**Annex A.1 - Financial Proposal and Recommended Template**

**Instructions for completing the financial proposal:**

**Important:** Please include costs as required, expressed in Kazakhstan tenge (KZT) – for national bidders or United States dollar (USD) – for international bidders.

**Professional Fees -** Please list each person's all-inclusive daily rate covering a standard person-day. Rates quoted must be all inclusive and therefore taken together sufficient to cover the efforts of the entire team assigned for each task.

The costs indicated should indicate the **maximum amounts per expert within the service area.** Offerors should review the expected activities and typical products expected under each service area and propose prices commensurate with the level of complexity of the expected deliverables.

As the market assessment will consist of several sections, it is proposed to provide the cost for each chapter separately:

|  |  |  |
| --- | --- | --- |
| Title of the section | Main content | Cost in KZT or USD |
| 1. General overview | Satellite communication market, available satellite connectivity solutions in the Kazakhstan and Central Asia, Global Mapping and Analysis of School connectivity via satellites solutions |  |
| * 1. Technological Analysis: | Overview of satellite communication technologies.  Review of different satellite constellations (GEO, MEO, LEO) and their applications, as well as their status in the country and region.  Advantages and limitations of each technology, with consideration to connecting schools with quality and affordable internet.  Review of the availability and reliability of satellite infrastructure and equipment.  Exploration of the compatibility of satellite systems with existing school networks and devices. |  |
| * 1. Market Size and Forecast: | Current market size estimation of the communication satellite industry globally, regionally in Central Asia and with a deep dive in Kazakhstan.  Breakdown of market sizes by satellite type, application, and geography.  Analysis of factors influencing market growth and potential future disruptions.  Historical analysis of market growth and forecasting future trends for satellite solutions addressing school connectivity issues. |  |
| * 1. Competitive Landscape: | Identification and profiling of the major communication satellite operators, and service providers in the Central Asia region with focus on Kazakhstan.  Analyses of satellite market share, product portfolio, key partnerships, and competitive strategies to connect schools to the satellite-based internet.  Assessment of the potential impact of providing connectivity through satellite-based solutions in remote and/or disadvantaged schools on learning outcomes.  Assessment of the entry barriers, transparency and market information, competitive intensity, and market concentration.  Recommendations on interventions that could be implemented to improve market access, competitiveness and competition in this sector. |  |
| * 1. Regulatory Environment: | Review of the regulatory frameworks and policies governing the satellite industry at a global level for reference but with a deep understanding of the situation of Central Asia and Kazakhstan.  Review of recent regulatory changes for satellite communication services and their impact on Kazakhstan and Central Asia.  Analyses of the licensing requirements, spectrum allocation, and international regulation for satellite-based connectivity, and especially for the utilization of newer technologies like LEO/MEO satellites.  Analysis of barriers and enablers for implementing satellite-based broadband in educational institutions, including sustainability and cost considerations.  Recommendations for policymakers and regulators on application of satellite-based solutions for schools. |  |
| 1.5. Customer Analysis: | Identification of the major customer segments (education, government, commercial, etc.) and their specific requirements.  Analyses of education institution preferences, needs, and procurement rules.  Assessment of customer satisfaction levels and key decision-making factors focusing on educational institutions.  Willingness to pay for new services like LEOs? |  |
| 1.6 Cost Analysis and Funding Mechanisms: | Assessment of pricing strategies, adaptability of the product for schools and cost implications of satellite-based broadband internet access.  Identification of potential funding sources and mechanisms for schools.  Cost-effectiveness comparisons with alternative internet connectivity options.  Financial projections and risk analysis. |  |

**In case if travel costs** are included into the proposal. They should cover the budget with daily subsistence amount and travel by air (economy) if it is planned to conduct work in-country and other cities outside of the location of the contractor, venue for delivery of events.

**The simple average costs for the proposed team per service area will be used to determine the score during the evaluation of the financial proposals.**

**The below recommended template provides for the detailed budget breakdown.**

Breakdown of Costs by Cost Components as per Scope of Work of TOR and sections of assessment:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| ***№*** | ***Deliverable*** | ***Unit of measurement*** | ***Quantity*** | ***Cost per unit, KZT/USD*** | ***Amount, KZT/USD*** |
|  | **Expenses** |  |  |  |  |
| 1 | **Inception Phase** |  |  |  |  |
| 1.1 | Expert 1 fee |  |  |  |  |
| 1.2 | Expert 2 fee |  |  |  |  |
| 1.3 |  |  |  |  |  |
| 2 | **Implementation including field works and data processing for sections of the market assessment** |  |  |  |  |
| 2.1 | General overview |  |  |  |  |
|  | 1. Technological Analysis: |  |  |  |  |
|  | 1. Market Size and Forecast: |  |  |  |  |
|  | 1. Competitive Landscape: |  |  |  |  |
|  | 1. Regulatory Environment: |  |  |  |  |
|  | 1. Customer Analysis: |  |  |  |  |
|  | 1. Cost Analysis and Funding Mechanisms |  |  |  |  |
| 3 | **Data processing** |  |  |  |  |
| 3.1 | Expert 1 fee |  |  |  |  |
| 3.2 |  |  |  |  |  |
| 4 | **Report preparation** |  |  |  |  |
| 4.1 |  |  |  |  |  |
| 4.2 |  |  |  |  |  |
|  | Total |  |  |  |  |
|  | VAT (if applicable) |  |  |  |  |
|  | **Total with VAT** |  |  |  |  |

*[Name and signature of the authorized person of the Contractor]*

*[Position]*

*[Date and Stamp]*