



## Training Course Outline

ITU

Title	Business Planning for ICT Infrastructure Development – 5G Networks for Latin American countries
Modality	Blended (F2F and online)
Level	Advanced
Dates	3 July – 11 August 2023 online 27,28 (morning) September 2023 in San José, Costa Rica
Duration	7 weeks <ul style="list-style-type: none"><li>- 6h/week during weeks 1,2,3</li><li>- 6h/week in total during weeks 4, 5, 6, 7</li><li>- 9 hours of in-person workshop in Costa Rica</li></ul> 51 hours total
Language	Spanish
Region	Americas
Registration type	Application and selection
Registration deadline	24 June 2023
Training fees	Free (Participants must pay their expenses in the face-to-face sessions in Costa Rica (27 & 28 September)).
Description	The Business Planning for ICT Infrastructure Development training course offers regulators, policymakers, and stakeholders a practical approach for the accurate economic evaluation of broadband infrastructure installation and deployment plans in urban and rural areas, using 5G networks technologies.

Training topics	ICT/Telecom Regulation Wireless and fixed broadband
Certification	Certificate
Code	23BD100234AMS-S

## 1. TARGET POPULATION

Regulators and government officials seeking to gain a deep understanding of ICT Business Planning design and implementation.

## 2. ENTRY REQUIREMENTS

Participants should have Spanish language and Microsoft Excel intermediate level knowledge, as well as good knowledge of the main gaps in the telecommunication/ICT's infrastructure of their country.

The selection of candidates is at the discretion of the Programme Committee. Due to the nature of the training, the number of participants will be limited to **a total number of 40 from a maximum of 15 countries**. The training course is open only to professionals from regulatory authorities and ministries from the Latin America Region. It will be only in Spanish language.

Confirmation of selection will be provided by **29 Jun 2023**.

## 3. TRAINING OBJECTIVES

The Business Planning for ICT Infrastructure Development training course offers regulators, policymakers, and stakeholders a practical approach for the accurate economic evaluation of broadband infrastructure installation and deployment plans in urban and rural areas, using 5G networks technologies.

The expert guidance offered in this course is based on the ITU ICT Infrastructure Business Planning Toolkit and has the aim at facilitating the development of a credible and coherent business plans adaptable to a wide range of broadband infrastructure deployment projects.

The main objective of this hands-on training is to build knowledge and skills of participants on the principles of business planning and practicing it, in the context of supporting policy and regulatory decision-making on infrastructure development.

It will discuss the main aspects related to the theme, such as: estimation of demand, expected revenues and operational costs, definition of parameters related to investments and definitions related to the Weighted Average Cost of Capital (WACC). There is also a specific section aimed at identifying public mechanisms for financing ICT infrastructure projects.

**Upon completion of this course, participants will be able to:**

- Summarize theories related to how to evaluate projects by using the Net Present Value (NPV) of a cash flow;
- Apply practical methodology for the accurate economic evaluation of broadband infrastructure installation and deployment plans;
- Analyze the principles and technical practices related to building business plans that support policy and regulatory decision-making for infrastructure development.
- Explain the main aspects regarding using business planning as a public policy tool;
- Analyze and compare different infrastructure projects;
- List the key elements for a successful business planning implementation for ICT infrastructure development (estimating demand, revenues, CAPEX, OPEX and WACC);
- Explain the financing mechanisms for the implementation of a broadband public policy.
- Identify, quantify and objectively compare different infrastructure projects in order to evaluate a given public policy based on solid technical parameters;

- Estimate the demand for broadband services;
- Estimate the revenues from broadband services provision;
- Estimate the investments required to deploy fixed and mobile broadband networks;
- Estimate operational expenses related to the provision of broadband services;
- Estimate the weighted average capital cost (WACC) of a broadband infrastructure project;
- Analyze the financing mechanisms related to broadband infrastructure projects.

## 4. METHODOLOGY

The training course is proposed to be taught in two phases.

- In the first phase (three weeks) the ICT Business Planning Toolkit will be covered (where two modules of the toolkit will be presented each week);
- In the second phase there will be a Business Planning Clinic where participants will be divided into groups (five weeks); the groups will gather in-person for a day of business planning workshop.

In each week, the students will need to read proposed listed documents, execute practical exercises using the MS Excel, interact in a collaborative forum, and participate in an online chat to a wrap-up of the day and Q&A.

Throughout the days of the course, the instructor will be available to answer questions and provide feedback on practical exercises in a timely manner.

**Phase 1: Three weeks duration classes: 6h/week** online class (2.5h per day); **1h/week** for online chat (following each of the training days).

**Phase 2: Business Planning Clinics:** During this phase, participants will be divided in groups and be assigned a chapter to run an assisted on the development of a real case Business Planning model.

1. Instruction and Planning (by group): 2 hours per group.
  - a. Explanation of the assistance and objectives of this exercise, and assistance to the countries on selecting the infrastructure projects that will be addressed.
2. Project Execution: 4 hours of mentorship per group
3. Project evaluation, findings' presentation: 1 hour/group
  - a. Including max. 5 minutes video interview with participants. The interview is a brief testimonial from each group on the overall training experience. The objective is to produce a short quick win to report back on the ITU impact achieved through this activity. The instructor must provide guidance and keep records of the recordings.
  - b. In this phase, the groups will gather in-person for a day (6h) of business planning workshop, where they will present the project output of Phase 2, receive feedback from the instructors, and from the participants of other groups in a collaborative exercise to enhance their projects. After the workshop, the Final Report of each group will be presented to the audience of the ITU IPEC LATAM.

Reference material: [ITU ICT Infrastructure business planning toolkit – 5G Networks](#), 2023.

## 5.ASSESSMENT AND GRADING

## **Phase 1 – Business Planning on-line sessions (100 points)**

Live Participation in Lectures: 30 points

Active Participation in the Forum: 20 points

Final Exam: 50 points

Passing Score: 70%

**ITU Academy Certificate**

## **Phase 2 – Business Planning Clinics (100 points)**

Final Exam: Clinics Results Presentation

Passing Score: 70% (Only those present at the face-to-face sessions in Costa Rica may approve.)

**ITU Academy Certificate (Advanced level)**

## 6. TRAINING DETAILS & INSTRUCTIONAL APPROACH

	Week / Session	Activity	Exercises and interactions
First Phase-Certificate	Week 1	Training week 1 (6h) Forum Chat	Lectures : Tue/Thu 4 :00-6.30 pm (Brasilia Time GMT -3) Live Chat: Fri 4:00 - 5:00 pm (Brasilia Time GMT -3)
	Week 2	Training week 1 (6h) Forum Chat	Lectures : Tue/Thu 4 :00-6.30 pm (Brasilia Time GMT -3) Live Chat: Fri 4:00 - 5:00 pm (Brasilia Time GMT -3)
	Week 3	Training week 3 and Final Exam (6h)	Lectures: Tue/Thu 4:00-6.30 pm (Brasilia Time GMT -3) <b>Exam: Independent, online (until 15 July)</b>
Second Phase Certificate (Advanced level)	Week 4	<i>Introduction of the Phase 2: Business Planning Clinic</i>  <i>Phase 2.1 – Instructions (6h/group)</i>	Dates and times to be defined.
	Week 5	<i>Phase 2.2 a – Clinic (6h/ group)</i>	Dates and times to be defined.
	Week 6	<i>Phase 2.2 b – Clinic (6h/ group)</i>	Dates and times to be defined.
	Week 7	<i>Phase 2.2 c – Clinic (6h/ group)</i>	Dates and times to be defined.
	Week 8	<i>Phase 2.2 d – In-person workshop (9h/ group)</i>	In-person workshop in Costa Rica: 27-28/09/2023 (9h)

## 7. TUTORS/INSTRUCTORS

Name of tutor(s)/instructor(s)	Title	Contact details
Mr Tiago Sousa Prado	Instructor 1	<a href="mailto:pradotia@msu.edu">pradotia@msu.edu</a>
Mr Abraão Balbino e Silva	Instructor 2	<a href="mailto:abraaogtr@yahoo.com.br">abraaogtr@yahoo.com.br</a>

## 8. TRAINING COURSE COORDINATION

ITU Coordinators
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