



## Strategic transformation ensures international license and build for broadband

Regulatory authorities are liberalising telecommunications markets around the world. The licenses to operate international services represent a significant growth opportunity for domestic telecom operators, yet navigating the legal, regulatory, technical and financial complexities in strict timescales poses a considerable challenge.

### Challenge

The regulator announced that one further international gateway licence would be granted to develop beyond the existing duopoly and bring down Internet prices.

Conditions included investment in new optical fibre, submarine, cable systems and coverage to remote islands.

The award of this license would be according to a range of explicit criteria.

### Solution

BT Telconsult provided experienced market and finance consultants who worked with the client's team in country.

These were supported by a remote engineering team who designed the solution and provided cost data for the model.

The chosen solution was driven by a combination of maximising performance against win criteria and optimisation of financial risk.

### Benefit

The client was able to submit a license application on time that met all the qualifying criteria.

The project team quickly assimilated the technical knowledge required to plan and build the gateway facility.

The management team and board understood and agreed what business strategy would make the international business unit successful.

### Offices worldwide

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### About BT Telconsult

BT Telconsult is a global telecommunications management and technology consulting business with 30 years experience in providing consultancy services to fixed and mobile telecoms operators in over 90 countries.

We are part of BT Global Services and leverage BT's experience and expertise as a 21C Next-Generation Communication Provider to help our clients overcome the challenges they face.

Our consultative practitioners have a deep understanding of how to address end-to-end business, technology and operational challenges using best practices and methodologies developed by BT to support your business transformation.

For more information please visit  
<http://bt-telconsult.com>