

Replies to Bidder's Queries (Batch-3)
Project IDs: NG-BSD/NH&MW /LOT-2/2018 &
NG-BSD/NH&MW/LOT-3/2018
28-Jan-19

S.No	Queries	Document Ref:	USF Response
1	We would like to request USF for aligning Lot-2 and Lot-3 in a way that the bid submission of Lot-3 falls well after the opening of the Subsidy Proposal of Lot-2 as the outcome of Lot-2 has significant fiscal impact of Lot-3. This will ensure competitiveness of both the bids.	RFA	The bid submission date for Lot-2 is 29th January 2019 and that of Lot-3 is 12th February 2019. USF has planned to complete technical evaluation and open financial bid of Lot-2 before bid submission date of Lot-3. However if financial bid is not opened before bid submission date of Lot-3 due to any reasons, USF will consider extending timelines for Lot-3.
2	As per the Schedule C of the Lot-2 and Lot-3, USF has requested to cover the un-served patches of N25/N65, N5011\170 Highways whereas spots where cellular coverage is present are not part of the USF bid. The bidder will only be responsible for the QOS on the patches that are mandatory and part of the bid. The bidder will not be responsible for the QOS on entire N2511\165, N50/N70 Highways.	Schedule C of SSA	USF has identified unserved segments of National Highways and Motorways of Lot-2 and Lot-3 and USF will verify QoS in USF target areas only.
3	This approach of covering the un-served patches only will lead to spotty coverage on entire stretch of N25/N65, N50/N70 Highways. QoS assurance will be limited to only the bidding part of the road and not the complete highway. From customer's perspective, they could experience frequent call drops along the Highway which defies the objective of the projects	Schedule C of SSA	USF has made it mandatory for successful bidder to enable National Roaming Services. National Roaming with other service providers can provide seamless coverage to commuters. USF is mandated to provide coverage to un/underserved areas and hence cannot intervene in highway sections covered by existing networks.
4	There will be some non-serving patches where non-bidding spots are covered by other operator site which is not part of National Roaming obligation therefore it will lead to a degraded customer experience. Complete N25/N65, N50/N70 Highways should be part of the USF bid.	Schedule C of SSA	USF has identified unserved segments of National Highways and Motorways Lot-2 and Lot-3. USF's mandate is to provide coverage to unserved segments only and served road segments can't be subsidized by USF.
6	USF should introduce OPEX subsidies as the project has significant operational costs and marketing costs, even along the National Highways. These costs are higher based on the extensive area covered, and with higher marketing costs and maintenance costs associated with the terrain. In this instance, reverting back to the OPEX model employed earlier will assist in managing operations viably — higher subsidy levels in year one will further support business in the duration CPEC traffic.	SSA	OPEX is not included in these projects.
7	National Roaming works in a bilateral agreement where other operator presence/ willingness shall be mandatory to test and demonstrate the functionality in the field. Provided there is no National Roaming partner, how will this functionality and readiness be tested and verified in the field and what will the process be for such testing/verification.	2.05(a1)	USF Service Provider shall also provide Roaming facility to all requesting USF contributors. In given case, testing of National Roaming capability will be done by verifying proposed hardware and software BoQs, Licenses etc.
8	Please confirm at what stage / milestone National Roaming functionality / readiness is required?	Schedule D of SSA	National Roaming must be completed by MS2 and will be validated by USF as referred to in reply to Query no.7. If roaming is enabled with another service provider, this setup will be validated at MS4.