

## **Public Private Partnerships**

### **Act VC**

WHO THEY ARE

### **Need**

ACT Venture Capital required an expert in the area of telecommunications infrastructure and the related ICT market to conduct an independent analysis (to inform shareholders) of the business case for a venture to operate, manage and commercialise a government-owned national broadband network.

### **Solution**

A number of issues which needed to be addressed: existing and potential shareholders were provided with an analysis of market opportunities to inform them as to the potential of their investment. Our approach was collaborative, and action-oriented - its nature and spirit was not to set out to validate the already significant business plan, but to represent all interests in the area, and to give an independent view on any market-based assumptions in a concentrated manner, as well as advice on issue resolution.

### **Outcome**

The venture received funding not only from ACT, but also from Anglo Irish Bank and Bank of Ireland. It won a contract to manage the network with the government also announcing the second phase of its project which will bring broadband to a further 41 towns and 350,000 people. The new programme will cost EUR55 million, which will also be 90 percent funded by the government.