

REQUEST FOR EXPRESSIONS OF INTEREST **CONSULTING SERVICES**

Selection # as assigned by e-Tool: EC-T1447-P002

Selection Method: Full competitive

Country: Ecuador

Sector: IFD/CMF

Funding – TC #: ATN/KK-18541-EC

Project #: EC-T1447

TC name: Digital Infrastructure in Ecuador as a trigger to overcome the effects of COVID.

Description of Services: The general objective of this Technical Cooperation (TC) is to develop a sustainability plan and support studies for the execution of the investment plan. Specifically, the sustainability plan will describe the recommendations for the operation and maintenance of the deployed infrastructure, during and after the lifespan of the investment project. Additionally, the consulting firm (CF) will develop support studies, that will contain key for the execution of the investment project.

Link to TC document: <https://www.iadb.org/en/project/EC-T1447>

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 June 11th, 2021, by 5:00 P.M. (Washington D.C. Time).

The consulting services (“the Services”) include:

To develop a sustainability plan and support studies for the execution of the investment plan. Specifically, the sustainability plan will describe the recommendations for the operation and maintenance of the deployed infrastructure, during and after the lifespan of the investment project. Additionally, the consulting firm (CF) will develop support studies, that will contain key for the execution of the investment project.

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-2765-4. 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 above 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.

Special requirements according to the Donor Trust Fund (DTF), if applicable.

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: antoniogar@iadb.org

Inter-American Development Bank

Division: IFD/CMF

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TERMS OF REFERENCE

CONSULTANCY: SUSTAINABILITY PLAN AND SUPPORT STUDIES FOR THE EXECUTION OF THE INVESTMENT PLAN

[Ecuador]

EC-T1447

<https://www.iadb.org/en/projects-search?country=§or=&status=&query=EC-T1447>

Digital infrastructure in Ecuador as a trigger to overcome the effects of COVID.

1. Background and Justification

- 1.1. Justification:** The use of Information and Communication Technologies (ICTs) services and applications available over the Internet can reinforce sectors such as education, health, business, and government, with broad implications for economic development, competitiveness, and innovation. Yet, harnessing the benefits of this new digital economy increasingly relies on the availability of broadband Internet in a country as evolving services and applications require broadband speed and bandwidth.
- 1.2.** Broadband infrastructure is an enabler of development. According to several studies, a 10% growth of broadband penetration is associated with a 1.21% increase in the Gross Domestic Product (GDP) of high-income countries and a 1.38% increase in the GDP of low-income countries (World Bank, 2009). It is estimated that in the case of the LAC region, for a 10% growth in the penetration rate of broadband services, the GDP can be increased by 3.19%; the productivity by 2.61% and more than 67,000 jobs can be created.
- 1.3.** The Government of Ecuador has launched the agenda connected Ecuador which intends to increase coverage to 98% of the population, reduce the internet prices, install more than 100 Wi-Fi hotspots and evolve the 2G/3G customer base to new technologies in such a way that the country gets ready for the introduction of 5G across different sectors of the economy. most important challenge was adopting and finding usability of services. More specifically, by 2021 the main indicators of the agenda consist of: (i) increasing the 4G coverage to 80%; (ii) increasing the smartphone penetration up to 65%; (iii) increasing the penetration of fixed broadband services to 59% of the total households and (iv) increasing the penetration of computer up to 62%. The required investment to achieve these goals will benefit over 12,000 schools, more than 4,2 million households and almost 2,000 health centers.
- 1.4.** Moreover, due to current ongoing unexpected pandemic situation (COVID-19), the deployment of broadband network to connect the hospitals and health centers has become the highest priorities. To respond to this highly contagious virus, real-time information sharing system through the Internet is necessary for the related organizations. Also, by deploying the broadband infrastructures to the rural areas and increasing the accessibility of public institutions like schools and government offices, ICT tools to overcome the pandemic crisis may be available.
- 1.5.** ICT applications can play a vital role in fighting COVID-19. Korea was able to successfully flatten the curve on COVID-19 in only 20 days without enforcing extreme draconian measures that restrict freedom and movement of people.¹ Mobile devices and applications can be used to support early testing and contact tracing, government websites can share latest virus information and news, smart drones may be used to deliver medicine without face-to-face contact, and AI technology can be used to predict and prevent medical supplies and human resources.

¹ Flattening the curve on COVID-19, how Korea responded to a pandemic using ICT, The government of the Republic of Korea 2020

2. Objectives

- 2.1. The general objective of this Technical Cooperation (TC) is to develop a sustainability plan and support studies for the execution of the investment plan. Specifically, the sustainability plan will describe the recommendations for the operation and maintenance of the deployed infrastructure, during and after the lifespan of the investment project. Additionally, the consulting firm (CF) will develop support studies, that will contain key for the execution of the investment project.

3. Key Activities

- 3.1 **Component 1: Sustainability Plan.** The objective of this component is to develop a sustainability plan that will describe the recommendations for the operation and maintenance of the deployed infrastructure, during and after the lifespan of the investment project.
- 3.2 **Activity 1: Infrastructure Inventory**
- 3.3 Identify the type of infrastructure that is planned to be financed, in coordination with MINTEL and the IDB. Specifically, the CF will develop a detailed inventory with the nature of the investment, possible technologies that will be deployed, proposed ownership and potential operation and maintenance costs.
- 3.4 **Activity 2: Identify key stakeholders.**
- 3.5 Once the inventory has been identified, the second step will be to identify the key stakeholders involved in the investment project. Firstly, the CF will identify the key actors inside the government, including not only MINTEL but also other institutions such as ARCOTEL, the Ministry of Finance, the Ministry of Education, or the Ministry of Health. Secondly, the CF will describe the possible roles of public and private operators and other possible stakeholders (academia, civil society, etc.).
- 3.6 **Activity 3: Operational Schemes.**
- 3.7 After, the CF will identify and propose alternatives for the ownership, operation and maintenance of the proposed investments. As part of this activity, the CF will consider the implications in terms of simplicity, viability and expected quality. In general terms, the proposed scheme should minimize the financial burden for the Government of Ecuador and pursue a profitable operation & maintenance by the telecom operators. The participation of the beneficiary ministries (education, health, etc.) will also be considered.
- 3.8 **Activity 4: Financial studies.**
- 3.9 The consulting firm will then develop detailed financial studies that will contain the expected costs and returns of the deployed infrastructure, depending on the alternative operational schemes. These studies will provide the Government with a decision-making tool that will contribute to the sustainability of the planned investments.
- 3.10 **Component 2: Support studies.** The objective of this component is to develop the studies that will contain key inputs for the execution of the investment project.
- 3.11 **Activity 1: Develop a draft Operating Regulations Manual.**
- 3.12 The Operating Regulations Manual is a document that describes the processes that will be followed to execute the proposed investments. This document contains a description of the

approval processes inside the government, the participating agencies or ministries and specific mechanisms for monitoring the investments. The document will also describe the proposed role of the public and private operators and other stakeholders identified in Component 1.

3.13 Activity 2: Develop a draft Annual Operating Plan.

3.14 The Annual Operating Plan is a document that contains the procurement plan for the first year of disbursements. The CF will work with MINTEL, the Ministry of Finance and the IDB to define the expected consultancies and goods that will be acquired in the first year of the project.

3.15 Activity 3: Develop the draft Tender Documentation.

3.16 The Tender process will follow the following phases: (i) Request for Information (RFI); through which the project will be communicated to all the stakeholders; (ii) Request for Proposals (RFP); that will provide the bidders with the information to develop their technical and financial proposals. The CF will work closely with MINTEL, the Ministry of Finance and the IDB to develop the draft RFI and RFP. Successful experiences from international cases will be considered.

4. Expected Outcome and Deliverables

4.1 All the deliverables must to be approve by the team leader, the firm will be must to prepare three important deliverables:

Deliverables	
No	Description
1	Sustainability Plan
2	Operating Regulations Manual
3	Tender Documentation.

4.2 Notice that all studies of specific investment projects including environmental and social studies should be consistent with the Environmental and social Policy Framework.

5. Acceptance Criteria

5.1 The firm will have extensive experience in the telecommunications sector, with Senior team members involved in projects in LAC and other developing regions. Specific domain of domestic and international broadband infrastructure is required, including both terrestrial and undersea cables. The firm must have a proven capability to deliver detailed sustainability plans and specific experience in project execution and PMOs will be a plus.

6. Other Requirements

6.1 Type of consultancy: Firm, the duration of this consultancy is for 6 months, since the contract firm, travel required. During this period, the firm is expected to participate in a total of two (2) coordination meetings with IDB Specialists in Headquarters (Washington DC) and (2) presentation meeting with government of Ecuador.

7. Supervision and Reporting

7.1 Supervision and coordination of the consultant’s work will be the responsibility of Antonio Garcia Zaballos (IFD/CMF) Team Leader, antoniogar@iadb.org

8. Schedule of Payments

8.1 Payment terms will be based on project milestones or deliverables. The Bank does not expect to make advance payments under consulting contracts unless a significant amount of travel is required. The Bank wishes to receive the most competitive cost proposal for the services described herein.

8.2 The IDB Official Exchange Rate indicated in the RFP will be applied for necessary conversions of local currency payments.

Payment Schedule	
<i>Deliverable</i>	%
<i>1. Upon Approval Work Plan.</i>	30%
<i>2. Upon approval of sustainability plan operating regulations manual.</i>	30%
<i>3. Upon approval tender documentation.</i>	40%
TOTAL	100%