



ASSET 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 bulk pre-sales commitments (i.e. 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 asset sales support.

More About DRG:

DRG is a consulting and project management firm specializing in the development of international undersea communications infrastructure. Over the last 20+ years, DRG has supported network developers in every region of the world, on projects spanning hundreds of thousands of kilometers of undersea cable (planned and deployed) which now connect countries on every continent (except Antarctica) across the world's oceans. We've supported large and small networks- some valued individually hundreds of millions of dollars which connect 20+ countries and some valued far less as they connect island neighbors.

At DRG, we pride ourselves on working closely with our clients to understand their needs; delivering value exceeding their expectations; pro-actively supporting their work programs and building lasting, trusted relationships. Our unique blend of market, technical and commercial expertise, coupled with our experience overseeing the construction of innumerable networks across the globe over several decades, we offer an exceptionally broad understanding of the market, players, technology, network solutions, and what it takes to realize a new network and evaluate the value of both new and existing networks. 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 Agreements, Fiber Pair Right of Use Agreements and Landing Party Agreements.