

ITU Policy and Economic Colloquium (IPEC-20)

ICT Infrastructure Business Planning Toolkit (2019)

Tiago Prado

ITU Expert

pradotia@msu.edu

Agenda

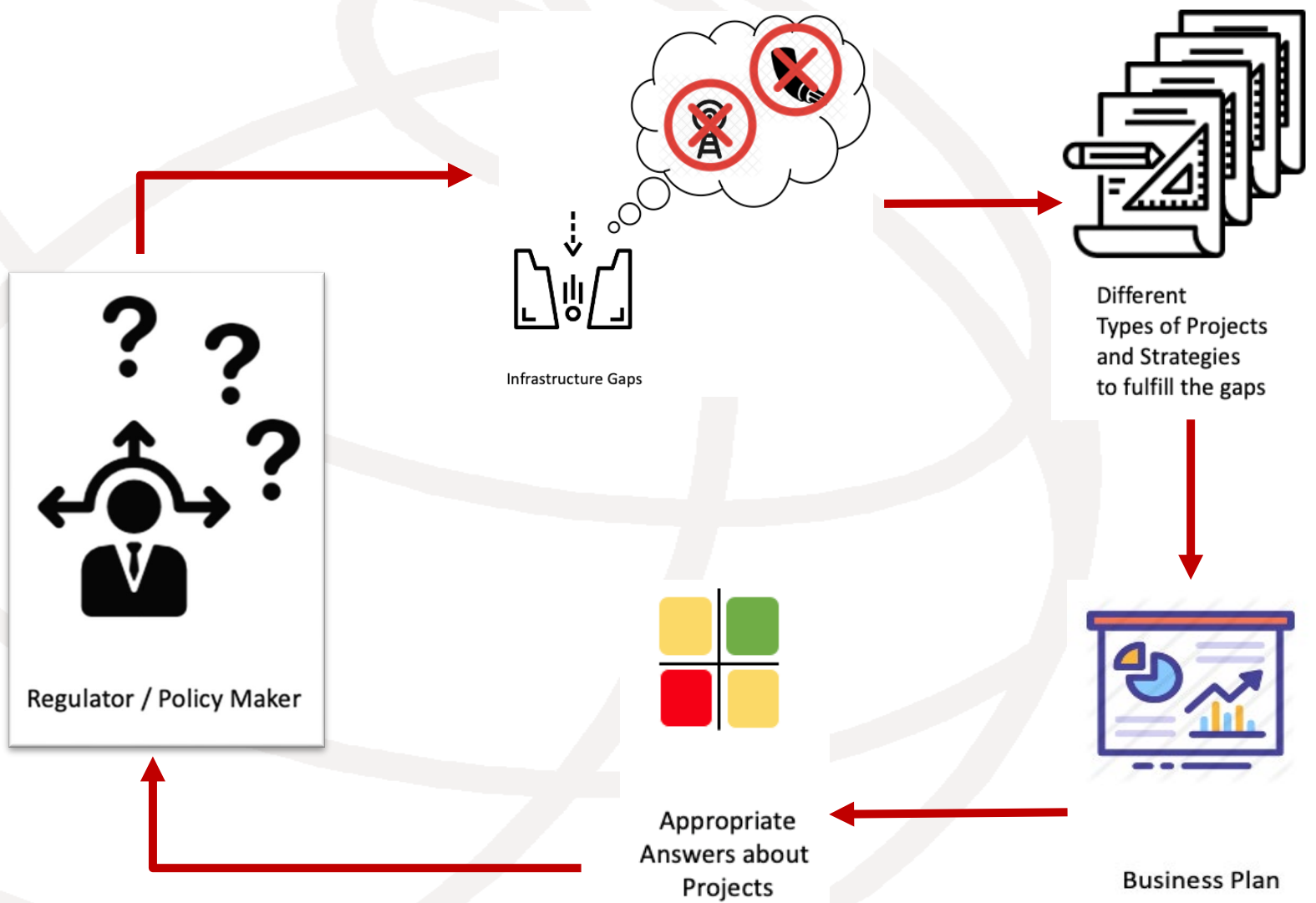
- Business planning as a policy tool
- The toolkit
- The upcoming training session

Business planning as a public policy tool

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

Business planning as a public policy tool



The Toolkit

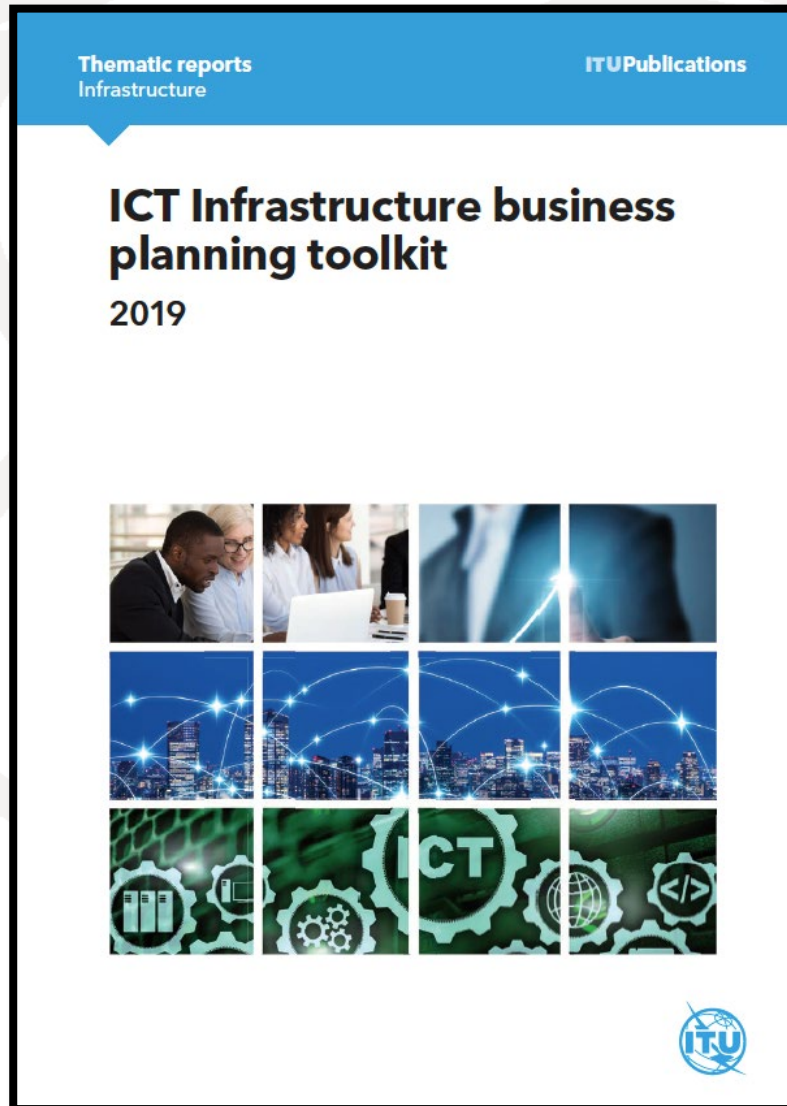


Table of Contents

Foreword	iii
1 Broadband business planning	1
1.1 The business plan	4
1.2 Challenges in developing a business plan	7
1.3 Business planning as a public policy tool	8
2 Estimating demand for broadband services	9
2.1 Estimating demand through econometric methods	11
2.2 Estimating demand through the Delphi method	13
2.3 Decomposition of demand into different segments	14
2.4 Estimating the market share of the potential new operator	16
3 Estimating revenues from broadband service provision	18
3.1 Estimating revenue for mobile broadband projects	18
3.2 Estimating revenue for fixed broadband projects	18
3.3 Estimating revenue for transport network projects	20
3.4 Revenue behaviour throughout the project	20
4 Estimating investments in broadband networks (CAPEX)	20
4.1 Mobile broadband access networks	21
4.2 Fixed broadband access networks	26
4.3 Transport networks	36
5 Estimating operational expenses (OPEX) for broadband service provision	37
5.1 Using cost models to estimate OPEX	37
5.2 Using past costs and expenses to estimate OPEX	40
5.3 Using benchmarks to estimate OPEX	41
6 Estimating weighted average capital cost (WACC)	43
7 Financing mechanisms to enable broadband infrastructure projects	50
7.1 Project and licensing financing mechanisms	51
7.2 Infrastructure deployment financing mechanisms	52
7.3 Service provision financing mechanisms	52
8 Conclusions	53
List of acronyms	55
Bibliography	57

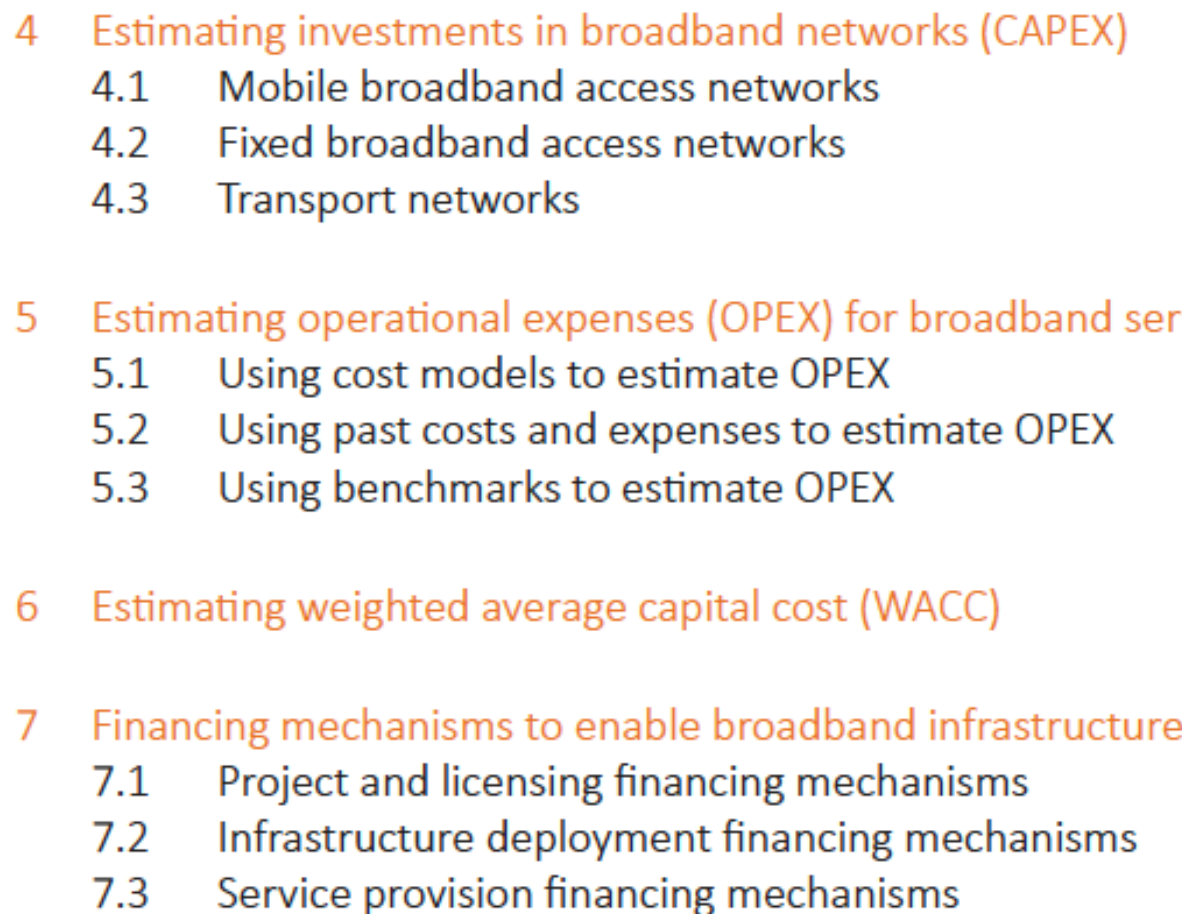
The Toolkit

- 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

- Dates: 26/10 – 11/12/2020
- Audience: policymakers / regulators
- Modality: remote learning
- Structure:
 - 9 live lectures (Tue/Thu/Fri)
 - Final examination
 - Final project (BP of a real infrastructure project)
 - 40 hours of individual mentoring sessions
 - Project presentations

The Toolkit Training Session



ITU Academy
Empowering minds

[Home](#) | [About](#) | [Centres of Excellence](#) | [Training courses](#) | [Main activities](#) |

Training overview

Full catalogue ▼

By date

By registration method


By training type

By topic


By region

By language


ITU Training on Business Planning for ICT Infrastructure development

 **REGISTRATION**


Start Date: **23 Sep 2020**
End Date: **23 Oct 2020**

 **EVENT DATES**


Start Date: **26 Oct 2020**
End Date: **11 Dec 2020**

 **LOCATION**


The Americas

 **TRAINING TOPICS**


- **ICT/Telecom Regulation**
- **Wireless and fixed broadband**

 **TRAINING TYPE**


Online instructor led

 **LANGUAGES**


English

 **EVENT ORGANIZER**

ITU

 **EVENT MAIL CONTACT**

hcbmail@itu.int

 **TUTORS**

- **Tiago Sousa Prado**
- **Abraão Silva**

Price

\$0.00

APPLY HERE

ITU Policy and Economic Colloquium (IPEC-20)

Thank you!

Tiago Prado

ITU Expert

pradotia@msu.edu