

REPUBLIC OF RWANDA



RWANDA UTILITIES REGULATORY AGENCY

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CABINET DECISION ON THE PREFERRED BIDDER FOR THE THIRD NATIONAL TELECOMMUNICATIONS OPERATOR IN RWANDA

This is pursuant to the two Press Releases dated 25th June 2008 and 30th of September 2008 issued by Rwanda Utilities Regulatory Agency (RURA) relating to the decision of the Government of Rwanda to license a Third National Telecommunications Operator.

That on the 30th of September 2008 at the time of the receiving of the bids, the Honourable Minister in the office of the President in Charge of Science & Technology, **Prof. Romain MURENZI**, constituted a **Technical Evaluation Committee** on strict terms and conditions for the purposes of evaluating the bids in terms of technical and financial proposal and making recommendations to the Government of Rwanda for final determination and approval.

After evaluating the bids within the period of one month and based on the recommendations of the **Technical Evaluation Committee**, a **Cabinet decision** was made on the 14th day of November 2008 approving the recommendations.

The Preferred Bidder is MILLICOM INTERNATIONAL CELLULAR S.A and the **First** and **Second Reserved Bidders** are TELECEL GLOBE LTD and ZAIN (MAURITIUS) RWANDA LTD (CELTEL) respectively.

The table below represents the evaluation scores.

No	BIDDERS	TECHNICAL SCORE	LICENCE FEE OFFERED	OBSERVATIONS
1	MILICOM INTERNATIONAL CELLULAR S.A.	83.49%	USD 60,007,000	Highest Technical Score & the best Financial Offer.
2	TELECEL GLOBE LTD	75.87%	USD 55,500,000	The Second Highest Financial Offer & Third Technical Score
3	ZAIN (MAURITIUS) RWANDA LTD (CELTEL)	80.7%	USD 45,000,000	Lowest Financial Offer & Second Technical Score.
4	LARRYCOM-EXPRESSO	45.74%	Their financial Offer was not opened because the technical offer is below 70% mark.	The Lowest Technical Score at Less Than the 70% Minimum Technical Score Requirement.

Based on Government Directive, RURA will first negotiate with Millicom International Cellular S.A being the **Preferred Bidder** and should the negotiation with **Preferred Bidder** fail, then RURA will commence negotiations with Telecel Globe Ltd being the **First Reserve Bidder**. Should the negotiations with the **First Reserve Bidder** fail then RURA will commence negotiations with Zain Mauritius Rwanda Ltd (CELTEL) being the **Second Reserve Bidder**.

As negotiations (finalisation) with the **Preferred Bidder** will take place in November 2008, it is as per the schedule and the required processes that the license will be awarded in December 2008.

DONE IN KIGALI, RWANDA

THIS 15TH DAY OF NOVEMBER 2008

Col. Diogène MUDENGE
Director General