

## **Invitation to Bid for a Third Licence to Provide Public Mobile Telecommunications Services in the Sultanate of Oman**

The Telecommunications Regulatory Authority ("TRA"), Sultanate of Oman ("Sultanate"), announces the availability of the Information Memorandum (IM) detailing the process for the award of a third Licence for the Installation, Operation, Maintenance and Exploitation of a Telecommunications System to Provide Public Mobile Telecommunications Services in the Sultanate.

The TRA considers that the enhancement of competition in the mobile telecommunications services market will be of significant benefit to consumers and to the economy of the Sultanate, and is consistent with the General Policy of the Government as well the TRA's mandate to promote market entry under the Telecommunications Regulatory Act.

The availability of a range of additional radio spectrum that could be deployed is expected to provide a multitude of mobile telecom services, particularly mobile broadband, to the consumers in the Sultanate.

### **Pre-qualification criteria**

Any interested party who is either an individual firm or a consortium may bid for the licence by submitting a bid application.

An applicant will be required to demonstrate in its application that it satisfies the following minimum qualifications in order to be considered for selection and award of the Licence. An applicant, or in the case of a consortium, the principal applicant, must:

- a) Be a telecommunications infrastructure owner and operator and a provider of mobile telecommunications services in its country of origin for a period of not less than 10 years.
- b) Be a telecommunications infrastructure owner and operator and a provider of mobile telecommunications services in at least one country other than its country of origin for a period of not less than 5 years.
- c) Have experience in the provision and subsequent operation and management of at least one telecommunications network and provide services similar to the network and services proposed in the application.

- d) Have annual turnover equivalent to more than 250 (two hundred and fifty) million USD from mobile telecommunications services.
- e) Have a net asset value not less than USD 400 million at the time of application.

The applicant, or if the applicant is a consortium, any member of the consortium, must not already hold an Omani Mobile Infrastructure Operator licence or by any means, directly or indirectly, control the activities or operations of an Omani Mobile Infrastructure Operator licensee.

Applicants will be required to submit supporting evidence for each of the prequalification terms to demonstrate that they are met. The Authority reserves the right to seek further information and clarifications in this regard.

Where the applicant is a consortium, it will be required to establish a legal entity eligible to hold the licence if selected to do so.

In addition, the principal applicant in a consortium will be required to demonstrate:

- a) That it either holds, or will hold on incorporation, a controlling interest in the consortium, or that it has the largest holding of the shares in the consortium and that holding is at least 25% of the shares.
- b) And that it will continue to hold the same control after the award of the licence for a period of five years from award of the licence.

## **Process for registering and purchasing the IM**

Interested parties shall comply with the following procedures in order to obtain the 3MNO IM document.

1. The interested party must pay the IM price (OMR. 3,000) deposited into the TRA bank account, as per the following bank details:

Beneficiary's Name	:	Telecommunications Regulatory Authority
Currency	:	Omani Rial
Bank Name	:	Bank Muscat, Hatat House Branch, Ruwi
Account Number	:	0335001866100013
SWIFT CODE	:	BMUSOMRXXXX
Address of Beneficiary	:	Sultanate of Oman PO Box:3555 PC:111 A'Seeb

2. The interested party has to send a request to register with the TRA after making the required payment and provide the payment evidence or attach the payment voucher/evidence by emailing it to: [3mno@tra.gov.om](mailto:3mno@tra.gov.om). The following details of the applicant are required:
  - a. The company name
  - b. The deposited amount
  - c. The date of depositing the amount.
  - d. The purpose of the payment "3MNO"
  - e. Official contact details including official e-mail address.
3. Upon the actual receipt of payment in TRA's Bank account, a soft copy of the IM Document will be sent as a PDF document through the e-mail registered with TRA.
4. If the interested party or his official representative wishes to receive a hard copy of the IM document, he may do so by collecting it from TRA premises during the TRA working hours.
5. The closing date for the availability of the IM is 26th December 2016.

## **General Information:**

1. Sultanate of Oman time zone is GMT+4 hrs.
2. Address of the TRA:  
Telecommunications Regulatory Authority  
Airport Heights  
Opposite Muscat International Airport  
Seeb  
Muscat  
Sultanate of Oman  
Tel: +968 24222222
3. TRA Working hours: 07:30 to 15:00 Sultanate of Oman local time Sunday to Thursday. Public holidays in the Sultanate of Oman are excluded from working hours.
4. Payments for the IM shall be made through bank transactions.
5. Any representative of the interested party shall have an official representation letter.
6. Any mistakes/errors in the provided details by the interested party shall be the sole responsibility of such interested party.
7. Payments for the IM are non-refundable.