

ASSET & CAPACITY SALES

Project Commercialization:

Securing revenue through sale of capacity, fiber pairs, or bandwidth, is critical to the success of a new cable project, and starts before project finance closes. Through our global relationships, industry knowledge, marketing and sales expertise, DRG has been instrumental in helping our clients to secure pre-sales commitments and fiber-pair sales which have enabled a number of projects to secure financing. Once financing is in place, and the construction commences, we have continued to serve clients with ongoing capacity sales support. United Cable Company is an affiliate company that offers these services to DRG clients through an extensive network of market relationships, while DRG facilitates the development of the market strategy and material needed to optimally position the network.

More About DRG:

DRG is a consulting and project management firm specializing in the development of international telecom infrastructure, with a special emphasis on undersea fiber optic networks. DRG has supported network developers in every region of the world, representing hundreds of thousands of kilometers of undersea cable planned and deployed with more than 50 landings on six continents. DRG is currently active connecting countries and continents worldwide.

At DRG, we pride ourselves on working closely with our clients to understand their needs; deliver value exceeding their expectations; pro-actively support their work programs and build enduring relationships. With our unique blend of market, technical and commercial expertise, we offer an exceptionally broad understanding of the market, players, technology, and network solutions. Our broad vision enables us to see opportunities from many perspectives giving you a complete solution for your project.

At DRG we help our Clients realize their visions. DRG has specialized capabilities to assist you across the lifecycle of your telecom venture - from concept through planning, design, operation, maintenance and upgrade.

At DRG we adapt our working-relationship with each Client to meet their specific needs and expectations.

At DRG we know the industry suppliers and their capabilities. We regularly keep abreast of their technology and product advances and have managed projects supplied by all of the major industry players. Our experience with, and knowledge of, the spectrum of suppliers helps us adjudicate offers with a skillful eye, negotiate contracts which protect our clients, and manage projects in a way which minimizes risks. We regularly meet with vendors to assure we have the most up-to-date information and understanding of their technology.

At DRG we have a “library” of industry accepted project documents that minimize cost and time in any new project. We maintain a standards library of proven commercial and technical contractual documents which can readily adapt to new projects. Our library includes Supply Contracts, Construction & Maintenance Landing Party Agreements.