Bridging Infrastructure Gaps

Mapping the infrastructure gaps

And Needs of communities

Elaborating a Business plan and find funding

Defining priority infrastructure projects

ICT Infrastructure Business Planning Toolkit

- Business planning as a policy tool
- The toolkit
- Training sessions

What is a Business Plan?

- A tool for estimating the economic value of an infrastructure project
- A tool for project evaluation (economic viability)
- Main Variables: demand, revenues, investments, operational expenditures and cost of capital

ICT Infrastructure Business Planning Toolkit

Regulator / Policy Maker

Infrastructure Gaps

Different Types of Projects and Strategies to fulfill the gaps

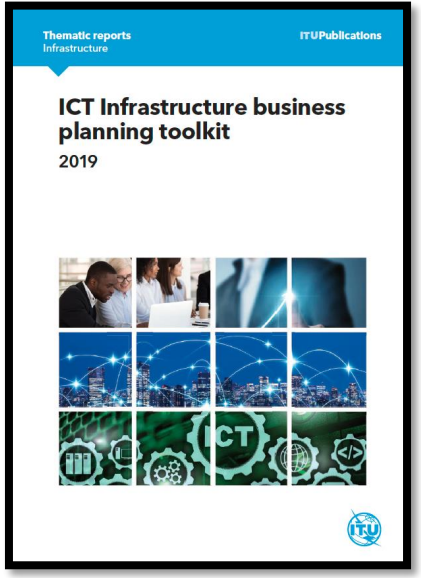
- estimating the economic value of an infrastructure project
- project evaluation (economic viability)

http://itu.int/go/bptoolkit

Business Plan

Appropriate Answers about Projects

ICT Infrastructure Business Planning Toolkit



A comprehensive evaluation of the economic attractiveness of the project:

Demand - *defines the market dimension of the proposed project*

Revenues - *estimates all expected revenues related with the infrastructure project*

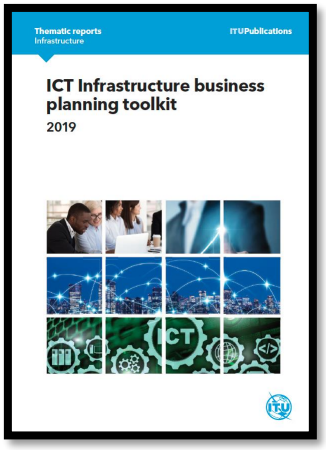
Operational Expenditures (OPEX) – measures *all operating and maintenance expenses related to the network*

Investments – Capital Expenditures (CAPEX) - estimates *investments in all networks infrastructure required for service provision*

Cost of Capital (weighted average cost of capital WACC) – *considers opportunity cost of investing in the project*

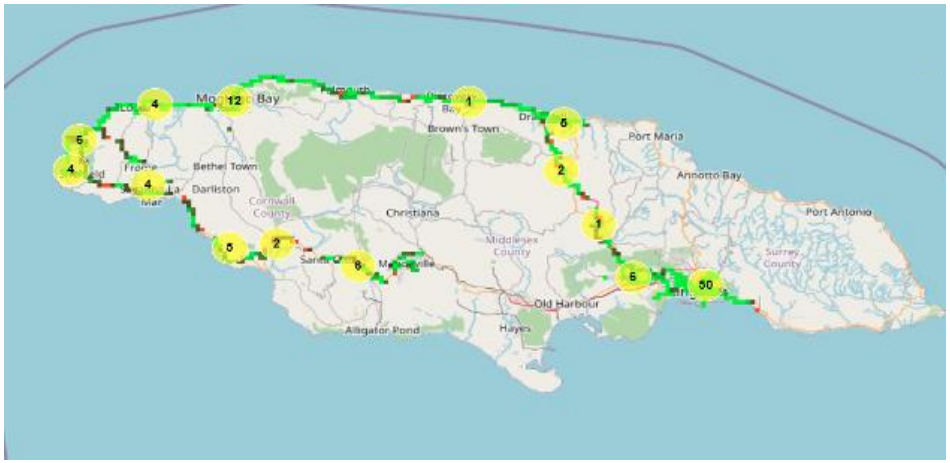
Financing Mechanisms: analyses and proposes the best sources of funding according to the project nature

ICT Infrastructure Business Planning Toolkit



A methodology well-tested by the ITU in other countries to assist evidence-based decisions on telecom infrastructure policy:

- **Nicaragua**
- **Tanzania**
- **Namibia**
- **Jamaica**



The Toolkit

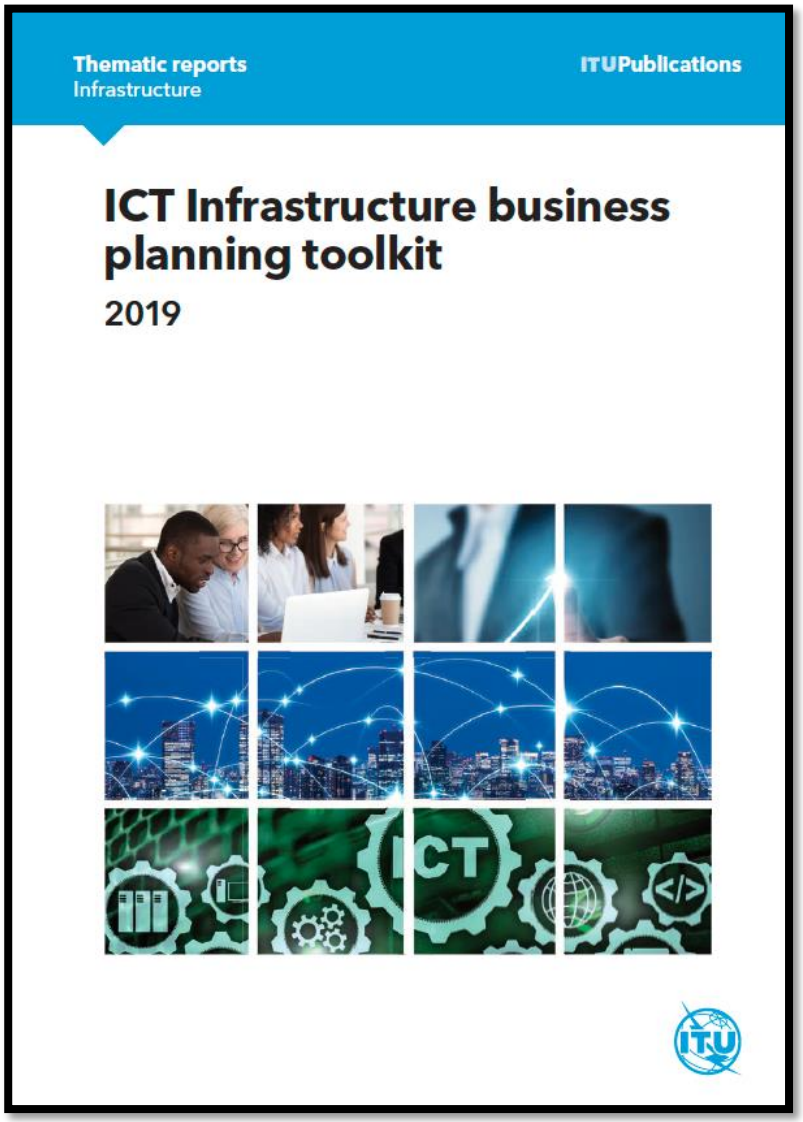


Table of Contents

The Toolkit

1 Broadband business planning
- 1.1 The business plan
- 1.2 Challenges in developing a business plan
- 1.3 Business planning as a public policy tool

2 Estimating demand for broadband services
- 2.1 Estimating demand through econometric methods
- 2.2 Estimating demand through the Delphi method
- 2.3 Decomposition of demand into different segments
- 2.4 Estimating the market share of the potential new operator

3 Estimating revenues from broadband service provision
- 3.1 Estimating revenue for mobile broadband projects
- 3.2 Estimating revenue for fixed broadband projects
- 3.3 Estimating revenue for transport network projects
- 3.4 Revenue behaviour throughout the project

The Toolkit

4 Estimating investments in broadband networks (CAPEX)
- 4.1 Mobile broadband access networks
- 4.2 Fixed broadband access networks
- 4.3 Transport networks

5 Estimating operational expenses (OPEX) for broadband service provision
- 5.1 Using cost models to estimate OPEX
- 5.2 Using past costs and expenses to estimate OPEX
- 5.3 Using benchmarks to estimate OPEX

6 Estimating weighted average capital cost (WACC)

7 Financing mechanisms to enable broadband infrastructure projects
- 7.1 Project and licensing financing mechanisms
- 7.2 Infrastructure deployment financing mechanisms
- 7.3 Service provision financing mechanisms

The Toolkit Training Session (2020)

- Dates: 27/10 - 11/12/2020 (7 weeks)
- Audience: 42 policymakers / regulators from 20+ countries, chosen from a list of 150+ candidates
- Modality: remote learning (ITU Academy)
- Structure:
  - Phase I - Theory
    - 9 live lectures
    - Final examination
  - Phase II – Business Planning Clinic
    - BP of a real infrastructure project
    - Individual mentoring sessions
    - Project presentations

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The Toolkit Training Session 200

- BP Clinic Projects
  - 4G Mobile Broadband in mid-size towns and rural villages of
    - Nicaragua
    - Tanzania
    - Namibia
    - Jamaica

The Toolkit Training Session 2021

- Europe region
- Africa region

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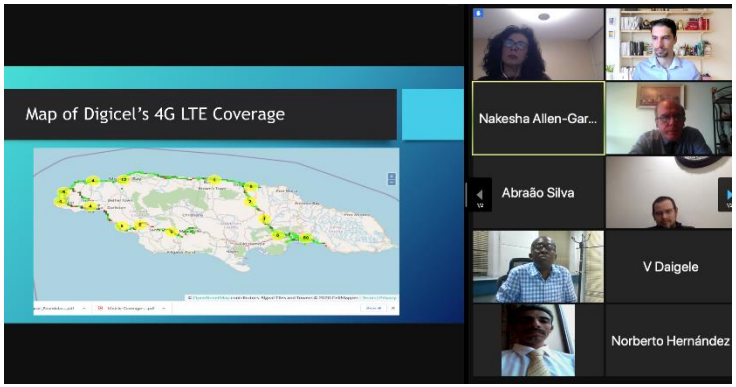
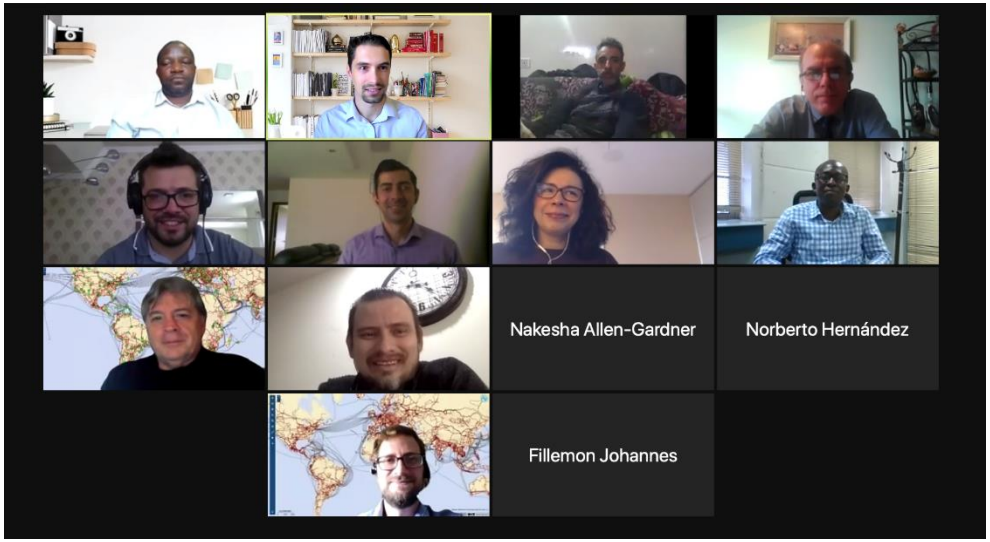
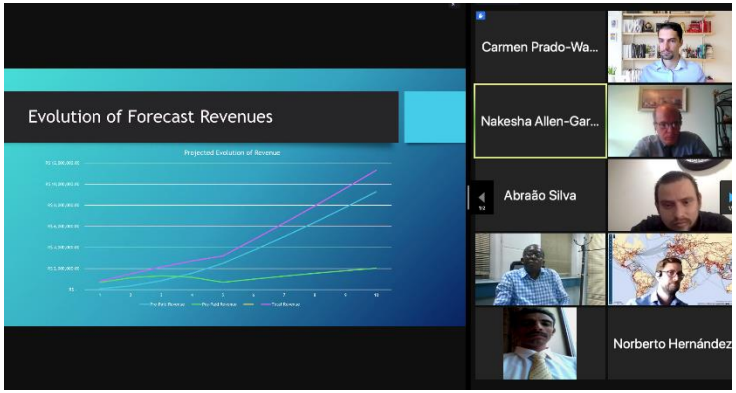
The Toolkit Training Session







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