

# Request for Applications – 700 MHz Radiofrequency Spectrum

ECS 10/2012

Issue Date: 23 March 2012

**Deadline for Applications: 4 May 2012** 

# **TABLE OF CONTENTS**

| 1. Int | troduction                           | 1  |
|--------|--------------------------------------|----|
| 1.1    | Background                           | 1  |
| 1.2    | Overview of the Application Process  | 1  |
| 1.3    | Submission Requirements              | 3  |
| 1.4    | Additional Information               | 4  |
| 2. Ge  | eneral Information                   | 5  |
| 2.1    | Overview of the Regulatory Framework | 5  |
| 2.2    | URCA's Policy for the 700 MHz Band   | 6  |
| 3. Ap  | pplication Requirements              | 11 |
| 3.1    | General                              | 11 |
| 3.2    | Structure of Application             | 11 |
| 3.3    | Application Fee                      | 14 |
| 3.4    | Selection Criteria                   | 14 |
| 3.5    | Evaluation and Selection Process     | 16 |

# 1. Introduction

This document comprises a Request for Applications (RFA) for Individual Spectrum Licences (ISL) of spectrum in the 700 MHz Spectrum Band.

# 1.1 Background

On 16 January, 2012, URCA published a "Draft Policy for New Spectrum Bands – 700 MHz, 11 GHz, 12 GHz and 42 GHz", ECS 1/2012 seeking comments on proposals for the opening of each of the subject bands, based on the results of its previous consultation on the Opening of New Spectrum Bands (ECS 23/2010). Simultaneously with this document, URCA, having considered comments received in response to ECS 1/2012, URCA publishes its "Statement of Results: Draft Policy for New Spectrum Bands – 700 MHz, 11 GHz, 12 GHz and 42 GHz", ECS 08/2012 and its "Policy for New Spectrum Bands - 700 MHz, 11 GHz, 12 GHz and 42 GHz", ECS 09/2012 (the "Policy").

The Policy indicates, *inter alia*, that URCA would commence a process for the licensing of 700 MHz spectrum in accordance with this RFA. This document represents the commencement of that process.

# 1.2 Overview of the Application Process

This RFA comprises an invitation to interested parties to apply for specific blocks of spectrum within the 700 MHz band, which comprises the frequencies in the range 698 MHz to 806 MHz. The Bahamas National Spectrum Plan currently allocates this band to "Broadcasting - Television", while the ITU Region 2 allocation describes Broadcasting services as the primary use, with fixed and mobile services as secondary uses. Pursuant to the Policy for the 700 MHz band, URCA will licence several 700 MHz spectrum blocks for use in fixed and mobile services, and therefore URCA will make appropriate changes in the National Spectrum Plan at the time of its next scheduled review which will take place by early 2013.

URCA has set out in the Policy the extent to which the spectrum in this band will be made available to prospective licensees at this time, and further details of this are set out in section 2 of this document. Interested persons are reminded that the public health and safety blocks are

not included in this licensing or application process, and that certain blocks will be reserved for future mobile use.

URCA determined in the Policy that the process for applicationwill comprise a RFA process which will allow for a competitive assessment of competing applicants based on the likelihood that the demand for spectrum in the 700 MHz band will exceed the available supply.

Applicants are therefore now invited to submit applications for licences of 700 MHz spectrum, which applications must be submitted in accordance with the provisions of this RFA. The nature of this spectrum allocation and the restrictions on use (the spectrum must be used to build and offer services via a public electronic communications network) mean that the successful applicants must also be in possession of an Individual Operating Licence (IOL). Applicants who do not already hold such a licence should submit an application for an IOL together with their response to the RFA, so that the IOL application can be processed together with the ISL application. In the event that an applicant is successful in obtaining an IOL, but is not awarded 700 MHz spectrum, the applicant may apply for other available spectrum, adopt other methods of providing services to the public, or may choose to withdraw its IOL application.

URCA will conduct a qualitative assessment of each application received in accordance with this RFA, and will score the application based on the criteria set out in section 3 in order to determine which applicants will progress to the spectrum selection stage of the process. In order to be qualified to participate in the spectrum selection stage, applicants must:

- 1. Meet the minimum score requirement in URCA's assessment of the application criteria; and,
- 2. be the holder of, or have successfully applied to URCA for, an Individual Operating Licence.

It should be noted that qualification for the spectrum selection stage is no guarantee of an allocation of spectrum as there may be inadequate available spectrum blocks for all qualified applicants.

The highest scoring qualified applicant will first be permitted to select its desired blocks of 700 MHz spectrum (subject to the applicant satisfying the eligibility criteria for the selected blocks, and a maximum of two (2) blocks per applicant). The spectrum selection process will continue with each qualified applicant selecting its desired blocks in descending order of scores until all

\_

<sup>&</sup>lt;sup>1</sup>The application form can be downloaded from http://www.urcabahamas.bs/download/032776500.pdf.

eligible successful applicants have been granted spectrum, or there are no remaining blocks of 700 MHz spectrum available.

Licences will then be granted (including any IOL's required) to all successful applicants.

## 1.3 Submission Requirements

The applicant must submit its application and all associated documents in accordance with the following **ONLY**:

1. **THREE (3) PRINTED COPIES** of the Application, placed in sealed, opaque packages marked:

APPLICATION FOR 700 MHZ SPECTRUM (PRINTED COPY)

DIRECTOR OF POLICY AND REGULATION

UTILITIES REGULATION AND COMPETITION AUTHORITY

UBS BUILDING ANNEX

EAST BAY STREET

P.O. BOX N-4860

NASSAU, THE BAHAMAS

2. **ONE (1) CD-R** containing an electronic copy of the submission made at 1. above (in .pdf format), in a sealed opaque envelope marked:

APPLICATION FOR 700 MHZ SPECTRUM (ELECTRONIC COPY)

DIRECTOR OF POLICY AND REGULATION
UTILITIES REGULATION AND COMPETITION AUTHORITY
UBS BUILDING ANNEX
EAST BAY STREET
P.O. BOX N-4860
NASSAU, THE BAHAMAS

3. A Certified Cheque for the **Application Fee** of \$5,000 (See section 3.3 below).

4. If the applicant is not the holder of an IOL, a completed application for an IOL<sup>2</sup>.

5. COMPLETE APPLICATIONS MUST BE RECEIVED BY NO LATER THAN 3:00 PM, BAHAMAS TIME, ON THE CLOSING DATE OF 4 MAY 2012. LATE APPLICATIONS OR SUBMISSIONS SHALL NOT BE ACCEPTED.

Only physical submissions are accepted and only in accordance with the above. In no circumstances should an applicant submit its application or any part of it to any person at URCA via email, fax, or any other method of submission whether in addition to or instead of the above.

Failure to comply with all of the above submission requirements (including packaging) may result in rejection or disqualification of the application.

#### 1.4 Additional Information

Requests for further information of clarification of this RFA, should be submitted to:

Mr. Stephen Bereaux
Senior Case Officer
Utilities Regulation and Competition Authority
UBS Building Annex
East Bay Street
P.O. Box N-4860
Nassau, The Bahamas

Email: sbereaux@urcabahamas.bs

Tel: 242.393.0234 Fax: 242.393.0153

Requests for further information or clarification will be accepted no later than 20 April 2012. URCA will issue its response no less than seven (7) days before the submission deadline, and the request and URCA's response thereto will be published on URCA's website.

<sup>2</sup>The application form may be downloaded from URCA's website at <a href="http://www.urcabahamas.bs/download/032776500.pdf">http://www.urcabahamas.bs/download/032776500.pdf</a>.

# 2. General Information

# 2.1 Overview of the Regulatory Framework

#### 2.1.1 Establishment of URCA as the ECS Regulator

URCA was established as an independent regulatory body on 1 August, 2009, following the promulgation of the Utilities Regulation and Competition Authority Act, 2009. The Communications Act, 2009 (Comms Act), which came into force on 1 September 2009, gave URCA full powers of regulation and of oversight of the Electronic Communications Sector (ECS) in The Bahamas. The ECS covers radio and television broadcasting, radio spectrum management, internet and data services, pay television and voice telephony.

The remainder of section 2.2 provides a brief overview, with appropriate references to further reading, or the framework as it applies to licensing and spectrum management.

#### 2.1.2 Licensing of Operators

Part IV of the Comms Act empowers URCA to license persons who are involved in the electronic communications sector in The Bahamas. Persons who establish, maintain and operate networks, provide carriage services, or use radio spectrum require a licence from URCA, unless they are exempt from licensing by virtue of the Comms Act or an URCA exemption.

URCA has established the "Guidelines on the Licensing Regime under the Communications Act, 2009"(ECS15/2009)<sup>3</sup> which provide for the granting of operating licences, which permit the establishment, maintenance and operation of networks or the provision of carriage services; and spectrum licences which permit and authorize the use of specific spectrum either on a shared or exclusive basis. Samples of the specific forms of licences that may be granted by URCA are available on URCA's website<sup>4</sup>.

#### 2.1.3 Spectrum Management

<sup>3</sup>http://www.urcabahamas.bs/download/009075400.pdf

<sup>4</sup>http://www.urcabahamas.bs/licencing.php?cat=123

Part V of the Comms Act, established URCA as having the exclusive right to manage, allocate and assign all frequencies in the radio spectrum in The Bahamas, subject to certain specific tasks which are the responsibility of the Minister of Government charged with responsibility for the ECS<sup>5</sup>. Section 32 provides that URCA, or the Minister as the case may be, must ensure that spectrum is managed and used in a manner that —

- is open, objective, transparent and non-discriminatory;
- is economically efficient and facilitates the evolution of new technologies and electronic communications services whilst taking into account particular investment in existing equipment configured for specific radio spectrum and the cost of migration to other radio spectrum; and
- meets the needs of certain specified government departments and agencies.

On 12 March, 2010 URCA published the "National Radio Spectrum Plan" (ECS 06/2010)<sup>6</sup> in accordance with section 31 of the Comms Act, which provides for the allocation of the spectrum in accordance with the applicable international treaties, commitments and standards including, without limitation, those of the International Telecommunication Union (ITU).

# 2.2 URCA's Policy for the 700 MHz Band

URCA established the policy for the 700 MHz band, as set out below, in the document "Policy for New Spectrum Bands – 700 MHz, 11 GHz, 12 GHz and 42 GHz" – ECS 09/2012.

#### 2.2.1 Frequency Range

The frequencies in the range 698 MHz to 806 MHz shall be referred to as the 700 MHz band.

<sup>&</sup>lt;sup>5</sup>The Minister is responsible for deciding the method of allocation and spectrum fees for frequencies in the premium spectrum bands identified in the spectrum plan.

<sup>&</sup>lt;sup>6</sup>http://www.urcabahamas.bs/download/021094100.pdf

## 2.2.2 Packaging of the Band

URCA has divided the entire 700 MHz band into 18 channels of 6 MHz each, which will be allocated as blocks of either 6 MHz (unpaired) or 12 MHz (paired) as shown in Figure 1 and Table 2 below:

Figure 1: 700 MHz Frequency Band Plan

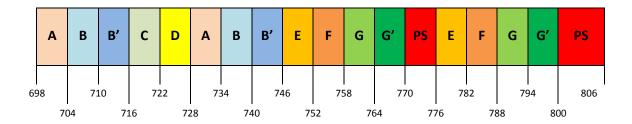


Table 1: 700 MHz Spectrum Blocks

| BLOCK           | FREQUENCY RANGE   | BANDWIDTH | PAIRING   | NOTES           |
|-----------------|-------------------|-----------|-----------|-----------------|
| Α               | 698-704 MHz and   | 12 MHz    | 2 x 6 MHz | Mobile services |
|                 | 728-734 MHz       |           |           | restricted.     |
| В               | 704 – 710 MHz and | 12 MHz    | 2 x 6 MHz | Mobile services |
|                 | 734 – 740 MHz     |           |           | licensees only. |
| B'              | 710 – 716 MHz and | 12 MHz    | 2 X 6 MHz | Mobile services |
|                 | 740 – 746 MHz     |           |           | licensees only. |
| С               | 716 – 722 MHz     | 6 MHz     | Unpaired  | Mobile services |
|                 |                   |           |           | restricted.     |
| D               | 722 – 728 MHz     | 6 MHz     | Unpaired  | Mobile services |
|                 |                   |           |           | restricted.     |
| E               | 746 – 752 MHz and | 12 MHz    | 2 x 6 MHz | Mobile services |
|                 | 776 – 782 MHz     |           |           | restricted.     |
| F               | 752 – 758 MHz and | 12 MHz    | 2 x 6 MHz | Mobile services |
|                 | 782 – 788 MHz     |           |           | restricted.     |
| G               | 758 – 764 MHz and | 12 MHz    | 2 x 6 MHz | Mobile services |
|                 | 788 – 794 MHz     |           |           | licensees only. |
| G'              | 764 – 770 MHz and | 12 MHz    | 2 x 6 MHz | Mobile services |
|                 | 794 – 800 MHz     |           |           | licensees only. |
| PS <sup>7</sup> | 770 – 776 MHz and | 12 MHz    | 2 x 6 MHz | Public Health   |
|                 | 800 to 806 MHz    |           |           | and Safety      |
|                 |                   |           |           | reserved.       |

 $<sup>^{7}</sup>$ The Public Health and Safety Block (770 – 776 MHz and 800 to 806 MHz) is not included in this RFA process.

- The maximum assignment per operator in the 700 MHz band will be 2 blocks.
- Operators granted the B or G block, will be given first preference in obtaining the B' and G' respectively. An operator cannot apply for more than one of the B and G blocks.
- The PS blocks are reserved for Public Health and Safety use, and will be addressed by URCA in a separate later process.

#### 2.2.3 Licence Terms and Conditions

URCA shall grant Individual Spectrum Licences for spectrum in the 700 MHz band in accordance with URCA's Licensing Guidelines in force from time to time, save for additional terms and conditions as set out below:

- The Spectrum shall be licensed on a National basis only. That is, the Licensee will be
  authorized to use the spectrum in all parts of The Bahamas, and will be required to
  roll-out its services throughout a majority of The Bahamas as specified below.
- URCA, recognizing the value of the 700 MHz spectrum and its importance to the development of electronic communications services in The Bahamas, shall include the following additional terms and conditions in the Individual Spectrum Licences for this spectrum:
  - The Licensee will be required to put the spectrum into active, commercial use within eighteen (18) months of the date on which the Licence is granted, failing which URCA will commence proceedings to revoke the grant of the Licence.
  - The Licence shall be valid for a term of fifteen (15) years from the date of grant.
  - The primary use of the spectrum granted must be to build and maintain a public "access" network; any usage for backhaul must be secondary and incidental only.
  - The spectrum must be used for the provision of electronic communications services available to the general public throughout The Bahamas.
  - A Licensee granted spectrum in blocks A, C, D, E or F shall be required to roll out electronic communications services (on a commercial basis) using the spectrum to communities in The Bahamas in accordance with the following schedule, at a minimum:

- Within 18 months of grant of Licence Spectrum to be put in active service on at least New Providence and Grand Bahama;
- Within 30 Months of grant of Licence Roll-out on Abaco and Eleuthera with at least 75% population coverage, achieve 99% population coverage on New Providence and Grand Bahama;
- Within 42 months of grant of Licence Roll-out on at least two additional Family Islands with at least 75% population coverage, achieve 99% population coverage on Abaco and Eleuthera;
- Within 54 months of grant of Licence Roll-out on at least two additional Family Islands with at least 75% population coverage; and
- Within 66 months of grant of Licence Roll-out on at least two additional Family Islands with at least 75% population coverage.
- A Licensee granted spectrum in blocks B, B', G or G' shall be required to roll out electronic communications services (on a commercial basis) using the spectrum to communities in The Bahamas in accordance with the following schedule, at a minimum:
  - Within 18 months of grant of Licence Spectrum to be put in active service on at least New Providence, Grand Bahama, Abaco and Eleuthera with at least 75% population coverage;
  - Within 30 months of grant of Licence Roll-out on at least two additional Family Islands with at least 75% population coverage, and achieve 99% population coverage on New Providence, Grand Bahama, Abaco and Eleuthera;
  - Within 42 months of grant of Licence Roll-out on at least two additional Family Islands with at least 75% population coverage; and
  - Within 54 months of grant of Licence Roll-out on at least two additional Family Islands with at least 75% population coverage.<sup>7</sup>

#### 2.2.4 Licence Fees

The Licences for 700 MHz spectrum shall be subject, on an interim basis, to the following annual spectrum fees:

• \$8,000 per MHz per annum for the B, B', G and G' blocks.

<sup>&</sup>lt;sup>8</sup>Licensees will be required to prove their achievement of these milestones to URCA's reasonable satisfaction. The detailed mechanism for proof will be set out in the licence document.

• \$6,000 per MHz per annum for all other blocks (except the PS blocks, fees for which are to be determined by URCA in conjunction with the licensing of that block).

The above licence fees shall be payable until URCA's Fee Schedule is amended to reflect a revised fee for spectrum assignments in the 700 MHz band.

# 3. Application Requirements

#### 3.1 General

This RFA document invites qualified persons to apply for an Individual Spectrum Licence (ISL) for spectrum in the 700 MHz band, on a competitive basis (to the extent that demand exceeds supply).

An Individual Operating Licence (IOL) will also be required for the provision of electronic communications services to the public using the 700 MHz spectrum, and an ISL will not be granted to persons who do not already hold an IOL.

Applicants that are not already holders of an Individual Operating Licence will be required to apply for an IOL concurrently with their application in response to the RFA. Such applications will be considered concurrently with URCA's assessment of the spectrum applications within the RFA process. In the event that an applicant is successful in obtaining an IOL, but is not awarded 700 MHz spectrum, the applicant may apply for other available spectrum, adopt other methods of providing services to the public, or may choose to withdraw its IOL application. A copy of the Licence Application Form is attached as Annex A.

Applications must be submitted to URCA fully in accordance with the RFA, by the response deadline, as set out in section 1.3 of this RFA.

# 3.2 Structure of Application

Applications shall be written in English and shall contain, at a minimum, the following information which must be organised in Parts labeled as set out below:

#### Part A - General Information

A.1 <u>Incorporation</u>: Provide detailed information regarding the incorporation of the applicant: Provide full company incorporation and business registration information.<sup>9</sup>

A.2 <u>Contact Details and Location</u>: Provide contact details for the applicant and information which outlines the control and guidance of the applicant. The applicant must

<sup>&</sup>lt;sup>9</sup>Note section 26(3)(a) of the Communications Act, 2009, and URCA's Licensing Guidelines (ECS 15/2009).

demonstrate that the administration and management of the applicant's business as licensed will be in The Bahamas. 10

#### A.3 Ownership: Provide details of the applicant's ownership:

- Identify all shareholders of the applicant if private, or for a public company, all shareholders owning more than 5% of the issued share capital, including names, addresses and shareholding.
- Provide a diagram of the ownership of the company and its associated companies, showing parent, subsidiary and associated or affiliated companies.

#### Part B - Financial Strength

- B.1 <u>Financial Statements:</u> Provide complete audited Financial Statements for the applicant for the preceding three financial years. If the applicant is newly incorporated, provide audited financial statements for any holding or parent company, if applicable. Where the applicant is newly incorporated and there is no holding or parent company, this requirement will be waived. For applicants which are not required by law to produce and file audited statements for business licence purposes, unaudited financial statements certified by the Chief Financial Officer of the company may be submitted.
- B.2 <u>Financial Resources:</u> Provide details, including suitable proof, of the financial resources available to the applicant. The application will be assessed on the extent to which it demonstrates the applicant's ability to access the necessary financial resources to carry out the business plan set out in the application, and the requirements that will be imposed by the licence (see section 2.3 above).
- B.3 <u>Financial References</u>: Provide two (2) original reference letters from recognized, regulated financial institutions. References must be addressed to Director of Policy and Regulation, URCA and must be dated no more than thirty (30) days prior to the date of the application.

#### Part C - Technical Capability

C.1 <u>Track Record and Experience:</u> Provide details of the track record and experience of the Applicant in providing electronic communications services, and operating electronic communications networks in The Bahamas, and in any other jurisdiction. In

<sup>&</sup>lt;sup>10</sup>Note section 26(3)(b) of the Communications Act, 2009, and URCA's Licensing Guidelines (ECS 15/2009).

demonstrating such experience, the applicant may rely upon the experience of the applicant itself; the experience of the parent, subsidiary or affiliate of the applicant; and/or the experience of the directors and executive team of the applicant, provided that where the applicant relies on any group company the application should make clear the manner in which such expertise would be made available to the applicant in The Bahamas.

- C.2 <u>Technical Proposal</u>: Submit a detailed technical description of the network to be built and electronic communications services to be offered by the applicant, which includes:
  - Network/System Design:
    - Description and specifications of the technology that will be used, including compliance with international standards;
    - A network overview which includes information on the proposed network topology, proposed network capacity, proposals for links between islands serviced; and any requirements for interconnection with other existing or future networks in The Bahamas;
    - Any likely additional spectrum requirements, e.g. for backhaul and supplemental links (applications for such spectrum should be submitted separately after the end of the RFA process; URCA cannot guarantee that any specific spectrum will be made available to the applicant, even if successful in obtaining 700 MHz spectrum); and
    - o Preliminary predictive coverage maps for the applicant's network.
  - Roll-out plan: The applicant must demonstrate its intention and ability to achieve, at a minimum, the roll-out requirements set out in section 2.3, which will be required by the ISL granted.
    - o Provide a detailed description of the applicant's network roll-out plan.
  - Quality of Service Plan: The applicant must demonstrate its plans for achieving high quality of service to customers in The Bahamas.
    - Include quality of service commitments which the applicant proposes to implement for its network and services (both retail and wholesale if applicable);
    - Describe the systems that the applicant will implement to achieve the quality of service indicated.

#### Part D - Business Plan

D.1 <u>Market Assessment</u>: The applicant should conduct a comprehensive assessment of the markets it proposes to enter, and must describe in its application the outcomes of the assessment including revenue or traffic forecasts, consumer studies, prices analyses,

- and estimates of market share to be gained. The assessment should include income and expenditure projections for at least the first three years of business.
- D.2 <u>Service Description and Roll-out plans</u>: The applicant must provide a detailed description of the services it intends to provide including its detailed plans for roll-out of those services (including launch timeframes), the specific markets to be served and the means of service delivery.
- D.3 <u>Customer Service</u>: The applicant must provide a description of customer service processes and standards to be implemented.
- D.4 <u>Personnel Plans</u>: Submit the Applicant's personnel plans, showing the availability of adequate technical and other expertise. The applicant should identify the extent to which Bahamian employees will be used in the business specifying Executive, Management and Staff levels.

#### Part E - Other Information

The applicant may submit any additional plans or information regarding its proposed services, which the applicant considers will be to the social and/or economic benefit of The Bahamas, and which the applicant wishes URCA to consider in its assessment of the application.

## 3.3 Application Fee

Based on the nature of the RFA process and the anticipated effort that will be expended in processing of applications, URCA has established an Application Fee equivalent to the application for an operating licence for a Public Fixed Network, i.e. \$5,000 (five thousand dollars). The Applicant must include together with its Application a certified cheque for the Application Fee of \$5,000 made payable to The Utilities Regulation and Competition Authority.

The Application Fee is non-refundable.

#### 3.4 Selection Criteria

URCA will assess the information provided, and will conduct appropriate enquiries, in its assessment of the applicant. The criteria for applications are as follows:

#### Basic Criteria - Comms Act, section 26(3)

URCA will determine, based on the information set out in the application and its own enquiries (as appropriate), whether the applicant meets the following requirements. Failure to meet any of the requirements will disqualify the applicant.

- The applicant must be a legal entity incorporated in The Bahamas.
- ➤ The applicant must conduct the administration and management of the business from premises in The Bahamas.
- The applicant must be a "fit and proper person" to establish maintain and operate a network or carriage system or use radio spectrum.

#### Qualitative Criteria

Based on the nature of the spectrum to be granted and its value to The Bahamas, as well as the likelihood that the demand for the spectrum may exceed the available spectrum, URCA will conduct a qualitative assessment of the information provided to determine eligibility to obtain a grant of 700 MHz spectrum. URCA will seek to give first preference for the available 700 MHz spectrum to those applicants that best demonstrate their ability to operate a network and provide services using the spectrum in an effective manner and consistent with the ECS policy objectives.

On that basis, in order to be eligible for spectrum in the 700 MHz band, an applicant shall be required to achieve a minimum score of 70% overall in URCA's assessment of the information provided in their application based on the following criteria and weightings:

- ➤ Financial Strength (30%) The applicant demonstrates the necessary financial resources to provide the services outlined, and meet all roll-out and other commitments contained in the application and the licence. URCA will assess the financial capacity of the applicant based on the information provided in the application, in particular Part B assessed against the background of plans set out in Parts C and D.
- ➤ Technical Capability (30%) The applicant has put forward a sound technical plan for coverage and service provision using the spectrum, and has demonstrated the technical resources and expertise to implement it. URCA will assess the technical capability of the applicant based on the information provided in the application, in particular but not necessarily limited to, Part C.

- ➤ Electronic Communications Service Benefits (30%) The applicant proposes to provide electronic communications services of a quality/coverage and price that would further the achievement of the ECS Policy Objectives. Matters considered would include (but are not limited to) access to new technologies, enhanced services, reduction in prices, increased competition in markets, particularly those with limited or no current service, etc. URCA will primarily consider information provided under Part D.
- ➤ Other Benefits (10%) The applicant will generally enhance Bahamian society consistent with ECS Policy Objectives (e.g., jobs, activity in underserved communities, community development and betterment). URCA will assess this criteria using information provided under Parts C, D and E.

#### 3.5 Evaluation and Selection Process

The process of evaluation and selection of licensees will take place in the following two stages:

#### Stage 1: URCA Assessment and Short-Listing of Applications

URCA will review and assess the applications received based on the criteria set out in 3.3 above. In order to be qualified to participate in the spectrum selection stage, applicants must:

- 1. Meet the basic requirements set out above;
- 2. Obtain the minimum score requirement (70%) in URCA's assessment of the qualitative criteria; and
- 3. be the holder of, or have successfully applied to URCA for, an Individual Operating Licence.

Upon completion of its assessment, URCA will notify all persons meeting the above criteria (each a qualified applicant) in writing. URCA will also send the list of qualified applicants, with their order of ranking (the "Shortlist") to all applicants. URCA will not disclose the actual scores received by applicants in the evaluation, nor will any of the specific information submitted in the applications be disclosed.

In its notification to qualified applicants, URCA will invite those applicants to submit their preferences for specific spectrum blocks, in accordance with the eligibility criteria set out in subsection 2.3.2.

URCA expects this stage of the process to take approximately twenty-one (21) days from the closing date for submission of applications.

#### Stage 2: Selection of Spectrum Blocks

URCA will invite the qualified applicants to select a maximum of two spectrum blocks, at a public meeting based on the criteria set out in the Policy for the 700 MHz band (ECS 09/2012). Only the A, B, B', C, D, E, F, G, and G' blocks are included in this process.

The highest scoring qualified applicant will first be permitted to select its desired blocks of 700 MHz spectrum. The spectrum selection process will continue with each qualified applicant selecting its desired blocks in descending order of scores until all qualified applicants have been granted spectrum, or there are no remaining blocks of 700 MHz spectrum available.

Applicants are reminded that qualification for the spectrum selection stage is no guarantee of an allocation of spectrum as there may be inadequate available spectrum blocks for all qualified applicants.

In the event that there is more spectrum than required for all qualified applicants, URCA will reserve the remaining spectrum and will determine whether to release that spectrum by a further RFA process, or by making it available to applicants on a first-come, first-served basis. Applications for that spectrum will not be accepted except in accordance with URCA's decision.

#### Stage 3: Issuance of Licences

URCA will issue the appropriate licences to the successful applicants. URCA expects to grant the licences within thirty (30) days of the closing date for submission of applications.