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DB Reference N°: IDB-P752318-06/21

Country: Regional - Latin America and The Caribbean

Institution: Inter-American Development Bank

Sector: Information and Communications Technology

Deadline: 2021-06-25T00:00:00.00-04:00

Status: Published

Loan N°./Financing:

Project: Improving the Central America-Korea Connectivity

Title: The general objective of this Technical Cooperation (TC) is to diagnose and contribute to the development of broadband and connectivity infrastructure in Latin America, through the corporative study of broadband platforms by relevant country

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Borrower/Bid No:

REQUEST FOR EXPRESSIONS OF INTEREST CONSULTING SERVICES

Selection #: RG-T3250-P002

Selection Method: Full competitive

Country: Regional

Sector: IFD/CMF

Funding - TC #: ATN/KK-17018-RG *Project #: RG-T3250*

TC name: Improving the Central America-Korea Connectivity

Description of Services: The general objective of this Technical Cooperation (TC) is to diagnose and contribute to the development of broadband and connectivity infrastructure in Latin America, through the corporative study of broadband platforms by relevant country, the review of the state of Internet interconnection infrastructure in Latin America, Internet traffic in the region and the basis for public and regulatory policies to expand interconnection between nations. The study will quantify the socioeconomic impact related to improving regional interconnection across LATAM countries.

TC document link: http://www.iadb.org/en/project/RG-T3250

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://beoprocurement.iadb.org/home) by: June 25th, 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

ATTN: Antonio Garcia Zaballos

1300 New York Ave, NW, Washington DC 20577, USA

Tel: 202-623-2980

E-mail: antoniogar@iadb.org

Web site: www.iadb.org

Selection process # RG-T3250- P-002

TERMS OF REFERENCE

PRE-FEASIBILITY STUDIES RELATED TO THE DEPLOYMENT: MARKET STUDY

[*REGIONAL*]

ATN/KK-17018-RG

RG-T3250

https://www.iadb.org/en/projects-search?country=&sector=&status=&query=R... Improving the Central America – Korea Connectivity

1. Background and Justification

1.1. **Justification:** The digital economy continues to evolve at unprecedented speeds and to change the way individuals, businesses, and governments all over the world communicate, and access, deliver and produce goods and services. 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 in connectivity. In line with these observations, a recent study conducted by the IDB, concluded that specifically for LAC countries, on average, an increase of 10% in the broadband penetration has associated increases of 3.19% in GDP, 2.61% in productivity, and a generation of 67,016 new jobs.

1.2. Broadband and the Internet are the most important tools for social, economic, and cultural transformation. Because of the increase in access to Information and Communication Technologies, Internet traffic has also grown and is expected to continue to grow at higher rates in the coming years as fixed broadband accesses grow, 4G LTE mobile lines increase and new applications appear and soon, fifth generation (5G) wireless and industrial connections.

1.3. In this context, national, international, and even submarine data transport networks take on strategic importance. The higher availability of networks and infrastructure is an enabler of services, applications and content that generate demand for data and, therefore, the development of a robust digital economy and markets in the region.

1.4. In this context, national, international, and even submarine data transport networks take on strategic importance. The higher availability of networks and infrastructure is an enabler of services, applications and content that generate demand for data and, therefore, the development of a robust digital economy and markets in the region.

1.5. Therefore, the purpose of the study is to diagnose and update the status and development of broadband connectivity infrastructure in Latin America and suggest public-private financing alternatives for the expansion of connectivity and interconnection in the region. Specifically, the study addresses the following issues, problems, challenges, and opportunities: (i) Comparative access to fixed and mobile broadband in Latin America and its main challenges, (ii) The state of Internet interconnection in Latin America, including the market, connectivity, and infrastructure, (iii) National, regional, and international Internet traffic in Latin America, (iv) The demand gap in the region, together with its main enablers and public-private initiatives and (v) The design of a regulatory proposal that addresses the strengths and opportunities of the regulatory framework, public and regulatory policies for the expansion of interconnection in some countries and for the region.

2. Objectives

2.1. Diagnose and contribute to the development of broadband and connectivity infrastructure in Latin America, through the corporative study of broadband platforms by relevant country, the review of the state of Internet interconnection infrastructure in Latin America, Internet traffic in the region and the basis for public and regulatory policies to expand interconnection between nations. The study will quantify the socioeconomic impact related to improving regional interconnection across LATAM countries.

3. Key Activities

3.1. The activities to be undertaken by the consulting firm contracted will be the following: a. Executive Summary

- Introduction & Objectives
- Methodology

b. LATAM broadband access comparison
   - Mobile Broadband
   - Fixed Broadband
   - Main Challenges: Technical, regulatory, and institutional

c. Internet interconnection status in LATAM
   - Internet market in LATAM
   - Regional and International connectivity identifying operators, network, and border connectivity.
   - Deployment of interconnection infrastructure in LATAM
   - IXPs and NAPs status in LATAM
   - Submarine cable deployments
   - Socioeconomic Impact of international connectivity in the Region.

d. Internet traffic across LATAM countries and between LATAM countries and international hubs
   - Basic structure of the traffic model
   - Total traffic estimation
   - Local & International traffic
   - Traffic matrix among LATAM countries and LATAM countries and international hubs
   - Traffic estimation within each country for a 5-year period

e. The demand gap: Drivers and public policies

- Broadband key drivers
- Regulatory status
- National Broadband Plans
- Socioeconomic impact of improving regional interconnection.

f. Regulatory Proposal
   - Strengths and weaknesses of current regulatory framework and public policies.
   - Proposals from International Organizations
   - Digital Policy & Law specific proposals for: o LATAM Region o By Country

g. Business Model Proposal to facilitate the regional interconnection taking into consideration the conclusions from previous sections related to need of improving regional connectivity.

4. Expected Outcome and Deliverables

4.1 The expected deliverables are described below:

- Working Plan
- Draft Report
- Final Report

5. Project Schedule and Milestones

5.1 Later than (15) days after the contract signature, the firm will propose a working plan and schedule that will be validated by the IDB coordination team.

6. Reporting Requirements

6.1 The IDB will be the sole owner of all the products derived from this consultancy, including the rights of reproduction, distribution, dissemination, and publication of materials in all languages.

7. Acceptance Criteria

7.1 The firm will have extensive experience in the telecommunications sector, with Senior teams' members involved in projects in LC and other developing regions specific domain of domestic and international broadband infrastructure is required, including both terrestrial and undersea cables.

7.2 Firm is the type of the consultancy, will be starting in June 2021, the firm can work in the place residence.

8. Other Requirements

8.1 The IDB will be the sole owner of all the products derived from this consultancy, including the rights of reproduction, distribution, dissemination, and publication of materials in all languages.

9. Supervision and Reporting

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

10. Schedule of Payments

10.1 Payments will be made as per following schedule, upon approval by the Team Leader, responsible for this TC (See item VI below)

Payment Schedule	
Deliverable	**%**
1. Upon approval Working Plan	30%
2. Upon approval of draft report, and	30%
3. Upon approval of final report	40%
TOTAL	**100%**