



REQUEST FOR EXPRESSIONS OF INTEREST
CONSULTING SERVICES
BANK-EXECUTED OPERATIONS
FULL COMPETITIVE SELECTION PROCESS

PROJECT NAME: Connectivity and Digital Infrastructure Initiative

SELECTION PROCESS #: ES-T1386 -P001

SELECTION METHOD: Full Competitive

COUNTRY:

- El Salvador
- Peru
- Regional

SECTOR OR DEPARTMENT: IFD/CMF

TC NAME: Support to the digital infrastructure in El Salvador

FUNDING – TC #:

- ATN/KK-21643-ES
- ATN/KK-20725-PE
- ATN/OC-20972-RG

LINK TO TC DOCUMENT:

- <https://www.iadb.org/en/project/ES-T1386>
- <https://www.iadb.org/en/project/PE-T1571>
- <https://www.iadb.org/en/project/RG-T4494>

Attention Consulting Firms: Important Update Regarding BEO Bidder Portal Registration

Effective July 1, all consulting firms, both new and previously registered in the [BEO Portal](#), **must add their Business Partner Number (BP Number)** to their organization's profiles to participate or continue participating in a BEO procurement process.

Please refer to the [FAQs](#) in the Portal for more details on "**How to Find or Obtain Your BP Number**".

Avoid delays by not waiting until the last moment to complete this update. This process may take up to **48 hours** to complete and could prevent your organization from participating in a BEO Process.

For further questions or assistance, use the [live chat](#) on the BEO Bidder Portal page or email us at ocs.procurement@iadb.org

The Inter-American Development Bank (the Bank) was established in December of 1959 to help accelerate economic and social development in Latin America and the Caribbean. Today, the Bank is a major catalyst in mobilizing resources for the region (For more information about the Bank, please refer to the Bank's website at www.iadb.org.)

Section 1. Purpose of this Request for Expression of Interest



1.1 The Bank is executing the above-mentioned project. The Bank intends to contract consulting services described in this Request for Expressions of Interest (REOI). The purpose of this REOI is to obtain sufficient information to enable the Bank to evaluate if the eligible consulting firms (CF) have the experience and qualifications relevant to provide the consulting services requested by the Bank.

1.2 As defined in the Corporate [Procurement Policy \(GN-2303-33\)](#), participating CF must be from a Bank's Member Country¹ or Territory² to be eligible to submit an Expression of Interest (EOI). The Bank will conduct the shortlisting process of the CF that expressed interest. The shortlisted CF will then be invited to continue further in the procurement process.

1.3 This REOI is not to be construed as either an RFP or an offer to contract and in no way obligates the Bank to contract anyone. The Bank reserves the right to reject any and all participating CF for any or no reason without having to provide an explanation. The Bank does not bind itself in any way to select any participating consulting firm. No debrief will be provided as to why CF have or have not been shortlisted.

Section 2. Instructions to the eligible consulting firms

2.1 Expressions of interest must be delivered using the *Bidder Portal for the Selection and Contracting of Consulting Firms for Bank-Executed Operations* (the Portal) (<http://beo-procurement.iadb.org>) by: *Sep 18 2025*, 5:00 P.M. (**Washington, D.C., Time**) in PDF format only (Max. 45MB).

2.2 To access the Portal, the CF must generate a registration account, including **all** the data requested by the Portal. In the event that any of the information requested is not included, the consulting firm will not be able to participate in this or any other Bank-executed selection process for operational work. If the consulting firm has been previously registered, please validate that you have **all** the consulting firm's information updated and complete before submitting an EOI.

2.3 Eligible CF may partner in the form of a Consortium/joint venture (JV) to enhance their qualifications. Such Consortium/JV shall appoint one of the CF as the

¹ **Member Countries:** Argentina, Austria, Bahamas, Barbados, Belgium, Belize, Bolivia, Brazil, Canada, Colombia, Costa Rica, Chile, Croatia, Denmark, Dominican Republic, Ecuador, El Salvador, Finland, France, Germany, Guatemala, Guyana, Haiti, Honduras, Israel, Italy, Jamaica, Japan, Mexico, Netherlands, Nicaragua, Norway, Panama, Paraguay, People's Republic of China, Peru, Portugal, Republic of Korea, Slovenia, Spain, Suriname, Sweden, Switzerland, Trinidad & Tobago, United Kingdom, United States, Uruguay and Venezuela.

² **Eligible Territories:** a) Guadeloupe, French Guiana, Martinique, Reunion – as Departments of France; b) U.S. Virgin Islands, Puerto Rico, Guam – as Territories of the USA; c) Aruba – as a constituent country of the Netherlands; and Bonaire, Curacao, Saint Marten, Saba, St Eustatius – as Departments of the Netherlands; d) Hong Kong – as a Special Administrative Region of the People's Republic of China.



representative responsible for the communications, the registration in the Portal, and the submission of the corresponding documents.

2.4 Interested CF may obtain further information during office hours, 09:00 AM to 05:00 PM (**Washington, D.C. Time**), by sending an email to: enriqueig@iadb.org

Inter-American Development Bank

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2.5 The Bank hereby invites eligible CF to indicate their interest in providing the services described below in the draft Terms of Reference for the consulting services. Interested CF must provide information establishing that they have the necessary experience and are qualified to perform the services. So that all responses may be properly evaluated, eligible CF must include in their submissions the information requested in the following section, with full and clear explanations.

Section 3. Consulting Services

3.1 The consulting services include ***supporting the IDB's efforts to accelerate digital transformation in Latin America and the Caribbean by improving access to high-quality digital infrastructure, enhancing telecom regulatory frameworks, promoting informed policymaking through robust data collection and analysis, conducting pre-feasibility studies for strategic infrastructure deployment (including broadband, 5G networks, rural connectivity solutions, and data centers), and strengthening geospatial (GIS) capabilities for infrastructure planning and investment prioritization.***

3.2 Although there is no standard format for presenting an Expression of Interest, eligible CF must submit an EOI containing the following information:

- 1) Basic Information—Provide the official name of CF, the contact's name, email address, phone numbers, and office address (es) of the key contact (s) responsible for the EOI.
- 2) Background—Provide a description of the CF. The CF may include brochures or documents that provide information about its organization, history, mission, structure, and number of staff.

- 3) Experience related to the requested consulting services—Provide all kinds of evidence the CF considers appropriate to show its experience and expertise in delivering services similar to those described in Annex A, Terms of Reference (e.g., brochures, reports, studies, description of similar assignments, references to cases in which it has provided similar services, experience in similar conditions, availability of appropriate skills among staff, etc.)

3.3 Estimated budget: **860,916 USD**

ATN	MONTO
ATN/KK-21643-ES	600,000 USD
ATN/KK-20725-PE	150,000 USD
ATN/OC-20972-RG	110,916 USD

Annex A. Draft Terms of Reference

Please note that the attached Terms of Reference may be subject to changes by the Bank. The CF that have been shortlisted will be notified of these changes.

ANNEX A – Terms of reference

CONNECTIVITY AND DIGITAL INFRASTRUCTURE INITIATIVE

TERMS OF REFERENCE

1. Background Information

Digital infrastructure – including broadband internet networks, telecommunications systems, and data centers – is widely recognized as a cornerstone of modern economic and social development. High-speed connectivity drives productivity, fosters innovation, and enables critical services in education, healthcare, finance, and government. In Latin America and the Caribbean (LAC), for example, a 10% increase in broadband penetration is associated with roughly a 3.19% rise in GDP, a 2.61% increase in productivity, and the creation of tens of thousands of new jobs.

Conversely, gaps in digital access exacerbate social inequalities and limit opportunities for growth, making investments in connectivity a high priority for the region’s development. The Inter-American Development Bank (IDB) has made digital infrastructure a strategic priority in its mission to promote sustainable development in LAC. Through initiatives such as the IDB’s digiLAC portal – a virtual platform designed to consolidate key data (indices, maps, and infrastructure reports) on broadband development across LAC countries– the Bank publishes knowledge products that highlight connectivity challenges, opportunities, and best practices. These knowledge resources support policymakers by providing data-driven insights into each country’s digital readiness and needs, and guide IDB’s investments and technical assistance aimed at closing the digital divide in the region.

Improving digital infrastructure is integral to global development agendas such as the United Nations



Sustainable Development Goals (SDGs). In particular, SDG 9 (Industry, Innovation and Infrastructure) emphasizes the importance of building resilient infrastructure and fostering innovation – which includes expanding access to information and communication technologies. International efforts led by organizations like the ITU and the UN Broadband Commission, along with multilateral development banks, are aligned with SDG targets (e.g. substantially increasing access to ICT and providing universal and affordable internet access in least developed countries) to ensure that digital infrastructure development contributes to inclusive growth and opportunity for all. Given this context, the IDB is launching a Connectivity and Digital Infrastructure Initiative to accelerate the expansion of high-quality digital services in LAC. These Terms of Reference (TOR) outline the activities and responsibilities of a consulting firm (or firms) that will support this initiative by collecting data, reviewing information, and providing expert analysis on digital infrastructure across the region. The IDB’s team will address a broad range of country and regional connectivity information needs.

Due to the wide scope and multi-year timeline of potential tasks, the Bank intends to work with one or several firms under a Framework Agreement (Master Services Agreement). A Framework Agreement allows the IDB to contract an indefinite quantity of services (within the general scope of work described) during a fixed term, at predetermined rates and under agreed terms and conditions. Specific requirements will be defined in individual work orders. The framework contract will cover a period of three (3) years, and work orders issued under it will be executed based on the agreed unit rates and the specific expertise required for each task. Consulting firms are invited to submit proposals for this Framework Agreement, and it is expected that up to four firms may be selected on the basis of technical competence and competitive pricing. The purpose of using a framework contracting approach is to streamline procurement and avoid repeating the full contracting process for each new assignment. A firm that is awarded a framework agreement will not be guaranteed a set quantity of work. Instead, the firm will be pre-qualified for the three-year term to participate in competitive work order calls.

For each specific assignment, the IDB will invite the pre-selected firms to submit a brief proposal (including proposed team and pricing) in response to a work order request. The IDB will then award the work order based on factors such as price, the expertise and local experience of the proposed team, and the proposed timeline. This mechanism will enable the Bank to quickly mobilize specialized expertise for connectivity projects while maintaining transparency and value for money.

2. Services to be Performed

2.1. Purpose

The IDB seeks to improve digital connectivity in LAC as a means to catalyze inclusive economic growth and social development, consistent with the objectives of SDG 9. The purpose of this consultancy is to support that goal by working with regional digital infrastructure experts to:

- Make digital infrastructure and connectivity data more readily available – gathering up-to-date information and consolidating it in accessible formats for decision-makers.
- Support the IDB’s internal GIS-based connectivity mapping platform
- Increase confidence in the quality of connectivity information – validating and cross-checking data to ensure accuracy and reliability of the insights provided.
- Review telecom regulatory and policy frameworks.
- Conduct feasibility studies to support digital and data infrastructure projects.

2.2. Scope

The consulting firm (hereafter “the firm”) will work closely with the IDB Project Team to provide expert support in the broad areas of digital infrastructure data analysis, telecommunications policy advisory, and pre-investment studies. The scope of services includes tasks related to expanding broadband access, fostering emerging technologies (such as 5G and data centers), and strengthening enabling regulatory

frameworks. In particular, the firm will be expected to perform the following activities:

- Collect and organize existing data on digital infrastructure and connectivity for target countries – for example, compiling broadband coverage and quality metrics, telecom market statistics, and inventories of infrastructure assets (fiber optic networks, towers, internet exchange points, data centers, etc.).
- Propose methods to measure or estimate key indicators where data gaps exist – developing methodologies to calculate connectivity indicators (e.g. broadband affordability, download speeds, network latency, rural connectivity rates) in cases where such data is not regularly collected by national authorities.
- Calculate and update agreed indicators – applying the above methodologies and leveraging international benchmarks (e.g. ITU, World Bank data) to produce a set of standardized connectivity indicators for each country, as agreed with the IDB.
- Analyze data for trends and gaps – examining the compiled information to identify trends, disparities, and gaps in digital infrastructure development (for instance, areas with low broadband penetration, underserved communities, or lags in 4G/5G adoption).
- Recommend actions based on analysis – using the data insights to suggest evidence-based actions or priorities (such as policy changes, investment focus areas, or pilot programs) that could help countries close connectivity gaps or modernize their digital infrastructure.
- Review telecom regulatory and policy frameworks – assessing the current telecommunications policies, regulations, and institutional frameworks in selected countries, and proposing reforms or best practices to promote investment, competition, and innovation in the digital sector (e.g. recommendations on spectrum policy, infrastructure sharing regulations, or digital inclusion programs).
- Conduct pre-feasibility studies for potential digital infrastructure projects – evaluating the viability of specific investments such as national broadband backbone expansions, last-mile connectivity solutions for rural areas, 5G network deployment strategies, or the establishment of regional data centers. This includes analyzing technical options, cost estimates, demand projections, and potential business models (public, private, or PPP).
- Develop GIS-based connectivity maps – using geospatial information systems to map existing infrastructure and service coverage (broadband availability, signal coverage, population distribution, etc.), and supporting the IDB's platforms (like digiLAC) to visualize infrastructure needs. These maps will help pinpoint unserved areas and model scenarios for infrastructure expansion.

In addition to the tasks above, the firm will be asked to populate or complete **questionnaires, databases, and template reports** provided by the IDB that are designed to:

- **Identify current connectivity trends and benchmarks** – for example, documenting each country's latest broadband penetration rates, average internet speeds, mobile network coverage, and adoption of emerging technologies, as well as comparing these metrics against regional averages or targets.
- **Contribute to policy dialogue with comparative insights** – providing policymakers with a global and regional frame of reference to highlight which institutional, regulatory, and legislative approaches have been successful in driving digital infrastructure investment and innovation. By benchmarking countries against peers, the firm's inputs will help identify conducive conditions and areas for improvement in each national context.
- **Measure country performance over time and against peers** – tracking progress on key connectivity indicators for each country, enabling the monitoring of improvements (or regressions) year over year, and facilitating healthy competition by showing how each country ranks relative to others in the region. This performance tracking is aimed at ultimately improving the climate for private sector investments and public sector interventions in the digital sector.

Specifically, the consultancy will deliver detailed, up-to-date information and analysis that:

- **Clearly outlines each country's digital development targets** – including any national broadband plans, digital agendas, or explicit government targets (for instance, a goal to achieve 90% internet access by 2030, or to deploy 5G in all major cities by a certain date).
- **Lists key policies, regulations, and initiatives in place** – identifying the laws, regulatory decisions, programs, and government initiatives that support those targets (such as universal service funds, national fiber-optic backbone projects, spectrum auction plans, or e-government strategies).
- **Provides a basis for scenario planning** – supplying the IDB Project Team with the necessary data and context to create scenarios or roadmaps toward achieving universal connectivity. For example, the firm's analysis may be used to model the investments required to connect the remaining unserved population or to evaluate the impact of adopting new technologies (like satellite broadband or 5G) under different conditions.
- **Identifies data gaps and information needs** – highlighting where countries lack robust data or tracking in their digital infrastructure (for instance, absence of granular maps of existing networks or inconsistent indicators across agencies) and suggesting improvements or tools (such as better data collection processes or integration of databases) to strengthen national digital information systems.

All activities should be carried out in close coordination with the IDB Project Team. The firm is expected to conduct independent research and, where necessary, engage in stakeholder consultations (including interviews, surveys, and meetings with relevant public officials, regulators, service providers, and other key stakeholders) to gather qualitative insights to complement the quantitative data. The IDB will facilitate introductions or communications with government counterparts when required, but the firm must plan and execute the work proactively, employing appropriate data collection and validation techniques to fulfill the objectives of each assignment.

2.3. REPORTS / OUTPUTS:

The consultancy's work will result in a variety of outputs and work products, depending on the specific assignments. Key activities and expected outputs include, but are not limited to:

- **Data repository updates:** Filling in and maintaining connectivity data repositories or databases (for example, updating the digiLAC database with the latest country indicators, or compiling datasets on telecom infrastructure inventories).
- **Questionnaire responses:** Completing structured questionnaires or survey instruments to gather standardized information from countries (these may be provided by the IDB or developed jointly, covering areas like policy frameworks, infrastructure statistics, etc.).
- **Analytical reports:** Developing written reports following IDB-provided templates – such as country diagnostic reports, market assessment studies, regulatory analysis reports, or feasibility study documents – that present findings and recommendations in a clear and standardized format.
- **Data analysis outputs:** Providing targeted analysis of data in response to specific research questions (e.g. analyzing the correlation between regulatory changes and broadband investment, or assessing demand data to prioritize infrastructure rollout). This may be delivered in short briefing notes, data visualizations, or technical memos as needed.
- **Methodology feedback:** Offering feedback and recommendations to improve the methodology for calculating connectivity indices and for collecting data. For instance, after using IDB's indicator framework, the firm might suggest new indicators, refine definitions, or propose better data collection approaches to enhance the quality of the overall digital development index.
- **Dissemination support:** Assisting in the organization, publication, and dissemination of knowledge products related to the project. This could include helping prepare presentation materials for workshops or conferences, participating in seminars to present the findings, and advising on how to effectively share the digital infrastructure maps or data dashboards with stakeholders at country or regional levels.



Examples of initial activities (first work orders under this framework) are anticipated to include the following (final deliverables for each will be subject to IDB's review and approval):

- **Digital Connectivity Gap Analysis Report:** One completed and IDB-approved country-level report diagnosing the state of connectivity in an assigned country. This report would cover current infrastructure, service coverage and quality, policy/regulatory environment, key gaps, and recommendations for improvement (analogous to an energy sector "RAGA" report, but focused on digital connectivity).
- **Broadband Infrastructure Mapping Database:** A comprehensive, cleaned, and validated database (and accompanying GIS maps) for an assigned country, detailing existing digital infrastructure (fiber networks, mobile towers, etc.), service availability, and capacity. This database should be delivered in a format compatible with the IDB's digiLAC platform or other specified data systems.
- **Country Digital Infrastructure Investment Plan:** One strategic roadmap for an assigned country outlining priority projects and investments over the next 5-10 years to accelerate digital infrastructure deployment. This plan would include proposed projects (e.g. national fiber-optic backbone extensions, rural connectivity programs, 5G small cell deployments, data center development), rough cost estimates, potential financing sources, and an implementation timeline. It would align with the country's development goals and the gaps identified in the diagnostic, serving a similar purpose to a country energy investment plan in the connectivity domain.

2.4. Project Schedule and Timeline

Timelines will be determined through the work order and associated bids by providing proposed work plans and total costs for that work order. Over the contract execution period, it is expected that there will be approximately three to six orders a year. Where shorter timelines are required, the winning firm will be able to put multiple consultants and/or experts on the project task.

Additional Expectations are that:

- The winning firm(s) identifies a range of cost depending on the type and number of experts assigned to meet work order objectives and timelines
- The winning firm must have the ability to provide local expertise to fulfill the work order objectives, either through separate contracting of local experts, local partnerships, or other mechanisms to obtain local access.
- The winning firm will provide reports in the native language of a country and must demonstrate an ability to work fluently in both Spanish and English
- Where travel is involved, indicative travel costs should be submitted with the Proposals to work orders. Specific travel costs and services costs will be submitted for each Work Order within the limits agreed with the firm. The Bank only recognizes economy class airfare costs.

2.5. Expected Deliverables

Deliverables will be requested and formalized through individual work orders under the Framework Agreement. These may include, but are not limited to: technical reports and studies (for example, connectivity diagnostics, market assessments, or regulatory gap analysis reports), slide presentations or other communication materials for stakeholders, updates to IDB's data platforms (such as uploading new broadband coverage maps or datasets), and completed data collection instruments (e.g. filled questionnaires or spreadsheets).



For each work order, the firm will be expected to prepare a brief Work Plan at the outset. The work plan will specify the start and end dates for the assignment, outline the key steps and methodology to be followed, and identify the stakeholders (especially government agencies, regulators, or local partners) that the firm will engage with to execute the work. The firm must coordinate with the IDB Project Team before contacting any government counterparts, to ensure proper protocols are followed. Along with the work plan, the firm will provide a detailed cost estimate for the work order, broken down by activity and team member. All work plans, stakeholder engagement lists, and budgets must be reviewed and cleared by the IDB Project Team before the work order is formally approved and launched. Throughout the execution of each work order, regular progress updates will be required (the frequency and format of these updates will be agreed upon in the work plan), and all final deliverables will be subject to the IDB's review and approval for quality assurance.

2.6. Professional profiles of the consulting firm

The consulting firm (**or consortium**) should possess a multidisciplinary team with proven experience in digital infrastructure projects. It will be expected that the firm's proposal and subsequent work demonstrate the following qualifications and capabilities:

- **Proven expertise in the telecommunications sector in LAC:** Experience with both public and private sector projects in areas such as broadband network deployment, telecom operations, and digital infrastructure investment in Latin America and the Caribbean. The firm should be familiar with the region's market dynamics and challenges in expanding connectivity.
- **Proven expertise in broadband network engineering and planning:** Strong technical knowledge of designing and optimizing telecommunications networks, including fixed broadband (fiber-optic backbone and access networks), mobile networks (4G/LTE and 5G), and last-mile connectivity solutions for remote or underserved areas (e.g. community networks, satellite links). Team members should include telecom engineers or network planners who have designed or evaluated large-scale network rollouts.
- **Proven expertise in ICT policy and regulation:** Demonstrated experience advising on or analyzing ICT regulatory frameworks – such as telecom licensing, spectrum management, infrastructure sharing, universal service funding, data protection, and other relevant policies. The firm should have expertise in regulatory reform processes and institutional strengthening in the digital sector, enabling it to assess and recommend improvements to client countries' policies.
- **Proven expertise in GIS and data analysis for infrastructure planning:** Capability to perform geospatial analyses and utilize mapping tools to inform infrastructure planning. This includes handling GIS software to map telecom infrastructure and coverage, as well as strong skills in data analytics (e.g. handling large datasets, conducting statistical analysis of market and demographic data) to support evidence-based recommendations.
- **Active presence in IDB member countries:** An established presence or network in LAC countries prior to the first work order. This could mean local offices, partnerships with local firms or experts, or a track record of projects in multiple countries in the region. Such presence is important to ensure local contextual knowledge, language capabilities (Spanish and/or Portuguese fluency), and the ability to mobilize quickly on the ground when needed.

In their proposal, firms should provide concrete examples of past projects and outputs that demonstrate the above expertise areas. Emphasis should be placed on experience within the LAC region and on tasks similar to those outlined in this TOR. The firm should also clearly indicate the countries in which it has previously worked or has local consultants available, as the IDB will favor firms that can leverage strong local expertise in the majority of IDB borrowing member countries.

2.7. Reporting

Unless otherwise notified by the Bank, Enrique Iglesias Rodríguez (enriqueig@iadb.org) shall act as the



Bank's designated representative for this Framework Agreement. The consulting firm will report to Enrique Iglesias Rodríguez (enriqueig@iadb.org) and Pau Puig (paup@iadb.org) of the IDB's Connectivity, Markets and Finance Division (IFD/CMF) (or any successor unit in charge of digital infrastructure initiatives). All technical coordination, deliverable submissions, and communications regarding this TOR will be managed through the IDB Project Team. The firm is expected to maintain frequent communication (via email, calls or meetings as agreed) to report on progress and align on any adjustments needed during the course of the work. Regular reporting requirements (such as weekly updates or monthly summary reports) will be defined in each work order's work plan, and a final completion report may be requested upon the conclusion of major assignments or the framework agreement as a whole.

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