



Amalgamated Telecom Holdings Limited

Expression of Interest - Consultancy

ATH is Fiji's principal telecommunications holding company, through its investments and provision of direct services in a broad range of telecommunications and related services. The principal activities of the ATH Group include the provision of voice, internet and data, and related services; communications solutions; surveillance products; transaction management and prepaid services through its 100 per cent owned Telecom Fiji Limited whilst mobile telephony is provided through a subsidiary in which ATH has 51% shareholding.

In addition, ATH has rights to manage Government's 51 per cent shareholding in Fiji International Telecommunications Limited (FINTEL).

ATH seeks the services of a financial consultancy firm having requisite expertise and experience in the telecommunication business to undertake a consultancy on Telecom Fiji Limited (TFL) with respect to:

- Study TFL's operations.
- Study, analyse and understand the local market, product offerings, services, tariff structures, regulations and overall competition in the industry TFL operates in,
- Analyse the resources and assets TFL owns and consider maximum utilisation and options.
- Recommend strategy to leverage synergies that may exist within the ATH Group including the rationalisation of resources.
- Develop business models including structures that offer the best business case, returns and viability in the short and long term for TFL and ATH Group and providing a three to five year strategic plan.
- Provide options for implementation of the business models selected and separate costings for the same.

Interested firms are to submit their expressions of interest with the profile of the firm, key personnel to be engaged, concise outline of approach, methodology, timeframe and cost of the consultancy, to the address below, by no later than 10 February 2012:

Expression of Interest
General Manager
Amalgamated Telecom Holdings Limited
Level 2, Harbour Front Building
G P O Box 11643
Suva
Fiji

For any clarification or information you may contact Mr Ivan Fong on telephone (679) 3308-700 or email IvanF@ath.com.fj