



## FALKLAND ISLANDS GOVERNMENT

---

### PRESS STATEMENT

---

2nd October 2024

#### **Appointment of Telecommunications Consultancy**

The Falkland Islands Government is pleased to inform the public that it has appointed Cambridge Management Consulting (Cambridge MC) as telecommunications consultants. The appointment comes following an international tender process that received multiple bids.

The consultancy is being appointed to serve a number of purposes. Initially Cambridge MC will undertake a root-and-branch review of the technical, legal and regulatory frameworks that operate in the Falkland Islands. This scope is wide-ranging and flexible, meaning that it will be able to respond to the recommendations of the Select Committee as appropriate, providing FIG with robust expertise to take forward any decisions by Executive Council on the issues raised by that Committee.

A key part of this initial review will be consultation with all interested parties. Cambridge MC intends to visit the Islands several times throughout their first year of work, beginning soon. These visits will offer a range of opportunities for everyone in the Falklands to contribute to their work. This will include Camp visits, specific opportunities for children and young people to engage, liaison with all business sectors, and opportunities for the general public to come and discuss the ongoing work and give their views. These different engagements will be spread over several months and will be advertised well in advance.

The second phase of the work Cambridge MC will undertake will respond to their initial findings. They will work with FIG to help Executive Council decide on the best routes forward after the end of the current exclusive licence period, from 1 January 2028. They will support FIG through the necessary procurement and legal processes to establish a secure telecommunications future for the Falklands.

Cambridge MC is one of the world's most capable telecommunications, media, and technology consulting firms, with over 160 consultants working across 22 countries, and having worked on projects in over 100 countries and territories – including two British Overseas Territories: the Cayman Islands and Turks and Caicos Islands. Cambridge MC has also run some of the largest UK Government telecommunications procurements and contracts; the Cambridge MC team has procured over £5 billion in telecommunications services, as well as having worked with nearly all of the world's international telecommunications companies in one form or another. They have provided commercial and regulatory advice for clients in 56 countries globally.

The Founder and Chair of Cambridge MC, Tim Passingham, has a personal connection to the Falklands through his father, Weapons Engineering Officer Commander Rod Passingham OBE, who served on Type 42 Destroyer HMS Liverpool in 1982. As a gesture of their commitment to the project and the

Islands, Cambridge MC will be donating Tim's personal consulting time free of charge to the project, and any profit that Cambridge MC makes from Phase 1 will be given to the Ulysses Trust, which was founded to help young military cadets and reservists undertake adventurous expeditions by Lt Col Philip Neame, commanding officer of D-Company (colloquially known as Penal Company), 2nd Battalion the Parachute Regiment (2 Para) at Goose Green/Darwin, and Wireless Ridge.

Tim Passingham, Chairman of Cambridge MC, said: "We are delighted to be selected for this work and consider it an enormous privilege to be asked to help the Falklands as it seeks to improve its telecommunications connectivity. The Falkland Islands had an enormous impact on my childhood, as it did for almost every Royal Navy family like mine in 1982, so to have the opportunity to serve a community for which I have had enormous affection and held in such high regard from afar for so long in a tremendous honour. The Cambridge MC team and I are looking forward to visiting the Falklands and engaging with government, businesses and the community on this crucial work for the future wellbeing of the Falklands."

MLA Mark Pollard, Portfolio Holder for Development and Commercial Services, said: "I am delighted to welcome Cambridge MC into this role, and pleased that FIG now has the additional resource and expertise needed to positively progress this essential work. I would like to thank the members of the Technology Development Group for their engagement and support of this appointment, including reviewing the specification of work. The continued engagement of all communities here in the Falklands is key to this work being successful."

\*\*\*

ENDS

Notes for editors:

1. Cambridge MC's website is <https://www.cambridgemc.com/>
2. The website for the Ulysses Trust is <https://www.ulyssestrust.co.uk/>
3. The procurement exercise was carried out under FIG's standard procurement rules, including value for money and quality assessments of all bids, interviews for the top scoring companies, and decision-making by Executive Council following a recommendation from a tender board.

**Cambridge**   
**Management Consulting**