



PRESS RELEASE

BTA AWARDS TENDERS FOR TWO STUDIES

On 04 June 2004, Botswana Telecommunications Authority (BTA) awarded tenders for consultancy services for two different projects. The tenders were awarded to Analysis Consulting Limited, a United Kingdom based consultancy firm, in association with McCarthy Tetrault LLP a Canadian based consultancy firm to develop a “telecommunication costing model and pricing scheme” at a cost of US \$ 372 000.00, while Ovum, a United Kingdom based consultancy firm was awarded a consultancy to identify “strategies for further liberalisation of the telecommunications market” for a sum of 89 615.00 British Pounds. These Consultants were selected on the basis of international competitive bidding process. Ten (10) Companies submitted bids for the Costing and Pricing consultancy while nine (9) companies tendered for the liberalisation study.

In undertaking the costing and pricing study, Analysys and McCarthy is required to come up with a forward looking costing model that could be applied to establish cost-oriented and fair rates or charges among the fixed and mobile networks. As prices and costs are fundamental to the success of any form of business, this project will

have important implications not only for the telecommunications operators but also for consumers.

In its endeavour to put the Botswana telecommunications sector in line with the best in class in the telecommunications markets, the BTA is speedily enhancing performance of the sector through an informed liberalisation process. To this end, Ovum will assist the BTA to establish liberalisation strategies that would improve market efficiency without compromising the sustainability of existing operators. The BTA also seeks to pursue strategies that should promote competition in all market segments so as to have continued improvement of the quality of service as well as to ensure that customers have a wider choice.

The BTA calls upon the telecommunications fraternity, the industry stakeholders and the public at large, to accord the consultants the necessary support and cooperation in order to ensure that the studies are a success. The BTA would like to re-affirm its commitment to Government's 1995 Telecommunications policy, which calls for the promotion of the availability of efficient, effective and affordable telecommunications services throughout Botswana.

T.B. Koontse

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for/Executive Chairman

Botswana Telecommunications Authority

08 June 2004