

REQUEST FOR EXPRESSIONS OF INTEREST CONSULTING SERVICES

Selection # as assigned by e-Tool: RG-T3004-P003
Selection Method: Full Competitive Selection
Country: Regional
Sector: Connectivity, Markets and Finance (IFD/CMF)
Funding – TC #: RG-T3004
Project #: ATN/KK-16429-RG

TC name: *Framework for the Deployment of Digital Infrastructure in LAC*

Description of Services: The objective of this consultancy is to scope out existing opportunities for regional integration between energy and telecommunications sectors through infrastructure sharing, and design strategies to enable infrastructure sharing between these and other sectors. The study will be based on four strategic countries indicated by the IDB. The criteria for the selection of these countries will be: (i) ranking of the country in the infrastructure pillar of the IDB's Broadband Development index in digilac, giving priority to less developed countries; (ii) countries with no telecommunication service over electric lines; and (iii) diversity, one country will be selected from each of the 4 clusters defined in the IDB's Broadband Development index, so that the results are useful for every country in LAC. Previous works developed by the IDB, in these or others countries, will be provided as inputs for the development of this study.

Link to TC document: <https://www.iadb.org/en/project/RG-T3004>

The Inter-American Development Bank (IDB) is executing the above mentioned operation. For this operation, the IDB intends to contract consulting services described in this Request for Expressions of Interest. Expressions of interest must be delivered using the IDB Portal for Bank Executed Operations (<http://beo-procurement.iadb.org/home>) by: *January 29th, 2019*, 5:00 P.M. (Washington D.C. Time).

The consulting services (“the Services”) include the evaluation of the KPK fund financed projects. The Republic of Korea, through “The Knowledge Partnership Korea Fund for Technology and Innovation (KPK)”, has been a key partner supporting the development of digital infrastructure in the LAC region. The main areas of action have been: (i) capacity building for public officers in LAC; (ii) feasibility studies to deploy new infrastructure; and (iii) strategic regulation to promote competition and investment. The expected duration for the project is 4 months.

Eligible consulting firms will be selected in accordance with the procedures set out in the Inter-American Development Bank: [Policy for the Selection and Contracting of Consulting firms for Bank-executed Operational Work](#) - GN-2765-1. All eligible consulting firms, as defined in the Policy may express an interest. If the Consulting Firm is presented in a Consortium, it will designate one of them as a representative, and the latter will be responsible for the communications, the registration in the portal and for submitting the corresponding documents.

The IDB now invites eligible consulting firms to indicate their interest in providing the services described below in the [draft summary](#) of the intended Terms of Reference for the assignment. Interested consulting firms must provide information establishing that they are qualified to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among

staff, etc.). Eligible consulting firms may associate in a form of a Joint Venture or a sub-consultancy agreement to enhance their qualifications. Such association or Joint Venture shall appoint one of the firms as the representative.

Interested eligible consulting firms may obtain further information during office hours, 09:00 AM to 05:00 PM, (Washington D.C. Time) by sending an email to: [Enrique Iglesias Rodríguez, enriqueig@iadb.org](mailto:Enrique.Iglesias.Rodriguez@iadb.org)

Inter-American Development Bank

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Draft Summary of Terms of Reference

Main activities

The selected firm will:

Component 1. Broadband Market Study. Develop a comprehensive market study for the 4 selected countries. Activities will include:

- (i) analyze socio-demographic and economic conditions;
- (ii) map existing digital infrastructure;
- (iii) estimate the current demand for digital infrastructure;
- (iv) forecast the future demand for digital infrastructure (5 years projection).

Component 2. Inventory of existing Optical Ground Wire (OPGW) sections in energy networks. This component will compile an inventory of existing and unused fiber optic capacity in energy networks across the 4 selected countries. To that end, the firm will use public or private data bases and complementarily send surveys to public or private entities in the region.

Component 3. Review of the energy and telecom regulatory frameworks. This component will review of the energy and regulatory frameworks in the selected countries. Special attention will be given to:

- (i) legislative and regulatory provisions of the telecommunications and energy sector concerning infrastructure sharing;
- (ii) national strategies for the development of ICT / telecom sectors;
- (iii) (iii) other documents / legislations / provisions that may impact or hinder infrastructure sharing in the region.

Component 4. Infrastructure Sharing Strategy for LAC and action plan. This component will focus on the development of a comprehensive infrastructure sharing strategy along with a specific action plan for the LAC region, based on the results obtained for the 4 selected countries.

The strategy will include recommendations for LAC countries to:

- (i) assess the available unused fiber capacity in energy networks;
- (ii) estimate available passive infrastructure (poles, towers, pipes, etc.) and develop a national infrastructure map;

- (iii) identify areas where deployments of fiber networks are especially difficult due to market conditions or orography;
- (iv) define the processes to make this infrastructure available for new deployments;
- (v) adjust the telecom and regulatory frameworks to enable infrastructure sharing (both intra-sector and inter-sector) and define the conditions in which it will be operated;
- (vi) define a multi stakeholder specific action plan to implement the previous activities;

Once the final report is completed and approved, the firm is expected to participate in dissemination activities for the report, that could take place in IDB HQs or some country in the LAC region.

Reports / Deliverables

- a) Work Plan
- b) Inventory of OPGW sections in energy networks
- c) Review of the regulatory frameworks
- d) Final Report and dissemination activities