

# Pre-Proposal Meeting on USF Project: Optic Fiber to every Tehsil

September 19<sup>th</sup>, 2008



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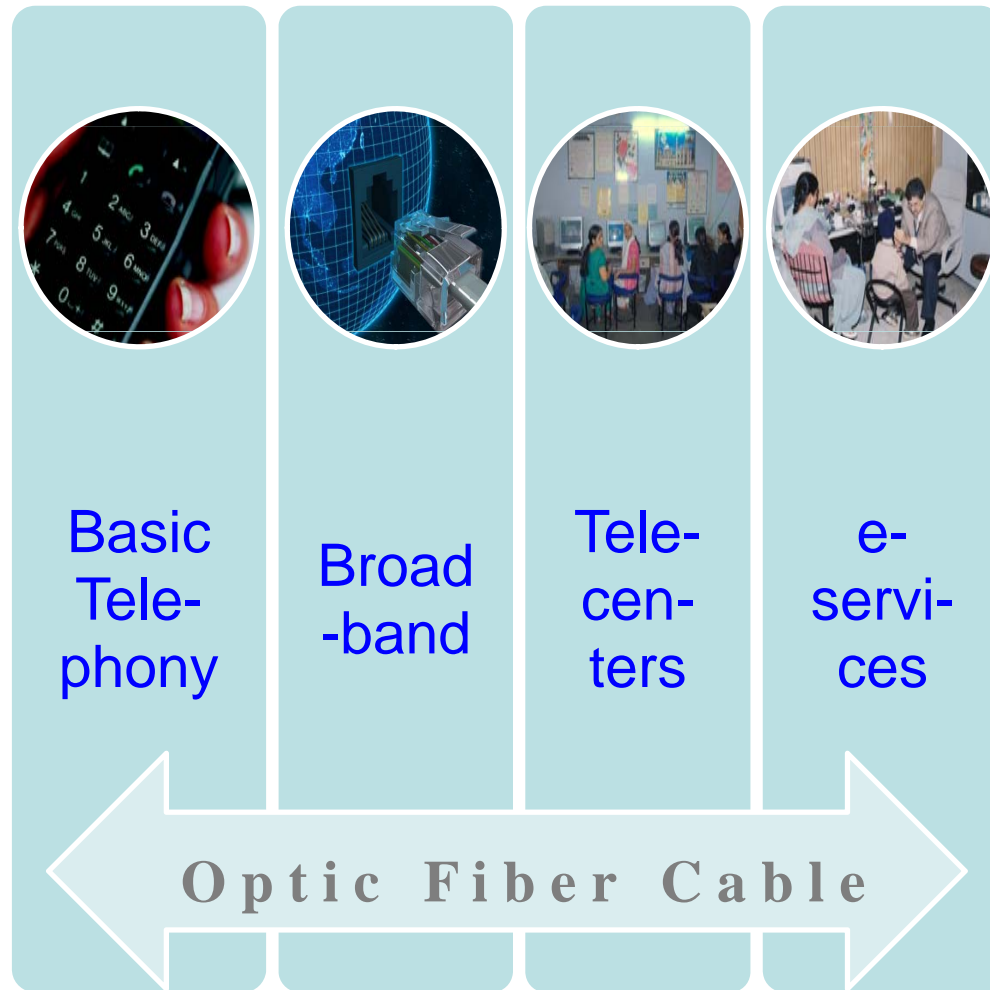
## A fortunate Nation

- ◆ 50% of Pakistani population is between 15 - 24 years of age
- ◆ More than 7 mil graduates
- ◆ More than 27 mil matriculates
- ◆ Over 80 mil Telephone users
- ◆ Over 5 mil PC's
- ◆ 3.5 mil Internet connections
- ◆ 12 mil Internet users

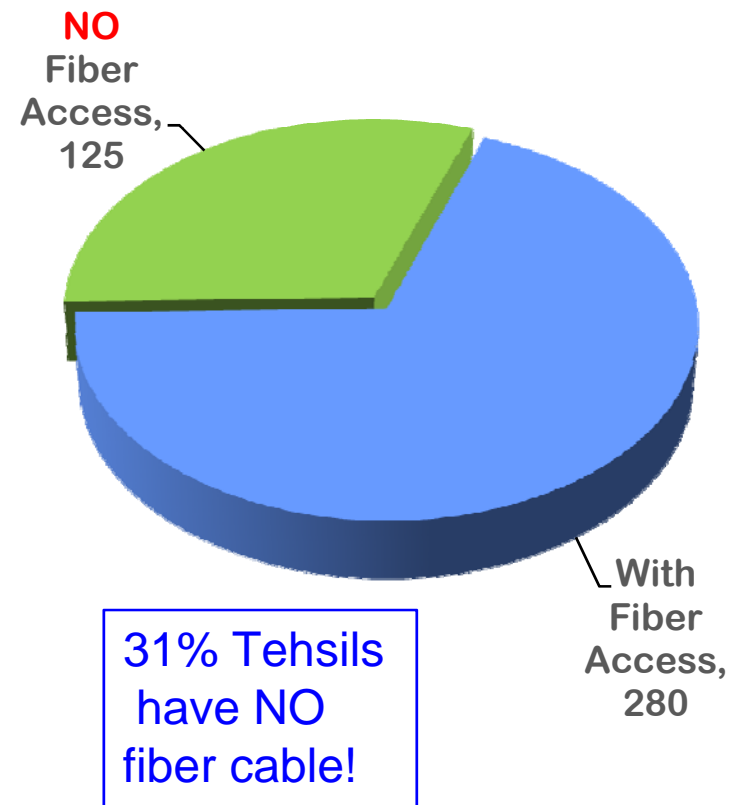




# Why Optic Fiber Project by USF?



## 405 Tehsils in Pakistan



# No OFC in 31% of Tehsils



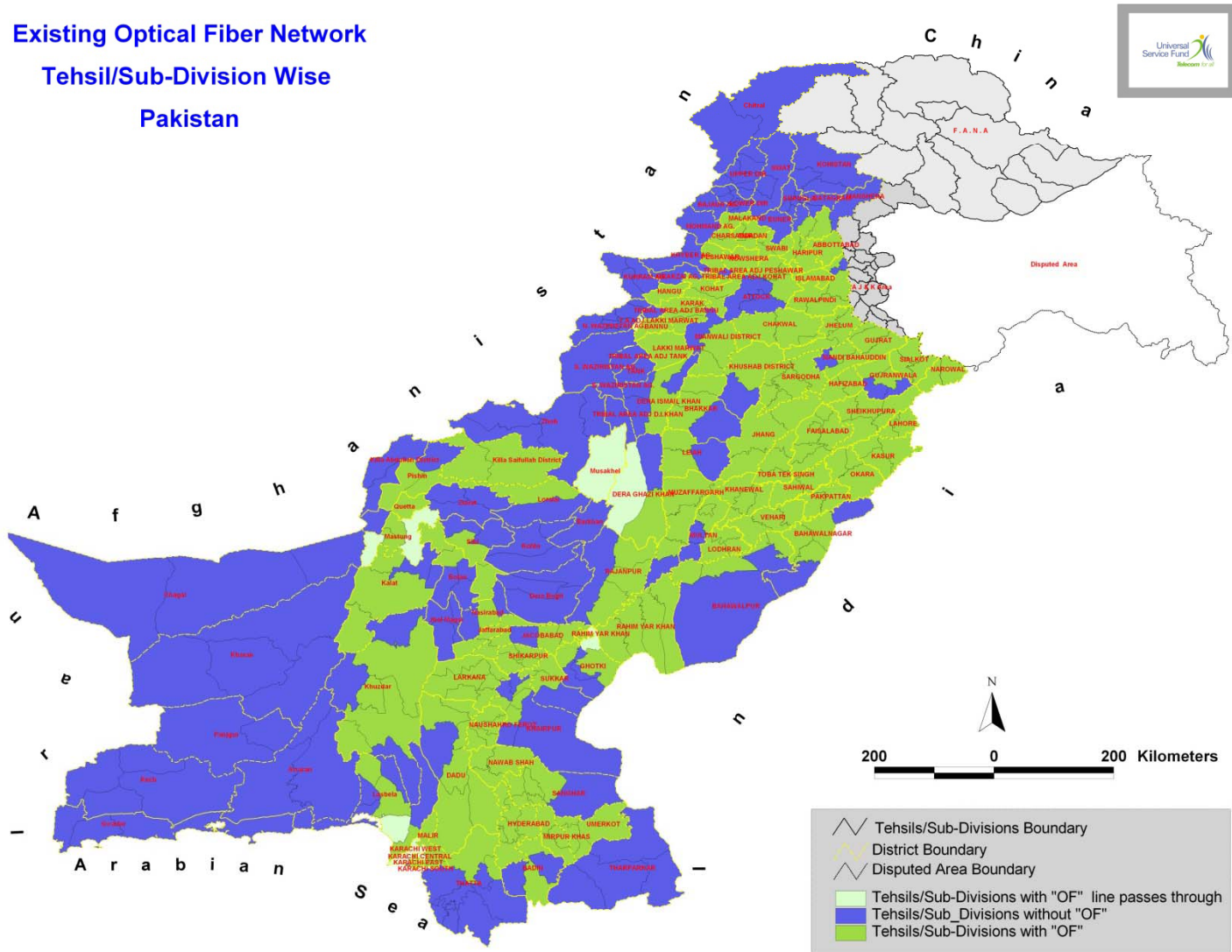
Province	Total Tehsils	NO Fiber Tehsils	In Percent
Punjab	122	05	04.1 %
Sindh	93	18	19.3 %
N.W.F.P	51	16	31.4 %
Baluchistan	66	42	63.6 %
FATA	42	32	76.2 %
AJK	20	07	35.0 %
NAs	11	05	45.5 %
<b>Total</b>	<b>405</b>	<b>125</b>	<b>30.9 %</b>



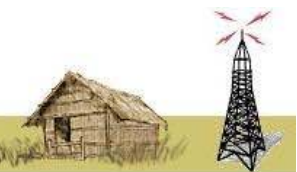
# Geographically its even worse



Existing Optical Fiber Network  
Tehsil/Sub-Division Wise  
Pakistan



Universal Service Fund Company, 5th Floor, HBL Tower, Blue Area, Islamabad



# OFC Pilot Project



Pilot Project only to check robustness of bidding process and to plug any loopholes found till the award of contract.

More Optic Fiber Projects after contract of Pilot.

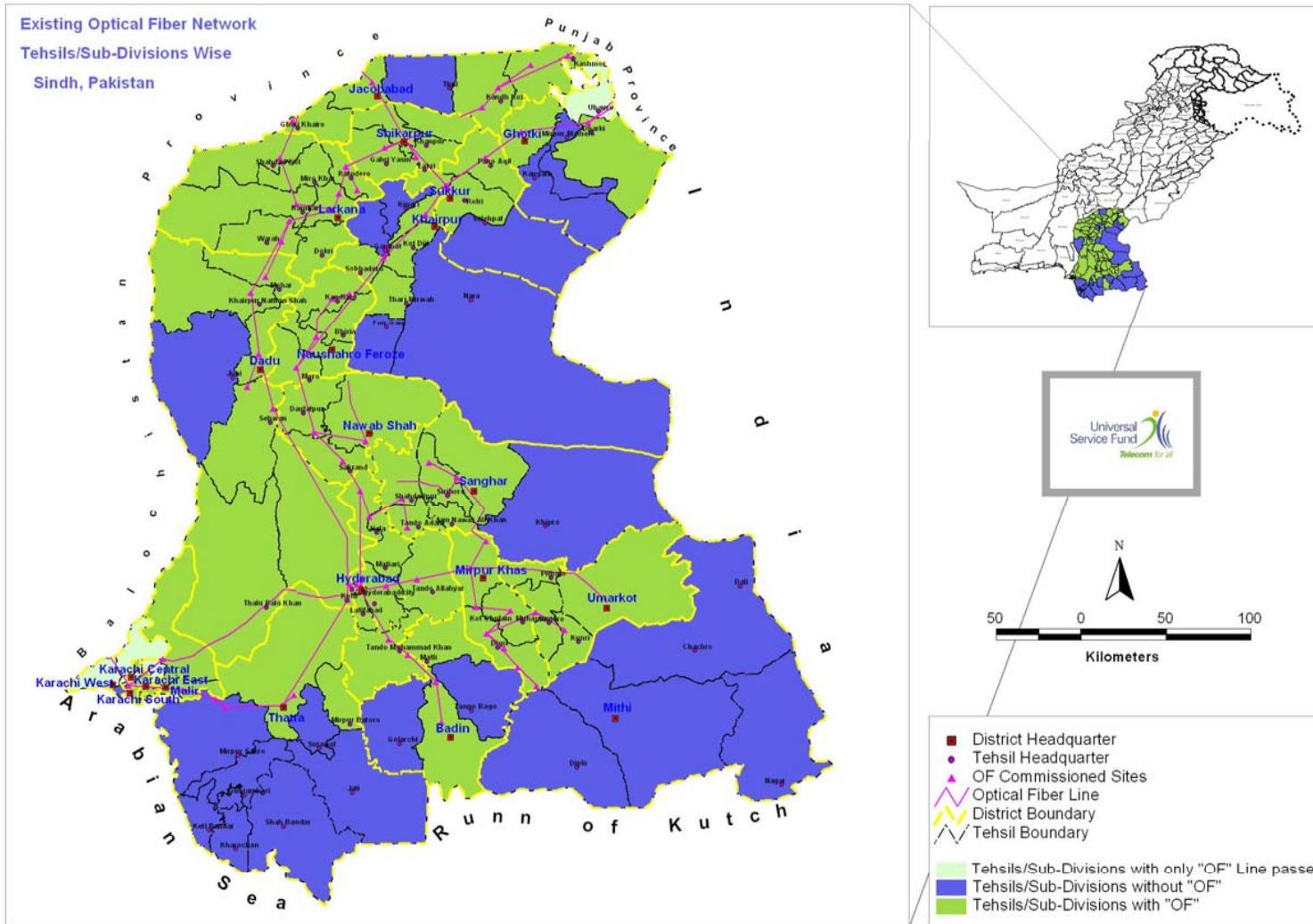
Criteria for selection of a Pilot package:

- Coverage of Maximum Tehsils
- Coverage of Maximum population
- Low average distance to nearest Fiber access point

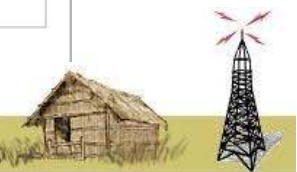
Application of above criteria, resulted in selection of Sind Province as the Pilot Package.



# Sindh Project Map



Universal Service Fund Company, 5th Floor, HBL Tower, Blue Area, Islamabad





# Summary of Sindh Project



S/N	City / Tehsil connectivity	Population
1	TANDO BAGO	368,582
2	JOHI	256,404
3	THANA BULA KHAN	128,368
4	MIRWAH	279,883
5	NARA	114,225
6	SOBHO DERO	219,396
7	DAULATPUR	305,135
8	JAM NAWAZ ALI	111,387
9	CHACHRO	442,323
10	NAGAR PARKAR	189,297
11	GHORABARI	130,416
12	JATI	153,258
13	KETI BUNDAR	31,775
14	KHARO CHHAN	31,733
15	SHAH BUNDAR	124,349
16	TANGWANI	285,836
17	KHANPUR	236,990
18	SALEH PAT	79,927
<b>TOTAL</b>	<b>18</b>	<b>3,489,284</b>



# Basic Principals of RFA/SSA preserved



- ◆ Reverse Open auction by sealed bidding among USF contributors
- ◆ Two Stage Bidding
- ◆ One-time subsidy
- ◆ Auctions on region-by-region - “package-by-package” - basis
- ◆ Technology neutral
- ◆ Infrastructure sharing
- ◆ Verification by Tech. Auditors



# Deviations in RfA/SSA



1. OFC for making bandwidth available for lease
2. Lease Rates as per guidelines of PTA
3. If no PTA guidelines, lowest rates of any OFC SP anywhere in Pakistan
4. Subsidy winner to lease out dark fiber pairs to at least 1 other OFC SP at rates that are not higher than benchmarks based on the Project cost



# Upcoming OFC Areas



Package No:	Package Title	Approximate Route Length KM	Tehsils	Population
1	SIND	652 KM	18	3,489,284
2	BALUCHISTAN – a	670 KM	12	1,502,948
3	BALUCHISTAN – b	817 KM	5	372,899
4	BALUCHISTAN – c	650 KM	8	536,267
5	BALUCHISTAN – d	704 KM	8	1,507,896
6	BALUCHISTAN – e	716 KM	14	1,537,599
7	NWFP excluding Fata	613 KM	16	2,925,489
8	FATA—a	415 KM	13	1,286,299
9	FATA—b	430 KM	11	586,687
10	FATA—c	450 KM	8	429,841
<b>Total without FANA &amp; AJ&amp;K</b>		<b>6,117KM</b>	<b>113</b>	<b>14,175,209</b>
11	FANA *	214 KM	5	573,204
12	AJ&K *	274 KM	7	863,720
<b>Total with FANA &amp; AJ&amp;K *</b>		<b>6,605 KM</b>	<b>125</b>	<b>15,612,133</b>



# Sindh Pilot Project Event Schedule



Year	Month	Date	Event
2008	September	01	Advertisement of FTR Project
			Distribution of bidding documents (RFA/SSA)
		12	Deadline for submission of questions by bidders
		19	<b>Pre-proposal meeting</b> ←
		26	Minutes of meeting and answers to questions
	29	Deadline for Registration of Bidders	
	October	15	<b>Deadline for Submission of Proposals</b>
		Opening of the Qualifications & Services Proposal	
October	31	Evaluation of Qualifications & Service Proposals and announcement of Qualified Applicants	
November	03	Opening of USF Subsidy Proposal of Qualified Applicants	
	10	Issue of LOI to Qualified Applicants with lowest subsidy offer	
	24	Execution of USF Services and Subsidy Agreement and related transaction documents	





Thank you

