Partnering for Digital Infrastructure Development

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Talking Points

- Understanding Public Private Partnerships
- Why PPP for Digital Infrastructure Development Now?
- The Challenges We Face
- The Opportunities We Create
- Business Models for PPP
- Final Words

Understanding PPP

- An arragement between the public and private institutions
- Different roles for each:
  - Financing and fund mobilization by private sector
  - Policy development and government project opportunities by public sector

Public-Private Partnership

Public   Came into a collaboration   Private

PPP for Infrastructure Development: Why Now?

- Digital transformation is not an option today
  - Have you heard of the regional integration initiative
- Digital transformation requires equal and fair access to digital infrastructure
- The private sector alone cannot do it alone any more
- The government needs to do more than just developing policies
- Local governments need to rethink their revenue generation models
- Time to do well by doing good
  - Safegaurd the environment by sharing the infrastructure
  - Local governments are well-positioned to manage a shared infrastructure

The Challenges We Face

- Right of way permit issues

- Huge capital required for digital infrastructure

- Inclusive and equal access to broadband connectivity is limited

- Health issues and environmental factors

The Opportunities We Create

- The local government as a business partner for the telecom sector?

- More jobs for the youth

- Good on the environment

Business Models for PPP

- Areas for PPP engagements
  - Broadband and connectivity
  - E-Government services
- Business models
  - Build, Operate and Manage trenches and towers
  - Build, Operate, Manage and Lease dark fiber
  - Many others
- Choose the business model that benefits the society most

Not so final words…..

- Coming together is a beginning, keeping together is progress, working together is success.