



## Application Evaluation Criteria

The evaluation will be based on information provided by the applicant in the application and will be segmented in the under-mentioned criteria with the corresponding weights:-

S/N	Evaluation Criteria	Marks
<b>1</b>	<b>Technical</b>	<b>30</b>
	Network configuration Network coverage plans and rollout Backbone network design and Interconnection Effective use of limited resources Infrastructure sharing with other Operators Environmental consideration	
<b>2</b>	<b>Financial</b>	<b>20</b>
	Capital and funding analysis Financial and investment analysis	
<b>3</b>	<b>Sales and Marketing</b>	<b>10</b>
	Market trends analysis Sales plans Market development and Marketing strategies Roll out obligation strategies Code of practices for marketing	
<b>4</b>	<b>Customer Services</b>	<b>10</b>
	Customer care and the intended service levels Customer contracts Code of practice in relation to billing, handling of customer inquiries and complaints	
<b>5</b>	<b>Managerial</b>	<b>10</b>
	Proposed management structure Employment generation Staff training and Human Resources Management	
<b>6</b>	<b>Company Profile</b>	<b>10</b>
	Incorporation Chief Executive Officer, Directors and Shareholders Company Local ownership Banker's Guarantee	
<b>7</b>	<b>Tariffs and Other Obligations</b>	<b>10</b>
	Proposed tariffs structure Commitments to Universal Service Provisions for emergency services	