

**Application form for a Public Long
Distance Telecommunications Network
Licence**

Document Number: BT&P

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Information

The application form consists of three parts and 4 annexes.

All questions must be completed in type or block letters.

The application form concerns:

Part1 contact and business details of the applicant

Part2 business and service details of the applied licence

Part3 is a declaration, which must be signed

The annexes concern the following:

Annex 1 concerns the Businessplan of the planned activities

Annex 2 concerns a technical description of the planned network

Annex 3 concerns quality parameters

Annex 4 specifies the statements to provide

Three copies of the application form have to be sent to BT&P

For frequencies should separately be applied following the procedures of BT&P

Application form

Part1– Contact and business details

1. Contact details

1.1 Name and business address of applicant:

1.2 Contact Person:

1.3 Telephone Number:

1.4 Fax Number:

1.5 E-mail Address:

2. Business details

2.1 If the applicant is a PLC, partnership, co-operative of other body please give the name(s) and address(es) of the current directors, company secretary, partners and members of the management.

Name	Address
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

2.2 Trading name and office address:

2.3 In case of a PLC or other body please provide registration number of the Chamber of Commerce in the Netherlands Antilles

Part 2 – Information concerning the network and the business

3. Information concerning the services to provide through the network

3.1 Please provide a description of the services, which can be handled by the planned network as:

- Traffic services; Inter-island, international
- data communication; internet
- leased lines; to category, analogue, 64kbit/s, 2Mb, etc.
- 800/900 services
- interconnection

3.2 Regarding the services, which can be handled through the planned network, different ways of offering are possible. Please tick the possibility, which applies.

1	You are offering the services yourself	<input type="checkbox"/>
2	Others are offering the services	<input type="checkbox"/>
3	Others and yourself are offering the services	<input type="checkbox"/>

4. Radio frequency spectrum

4.1 If the applicant uses already the radio frequency spectrum, please provide details of the licences.

4.2 Did the applicant apply at BT&P for new frequencies. Please tick the possibility, which applies:

Yes:

No:

4.3 If yes please provide a copy of the application.
If no please indicate any plans for application.

5. Information on the business

- 5.1 Please provide information on the structure of your business through a diagram and provide the ownerships in percentage. State which subsidiaries have a licence or are planning to apply for one and provide the area of the licence. If the applicant is a subsidiary please provide the structure of the parent company.
- 5.2 If the applicant is an already existing business, please provide for the last 2 years the financial statements; the Profit & Loss statement, the Balance and the Cashflow statement
- 5.3 Please provide details on the cost accounting system, which will be used to determine the costs and the financial results of the planned network.
- 5.4 Please provide details of other activities, products and services of the applicant in and outside the Telecommunications market separated to:
- Telecommunications and non-Telecommunications
 - Telecommunications networks and services to wholesale and retail
 - Other telecommunications to equipment production and sales and other Telecommunications activities.
- 5.5 Please provide details on the cost accounting system used to determine the costs and financial results of existing services and provide the template and the results of the last year.

Part3: Declaration

On behalf of the applicant, I declare that:

1. The applicant shall at all times comply in every respect with the conditions attached to this form as the same is modified from time to time.
2. The applicant shall at all times comply with lawful directions of the Director of BT&P
3. The information provided by me on behalf of the applicant is accurate and complete in all respects

Signed:

Full name of Signator(y/ies)

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Position of applicant (PLC, co-operative, other body):

Date: _____

Annexes

- 1. Businessplan**
- 2. Technical description of the project**
- 3. Quality parameters**
- 4. Statements to provide**

Annex 1: Businessplan

Market forecast

In the market forecast should per service the total market as well as the market share be provided in physical units and revenues. The following 3 tables show the specification.

Total sales in the market in units of 1000

	Year 1	Year 2	Year 3	Year 4	Year 5
Number of C(P)S connections fixed					
Number of C(P)S connections mobile					
Inter-island traffic minutes					
International traffic minutes					
Inter-island leased lines in numbers					
International leased lines in numbers					
Interconnection in minutes					
Other (specify)					

Sales in units of 1000

	Year 1	Year 2	Year 3	Year 4	Year 5
Number of C(P)S connections fixed					
Number of C(P)S connections mobile					
Inter-island traffic minutes					
International traffic minutes					
Inter-island leased lines in numbers					
International leased lines in numbers					
Interconnection in minutes					
Other (specify)					

Turnover in 1000 ANG

	Year 1	Year 2	Year 3	Year 4	Year 5
Inter-island traffic					
International traffic					
Inter-island leased lines					
International leased lines					
Interconnection					
Other (specify)					

Investment planning technical

The planned investments should be provided on basis of the following scheme.

Investments in units

	Year 1	Year 2	Year 3	Year 4	Year 5
Switches; number					
Buildings; number					
Transmission connections; km trench					
Transmission connections; km cable					
Radio transmission; number links					
Ground stations; number					

Investment planning financial

The planned investments have to be translated in money terms on basis of the current prices. The format is provided in the following table.

Investments in 1000 ANG

	Year 1	Year 2	Year 3	Year 4	Year 5
Switches					
Transmission equipment					
Transmission connections					
Radio transmission					
Ground stations					
Billing systems					
Buildings					
Other					
Total A					

Human resources planning

Human resources concern the estimation of the manpower following the format as presented in the next table.

	Year 1	Year 2	Year 3	Year 4	Year 5
Number of persons end year					
Expenditures in 1000 ANG total B					

The planned organisation should also be provided through an organigram.

Network costs

Network costs concern the provision of operational network costs caused by service provision by other telecommunications companies. The format of the next table should be followed.

Network costs in 1000 ANG

	Year 1	Year 2	Year 3	Year 4	Year 5
Dark fibre rent					
User rights (collocation e.g.)					
Leased lines national					
Leased lines international					
Interconnection national					
Interconnection international					
Other (specify)					
Total C					

Profit & Loss statement

De Profit & Loss statement should be provided on basis of the following format.

Profit & Loss statement in 1000 ANG

	Year 1	Year 2	Year 3	Year 4	Year 5
Traffic revenues					
Leased lines revenues					
Datatransmission revenues					
Interconnection revenues					
Other revenues					
Network costs (total C)					
Human resource costs (total B)					
Costs of regulations					
Other costs (outsourcing, etc.) (*					
EBITDA					
Depreciation and provisions					
Interest					
EBT					
Tax					
Net income					
Depreciation and provisions					
Cash flow (total D)					

(* In case other costs are more than 10% of the total costs, they should be specified.

EBITDA = income before depreciation, amortisation, interest and tax

EBT = income before tax

Cash flow (total D) = net income + depreciation and provision

To clarify the cash flow calculation depreciation and provision is two times included in the table.

Balance

The balance should be provided for the whole company and for the project, which the license is asked for.

As a minimum the balance should provided the following information on assets and liabilities.

Balance in 1000 ANG

	Year 1	Year 2	Year 3	Year 4	Year 5
Assets					
Fixed assets telecommunications					
Other fixed assets					
Current assets					
Total					
Own capital					
Capital					
Retained profit					
Long term debt					
Current liabilities					
Total					

Financial plan

Funding, debt, owner equity, etc. has to be provided on basis of the following scheme.

Financial plan in 1000 ANG

	Year 1	Year 2	Year 3	Year 4	Year 5
Project cash outflow					
Investment (total A)					
Repayment of loan					
Change in working capital					
Total cash outflow (1)					
Sources					
Cash inflow (total D)					
Capital increase					
Loans					
Total cash inflow (2)					
End of the year balance					
Total balance					

Written statement

Required is that the sources of investment are supported by a written statement of the one who finances the project as being a bank, parent company, supplier in case of suppliers credit.

Annex 2: Technical description of the project

Network planning for the next 5 years (per year)

1. Provide the structure of the network in block diagrams inclusive interfaces with other networks
2. Provide the geographical structure of the network on a map of the Netherlands Antilles, indicating the different network components
3. Describe the planned switches to type, functionality and age
4. Which means of transmission will be used per link (see following table)

	Year 1	Year 2	Year 3	Year 4	Year 5
Rented dark fibre					
Own dark fibre					
Leased lines					
Radio links					
Satellite links					

5. Which transmission technology will be applied
6. What is the capacity per link
7. Provide which standards will be applied

Microwave link

1. Where are the antennas located

Satellites

1. Where are the antennas geographical located
2. Which satellites will be used
3. What is the microwave direction (azimuth and elevation) and what is the EIRP
4. What are the used frequency bands (C band, Ku, etc.)
5. Which transponders will be used

CDR and Billing system

1. Specify the billing system, which will be used
2. What are the possibilities for provision and fault of CDR 's (Call Detail Records) and which statistical information provides the system
3. To which level provides the billing system itemised billing
4. If applicable describe the process of prepaid billing

Background of the questions:

The CDR system should in combination with the billing system provide sufficient detailed information on traffic and itemised billing should be possible together with verification of the bills.

Systems and process for quality measurement and management

An important part of the business process is quality management. In annex 3 of this application form questions are asked on quality.

Please indicate which systems and processes you are going to use for quality measurement and management.

	Connection	Faults	Traffic
Fixed telephony			
Mobile telephony			
Leased lines			Not applicable
Interconnection			
800/900			

Technical capability to build the network

Important is that the applicant proves that he has the capability to build the network. Basis could be experience in the past or qualification of personnel.

Provide through a short summary information on the foregoing.

Annex 3: Quality parameters

The following provides for retail as well as wholesale quality parameters and quality targets.

1. Quality long distance telephony

Parameter	Measure	Unit of measurement	Target
Supply time connection	Supply time of 95 % of connections	Calendar days	
Fault ratio	Faults/100 lines/year	Number (1 decimal)	
Fault repair time	Repair time 95 % of faults on access line	Hours	
% failed call attempts through the network	% for inter-island calls	%	
	% for international calls	%	
Call set-up time for calls *)	Time for fastest 95 % of Inter-island calls	seconds	
	Time for fastest 95 % of international calls	seconds	
Speech quality of transmission	Inter-island traffic On basis of survey	5 point scale	
	International traffic On basis of survey	5 point scale	
Complaints on the correctness of the invoices	% of number of invoices	%	

*) Call set-up time is the period starting when the address information required for setting up a call is received by the network (e.g. recognised on the calling user's access line) and finishing when the called party busy tone or ringing tone or answer signal is received by the calling party (e.g. recognised on the calling user's access line).

2. Supply time and availability of leased lines, quality targets enduser and interconnecting (in case of differences please provide 2 tables)

Leased lines	Inter-island	International
Supply time measured in working days, where the supply time is provide which is met by the fastest 95% of the installations		
Analogue leased line		
64 Kbit/s and <2048 Kbit/s		
2048 Kbit/s and higher		
Average time that a leased line is available in a year measured as a %		

Analogue leased line		
64 Kbit/s and <2048 Kbit/s		
2048 Kbit/s and higher		

3. Supply time and availability of other network offerings

	Supply time in <i>working days</i>, time which is met by 99% of the interconnections	Availability per year measured in %
Interconnection		
800/900		

Annex 4: Statements to provide

The following statements should be provided:

1	Licence to open a new business on the island
2	Registration at Chamber of Commerce
3	Statutes of the organisation
4	Certificate of good character of director
5	Financial guarantee