

# Technical Assistance: Equatorial Telecom Broadband Network

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## ✦ BUSINESS OPPORTUNITY OVERSEAS

The Grantee invites submission of qualifications and proposal data (collectively referred to as the “Proposal”) from interested U.S. firms that are qualified on the basis of experience and capability to execute Technical Assistance for the development of a broadband network backbone and business plan for the Brazilian telecommunications company Equatorial Telecomunicações S.A.

## Project Background

The technical assistance would enable Equatorial Telecom to expand its fiber optic network, identify prospective investment partners and develop a business model for operating the network.

## About the Grantee

Equatorial Telecom is the telecommunications sector arm of Equatorial Energia Group, a holding company that is publicly traded in Brazil, operating in the Brazilian electricity sector. Equatorial Telecom was originally created in 2012 to integrate, manage, and oversee the group’s telecommunications assets, but in 2018 was restructured to allow for independent expansion and provision of services to the broader telecommunications market.

## About the Technical Assistance

Equatorial Telecom seeks technical assistance to develop detailed plans to: 1) expand its existing fiber optic network to provide high-quality broadband communication infrastructure and services to its clients; 2) identify potential partners to share in the investment and operating costs through the rental of dark fiber or infrastructure (poles, ducts, cabinets, etc.); and 3) develop a business plan for building and operating the network. Broadband network expansion in Equatorial Telecom’s service territory would allow more citizens to access distance learning, telemedicine and e-government services. This expansion

would also require a dedicated data center and back-up data solution. The technical assistance would develop designs and specifications for a new data center and back-up facility (and/or cloud storage) to support the company's new expanded network and services.

The U.S. firm selected will be paid in U.S. dollars from a \$873,650 grant to the Grantee from the U.S. Trade and Development Agency.

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