mailto:auction2024@pta.gov.pk)

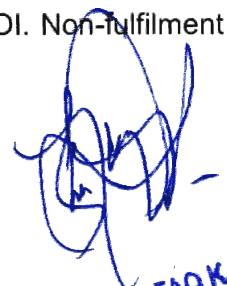


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MANDATORY REQUIREMENTS

Sr. #	Requirement/ Document to be attached	Compliance (Yes / No)
1	<p>Foreign Consultant shall provide documentary evidence of its registration / incorporation certificate under the laws of respective country.</p> <p>Local consultancy firm shall provide documentary evidence of its registration/ incorporation certificate with Registrar of Firms/ SECP.</p> <p>Local consultancy firm/ consultant shall provide NTN &amp; Active Tax Payer status for income tax and sales tax.</p>	
2	<p>a. <b>Qualification.</b> Relevant technical, legal, financial and commercial expertise (Human Resource) required to carry out the assignment as per section 4 of this EOI document, duly supported by documentary evidence.</p> <p>b. <b>Experience.</b> Relevant experience of spectrum auctions, duly supported by documentary evidence that could substantiate completion of assignments.</p>	
3	<p>An affidavit to the effect that the firm has neither been blacklisted by any Government / Public Sector/ Autonomous Body, nor any contract rescinded in the past (last two years) for non-fulfilment of contractual obligations.</p>	

Note: All supporting documents to be attached with EOI. Non-fulfilment of any of the above requirement will result into disqualification.



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