

TENDER FOR THE PROVISION OF CONSULTANCY SERVICES FOR THE DEVELOPMENT OF ECONOMIC COST MODELS

Questions & Answers

No.	Questions	Answers
1	<p>What is the current costing approach used by MCMC? Is the same costing approach applied to calculate cost based prices for ALL services? Bottom-up, TS-LRIC, Current Cost Accounting?</p>	<p>The general approach that was adopted was a hybrid of bottom-up LRIC approach with top down reconciliation. We had used current cost accounting. For fixed access network, a building block approach was recommended by the consultants during the last review that was carried out by MCMC but our preferred approach is LRIC.</p>
2	<p>What is the current cost allocation used by MCMC? Element based or activity based?</p>	<p>Activity based.</p>
3	<p>From past engagements with the operators, how difficult is it to obtain data from them? Are they cooperative and willing to share information with consultants? And if so how is the level of data integrity? From past modelling experiences, how much of input data is based on assumptions/actual data?</p>	<p>From past experience, the operators have been cooperative and they have been willing to cooperate. We were satisfied with the level of integrity of the data provided by service providers. If there were errors/mistakes in the data, we believe that those errors/mistakes are mainly due to lack understanding.</p>
4	<p>What is the required format (ppt/doc/etc) of the reports?</p>	<p>A full written report as well as power point slides for presentation to the management.</p>
5	<p>Will MCMC provide office space during project execution?</p>	<p>Yes, MCMC will provide office space.</p>
6	<p>Could you tell us how you would evaluate the proposal? Could you share the evaluation weighting?</p>	<p>We could not disclose as it is strictly confidential.</p>
7	<p>Type of LRIC: It is mention that the models built should be calculating the “LRIC”. What type of “LRIC” would you require, e.g. LRIC plus and/ or pure LRIC?</p>	<p>To date, we have used LRIC plus approach.</p>

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8	Level of detail of services specified: You state the type of services for which costs need to be calculated in paragraphs 5.1, 5.5 and 6.3. Is this the level of detail to which services need to be broken down? Some paragraphs, e.g. paragraph 6.3.4 “broadband services (fixed and mobile)” suggests that a more detailed breakdown may be required. Could you please clarify?	For wholesale services specified in paragraphs 5.1 and 5.5, please refer to the Access List that is available on MCMC website for detailed service description. The link for the Access List link is as follows: http://www.mcmc.gov.my/skmmgovmy/media/General/pdf/Access-List-2015.pdf
9	Public inquiry process: You state in paragraph 4.1.3 that you require advice with regards to all aspects of the public inquiry (consultation). Do you also require advice on the procedures to be followed regarding the public inquiry? You submit a detailed workplan but state in paragraph 7.2 that this could be amended.	No, we do not need any advice in terms of procedures to be followed since we already have those procedures in place. We do not expect any changes to the scope work but the timelines (for example, the commencement date) could change.
10	Time period: You state in paragraph 4.3.6 that the prices applicable to the facilities are to be applicable for three years. Does this refer to the next three years in a forward looking manner? However, the statement that “collection of data could be no longer than three years”, suggests the past three years? Could you please clarify the time period for the data collection and applicability of calculations?	For retail services specified under 6.3, we would expect the consultant to discuss and agree with MCMC on the type of retail services for which costing is to be carried out. We expect the consultant to select a few key services to represent the services that are available in the market at that point in time.
11	Models: You state in paragraph 4.2 that you require separate teams to build the “fixed and ip models” and “mobile and wimax models”? Within the categories of “fixed and ip” and “mobile and wimax”, do you require separate models for different services, or can they be built in the same spreadsheets? We would assume there to be a “fixed and ip” model and a separate “mobile and wimax” model?	Yes we expect separate fixed and IP and mobile and Wimax models. As for the spreadsheets, we would expect at least two separate spreadsheets for each model, but if the consultants are of the view that it is better to breakdown the models into more spreadsheets, they can discuss and agree with MCMC.
12	Retail pricing study: What information can MCMC provide in order for us to assess affordability? Does all information need to be in the public domain?	MCMC has database of retail pricing in Malaysia since from 2014 onwards and we would be able to provide that information to the consultants. As for income levels, we would expect the consultants to rely on publicly available information, for example from Statistics Department of Malaysia.
13	Mentions of our brand name in the technical document. Instruction 5 in page 3 clearly says that the Consultant is prohibited to display or include their brand names or names of their companies in the Technical Document. However, point 8 in section 2 (which is part of the Technical Document) requires the Consultant to list all personnel to be involved in the project, including their CVs. Those CVs	You may write the actual company name in the CV for the list of previous job only.

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	usually include the affiliation of the personnel. Should the CVs refer to “The Consultant” instead of the actual name of the company? How should we write the CVs in this section to comply with the requirement of not mentioning our brand name?	
14	Delay in the delivery of services. Point 30.1 states that in the event of the successful Consultant being delayed to complete the Consultancy Services, it should pay MCMC some damages. However, in paragraph 7.1. MCMC says that the timelines could vary, depending on the circumstances. Could you please clarify which timeline would be used as a benchmark to assess eventual delays by the Consultant?	Paragraph 30.1.
15	Appendix D (part of Financial Document) and Appendix E (part of Technical Document) both refer to a list of projects related to the Tender. We understand that, even when it is likely that most of the projects in both list to be the same, some projects may eventually appear in one list but not the other. Is our understanding correct?	Yes. Appendix D (details on the projects amount) and Appendix E (details of the current/previous projects).
16	Paragraph 22.7 states that the Consultant’s submission must be deposited in a given Tender Box, or to the Tender Secretary in case they are too bulky. It also says that the Consultant shall fill in the acknowledgement form. Can this submission be done by a courier service (e.g. FedEx) that may fill the acknowledgment form in our name and get a signed receipt of delivery from MCMC?	Yes. We may accept your tender submission by a courier service. Please ensure the submission arrive before the closing date. i.e 18 February 2016 at 12.00 noon.
17	We have not identified any mention to the limits of Consultant's liability for damages. Being the Consultant's a purely advisory role, we think that its liability should be limited to a maximum equivalent to its professional fees. Could you please clarify the limits to Consultant's liability?	Liability for damages will be addressed in the agreement between the successful consultant and MCMC.