

- predicted local population movements and trends relative to national trends; and
- expected growth in local economic activity relative to expected or planned national growth (particularly for the rural sector).

Another consistency check involves comparing short-, medium-, and long-term estimates, assuming they have been forecast independently. Any differences should be rationalized and harmonized by graph smoothing between forecast terms.

Comparing these predicted penetration growth rates to those experienced in other countries, particularly neighboring countries or countries with similar conditions, is also a valid consistency check.

When forecasts are based on unreliable input data, the level of accuracy should be estimated for growth rates and the number of subscribers. The growth rate is often the greatest source of error because it is usually the most difficult to estimate and because errors in rates can quickly overtake any errors in starting point data.

A convenient way to bracket overall accuracy is to estimate the growth rate for each of the following:

- most probably growth (best guess);
- highest likely growth; and
- lowest likely growth.

The high and low estimates can be used later in the feasibility study when examining the economic sensitivity of design alternatives to changes in growth.