COMPANY NAME

Evaluation Criteria		Po	ints Av	varded	by th	e evalu	uation	Comm	ittee
Experience with mobile networks	Maximum Points								
Subscriber Base	Points	Α	В	С	D	E	F	G	Н
250,000 and below	0								
250,001 - 500,000	2								П
500,001 - 1,000,000	3								
1,000,000 & above	4								
V () () () ()			<u> </u>		_				-
Years of experience in operating mobile networks	•	-	-	-	_	-	1		-
0	0	-	-	-	_	-	1		-
Below 5	2	-	-	-	_	-	1		-
5 and Above	2	-	1	1	-	+	-		┢
Number of Countries operating in		1							T
no country	0								
Below 3 countries	2								П
3 countries and above	4								
E contracto de la contracto de		-	-	1	-	-	-		-
Experience in developing Countries									
Region & Others	5								
Region only	3	1	1	1		1	1	<u> </u>	
Others only	2	1	<u> </u>	1	1	-		<u> </u>	1_
No Country	0		1	1	<u> </u>	1	1	<u> </u>	1
Role of Local Partners	5		1					1	1

	Points Awarded by the evaluation Committe								
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		Α	В	С	D	Е	F	G	Н	
 Market projections, subscriber roll-out, 	7									
coverage, and assumptions										
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	3									
inquiries										
8. Plans for universal service obligations	7									
9. Billing features	3									
10. Arbitration and dispute settlement and	3									
customer care procedures										
Total	40									

Technical Plan		Points Awarded by the evaluation Committee								
		Maximum Points								
Eva	luation Criteria		Α	В	С	D	Е	F	G	Н
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								