COMPANY NAME

Financial Plan (experience and capacity)

Evaluation Criteria		Points Awarded by the evaluation Committee							
Experience with mobile networks	Maximum Points								
Subscriber Base	Points	A	B	C	D	E	F	G	H
250,000 and below	0								
250,001 - 500,000	2								
500,001 - 1,000,000	3								
1,000,000 & above	4								
Years of experience in operating mobile networks									
0	0								
Below 5	1								
5 and Above	2								
Number of Countries operating in									
no country	0								
Below 3 countries	2								
3 countries and above	4								
Experience in developing Countries									
Region & Others	5								
Region only	3								
Others only	2								
No Country	0								
Role of Local Partners	5								

		Points Awarded by the evaluation Committee							
Financial Capacity	Maximum Points								
Ability to raise funds (Averages over 3 years)									
(Gearing ratio = Debt/Total assets)									
30% and below	6								
30 - 40 %	5								
40 - 50%	4								
50 - 55%	2								
55 - 65%	1								
65% and above	0								
Profitability*	Points								
(Net profit Margin = Net income/Net Sales)									
30% and above	4								
25 - 29%	3								
20 - 24%	2								
10 - 19%	1								
below 10%	0								
Total	**30**								

Business Plan

		Points Awarded by the evaluation Committee							
	Maximum Points								
Evaluation Criteria		A	B	C	D	E	F	G	H
1. Market projections, subscriber roll-out, coverage, and assumptions	7								
2. Service tariffs and fees	3								
3. Proposed marketing program	3								
4. Financial projections and assumptions	3								
5. Staffing requirements	5								
6. Capital costs	3								
7. Access to emergency numbers and directory inquiries	3								
8. Plans for universal service obligations	7								
9. Billing features	3								
10. Arbitration and dispute settlement and customer care procedures	3								
Total	**40**								

Technical Plan

		Points Awarded by the evaluation Committee							
	Maximum Points								
Evaluation Criteria		A	B	C	D	E	F	G	H
1. Conceptual Plan and Network Hierarchy	4								
2. Network planning principles	4								
3. Operations and maintenance plan	6								
4. Quality of service targets	4								
5. Metering and billing	2								
6. Frequency Plan	5								
7. Network development schedule	5								
Total	**30**								