

Interconnection Agreements and Pricing

16 - 20 November 2009
Solomon Islands



COMMONWEALTH
TELECOMMUNICATIONS
ORGANISATION

www.cto.int

Register by
2nd October 2009
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Overview

The one-week course will address the responsibilities and opportunities for the dominant service provider in providing interconnection capabilities and facilities to competing service providers. It will prepare technical and sales staff to develop and execute effective interconnection agreements and contracts.

The following subject areas will be covered:

- Background leading to the need for interconnection, types of interconnection such as physical interconnection, logical interconnection, shared and co-location interconnection
- Technical aspects of interconnections
- Regulator's role in interconnection, regulatory requirements and limitations
- Steps needed to be able to provide interconnection facilities
- Comparison of interconnection tariffs with interconnection agreements
- Pricing of interconnection facilities and services, co-location space and facilities, as well as traffic interchange with a view of cost recovery
- Commercial opportunities

For more programmes and courses run by the PDT contact us at:
Tel: +44 (0) 208 600 3800 **Fax:** +44 (0) 870 0345 626 **Email:** programmes@cto.int

Course programme may change due to unforeseen circumstances

Learning outcomes

- Explain the need for network interconnection and the different types of interconnection
- Investigate unbundling and costing of infrastructure pieces which will form the basis for interconnection pricing
- Identify how to develop and structure interconnection tariffs and agreements
- Determine how to set price points for different interconnection arrangements which are either fixed or usage-based depending on application
- Describe how to monitor interconnection facility use to prevent fraudulent use
- Develop measures to maintain the security of the dominant service provider while providing access to competitor staff

Key objectives

- Review the need for network interconnection and ability to identify interconnection structure required
- Investigate the regulator's role in setting interconnection rules, standards and regulations
- Identify recovery of full cost of interconnection by the dominant service provider
- Determine the importance of a comprehensive interconnection agreement or tariff to prevent inappropriate use of interconnection facilities
- Develop a consistent approach to each category of alternate service providers, i.e. fixed wireline versus wireless, cellular, etc.

Who should attend

Senior engineers and sales staff from a telecom background including regulation.

Learning environment

Traditional classroom including collaborative learning. Use of presentations, group learning, class exercises, case studies and problem solving.

Pre-requisites

It is expected that participants are familiar with basic telecommunications terminology and topics.

Course content

Technical aspects

- Interconnection facilities for fixed wireline as compared to cellular wireless networks
- Shared interconnection versus co-location
- Co-location arrangements
- Impact of interconnection on existing infrastructure
- Cost identification of interconnection facilities and services
- Circuit-switched versus IP packet-switched network interconnection

Regulatory compliance

- Unbundling of facilities
- Cost-based pricing
- Reporting of interconnection use and availability
- Extent and confidentiality of information sharing
- Approval of interconnection tariffs and/or agreements
- Conflict resolution processes

Preparatory steps

- Identification of interconnection facility pieces
- Unbundling and cost determination
- Pricing and regulatory approval
- Draft interconnection tariffs and/or agreements
- Preparation of access arrangements between competitors
- Review of practices elsewhere

Business opportunity

- Customer demand for co-location
- Pricing of co-location services
- Security considerations

Course content

The following topics will be covered in additional detail:

- Review of existing network topologies
- The need for interconnection between networks
- Technical aspects of interconnection between circuit switched networks and packet switched networks
- Issues concerning Voice over IP (Internet Protocol)
- Mobile network issues
- The Internet
- Seamless and uninterrupted provisioning of services to customers of different carriers
- Co-location
- Manpower allocation
- Security issues between competing carriers when entering co-location space
- Electricity, HVAC provisioning to Interconnectors
- Rates for network interconnection
- Revenue sharing and allocation
- Resolution of conflicts

Course leader



Karl Hentschel: M.A.; B. Eng.

Karl Hentschel, a senior Associate at Alliances Consulting Inc., is a highly experienced Telecoms Specialist with over 30 years of experience in the telecommunications sector. He is extremely well-rounded in technology and management issues related to telecommunications including regulation, next generation networks, wireless and cellular networks, and broadband networks.

Among other past positions, Karl was Director Regulatory Projects at AT&T Canada. He has worked

extensively on national, regional, rural, and enterprise in North America and globally and, as such, has extensive knowledge of wire line and wireless networks, global regulation, tariffs, rates, and competition. Karl has worked closely with regulatory staff at the Canadian Radio-television and Telecommunications Commission (CRTC) during the application process.

He was responsible for the operations and costing models supporting the applicant's business plan. Karl worked with the regulatory team at AT&T supporting the CRTC's Rate Cap and Phase III Costing Proceedings which formed the basis for cost based tariffs and rates applicable to the dominant telecommunications service providers while still allowing preferred treatment of new entrants and thereby supporting the start-up of competition in Canada. In this position, Karl also worked closely with staff at the Federal Communications Commission (FCC) in Washington on matters pertaining to cross-border services and facilities.

Hosted by:

Solomon Telekom

In partnership with:

Alliances Consulting Group

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.

About the programme for development and training (PDT)

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.

For more programmes
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3 SIMPLE WAYS TO REGISTER

-  Fill in and fax this form back to **+44 208 600 3819**
-  Call the programme team at **+44 208 600 3800**
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Organisation

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Payment options

1) Select delegate rate

	Standard rate	Early registration/Group discounts*
CTO members	<input type="checkbox"/> £701	<input type="checkbox"/> 10%
PDT partners	<input type="checkbox"/> £701	<input type="checkbox"/> 10%
Others	<input type="checkbox"/> £1,132	<input type="checkbox"/> 10%

* two or more delegates from same organisation

2) Payment mode (choose one option only)

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

Bank transfer
Make payments to: Coultts & Co.
440 Strand, London, WC2R 0QS, UK
A/C Name: CTO; A/C Number 08367507
Bank Sort Code :18-00-02
SWIFT Code: COUT GB22
IBAN Reference: GB72COUT18000208367507

Credit Card: Visa / Mastercard (delete as appropriate)

Card holder's name

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

Card number

Valid from Expiry date 3 digit security code

Summary Terms and Conditions

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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.

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 cancellation/withdrawal. Refunds will be made by bank transfer only.

Signature

Date Name Signature

Data Protection / Privacy

The CTO does not sell, rent or lease its customer information to third parties. We may, from time to time, contact you on behalf of a third party/partner about a particular offering that may be of interest to you. In those cases, your unique personally identifiable information (email, name, address, telephone number) is not transferred to the third party/partner.

In addition, we may share your information with trusted partners to help us perform statistical analyses, send you by e-mail or postal mail, provide customer support, or arrange for deliveries or other such services.

All such third parties are prohibited from using your personal information except to provide these services to the CTO and they are required to maintain the confidentiality of your information. For more information about our Privacy Policy, visit our website at www.cto.int

Additional information

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

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