



Commonwealth
Telecommunications
Organisation

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ICT Regulation

16 20 February 2009, Sandton, South Africa



Overview

In an era of increased competition, privatisation and convergence, this course aims to build a keen appreciation of the role and importance of regulation and standards in different market structures. This course will provide an understanding of the general principles of regulation in the ICT sector and how it impacts individual businesses and the industry as a whole. Concepts and issues covered will include:

- The rationale for regulation and the key aspects of successful regulation in the ICT sector
- Regulatory practices that enhance or impede the competitiveness of the sector
- The most important regulatory models and techniques that are used in ICT regulation
- Industry trends, pricing mechanisms, interconnectivity, technical and business considerations
- Cost, tariffs, rate-of-return and price cap regulations
- Competitive issues and convergence
- Importance of universal service and universal access

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Learning Outcomes

Upon course completion, delegates will be able to:

- Identify different market structures in telecommunications, the rationale for regulation in certain types of markets, the most important mechanisms for price regulation as well as the most important criteria for successful implementation of tariff regulation
- Review best practices in licensing and the importance of interconnection in a competitive telecom environment
- Identify particular areas that require regulatory attention in creating a competitive environment in telecommunications
- Investigate convergence and describe regulatory best practices in a converged environment
- Analyse different approaches to spectrum management and regulation in the modern telecommunications environment including how regulators can achieve universal service and access goals through regulation
- Develop regulatory policies and strategies for promoting competition and limiting anti-competitive behaviour in the ICT sector

Key Objectives

This course will equip participants with the necessary knowledge and tools to:

- Identify approaches to ICT sector regulation that enhance sector performance and promote economic and social development
- Describe the most important regulatory measures that can be used effectively in achieving policy goals through regulation
- Examine different types of price regulation that can and should be used in ICT sector regulation
- Describe regulatory techniques and best practices for limiting anti-competitive behaviour
- Identify key areas of regulatory intervention necessary to promote competition and economic development
- Describe regulatory best practices for managing scarce resources such as spectrum and numbers
- Analyse the impact of convergence on the ICT sector and the associated changes required in regulatory approach
- Describe methods for achieving social and economic goals (e.g. universal service/access, ICT sector development, ICT enablement, etc.)

Who Should Attend?

- Regulatory staff with little or no background on regulation. New employees, from legal, markets & competition, licensing, policy and engineering divisions.
- Regulatory staff from all carriers i.e. incumbent, competitive and value-add network providers.
- Staff from sales and marketing, and product management.

Course Outline

Introduction to ICT Regulation

- Definition of the ICT sector
- Evolution of the telecommunications sector internationally
- Promoting competition through regulation
- Regulatory models
- Market structures, market power and the rationale for economic regulation
- Creating safeguards to limit and prevent anticompetitive behaviour
- Establishing appropriate market indicators for detecting anticompetitive behaviour
- Legislative requirements and institutional structures for successful regulation
- International approaches to regulation of the ICT sector

Price Regulation

- Different types of economic, price and tariff regulation
- Retail and wholesale rate regulation
- Regulated and unregulated services
- Telco cost structures, Telco economics and principles of cost allocation for fixed and mobile networks
- Rate rebalancing
- Approaches to price regulation: price cap, cost plus, retail minus, rate of return, regulatory asset based, international benchmark, FL-LRIC pricing (and variants of LRIC), Ramsey pricing, authorized prices
- Mechanisms for regulating tariffs and prices

Licensing

- The rationale for, and role of, licensing in telecommunications
- Different types and classes of licenses
- Approaches to licensing in different telecommunications environments (fixed, mobile, voice, data, video)
- Pricing licenses in the telecommunications sector
- Global trends in licensing

Interconnection

- Defining interconnection
- The rationale for interconnection regulation
- Technical aspects of interconnection
- Interconnection across different types of networks
- Interconnection pricing
- The use of Reference Interconnection Offers (RIO)

Competitive Issues

- Telecommunications from the consumer perspective – choice, price and service levels
- Numbering – frameworks, standards, challenges and the impact of convergence
- Number portability – definition, technical aspects, commercial considerations, regulation, pricing and implementation
- Unbundling the local loop and collocation – definition, technical aspects, commercial considerations, regulation, pricing and implementation
- Carrier selection and pre-selection – definition, technical aspects, commercial considerations, regulation, pricing and implementation

Convergence

- The technological underpinnings of convergence
- Different types of convergence
- Key drivers of convergence
- Challenges for regulators brought about by convergence
- Realignment of policy and regulations for convergence
- Licensing and interconnection in an era of convergence
- Case studies from developed and developing countries

Spectrum Management

- Defining spectrum
- The history of spectrum regulation
- The rationale for spectrum regulation
- Different approaches to regulating and managing spectrum
- Key issues in spectrum management

Universal Service and Access

- Definitions of universal service and universal access
- Addressing the market efficiency gap and the real access gap
- Establishing universal service obligations through regulation and licensing
- Funding mechanisms for universal service and universal access
- Monitoring universal service and universal access performance

ICT Sector Development

- The impact of telecommunications on ICT market development
- Policy objectives and drivers
- Key issues that regulators have to address
- Key issues that operators have to address

Learning Environment

- Presentations
- Group work and presentations
- Exercises and problem solving
- Case studies and readings
- Interactive class discussions
- Reflection

Hosted By:

Independent Communications Authority of South Africa

In Partnership With:

Alliances Consulting Inc

About the CTO

The Commonwealth Telecommunications Organisation (CTO) is an international development partnership between Commonwealth and non-Commonwealth governments, business and civil society organisations. It provides the international community with effective means to help bridge the digital divide and achieve social and economic development through the use of Information and Communication Technologies (ICT) in the specific areas of Telecommunications, IT, Broadcasting and the Internet.

Course Leader

Christie Christelis



This course will be delivered by Christie Christelis, a senior associate at Alliances Consulting Group Inc. Christie brings over 20 years of international experience in ICTs including convergence technologies, wireless and mobile technologies, internet, broadcast interactive TV, IPTV, VoIP, satellite communications, fixed line and fixed wireless technologies. He has extensive experience in regulatory capacity building to address newly liberalised telecommunications and broadcasting environments. Through the CTO Christie has delivered training in the areas of convergence technology and regulatory issues, financial and economic considerations around carrier selection, number portability and the unbundling of the local loop, price cap formulation and implementation, competition and privatization, negotiation of international settlement rates, licensing and convergence, and regulation and applications under convergence. Christie holds an MBA, a B.Sc. (Eng.) in electronics, a graduate diploma in engineering and a diploma in programme management.

About the Programme for Development and Training

- Managed by the CTO, the PDT is a unique low-cost membership programme providing needs-based professional training and capacity building courses on telecommunications policy, regulation, technologies and telecoms business management.
- The PDT has delivered over 3600 bilateral training and consultancy projects, covering every aspect of the telecommunications industry, training over 35,000 professionals in 33 countries of the Commonwealth.
- The PDT assists governments, regulatory agencies and operators around the world rapidly acquire the necessary internal capacity and know-how to help them achieve goals, through unique strategic training and expert advisory services.
- Training, consulting and other services offered through the programme are developed and delivered by expert practicing professionals who bring actual experience of adopting new industry technologies and concepts.
- The PDT facilitates knowledge-sharing within a comprehensive international network of qualified technology and industry experts, who assist organisations in the deployment of new technologies, the adoption of best practices and the application of business solutions at local level.

Registration form

Course: **ICT Regulation 16 - 20 February 2009, Sandton, South Africa**
 Course ID: **6406**

Please fill in this application form and fax it back to +44 870 034 5626 or return it to the CTO at the address below. Please fill in the form in black ink and use CAPITAL LETTERS.

Personal details

Title _____ First name _____ Last name _____

Organisation _____

Job Title _____

Address _____

City _____ Postcode _____ Country _____

Tel _____ Mobile _____ Fax _____

Email _____

Authorising Line Manager's name _____

Authorising Line Manager's Email _____

Payment options

1. Select delegate rate

	Standard rate	Group discounts*	Early registration discounts
PDT Partners	<input type="checkbox"/> £679	<input type="checkbox"/> 10%	<input type="checkbox"/> 10%
Other CTO Members	<input type="checkbox"/> £679	<input type="checkbox"/> 10%	<input type="checkbox"/> 10%
Others	<input type="checkbox"/> £1132	<input type="checkbox"/> 10%	<input type="checkbox"/> 10%

2. Payment mode

Invoice

Invoice me at the above address (Discounts do not apply, payment must be received by us prior to event).

Bank transfer

Make payment to: Coutts & Co.
 440 Strand, London, WC2R 0QS, UK
 A/C Name: CTO; A/C Number: 08367507
 Reference: GB72COUT18000208367507
 Sort Code: 18-00-02; Swift Code: COUT GB22

Visa Mastercard (tick as appropriate)

Card holder's name _____

Card holder's billing address (if different from above) _____

Card number _____

Valid from M/M/Y Expiry date M/M/Y 3 digit security code on back of card _____

Date _____ Name _____ Signature _____

* two or more delegates

Additional information

To help us improve our services to you and your organisation, please tell us more about yourself and your organisation.

Your role in the organisation

- Strategic / executive
 Planning
 Control
 Operational

Your area of work in the organisation

- Business development
 Corporate affair
 Customer service and care
 Engineering and technical management
 Financial, purchasing & investor relations
 IT / IP management
 Marketing and sales
 Public relations and corporate communications
 Regulatory and legal affairs
 Telecoms network management
 Human resources
 Other

Your organisation type

- Government
 Regulator
 Operator
 Manufacturer
 Other


Your organisation's service areas

- Fixed network / services
 Mobile / wireless network / services
 Satellite network / services
 Internet
 Broadcasting
 Value-added services
 Support
 Other services

REGISTER BY 16 JANUARY 2009 AND RECEIVE A 10% DISCOUNT


To benefit from our early booking discount, payment must be received by us by the above date. All discounts apply to credit card and bank transfer payments only.

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 Email the programme team at **programmes@cto.int**

 By post to CTO
**26-28 Hammersmith Grove,
 London W6 7BA, UK**

NEED HELP?

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 or e-mail the programme team at **programmes@cto.int**

Withdrawals / Cancellations / Refunds

For delegate cancellations/withdrawals, the following refund rules apply:

- 31 days or more prior to event: the full amount less a handling charge of £55
- 30 days or less prior to event: no refund

For CTO cancellations/withdrawals, delegates are entitled to a 100% refund within 60 days of the withdrawal/cancellation. Refunds will be made by bank transfer only.

Summary Terms and Conditions

The CTO will endeavour, as can be reasonably expected, to ensure that the course is delivered to meet delegates' expectations. Registration is subject to availability and payment received by the deadline where specified for each course. Dates may be subject to changes. Travel, accommodation, daily transportation to venue, subsistence and other costs are the sole responsibility of the delegate and are not included in the above fees. Applicants are responsible for their visa arrangements and other formalities wherever required. Course bookings may be cancelled at the discretion of the CTO or its partners. Applicants paying by bank transfer are responsible for bank charges and any other such costs and should ensure the exact amount in GBP Sterling is credited in the CTO bank account. Applicants requiring additional information prior to their booking should ensure they provide sufficient time before the booking deadline. Cancellation rules apply, as summarised above. For a full version of our Terms and Conditions, please visit our website at www.cto.int.

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