



COMPETITIVENESS SUPPORT FUND

Linking Finance to Innovation and Competitiveness

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TO Whom It May Concern

It is my pleasure to write a letter of reference and appreciation for the extremely high level of services we have received from the Consultants of Voice Tel Tech under Mr. Rizwan Shoukat's leadership for the desired work. The objective of the activity was to develop 'basic' understanding with respect to the competitiveness of Pakistan's telecom and ICT industry through a gap analysis and needs assessment. This exercise resulted in an inventory of current challenges faced by the ICT sector and recommendations to address them.

The decline in Pakistan's competitiveness ranking for telecom and ICT suggested that an analysis was required to identify issues that were constraining future growth; hence Competitive Support Fund (CSF) contracted Consultants from Voice Tel Tech. To define the challenges that confronted Pakistan's telecoms industry and facilitate an exercise to address these challenges, Voice Tel Tech jointly with CSF, carried out an exercise to mobilize a dialogue across the value chain. This exercise has resulted in an action agenda to address constraints and better position the ICT and telecom sector in Pakistan to take advantage of opportunities for growth. The exercise, and the report it produced, served as the basis for analysis and action to ensure that Pakistan's telecoms and ICT industry contributes in the most efficient and effective manner to improve Pakistan's overall competitiveness.

Kind regards,


Arthur Bayhan
Chief Executive Officer

