

Case Study

Contracting Management – 2G/3G System

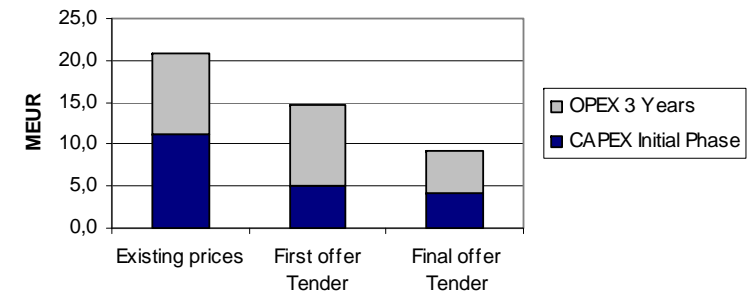


Context and objectives

- PIR was assigned to run a Turnkey Tender for 2G and 3G (and LTE) network expansion for an eastern European mobile operator.
- The service was executed based on PIR's Procurement Management Methodology.
- The objective was to 1) analyse existing prices and agreements and benchmark against our database and 2) launch ITT with the objective to achieve savings on Capex and Opex and reduce risk exposure and finally to secure vendor financing for the complete rollout until 2015.

Conducted for the CEO of a European MNO

Savings Initial Phase CAPEX + 3 Years OPEX



PIR's Approach

- Management of the entire procurement process from the procurement need was identified to contracts finalised
- Compilation of tailored procurement teams suitable for the project.
- Use of well proven evaluation and negotiation methods and tools

Client benefits

- **Prices reduced up to 60% on CAPEX (compared to existing agreements)**
- **Prices reduced with 50% on OPEX (compared to existing agreements)**
- **Terms and conditions substantially improved**
- **Competitive financing secured**