**Killing Factors**

**A2P International SMS**

* The Vendor should be a credible established company with at least 5 years of operations in the A2P SMS monetization.
* The Vendor should be a credible established company with more than 3 years of direct operations in the A2P international SMS Business.
* The Vendor shall provide minimum 3 international references in A2P SMS with similar deployments, and should have a proven track of operation across the world, and serving operators which subscribers cumulative counts are higher than 20M.
* The Vendor must invest at it its own expenses (No Opex, No Capex on the operator) to provide a complete end to end solution that includes HW and SW installation, configuration, Interconnection, trainings and management services. The solution should be installed on site.
* The solution should block all messages coming from international grey routes and Flash calls with a 24/7 monitoring.
* The Vendor shall not have any access to sensitive content like CDRs and message content information.
* The settlement of the annual invoice shall be done in EURO currency exclusively through two equal prepayments whereby the Vendor shall pay the amount due for the following 6 months in advance.
* The minimum requirements for the RFB are the following jointly:

o A minimum volume of 46M SMS per year

o At a minimum rate exceeding EUR 10.5cent per SMS

o A yearly revenue increase of at least 5%

* Any figures and/or price indicators emanating from the Technical Offer will lead into immediate disqualification of the related Bidder from the bid.