

Case Study

Contracting Management – 2G System

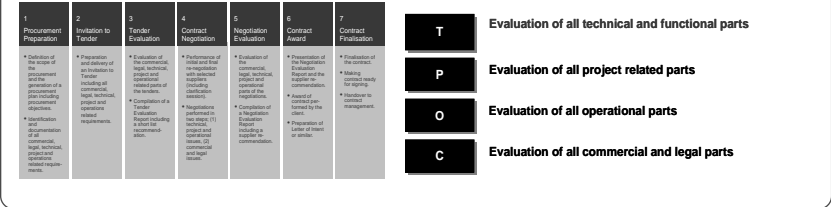


Context and objectives

- The operator had been awarded 2G licences in ~20 regions in Russia
- Operator’s yearly spend in 2G infrastructure: 300 MEUR
- PIR was assigned by the operator to reduce CAPEX and OPEX

Conducted for the CEO of a European MNO

Well structured and proven processes and tools tailored to reflect the actual situation will set the foundation for a successful procurement.



PIR’s Approach

- Benchmark and renegotiation with the current supplier
- Turnkey Tender for 2G radio and Core equipment in the ~20 new Russian regions.
- The objective was to improve prices by introducing a second Vendor

Client benefits

- **After several rounds of negotiations and once competition was introduced, the current vendor re-selected.**
- **Realised savings: 60 MEUR**
- **Prices were reduced by up to 37 % in specific areas**