DAI

EXPRESSION OF INTEREST (EOI)

ICT REGULATORY POLICY TECHNICAL ASSISTANCE SERVICES

The Digital Frontiers Project is a 5-year, $75 million USAID project, managed by DAI and working closely with USAID's Center for Digital Development (CDD), USAID missions and bureaus, the private sector, and international and local development organizations to identify successful and sustainable digital approaches and scale their impact globally. The project is issuing an Expression of Interest (EOI) in support of USAID's **Promoting American Approaches to ICT Regulatory Policy (ProICT)** activity.

Digital Frontiers seeks to identify qualified <u>firms and/or consultants</u>, including attorneys, policy researchers, and network and spectrum engineering experts with expertise in one or more of the following areas: **analyzing, developing, and implementing ICT policy, telecommunications regulation, infrastructure policy, mobile and wireless spectrum management, internet governance, digital trade and financial services regulation**.

Selected firms or consultants will provide policy advisory services to developing country governments in consultation with USAID and relevant U.S. government agencies. These experts will directly assist developing country governments implement important ICT public policy approaches in their own national setting, through mid- to long-term consultations, potentially as an embedded expert in a developing country regulatory agency or ministry. These engagements will range from 6-12 months, beginning late 2019 until mid-2022. Selected experts must be available to travel to the designated country for 2-3 weeks at a time at least quarterly throughout the period of performance. Digital Frontiers is looking for firms or consultants that have expertise with country ICT policy laws and regulatory frameworks from any region of the world. The initial focus will be on developing countries in the Indo-Pacific region, potentially including Mongolia, India, Nepal, Bangladesh, Sri Lanka, Indonesia, Philippines, Vietnam, and other countries in Southeast Asia.

This document presents the requirements that interested firms or consultants must provide to be pre-qualified to receive future solicitations under the ProICT activity. Digital Frontiers anticipates releasing solicitations for technical services beginning in late 2019. At that time, interested firms or consultants will provide a detailed technical and cost proposal in response to specific Scopes of Work.

The purpose of this Expression of Interest (EOI) is to pre-qualify specialized firms or consultants who have experience providing technical assistance services in the following specialized areas. More detail on each topic is provided in the below Scope of Work.

- Internet Governance
- ICT and associated telecom regulatory and competition policies (interconnection, open access, regulatory and competition policies, enforcement processes, universal service fund operations)
- Spectrum Policy, Allocation, and Licensing
- Promote ICT and Cyber Supply Chain considerations in Procurement, Regulation
- Data Localization, Cross-Border Data Flow Processes
- Infrastructure Policies (ROW, poles, tower collocation, permitting, conduit policies)
- Financial services regulation (Fintech), eCommerce policies and laws

RESPONSE SUBMISSION DEADLINE AND COMMUNICATION PROTOCOL

The deadline for responding to this EOI is **November 15, 2019** at 5:00pm Eastern Time. Responses received after the deadline will not be accepted, subject to the discretion of the project's management. Responses may be emailed to **DigitalFrontiers@dai.com.** Please address the subject of the email "**Expression of Interest – ProICT**".

DAI will only respond to written questions regarding this EOI through the email address: DigitalFrontiers@dai.com and any questions must be submitted by November 1, 2019.

All information provided by firms or consultants in response to this EOI will be treated confidentially. DAI will not use the information in any other context or setting and we will not reveal details to other parties.

OBLIGATIONS

DAI will not reimburse respondents for the costs incurred with preparing a response, nor does issuance of this EOI obligate DAI to award a contract or purchase order. If a firm or consultant is found to have made false or misleading claims or statements, obtains confidential information, or receives improper assistance, DAI reserves the right to reject an EOI submitted by or on behalf of the respondent.

CLARIFICATION OF SUBMISSIONS

DAI may require a respondent to submit additional information in order to better judge a response.

RESPONSE ELEMENTS AND FORMAT

In order to be pre-qualified, Respondents must submit a proposal following the specifications outlined below:

1) A narrative summary (maximum 3 pages) of firm or consultant's technical capabilities and possible service offerings relevant to one or more policy areas in the below Scope of Work. This summary should include detailed descriptions of past activities or projects related to any of the areas of ICT policy work listed in the attached table. When describing past experience, please include specific policy interventions and/or the results that came from your work. Preferred experience includes:
   a. Direct advisory work with developing country governments
   b. ICT policy creation for developing countries
   c. Provision of ICT policy advisory services in partnership with the US government
   d. Developing country experience is required, with particular countries or regions of expertise noted. The initial preference will be towards experience in Southeast Asia, as these will be the first countries participating in ProICT. However, experts with experience in other developing regions of the world are encouraged to apply.
2) CV of expert(s) highlighting relevant experience

No cost information is requested at this time.

NOTIFICATION PROCESS

Upon receipt and review of proposals, Digital Frontiers will notify successful respondents, if any, who have been selected for pre-qualification.

SCOPE OF WORK

**Promoting American Approaches to ICT Regulatory Policy (ProICT) EOI Scope of Work
Technical Assistance and Capacity Building**

Goal: This program (Promoting American Approaches to ICT Regulatory Policy, or ProICT) will create the ability to fund intensive, dedicated policy engagements with receptive USAID host countries that will help those countries adopt American models of telecommunications, internet, and ICT regulation. U.S. ICT policy goals include promoting:

- Open, interoperable, reliable, and secure internet and communications networks,
- Multi-stakeholder models of internet governance,
- Pro-competitive and pro-investment spectrum, telecommunications infrastructure, and regulatory policies, and
- Effective approaches to advancing cybersecurity frameworks, supply chain policies (such as for 5G), and regulation of communications networks.

Background: In the 21st Century, the reach of internet and mobile networks, the security and adoption of communications services, and vibrancy of ICT sector are crucial for countries to grow and become strong U.S. partners. For these reasons, the U.S. government is working to significantly increase international cooperation to secure an open, interoperable, reliable, and secure cyberspace.

The ProICT project will collaborate with other USG agencies and tools that focus on short-term training and workshops, such as those hosted by the U.S. Technology Training Institute (USTTI), the Department of Commerce's Commercial Law Development Program (CLDP), and the FCC's International Visitors Program. These programs are effective means of identifying agencies and personnel in developing countries that may be receptive to long-term policy advice and assistance.

USAID has been helping developing countries implement ICT policy frameworks that expand access to communications services, develop ICT strategies, and establish independent telecommunications regulators since the Leland Initiative began in 1995. ProICT will expand that commitment by funding and supporting long-term technical assistance and capacity building inside the agencies of receptive host country governments. ProICT will draw from policy experts that know and can help developing countries implement pro-competitive, de-regulatory approaches to telecom regulation, multi-stakeholder internet governance, infrastructure policy, cyber supply chain regulation, and spectrum policy.

Scope and Term: Global, with an initial focus in the Indo-Pacific region, particularly Southeast Asia. Government engagements will range from 6-12 months, beginning late 2019 until mid-2022. Specific ICT policy areas of focus are listed below. These ICT policy priorities were determined by canvassing and consulting relevant USG agencies and private sector actors.

The program will be administered by USAID/LAB Center for Digital Development, Digital Inclusion team together with the Digital Frontiers project. ProICT may implement activities together with the Department of State, USAID Missions, and other USG agencies (like the FCC). The program will coordinate closely with various bureaus within the Department of State to ensure collaboration and de-conflict with any State-funded program.

Focus and Method: While the ProICT project will help fund short-term trainings and workshops, the bulk of the focus will be on medium to long-term technical assistance and capacity building to key ICT policymakers in USAID countries. These medium to long-term engagements will advance the USG's

ICT policy goals and generate positive change in the internet regulatory environment in USAID host countries.

ProICT will draw from experts in U.S. telecom and ICT policy to directly help governments implement these approaches in their own national setting. Experts are anticipated to spend 2-3 weeks at a time in the designated country at least once per quarter during the period of engagement.

Supervision and Reporting: Digital Frontiers will supervise these advisor engagements together with the USAID Digital Inclusion team. Reporting will be accomplished through active management, regular briefings, and an interagency advisory council.

Promoting American Approaches to ICT Regulatory Policy (ProICT)
Areas of Policy Engagement

Topic	Objective
Internet Governance	Promote private and civil society voices in internet policy decisions Ensure free flow of data over the internet Advance multi-stakeholder governance models
ICT and Telecom Competition	Promote pro-competitive, de-regulatory approaches to increase broadband access and use Build capacity of independent telecommunications regulators Advance interconnection and other pro-entry policies Ensure opportunities for U.S. businesses to provide telecom and internet services
Spectrum Policy and Licensing	Promote spectrum policy positions that advance competition, efficient allocation of spectrum, and network security Ensure opportunities for U.S. technology solutions and providers Promote innovation, competition, and choice in spectrum policies
Secure ICT and Cyber Supply Chains	Advance Prague Proposals for 5G Network Security Promote NIST Cybersecurity Framework, standards for digital trust Assist governments in implementing telecom network supply chain security measures
Data Localization, Privacy, and Cross-Border Data Flow Regulations	Ensure open and interoperable internet in which data flows freely across borders Help countries develop data privacy policies that advance privacy, innovation, competition, and trade Discourage adoption of privacy laws that impose barriers and costs on companies or individuals Advance pro-competitive alternatives such as APEC's Cross Border Privacy Rules (CBPR)
Infrastructure	Help countries increase internet access by removing policy barriers that cause delays and increase prices Improve competition and rural access for broadband Study and revise right of way (ROW), poles, tower collocation, permitting, and conduit policies
Financial Services (Fintech) and eCommerce	Ensure security considerations incorporated into fintech regulations and e-commerce policies Encourage growth of trade in digital goods and services through open, interoperable platforms and payment systems