

## TECHNICAL COOPERATION DOCUMENT (TC-DOCUMENT)

### REGIONAL

#### I. BACKGROUND

<b>Country:</b>	Regional		
<b>TC Name:</b>	Establishment of a Broadband Training Center		
<b>TC Number:</b>	RG-T2271 / RG-T2363		
<b>Team Leader/Members:</b>	Antonio Garcia Zaballos (Team Leader, IFD/ICS); Mónica Centeno (LEG/SGO); Nathalia Foditsch (IFD/ICS); Jiyoung Son (IFD/ICS); Felix Gonzalez (IFD/ICS); Kyle Strand (KNL/KNM); and Cecilia Bernedo (IFD/ICS).		
<b>TC Taxonomy:</b>	Research and Development (RD)		
<b>Authorization TC date:</b>	May, 2013		
<b>Beneficiary:</b>	Central American Countries of: Nicaragua, Guatemala, Costa Rica, El Salvador, Panama, Honduras, and Dominican Republic		
<b>Executing agency and contact name:</b>	Inter-American Development Bank, Institutional Capacity of the State (IFD/ICS)		
<b>IDB Funding Requested:</b>	Special Broadband Fund (OC)	US\$	400,000
	Knowledge Partnership Korea Fund for Technology and Innovation (KPK)	US\$	300,000
	Korea (IDBDOCS#38139675)	US\$	100,000
<b>Local counterpart funding:</b>	Hosting country (in kind)	US\$	400,000
	<b>Total</b>		<b>US\$1,200,000</b>
<b>Execution period:</b>	36 months <sup>1</sup>	<b>Disbursement period:</b>	36 months
<b>Required start date:</b>	October 7, 2013		
<b>Types of consultants:</b>	Firm and individual consultants		
<b>Prepared by Unit:</b>	IFD/CTI		
<b>Unit of disbursement responsibility:</b>	IFD/CTI		
<b>TC included in country strategy:</b>	N/A	<b>TC included in CPD:</b>	N/A
<b>GCI-9 sector priority:</b> The current Sector Strategy: “Institutions for Growth and Social Welfare” identifies <i>improving innovation and productivity</i> as a major area where the Bank can help the region overcome the challenges that hinder growth and social welfare. To this end, the IDB will work towards strengthening institutions, and has specifically recognized the need to improve policies and governmental action in the ICT sector (par.5.21 of the referred to Sector Strategy). Consistent with the Strategy, the Bank has been working in the design and implementation of a Broadband Platform to accelerate the penetration rate and usage of broadband services in the Region.			

<sup>1</sup> The TC supports the establishment of the Center with the aim to provide training services in 2014. The Center is designed to operate for the first 3 years and further operation will be decided following the agreed upon procedures among key stakeholders. The first 3-year operation phase is funded separately from this TC. The discussed funding sources for operation are the Bank and the government of Korea which are expected to provide US\$500,000 and US\$300,000 a year respectively. The budget for operations is based on the study conducted by the government of Korea (Korea Communications Commission, renamed the Ministry of Science, ICT and Future Planning after government restructuring in 2013). Please see the project profile for the Center ([E-Link I](#)) and the study by the government of Korea ([E-Link II](#)).

## II. OBJECTIVES AND JUSTIFICATION OF THE TC

- 2.1 In recent years, the economic impacts of broadband, through its acceleration, penetration, adoption and effective use have brought clear social and economic benefits, which have been substantiated with concrete statistics. It has been estimated that 10% growth of broadband penetration would raise GDP of high-income countries by 1.21% and that of low-income countries by 1.38% (World Bank, 2009). In particular, in the Latin American and the Caribbean (LAC) Region, it is estimated that an increase of 10% in broadband penetration, on average, has been associated with the increase of 3.19% in GDP; 2.61% in productivity and a net generation of more than 67,000 jobs<sup>2</sup>.
- 2.2 According to the International Telecommunications Union, the average penetration rate of fixed broadband services in the Latin-American and the Caribbean Region (LAC) is below 5 percent. When we compare this figure with the penetration rate in other countries such as Denmark or Korea, where the penetration rate is around 40 percent, the disparity is clear. Moreover, substantial heterogeneity can be also observed when we compare penetration rates within the LAC region. Indeed there are wide differences between countries, for instance, whereas Barbados has a penetration rate above 20 percent, in Honduras or Guatemala reaches nearly a 1 percent.
- 2.3 There are various benefits that broadband might bring to the economy in terms of improvement in the delivery and accessibility of education and training, promotion of equality and inclusion of rural or disadvantaged communities, support to civil disaster relief, remote medical assistance (known as ‘telemedicine’), increasing competition and social cohesion and interaction<sup>3</sup>. These advantages lead the governments to announce significant broadband development programs in order to take advantage of the new and different technologies that are available.
- 2.4 While many government officers in telecommunications government agencies in the Region are aware of the significance of broadband for the development of countries, their capability to diagnose problems and to provide appropriate solutions related to the various obstacles (e.g. lack of investment and therefore coverage, low competition, reduced demand for broadband services) in the field is something that is many times insufficient. This is more apparent in the countries of Central America in light of the current broadband developments status<sup>4</sup>. Thus, this technical cooperation focuses on how to build capacity of government sector in regards to broadband and its most prominent challenges in Central America.
- 2.5 Nowadays there is an increasing gap in terms of the number of experts with a sound understanding on the strategic regulations and the public policies that promote the access,

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<sup>2</sup> García-Zaballos, A. / López-Rivas, R.: Governmental control on socio-economic impact of broadband in LAC countries. IDB, 2012.

<sup>3</sup> Broadband may lead to development of a new model of education and health, while they could get substantial efficiency improvements in its processes, which would lead to lower costs while enabling disadvantaged areas closer to education and health. In addition to the impact of ICT in education, health and productivity / competitiveness of enterprises, there are examples of how ICTs can improve traffic, assist in natural disasters, or monitor certain public services (sewer, electricity, air and maritime transport, etc).

<sup>4</sup> See document [GN-2704](#) for a more detailed assessment of the status of Latin-American and Central America in terms of broadband penetration, adoption and use.

adoption and usage of broadband services needed. According to Cisco, this gap raises up to 300k people. Bearing this in mind and the low penetration rate of broadband services in the Central-American Region, the establishment of a training center to contribute to bridge the aforementioned gap is needed. This center will provide “*on site*” as well as “*on line*” courses, for which this project will also tackle the development of the appropriate content. This project will complement the efforts that are already taking place in the Central American Region. Currently, the Bank is supporting five technical cooperation operations for a total of US\$2.8 million, which include two regional projects focusing on improving the interoperability and integration in the Region, as well as other activities such as the development of broadband plans and national strategies to increase the access, adoption and use of broadband services across the different users (citizens, SMEs and public administrations).

- 2.6 **Objectives of the project.** This TC aims to increase the capacity of government officials of Central American countries (Nicaragua, Guatemala, Costa Rica, El Salvador, Panama, and Honduras) and the Dominican Republic to identify regulatory and competition problems in the broadband arena. This will be achieved by the work developed in the three components of this technical cooperation, whose main product will be the establishment of the Broadband Training Center in 2014. The latter will be supported by the development of the adequate contents and the operations to train the government officials in specific issues that foster investment and promote a sustainable level of competition. Thus, the Center will be a hub for the regional dialogue on topics related to Broadband Internet where specific worldwide experiences and lessons learned will be presented and discussed.

### III. DESCRIPTION OF ACTIVITIES

- 3.1 The following key activities, organized in three components, will be financed:
- a. A thorough assessment of problems and bottlenecks in broadband development and specific needs and interests of the LAC Governments in regards to training related to broadband, which will serve as the basis for the development of training material for the Center.
  - b. The establishment of partnerships with private and public institutions working on issues of relevance to the Center.
  - c. The development of governance framework for the Center, encompassing: (i) the assignation of responsibilities and rights for each member involved; and (ii) an assessment of possible funding mechanisms aiming at the sustainability of the Center.
  - d. The legal formalization of the institution, which will have the status of non-profit organization.
- 3.2 **Component 1 – Development of training courses and partnership building.** Under this activity, a thorough assessment of problems and bottlenecks in broadband development and specific needs and interests of the LAC Governments in regards to training related to broadband will be undertaken. Topics will range from regulatory and policy matters to technical aspects about networks and deployment of new technologies. In order to assess the specific needs of the countries, National Schools

of Public Administration, Telecommunication agencies and Ministries, and other governmental institutions will be consulted. This component will also finance the necessary development of appropriate courses and educational material. Not only will new content be developed, but also adequate existing content will be licensed<sup>5</sup> giving priority to materials with free-of-charge licenses. Courses will be tailor-made depending on the target audience, which might vary depending on the course and country to which the courses are going to be provided. Under this component, a virtual academy will be set up based upon the developed training materials and consequently, e-learning services will be provided. In building up the virtual academy, the availability of relevant systems (hardware, software, network equipment) should be first researched. One of the strategic approaches of the Center is to make experts worldwide available as lecturers, as well as developers of the materials by effectively using the convening power of the Center. For this reason, the establishment of partnerships with private and public institutions specialized in the topics of relevance for the Center is a must<sup>6</sup>.

**3.3 Component 2– Development of governance/funding frameworks and legal formalization.** Under this component, the development of governance and the funding framework for the Center will be funded. The governance framework will address the assignment of responsibilities and rights for each member involved; as well as the creation of a governance structure and the selection of its members. Furthermore, services will be contracted to develop the funding framework taking into account all the possible business models with the objective of guaranteeing the sustainability of the Center. Also, services will be contracted to ensuring the legal formalization of the Center, which includes the development of the articles of incorporation under an appropriate legal system.

**3.4 Component 3 – Selection of the hosting country and establishment of the Center.** This component will first finance the contracting of a panel of three experts, external to the IDB, who will select the hosting country<sup>7</sup>. Moreover, this component will also finance the development of a high-level design that will be offered to the hosting country to set up the Center. In that sense, the purchase and installation of hardware and software elements will also be financed as per the specific needs. It is noteworthy that the hosting country shall be responsible for providing the adequate facilities. Consulting services will also be hired to disseminate the results of this TC.

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<sup>5</sup> As an initial step to setting up the basis for the curriculum and developing materials, knowledge products of KNL of the Bank will be used as an input.

<sup>6</sup> Countries with successful experiences on broadband issues, international institutions such as the United Nations– Asia Pacific Training Center for Information and Communications Technology for Development (APCICT), the Global System for Mobile Communications Association (GSMA), as well as private companies are some of the possible partners that will be consulted. The UN-APCICT, providing training services for most Asian Pacific countries and headquartered in South Korea, recently expressed strong willingness to cooperate with the Bank by sharing its accumulated knowledge products such as their virtual academy modules. The government of Korea, which financially supports the APCICT, will play a role of facilitating partnership building between the two institutions. The GSMA has expressed its commitment to participate in the training center project and is working on a Memorandum of Understanding (MOU) with ORP of the Bank to build a foundation for cooperation.

<sup>7</sup> The specifications for the selection of the host country are included in [E-Link IV](#). Three countries have submitted proposals to become potential hosting countries: Costa Rica, Panama, and Nicaragua.

- 3.5 **Expected results.** Upon the completion of the activities aforementioned, the capacity government officials of the region in broadband issues will be strengthened thanks to the main product of this technical cooperation that is a training Center that will be conceptualized and legally formalized. Through the completion of the activities presented on this document, the Center will have all the necessary conditions to start being implemented. While detailed and quantifiable data on the impact of the Center will have to be gathered in the future, a significant impact is expected in regards to capacity of governments in addressing the aforementioned obstacles and challenges of dealing with the public policies and regulations related to the access, adoption and use of the Broadband. With a better understanding of such issues, countries will be more capable of fostering competitive broadband markets, which will ultimately allow for the universal access to the Internet. Lastly, economic and social gains are expected, such as jobs generation, the increased productivity in both public and private sectors, and the growth in the accessibility to government services.

**Table 3.1: Indicative Matrix of the Results**

Results	Indicator	Baseline	Year 1	Year 2	Year 3
1. Increased capacity of government officials trained in broadband related issues	Number of Government Officials Trained	0	50	100	150
Products	Indicator	Baseline	Year 1	Year 1	Year 1
1. Academic framework developed and trained to the officials from the different countries involved	Number of syllabi of training courses developed	0	4	4	4
2. Partnerships with public and private institutions with expertise in the topics related to the Center to allow the trainees to have firsthand experience on technological changes and the impact they may have on strategic regulation	Number of memorandums of understanding signed	0	1	2	3
3. Establishment of a legally formalized training center for the Region on key aspects related to strategic regulation	Articles of incorporation of the Center registered under an appropriate legal status	0	1	0	0
4. Number of virtual platforms set up	Virtual platform	0	1	0	0

**Table 3.2: Indicative Budget (US\$)**

Activities	Description	Sub Activities	IDB		Korea <sup>8</sup>	Hosting country	Total
			KPK RG-T2363	BBD-OC RG-T2271			
1. Course and partnership development	Selection of topics, development of course books, syllabi and establishment of partnership with private and public		225,000.00	300,000.00	70,000.00		620,000.00
		1.1.Material development 12 courses <sup>9</sup> (approx. 40 hours each)	154,285.71	205,714.29			
		1.2 Coordination of materials development (editing, translation,	70,714.29	94,285.71			

<sup>8</sup> The team is in coordination with the Korean Ministry of Science, ICT and Future Planning, who will contribute US\$100,000 to the project as parallel co-financing [IDBDocs#3813967](#).

<sup>9</sup> Please see tentative course list (E-Link III - [IDBDocs#37951434](#)).

Activities	Description	Sub Activities	IDB		Korea <sup>8</sup>	Hosting country	Total
			KPK RG-T2363	BBD-OC RG-T2271			
	institutions, as well as with individuals knowledgeable on the topics of interest of the Center	recording etc.)					
		1.3 Establishment of online platform (development of portal site, installation of e-learning system, digitalization of developed materials etc.)			70,000.00		
2. Development of governance funding frameworks and legal formalization	Development of a governance framework, a business plan for the Center and development of the articles of incorporation and legal formalization of the Center	Consultants	64,285.71	85,714.29			150,000.00
3. Selection of the hosting country and establishment of the Center	Selection of the hosting country Development of the design for facilities and establishment and installation of hardware and software		6,428.57	8,571.43	30,000.00	400,000.00	430,000.00
		3.1 Selection of the hosting country	6,428.57	8,571.43			
		3.2 Design for facilities and equipment requirement			30,000.00		
		3.3 Procurement and installation of hardware and software				400,000.00	
Dissemination			4,285.71	5,714.29			
Total			300,000.00	400,000.00	100,000.00	400,000.00	1,200,000.00

#### IV. EXECUTING AGENCY AND EXECUTING STRUCTURE

- 4.1 The executing agency will be the Institutional Capacity of the State Division of the Bank. This is justified due the regional nature of this project and the need to build partnerships and coordination among the various stakeholders involved, such as international organizations, academic institutions and the private sector. The project team will closely work with the government of the hosting country in the implementation of this TC. The team will also coordinate with the Government of Korea. The Bank will be responsible for the selection and hiring of consultants. All consultancies will be contracted following the IDB Policies for the Selection and Contracting of Consultants financed by the IDB (GN-2350-9) and IDB Corporate Procurement Policy (GN-2303-20).
- 4.2 An advisory group will be established to provide support and advice on the design and actual implementation of the center. The membership of this pro bono advisory group will be defined to benefit from various backgrounds.

- 4.3 **Hosting country selection criteria.** One important aspect of the TC will be the selection of the country where the training center will be located. The criteria that will be used are the following: (i) political (Host Government's commitment to ICT as a matter of public policy; Government's willingness and priority level of being the host country; Host Government's vision and plan to sustainably operate the Center after 3-year sponsored operation; Government's ability to provide the minimum-level in-kind donations and funding required by the Plan; Host Government's intent to mobilize financial and administrative support for the Center beyond the level required by the plan; Favorable conditions for success of the Center); (ii) operational (readiness of the physical facility and training Site conforming to minimum requirements in the plan; minimal cost of operations and for construction of the Center; Strong presence of ICT Private Sector/Industry and their commitment to the Center operation; local human capital network of stakeholders and possible partners (academia, research centers), (iii) logistical (accommodation-Availability of full service hotels, housing, and /or dormitories for the participants; proximity to mass public transportation; affordability of hotel accommodations, and transportation).
- 4.4 Taking into consideration the criteria defined above, and as explained in Component 3, there will be a group of three experts, external to the IDB, that will make the final selection of the hosting country.

## **V. PROJECT RISKS**

- 5.1 This project entails two risks that could potentially affect the impact and quality of the training and the stability of the Center: (i) how to effectively collect and address each country's demands and interests, and accurately reflect them into the training courses; and (ii) how to sustain the Center after the three-year commitment from the IDB and Korean government has elapsed.
- 5.2 The first risk will be mitigated by utilizing a top-down approach in developing and designing the courses and contents, meaning that the content is going to be developed in accordance to the needs of the clients, to do so, the advisory group will have meetings to provide comments on which new materials should be written or modified according to the trends and reality in the sector. Also during the on-site meetings specific forms will be distributed among participants to understand which particular areas should be modified or added to the courses. The second risk will be mitigated by gradually building consensus among stakeholders in the process of operating the Center in regards to the operation of the Center as well as possible funding opportunities and partnerships that would provide for its sustainability. With countries' willingness to continue to operate the Center based upon positive results and impact from the initial three-year operation, there are several options for the funding model, such as the following: (i) co-commitment and funding by participating countries; and (ii) combination of funding by both participating countries and other public and private institutions.

## **VI. EXCEPTIONS TO THE POLICY OF THE BANK**

- 6.1 There are no exceptions to the policy of the Bank.

## **VII. ENVIRONMENTAL STRATEGY**

- 7.1 Given the nature of the TC, there are no social or environmental risks associated with it. This operation is classified as a Category “C” according to the classification toolkit of the Bank (see Elink with classification filters: [IDBDocs#37657368](#)).

### **Annexes:**

- **Annex I: Terms of Reference**
- **Annex II: Procurement Plan**

### **Electronic Links:**

- **E-Link I: Profile for the Center** ([IDBDocs#37951421](#))
- **E-Link II: Benchmark study** ([IDBDocs#37951431](#))
- **E-Link III: Course list (tentative)** ([IDBDocs#37951434](#))
- **E-Link IV: Specifications for the selection process for the country to host the Broadband Training Center** ([IDBDocs#38114134](#))



## REGIONAL

### ESTABLISHMENT OF THE BROADBAND TRAINING CENTER (RG-T2271 AND RG-2363)

#### MATERIAL DEVELOPMENT

#### TERMS OF REFERENCE

#### I. BACKGROUND

- 1.1 Broadband is well known as an enabler of development for countries in the pursuit of economic and social development, since it drives economic growth by contributing to the enhancement of the national competitiveness, to the increase of productivity and efficiency, as well as job creation. In recent years, the economic impacts of broadband, through its acceleration, penetration, adoption and effective use have brought clear social and economic benefits, which have been substantiated with concrete statistics. It has been estimated that 10% growth of broadband penetration would raise GDP of high-income countries by 1.21% and that of low-income countries by 1.38% (World Bank, 2009). In particular, in the Latin American and the Caribbean (LAC) Region, it is estimated that an increase of 10% in broadband penetration, on average, has been associated with the increase of 3.19% in GDP; 2.61% in productivity and a net generation of more than 67,000 jobs<sup>1</sup>.
- 1.2 According to the International Telecommunications Union, the average penetration rate of fixed broadband services in the Latin-American and the Caribbean Region (LAC) is below 5 percent. When we compare this figure with the penetration rate of other countries such as Denmark or Korea, where it is around 40 percent, the disparity is clear. Moreover, substantial differences are evident when we compare rates within the LAC region. For instance, whereas Barbados has a penetration rate above 20 percent, Honduras and Guatemala achieves 1 percent. Even within each country there is a gap between those with and without internet access. In Brazil, 60 percent of households in the wealthiest income quintile report access to the Internet, as opposed to less than 3 percent of households in the poorest income quintile.
- 1.3 There are various benefits that broadband might bring to the economy in terms of improvement in the delivery and accessibility of education and training, promotion of equality and inclusion of rural or disadvantaged communities, support for disaster relief, remote medical assistance (known as ‘telemedicine’), increased private sector competition, social cohesion and interaction. Hence, governments are announcing significant broadband development programs in order to take advantage of the new technologies that are available.

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<sup>1</sup> García-Zaballos, A. / López-Rivas, R.: Governmental control on socio-economic impact of broadband in LAC countries. IDB, 2012.

- 1.4 Countries have been trying to develop a wide range of measures to foster the so called “information economy,” which is highly dependent on access to a fast and qualitative Internet. An example of these measures are the national broadband plans, a diverse set of initiatives of national governments in LAC developed in recent years, whose main objective is to accelerate the deployment and adoption of broadband services. Through these and other governmental initiatives, the demand for highly specialized experts is made clear.
- 1.5 Despite the recent efforts, the challenge to accelerate the access, adoption and use of broadband through a government-lead approach remains in LAC. While many government officers in telecommunications ministries or agencies in the Region are aware of the significance of broadband for the competitiveness of countries, their capacity to diagnose problems and propose solutions to address various obstacles is at many times insufficient. Thus, this technical cooperation focuses on building the capacity of government officials within LAC countries to address the most prominent challenges of broadband development as well as its promotion.
- 1.6 **Objectives of the project.** Through the establishment of a Regional Broadband Training Center, the aim is to increase the capacity of government officials to identify regulatory and other constraints, and train them on specific issues that foster investment and promotion of sustainable competition. These training courses will be conducted at the Center, online and off-site. The Center will be a hub for the regional dialogue on topics related to Broadband, where specific worldwide experiences and lessons learned will be presented and discussed.
- 1.7 These terms of reference define the required background and expertise, as well as the objectives, activities, products and services to be delivered by a Consulting Firm or Institution hired within the framework of the TC. Overall, the TC is designed to effectively support the establishment of the Center in 2014.

## II. CONSULTANCY OBJECTIVE

- 2.1 The main objective of this consultancy is to develop training courses and materials to be utilized for the Center.

## III. CHARACTERISTICS OF THIS CONSULTANCY

- 3.1 **Type of consultancy:** Firm or Individual
- 3.2 **Start date and duration:** from X, 2013, to X, 2014. **Estimated duration period:** 18 months.
- 3.3 **Place of work /travel:** Place of residence. Travel required. During this period, the firm is expected to participate in a total of two (2) coordination meetings with IDB Specialists at Headquarters (Washington DC).

- 3.4 **Qualifications:** The consulting firm must have extensive experience and expertise in the specific subject or topic area of broadband development. The firm, with a track record of developing educational materials or providing training services, will be highly valued. Since the trainees of the Center are government officials from Latin America and the Caribbean region, the firm should have an understanding of the broadband development issues and status of the region.
- 3.5 **Type of hiring:** A maximum of 12 firms will be hired to develop 12 different sets of courses materials. The firm will be engaged through an MOU between the Bank and the firm, rather than a standard contract. The reasoning behind this arrangement is: (i) The allocated budget for course development does not reflect the market price for similar works. Considering this constraint, the Bank plans to develop the courses by building strategic partnerships with non-profit institutions such as international organizations and government agencies that specialize in broadband deployment, thereby obtaining benefits of knowledge transfer and in-kind services; and (ii) though this ToR only references course development, the hired firm is also expected to provide assistance in the training process, either by dispatching lecturers or supporting the update or customization of materials.
- 3.6 **Source of funding:** RG-T2271 and RG-T2363

#### IV. DESCRIPTION OF ACTIVITIES

- 4.1 The activities to be implemented within this component correspond to developing course materials.
- 4.2 Further details on the specific requirements for each course are as below:
- 4.3 **Specification 1: Content of the Course Material**

The engaged firm must consult with and receive confirmation from the team leader of the TC regarding the subject area, sub-topics and the overall content before developing the material. The chosen firm must have a comprehensive knowledge of the urgent needs, priorities, and development status of the participating countries within the context of the specific subject area assigned. Each subject matter course should revolve around providing practical solutions to broadband implementation challenges and should include benchmarked case studies, as well as academic content. Moreover, existing materials developed by the KNL of the Bank and UN-ESCAP APCICT<sup>2</sup>, should be incorporated in the content, if available for the assigned subject. The course must also utilize tests or

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<sup>2</sup> UN-ESCAP Asia Pacific Training Center for Information and Communication Technology for development

quizzes to assess the trainees' comprehension of the subject matter throughout the course<sup>3</sup>.

#### 4.4 **Specification 2: Course Material Format**

The firm shall deliver a softcopy of the material in:

- i. Microsoft Word format,
- ii. Minimum of 150 pages (including charts and graphs)
- iii. 10-point font and single spaced
- iv. Written in Spanish or English.

### **V. PRODUCTS**

- a. Training materials described in the aforementioned specifications.
- b. Provide recommendations for potential instructors or lecturers

### **VI. METHOD OF PAYMENT**

- 6.1 Payment will be made as per the following schedule, upon approval by the Team Leader responsible for this TC.

#### 6.2 **Schedule of payments:**

- i. 50% upon signing of MOU;
- ii. 50% upon approval of the product

### **VII. COORDINATION**

- 7.1 Supervision and coordination of the firm's work will be the responsibility of Antonio García Zaballos (IFD/ICS), Team Leader, [antoniogar@iadb.org](mailto:antoniogar@iadb.org), Telephone (202) 623-2980.

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<sup>3</sup> Testing will also allow instructors to clarify their instructional agenda and curricular decisions, provide feedback, motivate trainee improvement, and assess the teacher's own instructional effectiveness.

## REGIONAL

### ESTABLISHMENT OF THE BROADBAND TRAINING CENTER

(RG-T2271 AND RG-2363)

COORDINATION OF MATERIALS DEVELOPMENT

– TRANSLATION, EDITING, RECORDING ETC -

## TERMS OF REFERENCE

### I. BACKGROUND

- 1.1 Broadband is well known as an enabler of development for countries in the pursuit of economic and social development since it drives economic growth by contributing to the enhancement of the national competitiveness, to the increase of productivity and efficiency, as well as job creation. In recent years, the economic impacts of broadband, through its acceleration, penetration, adoption and effective use have brought clear social and economic benefits, which have been substantiated with concrete statistics. It has been estimated that 10% growth of broadband penetration would raise GDP of high-income countries by 1.21% and that of low-income countries by 1.38% (World Bank, 2009). In particular, in the Latin American and the Caribbean (LAC) Region, it is estimated that an increase of 10% in broadband penetration, on average, has been associated with the increase of 3.19% in GDP; 2.61% in productivity and a net generation of more than 67,000 jobs<sup>4</sup>.
- 1.2 According to the International Telecommunications Union, the average penetration rate of fixed broadband services in the Latin-American and the Caribbean Region (LAC) is below 5 percent. When we compare this figure with the penetration rate in other countries such as Denmark or Korea, where it is around 40 percent, the disparity is clear. Moreover, substantial differences are evident when we compare rates within the LAC region. For instance, whereas Barbados has a penetration rate above 20 percent, Honduras and Guatemala achieves 1 percent. Even within each country there is a gap between those with and without internet access. In Brazil, 60 percent of households in the wealthiest income quintile report access to the Internet, as opposed to less than 3 percent of households in the poorest income quintile.
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- 1.5 Despite the recent efforts, the challenge to accelerate the access, adoption and use of broadband through a government-lead approach remains in LAC. While many government officers in telecommunications ministries or agencies in the Region are aware of the significance of broadband for the competitiveness of countries, their capacity to diagnose problems and propose solutions to address various obstacles is at many times insufficient. Thus, this technical cooperation focuses on building the capacity of government officials within LAC countries in regards to address the most prominent challenges of broadband development as well as its promotion.
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- 1.7 These terms of reference define the required background and expertise, as well as the objectives, activities, products and services to be delivered by a Consulting Firm or Institution hired in the framework of the TC. Overall, the TC is designed to effectively support the establishment of the Center in 2014.

## II. CONSULTANCY OBJECTIVE

- 2.1 The main objective of this consultancy is to edit, translate and record videos for the course materials to provide instructional services.

## III. CHARACTERISTICS OF THIS CONSULTANCY

- 3.1 **Type of consultancy:** Firm
- 3.2 **Start date and duration:** from X, 2013 to X, 2014. **Estimated duration period:** 20 months.
- 3.3 **Place of work /travel:** Place of residence. Travel required. During this period, the firm is expected to participate in a total of two (2) coordination meetings with IDB Specialists at Headquarters (Washington DC).

- 3.4 **Qualifications:** The consulting firm must have extensive experience and high-level understanding of broadband development to successfully translate into Spanish, a maximum of 12 course materials written in English. The firm should customize the content to match the distinctive circumstances of the region. Moreover, the firm should have the capability to communicate with the authors from various international institutions engaged to develop the content, to improve the translation process and increase retention of their original meanings. Lastly, the firm, with previous experience working with the government of Korea and its affiliated institutions, will be highly valued since the video recording process will be conducted in collaboration with the Educational Broadcasting System (EBS) of Korea.
- 3.5 **Source of funding:** RG-T2271 and RG-T2363

#### IV. DESCRIPTION OF ACTIVITIES

- 4.1 The activities to be implemented within this component are to edit, translate, and record the developed materials.
- 4.2 **Activity 1: Translation of the materials**  
The firm should translate the materials written in English to Spanish. While conducting this activity, the firm should contact the various authors of the materials to improve retention of the original meaning of the content.
- 4.3 **Activity 2 : Edit of the materials**  
To improve the aesthetics of the final product, the firm should standardize the formatting of all the course materials for publishing. The firm should make corrections to grammatical errors and typos.
- 4.4 **Activity 3: Recording of the digital content**  
Digital content will be delivered via the online platform of the Center. The firm shall engage with the team leader of the TC and the various authors to select the appropriate sections of the course materials to be video recorded. The firm shall also collaborate with the EBS of Korea to determine the format and presentation of the digital content.

#### V. PRODUCTS

- a. A maximum of 12 sets of course materials- translated and edited
- b. Delivery of digital content for each course

#### VI. METHOD OF PAYMENT

- 6.1 Payments shall be made as per the following schedule, upon approval by the Team Leader responsible for this TC (See item VII below).

**6.2 Schedule of payments:**

- i. 40% upon contract signature;
- ii. 50% upon approval of product a
- iii. 10% upon approval of product b

**VII. COORDINATION**

- 7.1 Supervision and coordination of the firm's work will be the responsibility of Antonio García Zaballos (IFD/ICS), Team Leader, [antoniogar@iadb.org](mailto:antoniogar@iadb.org), Telephone (202) 623-2980.



**REGIONAL**

**ESTABLISHMENT OF THE BROADBAND TRAINING CENTER**  
**(RG-T2271 AND RG-2363)**  
**DEVELOPMENT OF GOVERNANCE / FUNDING FRAMEWORKS**  
**AND LEGAL FORMALIZATION**

**TERMS OF REFERENCE**

**I. BACKGROUND**

- 1.1 Broadband is well known as an enabler of development for countries in the pursuit of economic and social development since it drives economic growth by contributing to the enhancement of the national competitiveness, to the increase of productivity and efficiency, as well as job creation. In recent years, the economic impacts of broadband, through its acceleration, penetration, adoption and effective use have brought clear social and economic benefits, which have been substantiated with concrete statistics. It has been estimated that 10% growth of broadband penetration would raise GDP of high-income countries by 1.21% and that of low-income countries by 1.38% (World Bank, 2009). In particular, in the Latin American and the Caribbean (LAC) Region, it is estimated that an increase of 10% in broadband penetration, on average, has been associated with the increase of 3.19% in GDP; 2.61% in productivity and a net generation of more than 67,000 jobs<sup>5</sup>.
- 1.2 According to the International Telecommunications Union, the average penetration rate of fixed broadband services in the Latin-American and the Caribbean Region (LAC) is below 5 percent. When we compare this figure with the penetration rate of other countries such as Denmark or Korea, where it is around 40 percent, the disparity is clear. Moreover, substantial differences are evident when we compare rates within the LAC region. For instance, whereas Barbados has a penetration rate above 20 percent, Honduras and Guatemala achieves 1 percent. Even within each country there is a gap between those with and without internet access. In Brazil, 60 percent of households in the wealthiest income quintile report access to the Internet, as opposed to less than 3 percent of households in the poorest income quintile.
- 1.3 There are various benefits that broadband might bring to the economy in terms of improvement in the delivery and accessibility of education and training, promotion of equality and inclusion of rural or disadvantaged communities, support for disaster relief, remote medical assistance (known as ‘telemedicine’), increased private sector competition, social cohesion and interaction. Hence, governments are announcing significant broadband development programs in order to take advantage of the new technologies that are available.

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<sup>5</sup> García-Zaballos, A. / López-Rivas, R.: Governmental control on socio-economic impact of broadband in LAC countries. IDB, 2012.

- 1.4 Countries have been trying to develop a wide range of measures to foster the so called “information economy,” which is highly dependent on access to a fast and qualitative Internet. An example of these measures are the national broadband plans, a diverse set of initiatives of national governments in LAC developed in recent years, whose main objective is to accelerate the deployment and adoption of broadband services. Through these and other governmental initiatives, the demand for highly specialized experts is made clear.
- 1.5 Despite the recent efforts, the challenge to accelerate the access, adoption and use of broadband through a government-lead approach remains in LAC. While many government officers in telecommunications ministries or agencies in the Region are aware of the significance of broadband for the competitiveness of countries, their capacity to diagnose problems and propose solutions to address various obstacles is at many times insufficient. Thus, this technical cooperation focuses on building the capacity of government officials within LAC countries to address the most prominent challenges of broadband development as well as its promotion.
- 1.6 **Objectives of the project.** Through the establishment of a Regional Broadband Training Center, the aim is to increase the capacity of government officials to identify regulatory and other constraints, and train them on specific issues that foster investment and promotion of sustainable competition. These training courses will be conducted at the Center, online and off-site. The Center will be a hub for the regional dialogue on topics related to Broadband, where specific worldwide experiences and lessons learned will be presented and discussed.
- 1.7 These terms of reference define the required background and expertise, as well as the objectives, activities, products and services to be delivered by a Consulting Firm or Institution hired within the framework of the TC. Overall, the TC is designed to effectively support the establishment of the Center in 2014.

## II. CONSULTANCY OBJECTIVE

- 2.1 The main objective of this consultancy is to lead the legal incorporation of the center, and develop the center’s governance and funding framework, considering its sustainability beyond the first 3 years of the operations.

## III. CHARACTERISTICS OF THIS CONSULTANCY

- 3.1 **Type of consultancy:** Individual
- 3.2 **Start date and duration:** from X, 2013 to X, 2014. **Estimated duration period:** 10 months.
- 3.3 **Place of work /travel:** Place of residence. Travel required. During this period, the individual is expected to participate in a total of two (2) coordination

meetings with IDB Specialists at Headquarters (Washington DC) and two (2) presentation meetings with government representatives.

- 3.4 **Qualifications:** The consultant must have extensive (over 20 years) experience and high-level understanding of the issues pertaining to broadband development, ranging from policies and regulation to technologies. In addition, the experience of either planning or providing broadband training and education services will be highly weighted. Since the governance and financing model is within the framework of the IDB, Government of Korea and the host country, understanding the internal workings of the MDBs and Public Sector in Korea and the host country is required. Furthermore, the consultant must have the capability to facilitate and coordinate the different interests of various stakeholders and achieve consensus among the participating countries. The consultant should also have knowledge of the legal and commerce systems of the host country to initiate the legal formalization of the Center as a non-profit organization. Considering the government of Korea is a stakeholder of the Center and provides financial support, the consultant with experience working with Government Counterparts would be valued.
- 3.5 **Source of funding:** RG-T2271 and RG-T2363

#### IV. DESCRIPTION OF ACTIVITIES

- 4.1 The activities to be implemented within this component are to develop governance and financing frameworks and the sustainability models. Also, the Center should be legally incorporated as a non-profit organization. The individual will serve as the lead consultant in charge of delivering and supervising this project.
- 4.2 **Activity 1 : Development of governance framework**
- The governance framework will address the assignation of responsibilities and rights for each stakeholder involved, including beneficiary countries, for the successful management and operations of the Center. In addition, the consultant shall recommend bylaws and the constitution for the Steering Committee to serve as the governing body of the Center. The consultant shall set up the hierarchical structures and procedures governing decision-making ranging from operational to administrative matters. Furthermore, procedures for staffing, financing mechanisms and other relevant issues should align within the framework of the rules of the IDB and the host country.
- 4.3 **Activity 2: Development of funding framework and sustainability model**
- The consultant shall recommend three options of how to maintain the long term sustainability of the Center after the initial 3-year operation sponsored by the IDB and the government of Korea. This consultancy shall be based upon dialogues with participating countries, other public and private sector organizations, and academia to create tangible and realistic options. The options may include financing mechanisms, ways to innovate based on changing trends, and changes

to the Center's mission and scope related to future and potential target audiences and subject matter.

**4.4 Activity 3: Legal formalization**

This activity entails the Center's legal formation. The consultant shall compare advantages and disadvantages of different legal jurisdictions to determine where and how the Center will be registered. The consultant shall develop the articles of incorporation as a non-profit organization based on the regulations of the selected jurisdiction. The consultant should conduct all necessary works required to register the Center.

**V. PRODUCTS**

- 5.1 Governance framework including the constitution for the steering committee
- 5.2 Set of bylaws, rules, and procedures governing administrative matters related to the operations of the Center
- 5.2. At least three sustainability models including specific funding frameworks
- 5.3. Completion of legal formation of the Center in the Host Country

**VI. METHOD OF PAYMENT**

- 6.1 Payment shall be made as per the following schedule, upon approval by the Team Leader responsible for this TC (See item VII below).
- 6.2 Schedule of payments:
  - i. 30% upon contract signature;
  - ii. 30% upon approval of product a and b and
  - iii. 40% upon approval of product c and d

**VII. COORDINATION**

- 7.1 Supervision and coordination of the firm's work will be the responsibility of Antonio García Zaballos (IFD/ICS), Team Leader, [antoniogar@iadb.org](mailto:antoniogar@iadb.org), Telephone (202) 623-2980.

**REGIONAL**  
**ESTABLISHMENT OF THE BROADBAND TRAINING CENTER**  
**(RG-T2271 AND RG-2363)**  
**DEVELOPMENT OF GOVERNANCE / FUNDING FRAMEWORKS**  
**AND LEGAL FORMALIZATION**

**TERMS OF REFERENCE**

**I. BACKGROUND**

- 1.1 Broadband is well known as an enabler of development for countries in the pursuit of economic and social development since it drives economic growth by contributing to the enhancement of the national competitiveness, to the increase of productivity and efficiency, as well as job creation. In recent years, the economic impacts of broadband, through its acceleration, penetration, adoption and effective use have brought clear social and economic benefits, which have been substantiated with concrete statistics. It has been estimated that 10% growth of broadband penetration would raise GDP of high-income countries by 1.21% and that of low-income countries by 1.38% (World Bank, 2009). In particular, in the Latin American and the Caribbean (LAC) Region, it is estimated that an increase of 10% in broadband penetration, on average, has been associated with the increase of 3.19% in GDP; 2.61% in productivity and a net generation of more than 67,000 jobs<sup>6</sup>.
- 1.2 According to the International Telecommunications Union, the average penetration rate of fixed broadband services in the Latin-American and the Caribbean Region (LAC) is below 5 percent. When we compare this figure with the penetration rate of other countries such as Denmark or Korea, where it is around 40 percent, the disparity is clear. Moreover, substantial differences are evident when we compare rates within the LAC region. For instance, whereas Barbados has a penetration rate above 20 percent, Honduras and Guatemala achieves 1 percent. Even within each country there is a gap between those with and without internet access. In Brazil, 60 percent of households in the wealthiest income quintile report access to the Internet, as opposed to less than 3 percent of households in the poorest income quintile.
- 1.3 There are various benefits that broadband might bring to the economy in terms of improvement in the delivery and accessibility of education and training, promotion of equality and inclusion of rural or disadvantaged communities, support for disaster relief, remote medical assistance (known as ‘telemedicine’), increased private sector competition, social cohesion and interaction. Hence, governments are announcing significant broadband development programs in order to take advantage of the new technologies that are available.

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<sup>6</sup> García-Zaballos, A. / López-Rivas, R.: Governmental control on socio-economic impact of broadband in LAC countries. IDB, 2012.

- 1.4 Countries have been trying to develop a wide range of measures to foster the so called “information economy,” which is highly dependent on access to a fast and qualitative Internet. An example of these measures are the national broadband plans, a diverse set of initiatives of national governments in LAC developed in recent years, whose main objective is to accelerate the deployment and adoption of broadband services. Through these and other governmental initiatives, the demand for highly specialized experts is made clear.
- 1.5 Despite the recent efforts, the challenge to accelerate the access, adoption and use of broadband through a government-lead approach remains in LAC. While many government officers in telecommunications ministries or agencies in the Region are aware of the significance of broadband for the competitiveness of countries, their capacity to diagnose problems and propose solutions to address various obstacles is at many times insufficient. Thus, this technical cooperation focuses on building the capacity of government officials within LAC countries to address the most prominent challenges of broadband development as well as its promotion.
- 1.6 **Objectives of the project.** Through the establishment of a Regional Broadband Training Center, the aim is to increase the capacity of government officials to identify regulatory and other constraints, and train them on specific issues that foster investment and promotion of sustainable competition. These training courses will be conducted at the Center, online and off-site. The Center will be a hub for the regional dialogue on topics related to Broadband, where specific worldwide experiences and lessons learned will be presented and discussed.
- 1.7 These terms of reference define the required background and expertise, as well as the objectives, activities, products and services to be delivered by a Consulting Firm or Institution hired within the framework of the TC. Overall, the TC is designed to effectively support the establishment of the Center in 2014.

## II. CONSULTANCY OBJECTIVE

- 2.1 The main objective of this consultancy is to lead the legal incorporation of the center, and develop the center’s governance and funding framework, considering its sustainability beyond the first 3 years of the operations.

## III. CHARACTERISTICS OF THIS CONSULTANCY

- 3.1 **Type of consultancy:** Individual
- 3.2 **Start date and duration:** from X, 2013 to X, 2014. **Estimated duration period:** 10 months.
- 3.3 **Place of work /travel:** Place of residence. Travel required. During this period, the individual is expected to participate in a total of two (2) coordination

meetings with IDB Specialists at Headquarters (Washington DC) and two (2) presentation meetings with government representatives in the host country.

- 3.4 **Qualifications:** The consultant must have high-level experience pertaining to broadband development, ranging from policies and regulation to technologies. In addition, the experience of either planning or providing broadband training and education services will be highly weighted. Since the governance and financing model is within the framework of the IDB, Government of Korea and the host country, understanding the internal workings of the MDBs and Public Sector in Korea and the host country is highly valued. Furthermore, the consultant must have the capability to facilitate and coordinate the different interests of various stakeholders and achieve consensus among the participating countries. The consultant should also have knowledge of the legal and commerce systems of the host country to initiate the legal formalization of the Center as a non-profit organization. Considering the government of Korea is a stakeholder of the Center and provides financial support, the consultant with experience working with Government Counterparts would be valued.
- 3.5 **Source of funding:** RG-T2271 and RG-T2363

#### IV. DESCRIPTION OF ACTIVITIES

- 4.1 The activities to be implemented within this component are to support the Lead Consultant for this project to develop governance and financing frameworks and the sustainability models. Also, the Center should be legally incorporated as a non-profit organization. The consultant will serve in a supporting capacity of the lead consultant of this project.
- 4.2 **Activity 1 : Support the Lead consultant with the development of governance framework**
- The governance framework will address the assignation of responsibilities and rights for each stakeholder involved, including beneficiary countries, for the successful management and operations of the Center. In addition, individual shall support the lead consultant recommend bylaws and the constitution for the Steering Committee to serve as the governing body of the Center. The individual shall support the Lead consultant set up the hierarchical structures and procedures governing decision-making ranging from operational to administrative matters. Furthermore, procedures for staffing, financing mechanisms and other relevant issues should align within the framework of the rules of the IDB and the host country.
- 4.3 **Activity 2: Support the Lead consultant with the Development of funding framework and sustainability model**
- The individual shall support the lead consultant in recommending three options of how to maintain the long term sustainability of the Center after the initial 3-year operation sponsored by the IDB and the government of Korea. This consultancy

shall be based upon dialogues with participating countries, other public and private sector organizations, and academia to create tangible and realistic options. The options may include financing mechanisms, ways to innovate based on changing trends, and changes to the Center’s mission and scope related to future and potential target audiences and subject matter.

**4.4 Activity 3: Support the Lead consultant with the Legal formalization**

This activity entails the Center’s legal formation. The individual shall support the lead consultant in comparing advantages and disadvantages of different legal jurisdictions to determine where and how the Center will be registered. The consultant shall develop the articles of incorporation as a non-profit organization based on the regulations of the selected jurisdiction. The consultant should conduct all necessary works required to register the Center.

## **V. PRODUCTS**

- 5.1 Support Lead Consultant in the delivery of the Governance framework including the constitution for the steering committee
- 5.2 Support Lead Consultant in the delivery of the Set of bylaws, rules, and procedures governing administrative matters related to the operations of the Center
- 5.3 Support Lead Consultant in the delivery of at least three sustainability models including specific funding frameworks
- 5.4 Support Lead Consultant in the delivery of the legal formation of the Center in the Host Country

## **VI. METHOD OF PAYMENT**

- 6.1 Payment shall be made as per the following schedule, upon approval by the Team Leader responsible for this TC (See item VII below).
- 6.2 Schedule of payments:
  - i. 30% upon contract signature;
  - ii. 30% upon approval of product a and b and
  - iii. 40% upon approval of product c and d

## **VII. COORDINATION**

- 7.1 Supervision and coordination of the firm’s work will be the responsibility of Antonio García Zaballo (IFD/ICS), Team Leader, [antonioagar@iadb.org](mailto:antonioagar@iadb.org), Telephone (202) 623-2980.



## REGIONAL

### ESTABLISHMENT OF THE BROADBAND TRAINING CENTER (RG-T2271 AND RG-2363)

#### SELECTION OF THE HOSTING COUNTRY

#### TERMS OF REFERENCE

##### I. BACKGROUND

- 1.1 Broadband is well known as an enabler of development for countries in the pursuit of economic and social development since it drives economic growth by contributing to the enhancement of the national competitiveness, to the increase of productivity and efficiency, as well as job creation. In recent years, the economic impacts of broadband, through its acceleration, penetration, adoption and effective use have brought clear social and economic benefits, which have been substantiated with concrete statistics. It has been estimated that 10% growth of broadband penetration would raise GDP of high-income countries by 1.21% and that of low-income countries by 1.38% (World Bank, 2009). In particular, in the Latin American and the Caribbean (LAC) Region, it is estimated that an increase of 10% in broadband penetration, on average, has been associated with the increase of 3.19% in GDP; 2.61% in productivity and a net generation of more than 67,000 jobs<sup>7</sup>.
- 1.2 According to the International Telecommunications Union, the average penetration rate of fixed broadband services in the Latin-American and the Caribbean Region (LAC) is below 5 percent. When we compare this figure with the penetration rate of other countries such as Denmark or Korea, where it is around 40 percent, the disparity is clear. Moreover, substantial differences are evident when we compare rates within the LAC region. For instance, whereas Barbados has a penetration rate above 20 percent, Honduras and Guatemala achieves 1 percent. Even within each country there is a gap between those with and without internet access. In Brazil, 60 percent of households in the wealthiest income quintile report access to the Internet, as opposed to less than 3 percent of households in the poorest income quintile.
- 1.3 There are various benefits that broadband might bring to the economy in terms of improvement in the delivery and accessibility of education and training, promotion of equality and inclusion of rural or disadvantaged communities, support for disaster relief, remote medical assistance (known as ‘telemedicine’), increased private sector competition, social cohesion and interaction. Hence, governments are announcing significant broadband development programs in order to take advantage of the new technologies that are available.

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<sup>7</sup> García-Zaballos, A. / López-Rivas, R.: Governmental control on socio-economic impact of broadband in LAC countries. IDB, 2012.

- 1.4 Countries have been trying to develop a wide range of measures to foster the so called “information economy,” which is highly dependent on access to a fast and qualitative Internet. An example of these measures are the national broadband plans, a diverse set of initiatives of national governments in LAC developed in recent years, whose main objective is to accelerate the deployment and adoption of broadband services. Through these and other governmental initiatives, the demand for highly specialized experts is made clear.
- 1.5 Despite the recent efforts, the challenge to accelerate the access, adoption and use of broadband through a government-lead approach remains in LAC. While many government officers in telecommunications ministries or agencies in the Region are aware of the significance of broadband for the competitiveness of countries, their capacity to diagnose problems and propose solutions to address various obstacles is at many times insufficient. Thus, this technical cooperation focuses on building the capacity of government officials within LAC countries to address the most prominent challenges of broadband development as well as its promotion.
- 1.6 **Objectives of the project.** Through the establishment of a Regional Broadband Training Center, the aim is to increase the capacity of government officials to identify regulatory and other constraints, and train them on specific issues that foster investment and promotion of sustainable competition. These training courses will be conducted at the Center, online and off-site. The Center will be a hub for the regional dialogue on topics related to Broadband, where specific worldwide experiences and lessons learned will be presented and discussed.
- 1.7 These terms of reference define the required background and expertise, as well as the objectives, activities, products and services to be delivered by a Consulting Firm or Institution hired within the framework of the TC. Overall, the TC is designed to effectively support the establishment of the Center in 2014.

## II. CONSULTANCY OBJECTIVE

- 2.1 The main objective of this consultancy is to select the hosting country of the Center.

## III. CHARACTERISTICS OF THIS CONSULTANCY

- 3.1 **Type of consultancy:** Individuals
- 3.2 **Start date and duration:** from October to November, 2013. **Estimated duration period:** 6weeks.
- 3.3 **Place of work /travel:** Place of residence.
- 3.4 **Qualifications:** The consultant must have more than 20-year experience in ICT area; basically, the high-level experience pertaining to broadband development, ranging from policies and regulation to technologies and also the experience of

either planning or providing ICT training and education services will be highly weighted.

3.5 **Source of funding:** RG-T2271 and RG-T2363

#### IV. DESCRIPTION OF ACTIVITIES

- 4.1 The activity to be implemented within this component is to evaluate the 3 candidate countries in terms of their excellence in hosting the Center. The Bank will provide the consultants with the initial and complementary proposals submitted by 3 candidate countries, the mission report made by staffs of the Bank, and the initial external evaluation reports. The consultants must make quantitative as well as qualitative assessment based upon the criteria provided by the Bank. The consultants may make inquiries through the team leader of the TC to guarantee independency of the evaluation process. Each consultant must select one country as the hosting place of the Center.

#### V. PRODUCTS

- 5.1 Evaluation report: quantitative and qualitative report including a specific assessment for the following aspects:

Political	Host Government's commitment to ICT as a matter of public policy
	Government's willingness and priority level of being the host country
	Host Government's vision and plan to sustainably operate the Center after 3-year sponsored operation
	Government's ability to provide the maximum-level in-kind donations and funding required by the Plan
	Host Government's plan to mobilize financial and administrative support for the Center beyond the level required by the plan
	Favorable conditions for success of the Center (such as support and involvement from the Government and the different Ministries)
Operational	Readiness of the physical facility and training Site conforming to minimum requirements in the Plan
	Minimal Cost of operations and for construction of the Center
	Strong presence of ICT Private Sector/Industry and their commitment to the Center operation
	Local Human Capital network of stakeholders and possible partners (academia, research centers)
Logistical	Accommodation-Availability of full service hotels, housing, and /or dormitories for the participants
	Proximity to mass public transportation (ie. international airports, bus and rail road/ metro system)
	Affordability of hotel accommodations, transportation

**VI. METHOD OF PAYMENT**

- 6.1 Payment shall be made as per the following schedule, upon approval by the Team Leader responsible for this TC (See item VII below).
- 6.2 Schedule of payments:
  - i. 100% upon returning the product

**VII. COORDINATION**

- 7.1 Supervision and coordination of the firm's work will be the responsibility of Antonio García Zaballos (IFD/ICS), Team Leader, [antoniogar@iadb.org](mailto:antoniogar@iadb.org), Telephone (202) 623-2980.

## PROCUREMENT PLAN

No. Ref.	Description and type of the procurement contract	Estimated contract Cost US\$*	Procurement method <sup>1</sup>	Review (ex-ante or ex-post)	Source of financing and percentage		Prequalification (Yes/No)	Estimated dates		Status (pending, in progress, awarded, cancelled)	Comments
					IDB %	Local / other %		Publication of specific procurement notice	Completion of contract		
<b>1</b>	<b>GOODS</b>										
	N/A										
<b>2</b>	<b>WORKS</b>										
	N/A										
<b>3</b>	<b>NON-CONSULTING SERVICES</b>										
	Dissemination Activities	10,000	SSS		100%	0%			October in 2016	Pending	
<b>4</b>	<b>CONSULTING SERVICES (Firms)</b>										
4.1	Activity 1-1: Material development	360,000	See comments		100%	0%			October in 2013		Not a contract, through MOU with 15 institutions at maximum
4.2	Activity 1-2: Coordination of material development	165,000	CQS	n/a	100%	0%		N/A	October in 2013	Pending	
<b>5</b>	<b>CONSULTING SERVICES (Individual)</b>										
5.1	Activity 2: development of governance /funding framework and Legal formalization	99,900	IICC	n/a	100%	0%	No	N/A	October in 2013	Pending	
5.2	Activity 2: development of governance /funding framework and Legal formalization	50,100	IICC	n/a	100%	0%	No	N/A	October in 2013	Pending	
5.3	Activity 3-1: selection of the hosting country	15,000	IICC	n/a	100%	0%	No	N/A	October in 2013	Pending	3 consultants, 5,000 for each consultant

<sup>1</sup> **Goods and Works:** ICB: International competitive bidding; LIB: limited international bidding; NCB: national competitive bidding; PC: price comparison; DC: direct contracting; FA: force account; PSA: Procurement through Specialized Agencies; PA: Procurement Agents; IA: Inspection Agents; PLFI: Procurement in Loans to Financial Intermediaries; BOO/BOT/BOOT: Build, Own, Operate/Build, Operate, Transfer/Build, Own, Operate, Transfer; PBP: Performance-Based Procurement; PLGB: Procurement under Loans Guaranteed by the Bank; PCP: Community participation procurement. **Consulting Firms:** QCBS: Quality- and Cost-Based Selection QBS: Quality-Based Selection FBS: Selection under a Fixed Budget; LCS: Least-Cost Selection; CQS: Selection based on the Consultants' Qualifications; SSS: Single-Source Selection. **Individual Consultants:** NICQ: National Individual Consultant selection based on Qualifications; IICC: International Individual Consultant selection based on Qualifications.

\* Amounts presented include financing from both IDB funds: Broadband Special Fund (BBD-OC) and Knowledge Partnership Korea Fund for Technology and Innovation (KPK).