

Request for Proposal (RFP)
RFP# 08/2012
Spectrum Pricing Strategy
Issued by
Ministry of Communications and Informatics

Introduction

The Ministry of Communication and Informatics (MCIT) is issuing this RFP soliciting proposals to establish a Contract with a qualified and experienced consultancy agency to develop the pricing strategy needed to manage the available spectrum in Libya. This pricing model should encompass all types of available spectrum, and should be based on international and regional best practices.

Objective

The objective of this project is to determine the value of the spectrum in Libya as well as to define the most suitable price setting model to ensure efficient and effective management of the spectrum. The consultant is expected to analyze the current pricing model, analyze regional and international pricing models, provide recommendations on pricing models, determine the best legal/regulatory framework to implement/enforce the new strategy, and provide an implementation/action plan on how best to move forward.

Working with the MCIT Regulatory team, specific requirements for the consultant include but are not limited to:

Review existing situation: A review of the spectrum pricing model must be completed to baseline the project as well as provide insight as to what issues need to be resolved.

Review regional/international models: The consultant will analyze international spectrum pricing models, with a focus on regional models, to ensure the MCIT is moving forward with a proven system that will drive competition and maximize use.

Recommend models: The MCIT would like to have multiple pricing models presented, with order of preference, with a clear explanation of the benefits of each and the methodology used for each model. The MCIT will then select the appropriate model to implement.

Legal/Regulatory Framework: Provide to the MCIT on the legal and regulatory framework that needs to be in place to successfully implement the transition as well as enforce it.

Implementation plan: The consultant must come up with a plan on how to transition from the current to the new model, as well as a plan for post implementation management of the system.

Requirements

Period of Performance

The MCIT does not anticipate that the development of the plan should exceed 90 calendar days from contract signature. A draft plan is expected within 75 days, with the final 15 days for finalization of any open issues or questions.

Logistics

The successful bidder is responsible for all logistics pertaining to its personnel supporting this program. The MCIT will help facilitate the VISA process, but all transportation, lodging, etc needs should be handled by the consulting firm.

Optional requirements

Shall bidders choose to propose optional services; such optional services shall be clearly and separately identified in both the Technical and Financial proposals.

The selected consultant shall explain precisely what the proposed optional services will consist of and how such services are intended to be performed and results presented, including expected benefits for the Ministry.

Instructions for Respondents

Schedule:

RFP issued for open bidding: Oct 11th

Vendors notify Ministry of intent to bid: Oct 21th

Vendor's questions received by the Ministry: Oct 26th

Responses to all questions sent to all bidders: Nov 2nd

Bids received from vendors: Midnight Libya time Nov 9th

Vendor selected and notified: Nov 16th

Format and number of proposals

Bidders must submit 2 separate proposals:

- A technical proposal without pricing data
- A technical proposal with pricing data

The technical proposal should be submitted to (submission via e-mail is considered sufficient):

Strategic Planning and Special Programs Division

Kalid Tarapolsi

rfp@cim.gov.ly

The technical proposal shall detail how the responding Consultant proposes to manage and complete this project.

The structure and content of the technical proposal will, at a minimum, include:

- Cover letter from an authorized signing officer including a declaration that the Consultant satisfies the prequalification requirements
- Executive overview (maximum 1 page)
- An explanation of the understanding of the project, the issues involved and the deliverables
- Proposed work plan by task for the overall project
- The main tasks and sub-tasks to be completed with associated timeframe and dates
- Deliverables to be submitted with associated completion dates
- Critical path
- Company overview, its qualifications and experience
- Consultants supporting the programs qualifications and experience
- Samples of work on similar projects (e.g. audit results, solutions implementation, responses to consultation document etc.)
- Recommendations from clients for similar projects should be included if available

Evaluation Process and Outcome

The Ministry will only evaluate proposals that meet the pre-qualification requirements.

The Ministry will evaluate the proposals according to the criteria detailed below:

- 20% - Cost of the project
- 40% - Quality of the technical approach outlined in the proposal
- 20% - Realistic project plan, division of tasks and allocation of time and personnel

- 20% - Quality of personnel supporting the project and company profile
- 5% - Bonus to local Libyan owned firms

The Ministry reserves the right, at its sole discretion, to accept any proposal it chooses in full or part, negotiate with any responding Consultant, and accept any alternative proposals.