**"TENDER ID: USF/CON-DIGITAL/2019/01", CONSULTANCY SERVICES TO CONDUCT A STUDY FOR DIGITAL INCLUSION IN PAKISTAN**
**Replies to Bidder's Queries (Set 4)**

Release Date: 13-Mar-2019

| Sr # | Bidder's Query | Referred Document | USF Response |
|---|---|---|---|
| 1 | Section-4 of TORs: Part 1 (i) says detailed case studies on at least 6 digital projects and then recommends 2 projects in Pakistan and 2 globally. We interpret this to mean at least 2 from each and Consultant may add another 2 of its own choice. Please clarify if this interpretation is correct. | ToR | The Interpretation is correct.<br>A. 2 projects in Pakistan by Mobile Network Operators<br>b. 2 projects for digital inclusion of underserved Globally<br>Bidder shall present two projects in addition to the 4 mentioned above. |
| 2 | Section-4 of TORs: Part 1 (iii) says case studies of subsidy projects implemented globally. We interpret this to mean that Consultant can propose any number of case studies of its choosing. Please clarify if this interpretation is correct. | ToR | As per Section 4, Part 1, Clause (iii), Bidders are required to Identify and analyze low cost smartphone subsidy projects implemented globally with their detailed case studies and outcomes achieved. Bidder may propose any number of projects in this context. |
| 3 | Section-5 of TORs - Reporting: Weekly reports are expected from the consulting firm, which we feel is extremely time-consuming, and the practicality of it questionable. We would like to suggest that reporting be done as (i) an inception report, (ii) mid-way and (iii) as a draft report. | ToR | As per Section 5, Clause c, Weekly reports from the successful bidder are required. Requested Changes cannot be made at this stage |
| 4 | Section-7 of TORs - Payment Terms: are requested to be changed to the following:<br>05% on submission of Inception Report (one week after Contract signing)<br>15% on submission of Part-1 Report<br>15% on submission of Part-2 Report<br>25% on submission of Final Report<br>15 % on submission of Part-3 Report<br>25% of approval of Final Report | ToR | Requested changes in payment terms cannot be made at this stage. |