

## 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**

<u><b>Business Plan</b></u>		Points Awarded by the evaluation Committee							
	Maximum Points	A	B	C	D	E	F	G	H
Evaluation Criteria									
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								
<b>Total</b>	<b>40</b>								

### **Technical Plan**

<u>Technical Plan</u>		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								