



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

BRIEFING SESSION

8 JANUARY 2026

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- Briefing on the project
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SESSION 1

REVIEW OF MANDATORY STANDARD ON ACCESS PRICES (“MSAP”)



Q1 2022 – Q1 2023

- The review of MSAP was carried out to identify cost-oriented pricing for facilities and services listed in the [Access List](#).
- The [MSAP, Determination No. 1 of 2023](#) came into effect on 1 March 2023 and effective for a period of about 3 years from 1 March 2023 to 31 December 2025.

Q1 2026 – Q4 2026

- MCMC issued a variation to the current MSAP to extend its validity until 31 December 2026.
- It is timely to review the MSAP to ensure appropriate access prices are stipulated for the facilities and services, including new facilities and services to be included in the Access List.

PROJECT OBJECTIVE



- The Tender invites proposals for the development of economic cost models to review the [MSAP](#).
- The Tenderer is required to develop economic cost models for all facilities and services regulated under the [Access List](#), including additional facilities and services that are being considered for inclusion in the new Access List.
- The outcome of the cost models will be used to determine the appropriate access prices that reflects the current cost of provisioning facilities and services in the market for the long-term benefit of end-users.
- The new MSAP shall be forward-looking and meets the requirements of the industry.

SCOPE OF WORK



1 INFORMAL QUESTIONNAIRE/ DATA REQUEST

- Prepare informal questionnaire/ data request template.
- Identify and verify reasonableness of data.
- Analyse data and include international benchmarking.

2 EXPLANATORY NOTES

- Develop explanatory notes to accompany the data request template.
- Provide clarity to service providers on the type and nature of data that is required.

4 MANUALS & TRAINING

- Draft manuals of the cost models.
- Provide guidance for service providers.
- Provide training for MCMC staff to use the cost models.

5 REPORT & RECOMMENDATION

- Prepare a comprehensive report for each type of cost model.
- Outline methodology and assumptions that have been adopted, including issues and recommendations.

3 COST MODELS & WACC

- Develop economic cost models to derive access prices for all facilities and services in the Access List.
- Calculate the weighted average cost of capital (“WACC”) to be used in cost models.

6 PUBLIC INQUIRY (PI)

- Assist MCMC in conducting PI on the developed economic cost models.
- Prepare PI Paper and PI Report.

DEVELOPMENT OF ECONOMIC COST MODELS



General Requirements

1

Develop economic cost models to identify access prices for fixed and mobile services, including new facilities or services.

2

Adopt a forward-looking Long-Run Incremental Cost (LRIC) methodology, and/or recommend other costing methodologies deemed appropriate.

3

Advise the appropriate pricing structure for the fixed and mobile services based on licensees' feedback and international benchmarking.

4

Access prices should be geographically averaged except in cases where de-averaging is deemed to be more appropriate.

5

Calculate the weighted average cost of capital ("WACC") for fixed and mobile operators.

Note:

- At least 2 separate teams to develop the Fixed Model (including broadcasting services) and Mobile Model (including 5G) simultaneously.

DEVELOPMENT OF ECONOMIC COST MODELS



Fixed Services

- 1 Fixed Network Origination Service
- 2 Fixed Network Termination Service
- 3 Interconnect Link Service
- 4 Wholesale Local Leased Circuit Service
- 5 Trunk Transmission Service
- 6 End-to-End Transmission Service
- 7 Network Co-Location Service
- 8 Duct and Manhole Access
- 9 Digital Terrestrial Broadcasting Multiplexing Service
- 10 Domestic Connectivity to International Services
- 11 IP Transit Service
- 12 Layer 2 HSBB Network Service with QoS
- 13 Layer 3 HSBB Network Service
- + Satellite services
- + Dark fibre

Notes:

- Services labelled with '+' are additional services in comparison with the [Mandatory Standard on Access Pricing \(MSAP\), Determination No. 1 of 2023](#).

DEVELOPMENT OF ECONOMIC COST MODELS



Mobile Services

- 1 Mobile Network Origination Service
 - 2 Mobile Network Termination Service
 - 3 Domestic Inter-Operator Roaming Service
 - 4 Infrastructure Sharing
 - 5 Mobile Virtual Network Operator (MVNO) Access
 - 6 5G Standalone Access
 - 7 4G Evolved Packet Core (EPC) with 5G Radio Access Network (RAN) Access
- + Multi Operator Core Network (MOCN)
- + Multi Operator Radio Access Network (MORAN)

Notes:

- Services labelled with '+' are additional services in comparison with the [Mandatory Standard on Access Pricing \(MSAP\), Determination No. 1 of 2023](#).
- Tenderer is required to take into account the differences in allocation of spectrum and market share of the mobile operators in deriving access prices for a hypothetical efficient mobile operator.
- Tenderer is also required to take into account the dual network providers of 5G services in Malaysia.

CONSULTANCY REQUIREMENTS



1

Provide advice, options and recommendations in all aspects considering Tenderer's previous experience in doing similar Consultancy for its clients in other jurisdictions.

2

Facilitate in presentations to the Management Committee of MCMC, its Commission members, the Ministry and industry as and when required during the various stages of the Consultancy.

3

Involve in engagements with Licensees in Malaysia throughout the Consultancy to ensure Tenderer develop a good understanding of the fixed, mobile and other network architectures, including how services are provided in Malaysia.

4

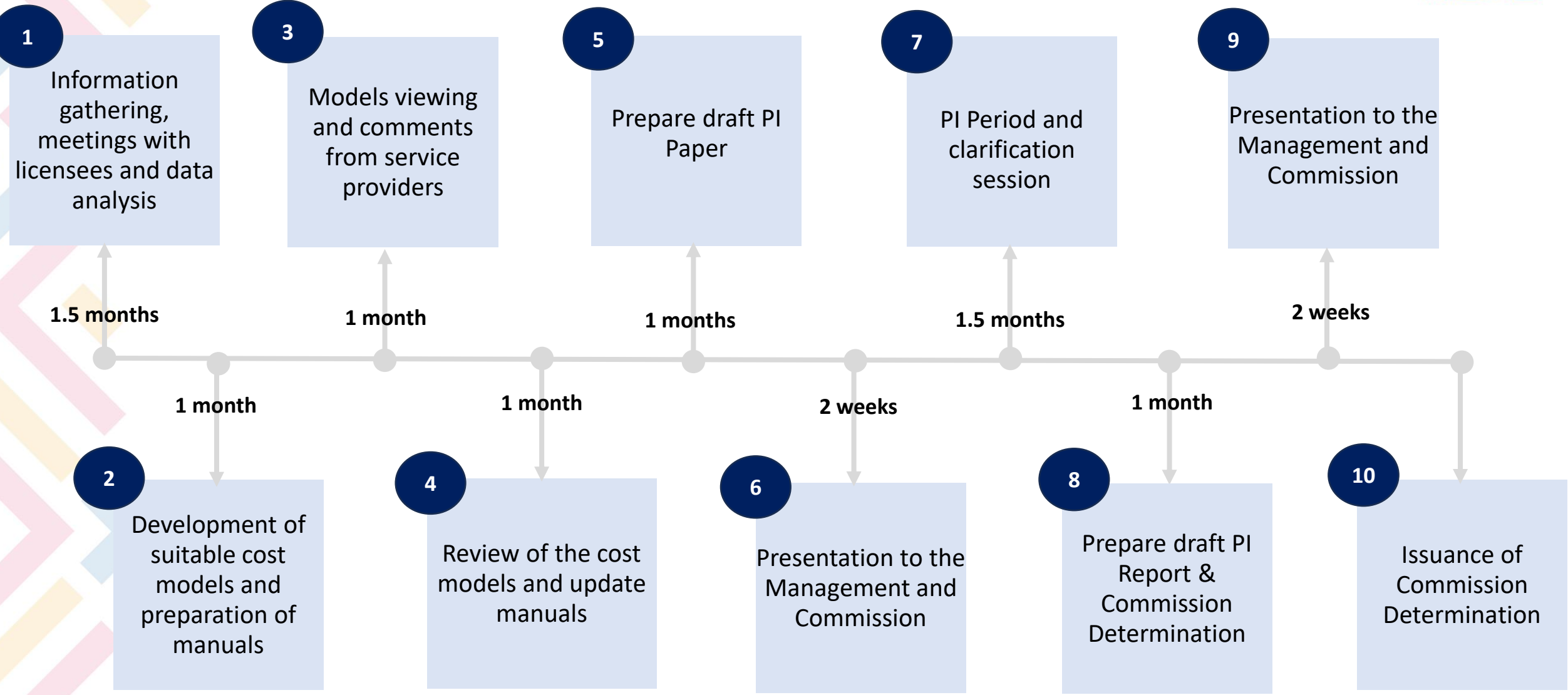
Work closely with the authorised MCMC personnel from the Project Team during the Consultancy and ensure that there is adequate transfer of knowledge. Tenderer is required to train MCMC personnel to operate the models.

TENDER REQUIREMENT



Items	Details
Type of tender	Open tender
Maximum duration	9 months
Mandatory requirement for the tenderer	<ul style="list-style-type: none">• The Tenderer shall be a local company that is incorporated in Malaysia and is required to have a valid certificate of registration issued by the Companies Commission of Malaysia (“CCM”).• If the Tenderer is not incorporated/established in Malaysia and is a foreign entity:<ul style="list-style-type: none">- The Tenderer is required to have a valid certificate of registration from the relevant authority (similar to CCM) in its country of origin; and- The Tenderer is required to partner with a Local Partner in which the Tenderer is required to submit a Letter of Undertaking that shall include but not limited to the following information:<ul style="list-style-type: none">▪ Name of Local Partner;▪ Nature of collaboration;▪ Role of the Local Partner; and▪ Number of personnel involves.

TIMELINE: 9 MONTHS



SESSION 2

TENDER COMPLIANCE

HOW TO PURCHASE TENDER DOCUMENT

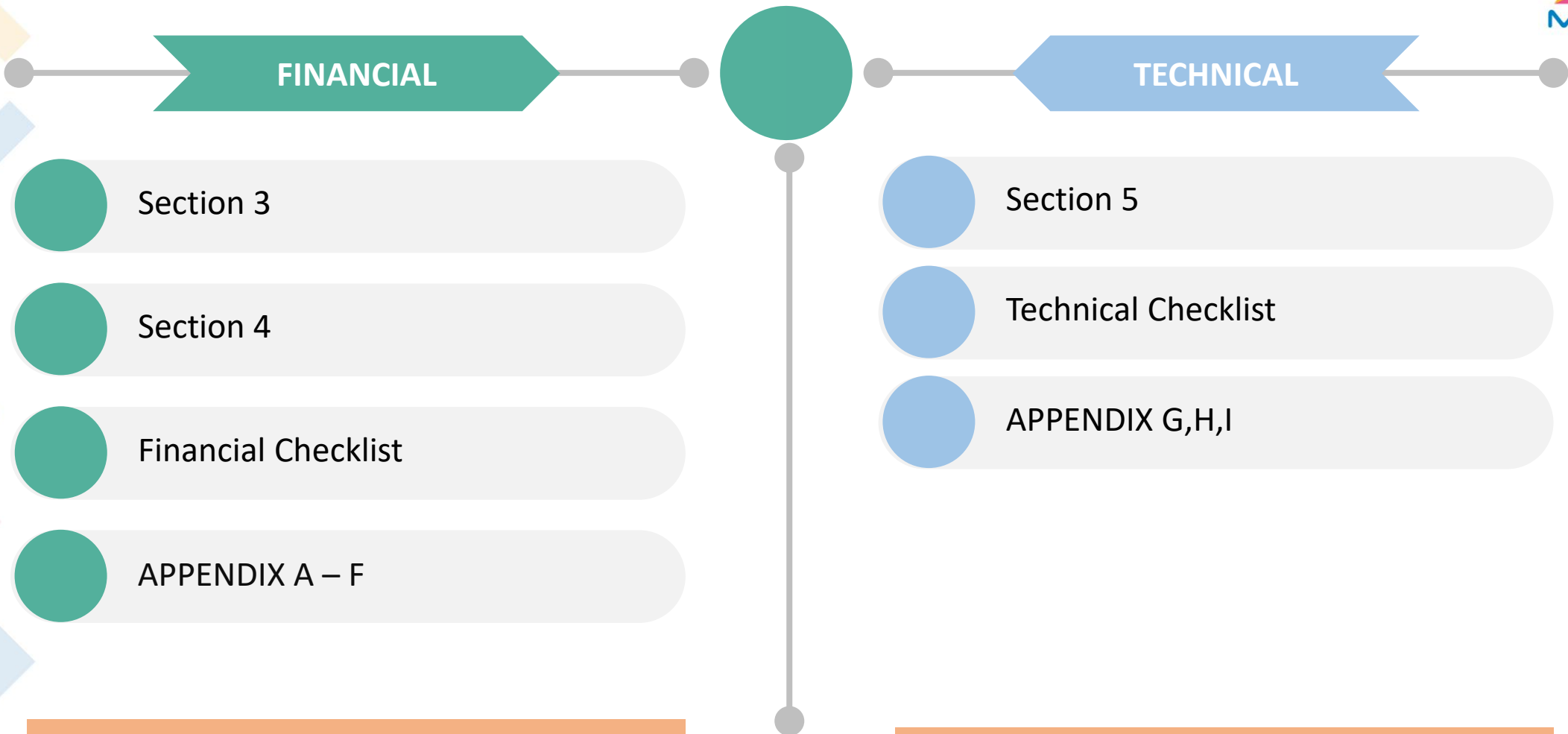


[URL : https://msmart.mcmc.gov.my/web/index.php](https://msmart.mcmc.gov.my/web/index.php)



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TENDER SUBMISSION



Financial Submission:

1 Original (hardcopy) + 1 Copy (hardcopy)
+ 1 digital copy of scanned documents in
pdf format (USB flash drive) + **Working File**

Technical Submission:

1 Original (hardcopy) + 1 Copy (hardcopy)
+ 1 digital copy of scanned documents in
pdf format (USB flash drive) + **Working File**

FINANCIAL SUBMISSION



No	Requirement	Details	Remarks
1	Submission of proposal before tender closing	Paragraph 7 <ul style="list-style-type: none"> To submit on or before 12pm, on specified date 	Failure : Ground for disqualification
2	Submission of Tender Deposit (RM10,000)	Paragraph 12 <ul style="list-style-type: none"> Attach the Tender Deposit to the Form of Tender Document (Appendix B) 	Failure : Ground for disqualification
3	Submission of Appendix A - Statement of Compliance	Paragraph 9 <ul style="list-style-type: none"> Declaration of compliance for terms of condition of the tender and salient terms on contract To state every paragraph under section 3 and Section 4 (para 16 -39) 	Failure : Ground for disqualification
4	Submission of Appendix B - Form of Tender	Paragraph 10 <ul style="list-style-type: none"> Formal undertaking by the tenderer for this tender 	Failure : Ground for disqualification
5	Submission Appendix C – Form for Business Profile (include all attachment)	Paragraph 11 <ul style="list-style-type: none"> Tenderers business profile information and submission of the required attachment 	Failure : Ground for disqualification
6	Mandatory Requirement under paragraph 2 of the tender document	Paragraph 2 <ul style="list-style-type: none"> To shows tenderer’s eligibility and competency for the tender 	Failure : Ground for disqualification
7	Appendix D – Schedule of Price	Paragraph 10 <ul style="list-style-type: none"> To provide detailed price quoted – bill of quantity 	Failure : Ground for disqualification
8	Submission of signed Appendix E	Paragraph 15 <ul style="list-style-type: none"> MCMC Tenderer’s Declaration – on anti bribery 	Failure : Ground for disqualification
9	Submission of signed Appendix F	Paragraph 15 <ul style="list-style-type: none"> Declaration of Interest by Tenderers – to declare on the conflict of interest of the tenderers on this tender 	Failure : Ground for disqualification

MCMC reserves the right to review, assess, and seek clarification from the Tenderers regarding their Tender Submissions

TECHNICAL SUBMISSION



No	Requirement	Details	Impact
1	Submission of Appendix G <ul style="list-style-type: none"> Statement of Compliance to the Terms and Conditions of Scope of Consultancy and Specification 	Paragraph 9 <ul style="list-style-type: none"> Compliance to the scope of consultancy of the tender To state every paragraph under section 5 Submission of Tenderer's proposal 	Failure : May impact your evaluation score
2	Submission of Appendix H <ul style="list-style-type: none"> List of Tenderer's Experiences List of All Personnel That Shall Undertake this Consultancy 	Paragraph 43 <ul style="list-style-type: none"> List Tenderer competency and experience 	Failure : May impact your evaluation score
3	Submission of Appendix I <ul style="list-style-type: none"> Description of the Work Specification for Performing the Deliverables 	Paragraph 9 <ul style="list-style-type: none"> Compliance to the work specification To state every paragraph Submission of Tenderer's proposal 	Failure : May impact your evaluation score
4	Non-display of Tenderer's name or logo in technical submission	Paragraph 8.7 <ul style="list-style-type: none"> Prohibited from displaying or including its name in the Technical Submission 	Failure : Ground for disqualification

MCMC reserves the right to review, assess, and seek clarification from the Tenderers regarding their Tender Submissions

IMPORTANT NOTES



1. All information and updates will be on MCMC website.
2. Be aware and comply with the required signatories. Please ensure that the Tenderer's official company stamps, and authorized signature appear on all pages of the Financial Submission only.
3. No company name/info/logo in the Technical Submission (redact). Tenderer is strictly prohibited from displaying or including its name in the Technical Submission. This is including the evidence sent in the technical submission.
4. The MCMC Tender Secretariat will be the only point of contact for this project (tender@mcmc.gov.my).

TENDER TIMELINE



5 Jan 2026

TENDER ISSUANCE



8 Jan 2026

TENDER BRIEFING
SESSION



19 Jan 2026

TENDER
CLARIFICATION ENDS

- **Before 5.00pm**
- Strictly via email only to tender@mcmc.gov.my
- The consolidated Q&A will be published in MCMC website



26 Jan 2026

TENDER SUBMISSION /
TENDER CLOSING DATE

- **On or before 12.00pm**
- MCMC CoE, Cyberjaya
- To complete Acknowledgement Form (2 copies)
- **Late submission shall be rejected**

THANK YOU