EXPLAINED IN 6 SLIDES

What is a spectrum tender and why does it matter?

The scarce input behind every call and every mobile connection, and how the State decides who gets to use it.

WHAT IT IS

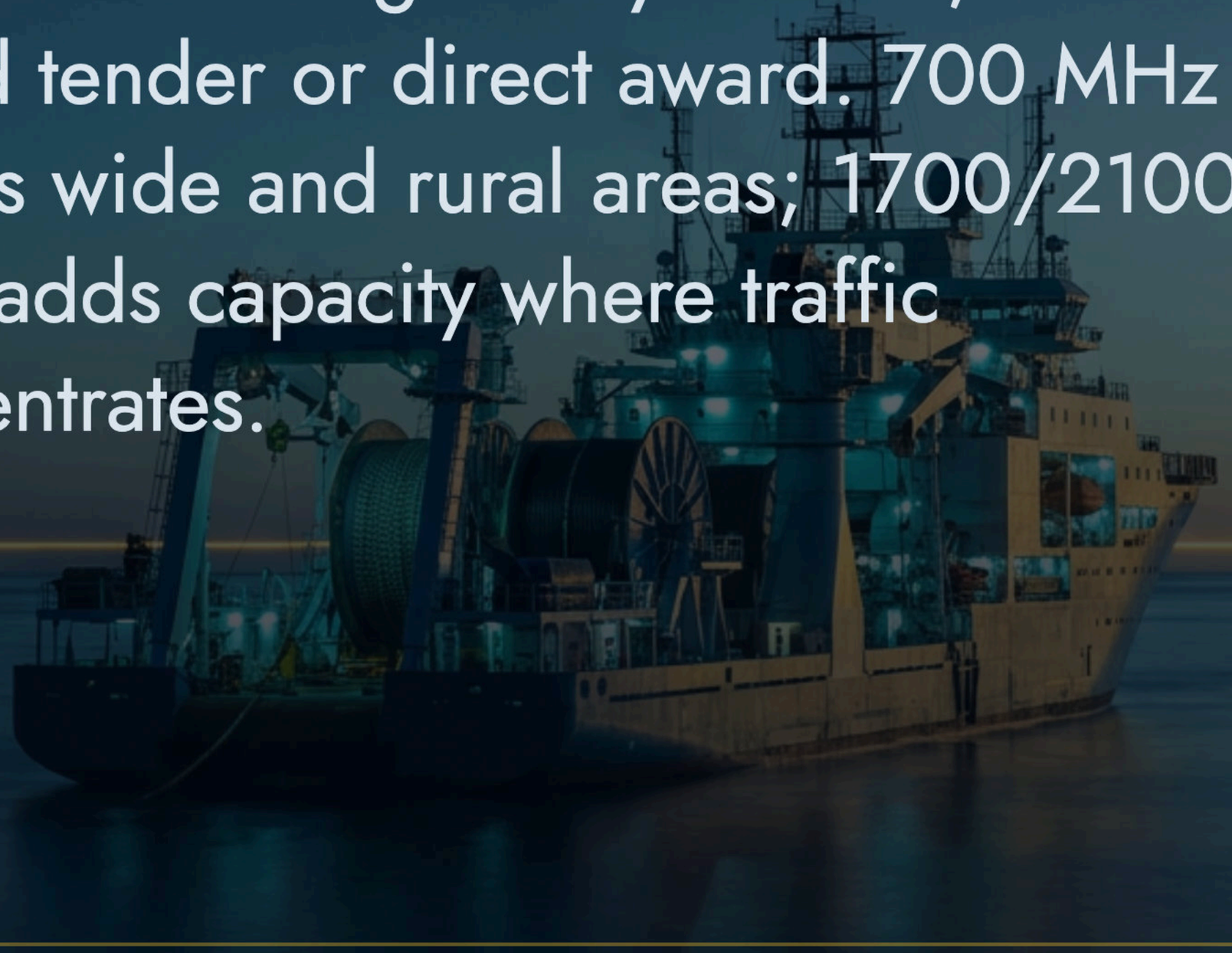
Spectrum is finite and the State manages it

Frequencies are limited. The State grants rights of use for a set term, and the tender is the procedure for deciding who receives them and in exchange for what.

HOW IT WORKS

Low bands reach far, mid bands carry data

Spectrum is assigned by auction, merit-based tender or direct award. 700 MHz covers wide and rural areas; 1700/2100 MHz adds capacity where traffic concentrates.



WHO DECIDES

The price can be paid with build-out obligations

According to the GSMA, in Peru and Chile the full value was paid with obligations; in Brazil and Costa Rica they were 90% of the price; in Colombia, 20% to 50%.

WHAT CHANGES

The tender rules decide whether spectrum reaches the market

Honduras declared its tender failed in September: one operator bid and the rules required two. Costa Rica awarded less than 30% of the nationwide spectrum offered in 2025.

WHY IT MATTERS

The scarce input that decides how much connectivity there is

260 million people in the region lack mobile service, according to the GSMA. Clear, neutral rules attract investment; an empty tender leaves spectrum unused. Price or coverage obligations?