

BOTSWANA COMMUNICATIONS REGULATORY AUTHORITY



CLARIFICATION DOCUMENT 2

INVITATION TO TENDER

FOR

**CONSULTANCY SERVICES FOR THE REGULATORY IMPACT
ASSESSMENT OF NUMBER PORTABILITY IN BOTSWANA**

REFERENCE NO: BOCRA/PT/001/2026.27

02 JUNE 2026

**BOTSWANA COMMUNICATIONS REGULATORY AUTHORITY
PRIVATE BAG 00495
GABORONE
PLOT 50671, INDEPENDENCE AVENUE, GABORON**

Prospective Bidders are informed of below extension of tender closing date and Clarifications/answers to Questions received by BOCRA on the above captioned invitation to tender. All other terms and conditions in the tender document not listed below remain the same.

Table 1: Extension of tender closing date

Initial tender closing date	5 June 2026 at 10:00 hours
New tender closing date	12 June 2026 at 10:00 hours

Table 2: Clarifications/Answers

Clarification Request	BOCRA Response
Q1: What is the primary decision outcome expected from the RIA?	<p>The primary decision outcome expected from the RIA, is the assessment of the readiness of the Mobile Network Service Provider (MNO) and Value-Added Network Services (VANS) infrastructure for implementation of Number Portability.</p> <p>At the end, the Consultant will be expected to produce a comprehensive report of the assessment with recommendations based on Section 4, that is, 'Scope of Services' and Section 5, 'Project Deliverables' of the ITT.</p>

<p>Q2: Is there any preference already within BOCRA for a specific NP model (e.g., ACQ vs OR, recipient-led vs donor-led), or are all options open?</p>	<p>There is no preferred model. Bidders should recommend the model they find suitable for Botswana Market with justification/s.</p>
<p>Q3: For readiness assessment of Mobile Network Operators and Value-Added Network Services, should we perform detailed network-level validation (switches, routing, databases, signalling) or rely on operator-provided inputs and workshops?</p>	<p>Bidders should assess the readiness of operators' infrastructure through operator-provided inputs and high-level network assessment.</p>
<p>Q4: For portability across Fixed, Mobile and Voice over Internet Protocol services, should all scenarios be analysed with equal depth, or is primary focus expected on mobile-first implementation?</p>	<p>The primary focus is on mobile-first implementation. However, Bidders should include consideration for possible porting between:</p> <ul style="list-style-type: none"> a) Fixed services numbers; and b) Fixed and Mobile/VoIP service Numbers.
<p>Q5: For identified gaps, should cost estimates be high-level indicative or detailed cost modelling with operator-wise split and timelines?</p>	<p>Cost estimates should be high-level indicative.</p>
<p>Q6: For defining porting processes (recipient-led or donor-led), should the consultant also design detailed process flows and operational procedures, or only recommend the preferred approach?</p>	<p>The Consultant should also design high level process flows and operational procedures.</p>
<p>Q7: For the Number Portability system (central database, interfaces, processes), is the expectation</p>	<p>At this stage, the expectation is to provide high-level architecture.</p>

<p>to provide high-level architecture or detailed design including workflows, interfaces and data flows?</p>	
<p>Q8: For assessing portability between different services (for example fixed to mobile), should feasibility be analysed in detail with technical implications, or only validated at a conceptual level?</p>	<p>Feasibility should be analysed in detail with technical implications.</p>
<p>Q9: Should the proposed framework and regulations be implementation-ready (detailed clauses, obligations, timelines) or guiding framework for further development by BOCRA?</p>	<p>The proposed framework should be a guiding framework for further development by BOCRA.</p>
<p>Q10: While proposing charges for porting, should we develop a detailed pricing mechanism and cost recovery model, or benchmark-based recommendations?</p>	<p>The Consultant is expected to propose a high-level cost estimation including Capex and Opex.</p>
<p>Q11: For public awareness campaigns, is the expectation to provide a detailed execution plan (channels, timelines, costing) or high-level strategy only?</p>	<p>Consultants should provide a high-level strategy</p>
<p>Q12: Will BOCRA facilitate access to operators' network data and systems, or is data availability expected to be limited to stakeholder inputs?</p>	<p>BOCRA will facilitate access to operators' network data and systems.</p>

<p>Q13: Should the scope include vendor/vendor ecosystem analysis for NP solutions?</p>	<p>The scope should include vendor/vendor ecosystem analysis for NP solutions to the extent that the vendors are used in Botswana networks.</p>
<p>Q14: What level of technical depth is expected for infrastructure assessment; high-level diagnostic or detailed operator-level audits?</p>	<p>A high-level operator audits for infrastructure assessment should be done.</p>
<p>Q15: Have operators agreed in principle to share detailed technical and cost data for this study?</p>	<p>Not yet. BOCRA will facilitate the sourcing of the needed data.</p>
<p>Q16: Is there any existing estimate of NP implementation cost or prior benchmarking that we should build upon?</p>	<p>No. There is no existing estimate of NP implementation cost or prior benchmarking. The Consultant will be expected to do the RIA and make recommendations on this.</p>
<p>Q17: Which stakeholders are mandatory for consultation (e.g., MNOs, ISPs, enterprises, consumer groups)?</p>	<p>Mobile Network Service Provider (MNO), Value-Added Network Services (VANS) and consumer representatives.</p>
<p>Q18: Are there any known concerns or resistance from operators regarding NP implementation that we should consider?</p>	<p>There are no concerns or resistance currently known.</p>
<p>Q19: Is BOCRA expecting the consultant to recommend a centralized NP database model or evaluate multiple options with cost implications?</p>	<p>The Consultant will be expected to evaluate multiple options with cost implications and recommend.</p>

<p>Q20: Are there any preferred standards (ITU, GSMA, ETSI) already under consideration by BOCRA?</p>	<p>The Consultant is expected to recommend suitable standards for the Botswana Market with justification.</p>
<p>Q21: What level of financial modelling is expected high-level cost estimation or detailed business case (including CAPEX, OPEX, and cost-sharing between operators)?</p>	<p>The Consultant is expected to propose a high-level cost estimation including Capex and Opex.</p>
<p>Q22: Should the consultant propose cost recovery mechanisms (e.g., porting charges, operator contributions)?</p>	<p>No, The Consultant is expected to propose a high-level cost estimation including Capex and Opex.</p>
<p>Q23: What are BOCRA's top concerns or risks related to NP implementation that they want the consultant to specifically address?</p>	<p>The Consultant will be expected to identify possible risks related to NP implementation in Botswana and recommend to BOCRA on how to address them.</p>
<p>Q24: Is there any target timeline (even indicative) for NP rollout post-RIA?</p>	<p>Not yet. The future of NP will be informed by Recommendations from the RIA report.</p>
<p>Q25: Are there preferred assumptions or constraints that bidders should explicitly consider in the financial proposal?</p>	<p>There are no constraints, however bidders are expected to quote in line with the TORs.</p>
<p>Q26: Should the financial proposal align strictly to deliverables, or can it be structured by effort/phases as well?</p>	<p>The financial proposal should align to deliverables.</p>

<p>Q27: Have any improvements already been made by operators after the last study that we should consider?</p>	<p>The Consultant is expected to conduct the RIA and recommend to BOCRA whether NP should be implemented considering the current state of networks.</p>
<p>Q28: What were the key reasons the 2021 study concluded that the market was not ready, and which of those gaps are still relevant today?</p>	<p>This is a new and independent RIA, and its findings should identify current gaps with recommendations on how to address them.</p>
<p>Q29: If operators are unable to share detailed cost or network data, what level of approximation is acceptable in the analysis?</p>	<p>BOCRA will assist the Consultant to get the Network data where needed.</p>
<p>Q30: Have operators already internally evaluated Number Portability and is there any alignment or disagreement among them?</p>	<p>The consultant is expected to evaluate and make recommendations to BOCRA.</p>
<p>Q31: Should the financial proposal include travel, workshops, and stakeholder engagement costs as part of our scope, or will BOCRA support these activities?</p>	<p>The financial proposal should include all costs associated with this RIA, excluding stakeholder engagements and workshops.</p>
<p>Q32: Given the 3-month duration, is BOCRA open to parallel execution of activities to meet timelines?</p>	<p>Yes.</p>

For more details, contact the Procurement Office at tenders@bocra.org.bw