

Case Study

Contracting Management – Set Top Boxes



Context and objectives

Client planning for a market entry and a massive roll-out of digital terrestrial TV services in Africa

Client in need to sign up several suppliers of DVB-T Set Top Boxes in order to secure the roll-out of the TV services as well as securing the transmission agreement with the operator

Conducted for the COO of a pay TV service operator

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

1 Procurement Preparation	2 Invitation to Tender	3 Tender Evaluation	4 Contract Negotiation	5 Negotiation Evaluation	6 Contract Award	7 Contract Finalisation									
• Definition of the scope of the procurement • Preparation of the procurement documents • Identification of all relevant stakeholders • Preparation of the procurement documents • Identification of all relevant stakeholders	• Preparation of the procurement documents • Identification of all relevant stakeholders • Preparation of the procurement documents • Identification of all relevant stakeholders	• Evaluation of the procurement documents • Identification of all relevant stakeholders • Preparation of the procurement documents • Identification of all relevant stakeholders	• Preparation of the procurement documents • Identification of all relevant stakeholders • Preparation of the procurement documents • Identification of all relevant stakeholders	• Evaluation of the procurement documents • Identification of all relevant stakeholders • Preparation of the procurement documents • Identification of all relevant stakeholders	• Preparation of the procurement documents • Identification of all relevant stakeholders • Preparation of the procurement documents • Identification of all relevant stakeholders	• Evaluation of the procurement documents • Identification of all relevant stakeholders • Preparation of the procurement documents • Identification of all relevant stakeholders	<table border="1"> <tr> <td>T</td> <td>Evaluation of all technical and functional parts</td> </tr> <tr> <td>P</td> <td>Evaluation of all project related parts</td> </tr> <tr> <td>O</td> <td>Evaluation of all operational parts</td> </tr> <tr> <td>C</td> <td>Evaluation of all commercial and legal parts</td> </tr> </table>	T	Evaluation of all technical and functional parts	P	Evaluation of all project related parts	O	Evaluation of all operational parts	C	Evaluation of all commercial and legal parts
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PIR's Approach

The project was executed based on PIR's methodology for Contracting Management. PIR has extensive experience from similar projects throughout the world

Procurement of Set Top Boxes

- Development of Frame Supply Agreements
- Development of complete ITT documentation for submission
- Provide negotiation support during contract negotiations

Development of Transmission agreement templates tailored for the business and the client needs

Client benefits

- **Best-practise Frame Supply Agreement for Set Top Boxes achieved**
- **Best practise Transmission Agreement for the procurement of capacity and coverage for terrestrial digital television broadcasting developed**
- **Negotiation support leading to “purchaser friendly” terms and conditions where required**