

# CM consultancy

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Proposal

# Content

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# Background

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- Assumptions:
  - Poor electricity connectivity;
  - Flat land in all 3 communities;
  - There is already existing fiber within the country with a redundancy plan;

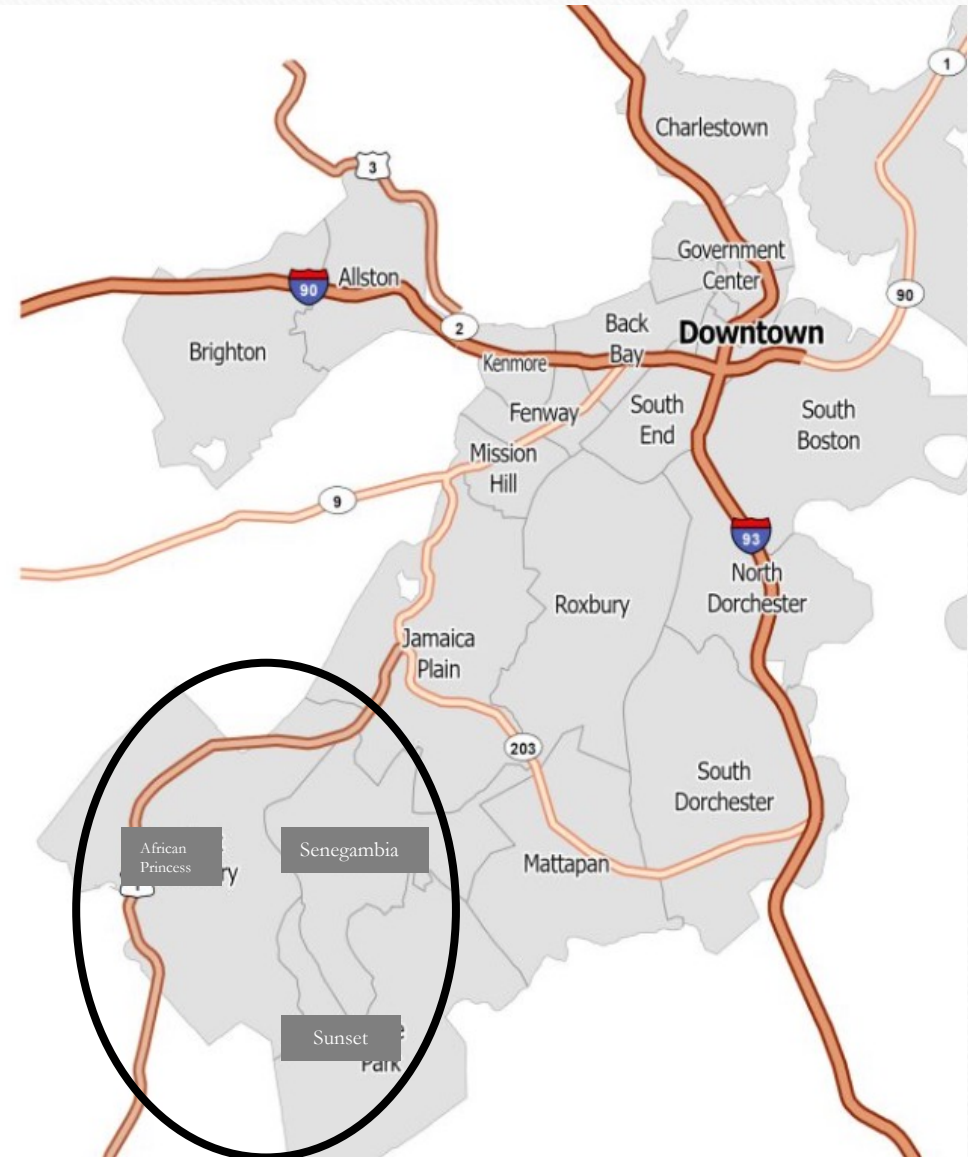
# Current situation

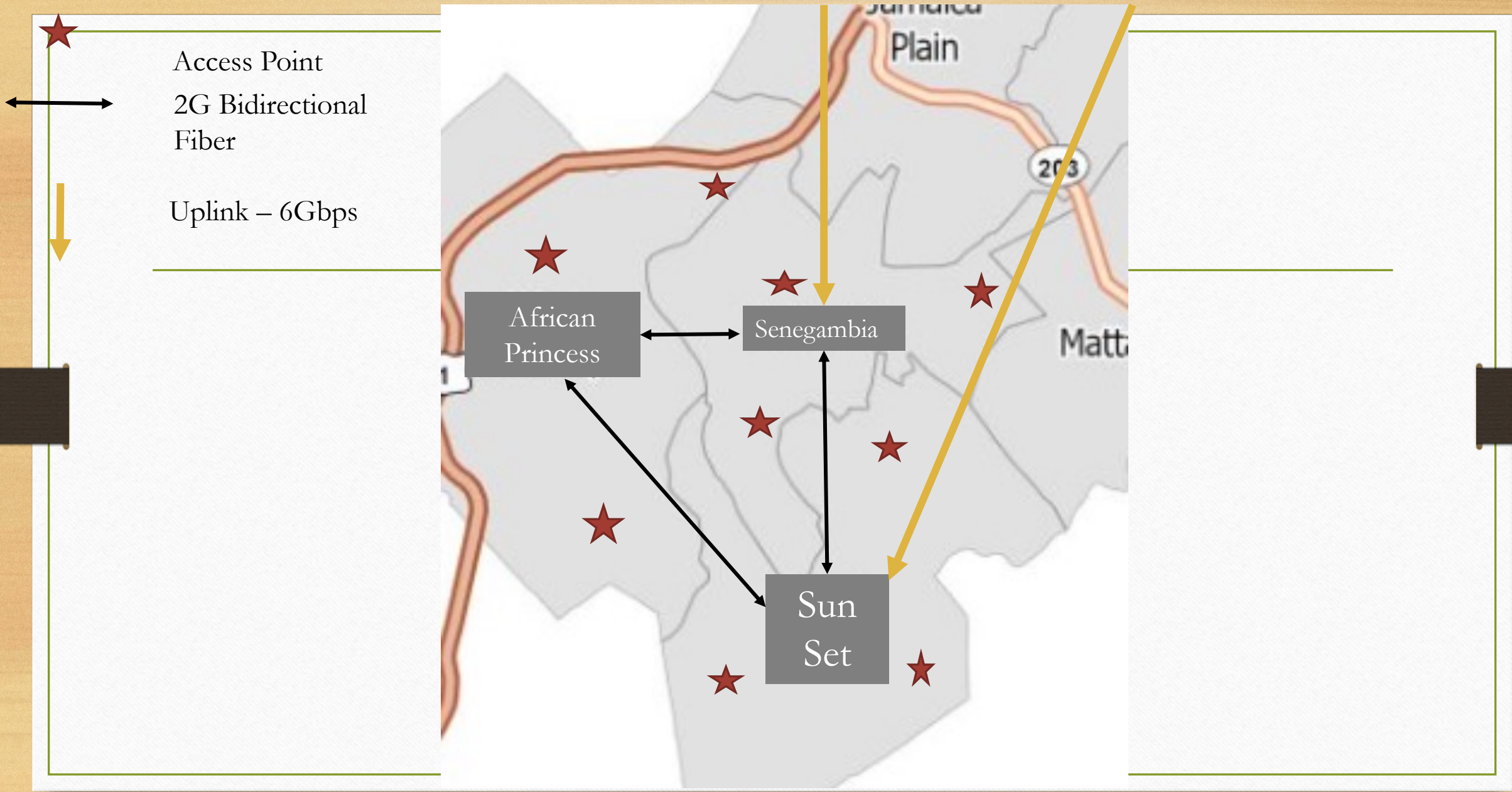
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- Three localities located in a rural area of 125 km<sup>2</sup>.
- Poorly served by the two mobile phone operators.
- Total coverage of 65% and an average penetration rate of 36%
- Population of 45,000, 15,750 of which don't have access to broadband.
- Country is landlocked.

# Technology

- We will be using a combination of technologies – Fiber and Radio.
- The 3 communities are going to be serviced by 12Gbps, which will be interconnected with the existing operators.
- Bidirectional Self healing ring, which will be used as backhaul to the communities. Uplink fiber due to unlimited bandwidth, good quality connection and secure.
- Within the individual communities we will recommend wireless broadband for distribution, with microwave radio technology:
  - Due to affordability
  - Quick deployment and scalable
  - More environmentally friendly





# Technical and Regulatory Environment

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- An enabling technical and regulatory environment is key to stir up investment and penetration.
  - Collaboration with ministry of energy should be encouraged to benefit from stable electricity within the entire region.
  - Promulgation of necessary legal instruments to improve the regulatory environment
    - Infrastructure Sharing Regulations
    - Technology neutrality
    - Interconnection regulations to ensure competitive pricing
    - Open Market