

4. PRE-QUALIFICATION REQUIREMENTS

The Contracting Authority wishes to identify bidders who have experience in the telecommunications sector and who have sufficient financial, technical, managerial, and organizational capacity to successfully manage the Company.

4.1. The Applicant (or, in the case of a consortium, the Lead Member independently) has Technical and Financial Pre-Qualification Requirements

4.1.1. to demonstrate that:

- (a) it has been a provider of mobile telecom services over the last 3 years, and
- (b) in its last 3 audited fiscal years, it had average annual revenues related to telecom services exceeding EUR 300,000,000 (three hundred million)

or

4.1.2. The Applicant (or, in the case of a consortium, the Lead Member of that consortium) has to demonstrate that:

- (a) it has assets under management of at least USD 750,000,000 (seven hundred fifty million) in 2012

or

- (b) it has raised in total funds of at least USD 250,000,000 (two hundred fifty million) over the last seven years,

and

- (c) it meets one or more of the criteria mentioned in i. – iv.
 - i. it did invest in the last 10 years or it is currently an investor via a minimum equity shareholding of 20% in at least one telecom operator with annual revenues related to telecom services exceeding EUR 300,000,000 (three hundred million) in at least one given year of the investment period, or
 - ii. it has received a letter of intent to enter into a consortium agreement in relation to an equity participation (with at least 10% equity holding) with a telecom operator with 2011 revenues related to telecom services exceeding EUR 300,000,000 (three hundred million), or
 - iii. it has received a letter of intent to enter into a cooperation agreement with a telecom operator with 2011 revenues related to telecom services exceeding EUR 500,000,000 (five hundred million), or
 - iv. either (i) it has a shareholder that has managed an investment (with more than 20% ownership) in the last 10 years in at least one telecom operator with revenues related to telecom services exceeding EUR 500,000,000 (five hundred million) during at least 1 year or (ii) it currently employs senior professionals that invested (with more than 20% ownership) in the last 10 years in at least one telecom operator with revenues related to telecom services exceeding EUR 500,000,000 (five hundred million) during at least 1 year

With regard to iii. above, when submitting the binding bid in the second stage of this tender, the Applicant will be required to highlight the key services provided by the telecom operator as part of the cooperation agreement, including one or more of the following items (a) to (d) below:

- (a) the telecom operator provides his brand to PTK for a period not less than 5 years;
- (b) the telecom operator has the right and will exercise the right to nominate one management board member from his own company to the board of PTK for a period not less than 5 years;
- (c) the telecom operator will sign a 5 years operation, maintenance, and management agreement with PTK; and/or
- (d) the telecom operator will establish an advisory committee at PTK comprising of at least 3 employees from the telecom operator for a period not less than 5 years

4.1.3 For the purpose of calculating the amounts for criteria in 4.1., the Contracting Authority will use relevant exchange rates (e.g. average of the relevant year for “annual revenues”).

4.1.4 Under article 4.1 1., Economic Operators which

- (a) are Affiliates: and/or
- (b) have a common Parent Company; and/or
- (c) are a Parent Company

shall, between them, only be permitted to submit one Application (whether alone or as part of a consortium).

4.1.5 Under article 4.1., the PIU reserves the right to clarify the eligibility of Economic Operators which have a licence for providing mobile network services in Kosovo, and are a current provider of mobile network services in Kosovo with the Kosovo Competition Authority.