

# Case Study

## Contracting Management - LTE

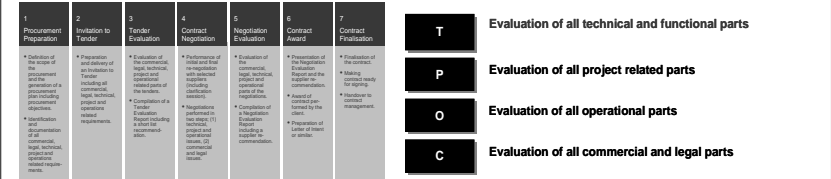


### Context and objectives

- PIR was assigned to run an LTE procurement under a Network Sharing set-up (the first of its kind)
- Turnkey Undertaking (core and radio).
- The service was executed based on PIR's Procurement Management Methodology.
- The objective was the timely introduction of LTE services while keeping Capex and Opex and risk exposure at a minimum.

### Conducted for the COO of a Global 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

- Management of the entire procurement process from the moment 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

- **Realised savings:**
  - 844 MSEK Phase 1.
  - Model network, all phases 1,6 bnSEK
- **Technical solutions harmonised**
- **Best in class agreements.**