

# U.S. GOVERNMENT SUPPORT FOR COMPANIES INVESTING IN THE INFORMATION AND COMMUNICATIONS TECHNOLOGY (ICT) SECTOR

Closing the 'digital divide' between those with internet access and those without is a priority for the U.S. government. To address this, the U.S. State Department launched in 2015 the multi-stakeholder Global Connect Initiative to align and elevate financial tools in the Information and Communications Technology (ICT) space with a goal of bringing 1.5 billion new Internet users online by 2020.

The U.S. government offers multiple programs that catalyze and support innovative industry-driven ICT solutions. By promoting U.S. private sector participation in the global ICT economy, these programs help address critical development challenges overseas, while creating jobs, economic growth and stability.

U.S. businesses and investors that are looking to invest in ICT projects in emerging markets around the world can find catalytic solutions across the U.S. Government for a number of projects in the sector:

- Data centers
- DTH satellite TV
- E-commerce
- Software development
- Submarine cables
- Towers
- IT and business services
- Telemedicine and distance learning
- Mobile voice and data (internet) networks
- TV and radio broadcasting
- Wireline broadband and triple play networks

At a glance: Support for U.S. companies and investors abroad



## Export-Import Bank of the United States (Ex-Im)

Works to promote the export of goods and services made by American businesses, large and small, by providing working capital and term financing to fulfill export orders and help mitigate risk. Ex-Im maintains a current portfolio of \$4.9 billion in ICT transactions. [www.exim.gov](http://www.exim.gov)



## Overseas Private Investment Corporation (OPIC)

Provides financing and political risk insurance to help American businesses gain footholds in emerging and post-conflict markets. OPIC has active projects in over 100 countries and is open in 165. OPIC has \$630 million currently invested in 37 ICT projects in 25 developing countries across all regions. [www.opic.gov](http://www.opic.gov)



**GLOBAL  
CONNECT  
INITIATIVE**  
1.5 BILLION MORE ONLINE BY 2020



## U.S. Trade and Development Authority (USTDA)

Connects U.S. businesses to export opportunities by funding project preparation, pilot projects and reverse trade missions. USTDA has funded 733 ICT projects across 101 countries, helping build undersea cables, fiber optic backbones, wireless infrastructure and more. These projects have resulted in \$4.7 billion in U.S. exports. [www.ustda.gov](http://www.ustda.gov)



### U.S. Agency for International Development (USAID)

Partners on policy and regulatory reforms to ensure broadband markets in emerging economies are open and innovative, facilitates new market access, and mobilizes local financing for underserved sectors through risk-sharing with private lenders. USAID has invested \$13.7 million in supporting expanded internet access since 2011. [www.usaid.gov](http://www.usaid.gov)



### Department of Commerce's International Trade Administration (ITA)

Works to open new markets for American products and services by providing export counseling, market analysis and other export assistance services. [www.trade.gov](http://www.trade.gov)



### Small Business Administration (SBA)

Provides financial and technical assistance, counseling and advocacy to American small businesses overseas. Its services include export assistance centers and export loans capital. [www.sba.gov/exporting](http://www.sba.gov/exporting)

## Private investment for public good

At a time of limited public resources, private sector businesses and investors can have a positive impact in addressing the world's biggest ICT challenges.

The U.S. Government supports U.S. ICT businesses and investors in the following ways:

U.S. Businesses	Ex-Im	OPIC	USTDA	USAID/DC A	ITA	SBA
Financing for investments abroad		✓				
Export credit insurance	✓					
Political Risk Insurance	✓	✓				
Partial loan guarantees	✓	✓		✓		✓
Feasibility studies and training			✓			
Export assistance and counseling					✓	✓
Support at major U.S. and Overseas trade shows					✓	
Foreign Investors	Ex-Im	OPIC	USTDA	USAID/DC A	ITA	SBA
Partial loan guaranties	✓			✓		
Reverse trade missions and business workshops			✓			
Enhanced financing for purchases of U.S. goods and services	✓					



Questions about doing business overseas and U.S. Government resources that can help

My small business is beginning to export and needs a small amount of working capital to develop my export strategy

Small Business Administration

My small business requires working capital to fulfill export orders

Export-Import Bank of the United States

I am an American business that would like to expand into a developing country but I cannot obtain sufficient bank financing or political risk insurance from private providers

Overseas Private Investment Corporation

I need help identifying export opportunities overseas and meeting potential foreign buyers

U.S. Trade and Development Agency, International Trade Administration

I am a lender that needs support working with underserved borrowers in the developing world

USAID/DCA



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