REPUBLIC OF LIBERIA
PUBLIC PROCUREMENT & CONCESSIONS COMMISSION
EXECUTIVE MANSION GROUNDS, CAPITOL HILL, MONROVIA, LIBERIA
WEBSITE: www.ppcc.gov.lr EMAIL: info@ppcc.gov.lr PHONE SHORT CODE: 4357 Executive Mansion Grounds, Capitol Hill, Monrovia, Liberia

Ref: **PPCC/RL/CEO/0978/'25**

September 19, 2025

Hon. J. Richard Ndorbor
MANAGING DIRECTOR
Liberia Telecommunication Corporation
Monrovia, Liberia

Dear Hon. Ndorbor:

Subject: **REQUEST FOR "NO OBJECTION" TO USE PRIVATE SECTOR PRACTICES TO PROCURE TELECOMMUNICATION DEVICES.**

We present our compliments and wish to acknowledge receipt of your communication dated September 3, 2025, which sought the approval of the Commission for the Liberia Telecommunication Corporation (LIBTELCO) to Use Private Sector Practices to Procure Telecommunication Devices ("the Goods"). The Corporation maintains that, as a State-Owned Enterprise mandated to provide affordable telecommunications and internet services, strict adherence to the current PPCA provisions particularly statutory lead times, thresholds, and prescribed procurement methods constrains its ability to effectively compete with private operators who are not bound by these requirements.

Following a thorough review of the Corporation's request, the following findings are noted:

1. LTC met the statutory conditions outlined under Section 24 of the PPCA to apply private sector practices.
2. The Corporation asserts that rigid application of statutory lead times and procedural requirements hampers its ability to respond promptly to market demands, deliver quality services, and maintain competitiveness against private sector operators.
3. LTC intends to engage in direct contracting with manufacturers of telecommunications products and devices, irrespective of thresholds or procurement method, citing high local market costs and the potential for cost savings and value addition through direct procurement.
4. LIBTELCO also want the Commission to waive the restriction under Section 24 that excludes Public Private Partnerships (PPP) and Concessions, thereby permitting engagement with private operators to expand its network and competitiveness.

Based on the Corporation's justification, and analysis of the Corporation request, the Commission herewith:

1. Approves a two-week reduction in statutory lead times for certain procurement methods to enhance responsiveness:

a. National Competitive Bidding: Two (2) weeks instead of four (4).
b. Restricted Bidding: Two (2) weeks instead of four (4).

2. Authorizes LTC to request quotations from both international manufacturers and qualified national firms under the Request for Quotation (RFQ) method, subject to threshold limits. The Corporation must strictly comply with Sections 53 and 54 of the PPCA (2010).

3. Authorizes LTC to invite tenders from both international and national firms under the Restricted Bidding method, consistent with the applicable thresholds. The Corporation must strictly comply with Sections 50 and 51 of the PPCA (2010).
4. Authorizes LTC to establish an annual framework agreement with up to three (3) prequalified suppliers for the procurement of specified telecommunications products and devices. The framework agreement shall be implemented in accordance with applicable procurement regulations, ensuring competition among the selected suppliers at the call-off stage to achieve value for money, timely delivery, and quality assurance.
5. Notes that Section 24 restriction on PPPs and Concessions remains binding. The Commission has no discretion to lift this statutory exclusion, as amendments can only be affected through legislative action.
6. Rejects the LTC request to engage into direct contracting without the Commission prior approval, and remind LTC to ensure continued compliance with Section 55 of the PPCA (2010).
7. Clarifies that these considerations apply strictly to LTC's acquisition of telecommunications products and devices for Fiscal Years 2025 and 2026, after which the Corporation's performance and compliance should be reviewed.

The Public Procurement and Concessions Commission admonishes and deems it a priority that you remain primarily in compliance with the PPCA, 2010, as we jointly aspire to achieve transparency, accountability, fairness, equality and ultimately public confidence in our procurement and concessions processes.

Sincerely yours,

Bodger Scott Johnson (Hon.)
CHIEF EXECUTIVE OFFICER

Public Procurement PPCC Concessions Commission OFFICE OF THE EXECUTIVE DIRECTOR

LIBERIA TELECOMMUNICATIONS CORPORATION

Ref: RL/LTC/CEO-JRN/290/2025

September 3, 2025

Hon. Bodger Scott Johnson
CEO/Executive Director
Public Procurement and Concessions Commission
The Executive Mansion Grounds
Capitol Hill
Monrovia, Liberia

SUBJECT: Request for "No Objection" for LTC Mobile to Use Private Sector Practices to Procure Telecommunication Devices.

Dear Hon. Johnson:

We are pleased to present our compliments and write in consonance with Section 24 of the Amended and Restated Public Procurement and Concessions Act of 2010, to request the Commission's "No Objection" to permit the LTC Mobile to utilize private sector practices such as DIRECT CONTRACTING (Purchasing Directly from Manufacturers irrespective of cost of goods), LONG TERM AGREEMENTS (LTAS) and STRATEGIC SOURCING (CLOSED AND OPENED FRAMEWORK AGREEMENTS) for CRITICAL OPERATIONAL ITEMS (Switches, Servers, Cables, Radios, Antennas, Routers, Brackets, Enclosure, etc.) to enable the Corporation competes fairly and equally in the telecommunications market in Liberia.

Statement of Facts and Reasons:
Currently, strict adherence to the requirements of the Amended and Restated Public Procurement and Concessions Act (PPCA, 2010) makes it very difficult for LTC to compete fairly with our competitors in the telecommunications market as a State-Owned Enterprise organized by the amended 2020 Liberia Telecommunications Act to serve as a commercial entity by providing affordable telecommunications and internet services.

As you are aware, a typical National Competitive Bidding (NCB) process takes at least four (4) weeks to invite and receive bids. Similarly, a minimum of six (6) weeks is required for International Competitive Bidding (ICB).

Received:
Theophilus B. B. Kollie
September 4, 2025
Time: 10:18 AM

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Considering the presence of other players who are using private sector procurement practices and the continued increase in market competition, LTC Mobile finds it difficult to provide affordable and reliable services consistent with customers' expectations. The delay caused by the current procurement processes in a highly competitive market denies LTC Mobile the opportunity to meet customers' response time, quality of service, and affordable telecommunication and internet services.

In light of the foregoing, LTC is seeking the authorization of the Commission to engage into Direct Contracting with the Manufacturers of products/devices mentioned above irrespective of thresholds (estimated cost) and procurement methods (RFQ/RB/NCB/ICB), as the LTC is currently paying 300% more by procuring these devices from local vendors through Request for Quotation (RFQ), National Competitive Bidding (NCB) and Restricted Bidding (RB) respectively. Furthermore, if we are to compete evenly with other private telecommunication service providers operating under flexible procurement policies and regimes, we need to match their procurement strategies and market approach.

Also, the LTC wishes to request that the Commission exercises its discretionary powers to lift the Non-Applicability of Section 24 on Public Private Partnership (PPP) and Concessions as the Corporation is seeking to enter into strategic business partnerships with other interested private economic operators to expand its network and strengthen its competitiveness. To this end, following the traditional Concession or PPP framework as prescribed under the PPCA prevents the LTC from concluding Joint Venture Agreements (JVAs) and other partnership arrangements in the quickest possible time, as other private economic telecommunication service providers would.

This request is reasonably in line with Section 24 (1)(a) of the PPCA which states, "Subject to further guidelines and the approval by the Commission, a Procuring Entity may undertake procurement in accordance with established private sector or commercial practices if the Procuring Entity is legally and financially autonomous and operates under commercial law," as the LTC Mobile is a State Owned Enterprise (SOE) that is 100% autonomous and operates in a competitive commercial space unlike other Ministries, Agencies, and Commissions. LTC needs to use flexible procurement practices to increase its efficiency and effectiveness.

This is especially important given the current level of competition in the telecommunications market.

Thanks for your usual support and consideration.

Kind regards.

Yours sincerely,

J. Richardson Ndorbor
CEO/MD/CHAIRMAN, PROCUREMENT COMMITTEE