

*This translation **is not official**. It is presented only as a supporting material to assist the English speaking parties interested in the bidding process. The official document is the Spanish version.*

*Official Bidding Specifications are those processed in the corresponding administrative act, i.e., Resolution No. 1.489 of the twelfth day of July of 2019 of the Undersecretariat of Telecommunications, approving by such act the public call for offers on the “Submarine cable project economic, technical, and legal feasibility study: The Asia-South America Digital Gateway”.*

*A copy of the aforementioned Bidding Specifications (Spanish) is available on the website <http://www.subtel.gob.cl/puertadigital> of the Undersecretariat of Telecommunications.*

## Score of Proposed Team (example)



## Example

### Proposed Team

The following document is an example about the application of Sub-criterion of Evaluation of the proposed Team (point 3.2, article 11 of the administrative specifications).

**This is just an illustrative example and it does not set any additional requirements for any profile nor experience of the proposed Team.**

The proposed Team will be evaluated according to the following criteria:

Education of proposed Team members	
Description	Score
Has completed <u>continuing education</u> in areas related to the tender.	10
Has <u>professional education</u> in areas related to the tender.	5
Does not have any education related to the tender.	0
For purposes of the proposed Team members, continuing education in related areas shall refer to any additional education or post-graduate education (certifications, diplomas, master's, and doctoral degrees) pertaining to the fields of economics, civil engineering, electrical engineering, and telecommunications. Certificates and degrees must be submitted in all cases.	

	Professional experience of proposed Team members		
	(Max cumulative score: 50 points)		
	Description	Evaluation	Score
1	Expertise in or at least one experience with economic impact studies on: ICT policy and/or the digital gap, and/or telecommunications public policy strategy, and/or evaluating ICT projects.	Meets this criterion.	5
		Does not meet this criterion.	0
2	Expertise in or at least one experience with studies conducting economic characterizations of the telecommunications industry in such areas as: investment, operating and service conditions worldwide.	Meets this criterion.	5
		Does not meet this criterion.	0

Professional experience of proposed Team members			
(Max cumulative score: 50 points)			
3	Expertise in or at least one experience with industrial organization studies for the transportation and services market, the intermediate and end-user telecommunications market, in particular, submarine FO cable.	Meets this criterion.	5
		Does not meet this criterion.	0
4	Expertise in or at least one experience with studies analyzing the development and evaluation of projects related to submarine FO..	Meets this criterion.	5
		Does not meet this criterion.	0
5	Expertise in or at least one experience on public and private telecommunications studies and/or projects in Chile or abroad.	Meets this criterion.	5
		Does not meet this criterion.	0
6	Knowledge of or at least one experience with sizing and designing submarine FO networks.	Meets this criterion.	5
		Does not meet this criterion.	0
7	Expertise in or at least one experience with characterizing and analyzing demand for existing commercial submarine fiber-optic cable networks.	Meets this criterion.	5
		Does not meet this criterion.	0
8	Expertise in or at least one experience with maintenance of submarine FO to enable forecasting operating conditions.	Meets this criterion.	5
		Does not meet this criterion.	0
9	Expertise in or at least one experience in grid planning and forecasting technological changes related to the convergence of expected services for the industry in the medium and long term.	Meets this criterion.	5
		Does not meet this criterion.	0
10	Expertise in or at least one experience with developing detailed technical specifications for implementing submarine FO networks.	Meets this criterion.	5
		Does not meet this criterion.	0

- Score of each member is subject to criteria that apply to his or her experience. It is not mandatory that a Team member meets all criteria.
- Team member experience may meet two or more criteria.
- Final score is calculated as the average of the sum of every Team member's experience.
- This example –for simplicity- is applied to a proposed Team composed only by 4 members (one per profile).

Member 1 (Telecommunications or data networks)			Criterion	Score
Education	Professional education	Telecom engineer	-	-
	Continuing education	Master in Data Networks	-	10
Experience		7 years at consulting CCC		
Professional experience	Criterion	Study of submarine FO design for carrier OOO at consulting CCC.	6	5
			10	5
		Study of mobile network coverage for RRR region at consulting CCC	5	5
		Study of capacity and tariffs over existing submarine FO networks for carrier DDD at consulting CCC.	7	5
				30

Member 2 (Commercial or businesses)			Criterion	Score
Education	Professional education	Commercial and business engineer	-	5
	Continuing education	-	-	-
Experience		2 years at consulting AAA 5 years at telecom carrier PPP		
Professional experience	Criterion	Study of GDP impact on broadband access in emerging countries at consulting AAA	1	5
		<i>Due diligence</i> of a FO submarine subsidiary at carrier PPP	3	5
		Commercial advisory on FTTH deployment at carrier PPP	5	5
		Strategic plan for mobile and fixed sales at carrier PPP.	2	5
				25

Member 3 (Economics or Finance)			Criterion	Score
Education	Professional education	Accountant	-	-
	Continuing education	Master in Finance	-	10
Experience		5 years at consulting GGG		
Professional experience	Criterion	Financial structure plan for mobile business at consulting GGG	3	5
			5	5
		Fund raising financial model for a submarine FO project at consulting GGG	2	5
			4	5
				30

Member 4 (Legal or regulatory)			Criterion	Score
Education	Professional education	Lawyer	-	-
	Continuing education	Master of Laws	-	10
Experience		8 years at consulting HHH		
Professional experience	Criterion	Regulatory study about investment opportunities for a telecom carrier at KKK country at consulting HHH	2	5
			5	5
		Legal and tax study for an investment in three countries (South America) to a TIC-industry customer at consulting HHH.	1	5
				25

$$Team\ evaluation = \frac{\sum individual\ scores}{No\ of\ members} = \frac{30 + 25 + 30 + 25}{4} = 27.5$$