## **COMPANY NAME**

Financial Plan	(experience and capacity)
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Total

Evaluation Criteria		Points Awarded by the evaluation Committee									
Experience with mobile networks	Maximum										
	Points										
Subscriber Base	Points	Α	В	С	D	E	F	G	Н		
250,000 and below											
250,001 - 500,000											
500,001 - 1,000,000											
1,000,000 & above	4	-	-		-	_	_	-	4—		
Years of experience in operating mobile networks									+		
n cars of experience in operating mobile networks	0								$\top$		
Below 5									_		
5 and Above	2										
Number of Countries operating in											
no country				_					4		
Below 3 countries				_					4		
3 countries and above	4	+	-		-	-	+	-	+		
Experience in developing Countries									_		
Region & Others	5								1		
Region only	3										
Others only	2										
No Country	0										
Role of Local Partners	5										

		Poi	nts Aw	arded	by the	evalu	ation (	Commi	ttee
Financial Capacity	Maximum Points								
Ability to raise funds (Averages over 3 years)									
(Gearing ratio = Debt/Total assets)									
30% and below	6								
30 - 40 %									
40 - 50%									
50 - 55%									
55 - 65%	1								
65% and above									
Profitability*	Points								
(Net profit Margin = Net income/Net Sales)									
30% and above	4								
25 - 29%	3								
20 - 24%	2								
10 - 19%	1								

Business Plan			Points Awarded by the evaluation Committee								
	Maximum Points										
Evaluation Criteria		Α	В	С	D	Е	F	G	Н		
1. 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 customer	3										
care procedures											
Total	40										

Technical Plan			Points Awarded by the evaluation Committee									
		Maximum Points										
Eval	uation 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										