

Technical Clarification Meeting Summary

15 August 2012

This **Technical Clarification Meeting Summary** is intended to recap discussions during the *Technical Clarification Meeting* with interested Vendors further to the Request for Proposals (RFP) issued by ALTON for the Study on the Socio-economic Impact of Telecommunications in Nigeria.

Some additional information is also provided to assist vendors.

The *Technical Clarification Meeting* commenced at 12 noon. The following Vendors (Consultants) dialed in to join conference:

1. PWC – Micheal Hart and Mark Handler
2. KPMG – Dotun
3. Informa – Sadiq Malik and Mbonge Thecla
4. Analysis Mason – Eric, Juan and Amir, Philip bates

Question and Answer (Q&A) Session.

Informa:

- Question 1 When will ALTON give final decision once all bids have been received?
Answer 1 ALTON would conclude the whole process and communicate decision at the end of August 2012
- Question 2 When does ALTON expect study to start?
Answer 2 ALTON expects study to commence as soon as negotiations are concluded and contracts signed or purchase order issued with the selected party.
- Question 3 Will ALTON help gather data from operators?
Answer 3 ALTON will facilitate and introduce Consultant to operators but Consultant will have sole responsibility to conduct study.
- Question 4 Who is financing the Study, ALTON, Operators or other organization?
Answer 4 ALTON is funding the Study.

KPMG:

- Question 1 Will the Study be made public?
Answer 1 Yes it will.

Question 2 Can ALTON be specific about what telecom services the study will look at?
Answer 2 Voice, SMS, Data and all related Value Added Services provided by the industry.

Additional Information

ALTON would also like to mention that there are other services provided for public safety and security, including emergency communications services running on emergency numbers 112, 122 and 767.

Question 3 On the issue of Government expectations for industry, will this be restricted to the Draft ICT policy published by the Minister of Communication Technology?

Answer 4 The referred document is a *draft* that will likely be expanded to into a substantive document. ALTON would like the Study to consider to the whole gamut including but not limited to the Draft ICT Policy, Millennium Development Goals, Vision 20:20 and the existing National Telecoms Policy, all of which contain statements of Government's policy objectives and expectations from the Industry.

PWC:

Question 1 How is Consultant expected to validate proposal? Will this be by certification or mere signature of partner or authorized officer will do?

Answer 1 A signature by partner or authorized officer will do, however ALTON expects full compliance with RFP requirements.

Question 2 Will Consultant be required to make public presentation of report to governments?

Answer 2 ALTON expects the successful Consultant to make a formal presentation and defense of study. Any subsequent presentations or engagements would be discussed and agreed with consultant as a secondary assignment by ALTON.

Analysis Mason:

Question 1 What is the budget of ALTON?

Answer 1 ALTON expects a competitive tender process. Successful consultant will be picked based on technical and commercial evaluation.

Question 2 What is ALTON's evaluation criteria?

Answer 2 ALTON expects consultants to comply with RFP tender and scope of work.

Question 3 Who brands report?

Answer 3 ALTON own rights to report but Consultant will be duly acknowledged as the Author.

Question 4 Does ALTON want a single document or two separate documents, one providing a technical proposal and other the financial proposal?

Answer 4 Yes ALTON would like two separate documents – one technical and one financial.

Conference call ended at 12.46 pm.

IMPORTANT INFORMATION

Please be advised that the RFP closes 24 August, 2012 at 12noon Nigerian Time (GMT +1).