

Tariff Policies, Models and Methods

6 - 10 February 2012
Swaziland



COMMONWEALTH
TELECOMMUNICATIONS
ORGANISATION



Overview

A five day training programme to provide registered participants with the basic concepts, methodologies and tools of tariff policies, cost models and methods in telecommunications.

Organised under



In partnership with



For more information
about this course, or to
register, contact us on:

Tel: +44 (0) 208 600 3800

Fax: +44 (0) 208 600 3819

Email: programmes@cto.int

www.cto.int

Objectives

- To understand the overview of the economic theory and practices of price regulation (Tariff Policies) and the impact it has on costing within telecommunications
- To gain working knowledge of tariff determination, evaluation of tariff structures for different telecom services and tariff rebalancing
- To understand the concept of dominance
- To appreciate the evolution of costing methodologies
- To comprehend the tools and techniques to define costing and become skilled at the usage of different costing methodologies
- Understanding real world examples to reinforce the theories gained during the workshop, enabling implementation within your organisation

Target Audience

The course is aimed at Telecommunication professionals looking to compliment their skill-set by gaining a sound understanding of Tariff Policies, Models and Methods. This course will benefit individuals working in the following remits:

- Finance
- Licensing
- Marketing
- Tariff negotiation and competition

Expected Outcome

The successful participant will be able to clearly demonstrate an ability to handle number portability issues and requirements pertaining to regulatory and legal aspects.

Course Outline

This Training module provides an overview of the economic theory and practice of price regulation (Tariff Policies/tariff setting) and costing in telecommunications. It contains background information on relevant topics:

- Basic concepts about tariff policies / tariff setting / economic regulation and the economic rationale for price regulation in telecom sector
- Telecommunications costs
 - o Costing perceptions
 - o Costing terms and concepts
 - o Costing methodologies
- International best practices for telecom pricing
- Cost modelling (Top down vs bottom up and hybrid model)
 - o Long Run Incremental Costing (LRIC)
 - o Costing steps
 - o Cost of capital
 - Valuation of capital goods
 - Depreciation
 - Expected Return On Investment
 - o Asset-related operating costs
 - Activity based costing
 - Historical costing
 - International best practices for telecom pricing

Expert Profile

Manoj, Mishra



Manoj Mishra is a Chartered Accountant by qualification and has over 15 years of professional experience in the Telecom industry.

He has also attended various "Advanced Level Training Programs" at leading foreign intuitions & universities. Over this period he has worked with telecom service providers and Telecom Regulatory Authority of India (TRAI).

He has worked with Cable & Wireless Worldwide as Head of Regulatory-India, dealing with regulatory, licensing, public policy, security, competition, pricing, regulatory accounts, investments and government affairs.

In TRAI he worked as Deputy Advisor (Financial Analysis) and his main responsibilities were to develop the cost based pricing models for telecom services & examination of issues related to competition, to develop the Regulatory Accounting (Accounting Separation) framework in India and its implementation.

He is currently the Joint Secretary of ACTO, an Industry body of dedicated carriers and an associate member of ISPAI/APT-ITU Foundation of India.

He has lectured in various national & international seminars on telecom pricing, regulatory accounts, merger & acquisitions, interconnection (interconnect usage charges) costing, cost management, licensing and regulatory levies.

About the Programme for Development & Training (PDT)

Managed by the CTO, the PDT is a unique low-cost membership programme providing professional training and capacity building courses on telecommunications policy, regulation, technologies and business management.

The PDT has delivered over 3700 bilateral training and consultancy projects, covering every aspect of the telecommunications industry, training over 36,000 professionals in 33 countries of the Commonwealth.

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.

Registration form

Tariff Policies, Models and Methods
6 - 10 February 2012, Swaziland

ID: 7132

Please fill in this application form and fax it back to +44 208 600 3819 or return it to the CTO at the address below. Please use CAPITAL LETTERS.

Personal details

Mr/Mrs/Ms/Other First name Last name

Job title

Organisation

Address

City Postcode Country

Tel Mobile Fax

Email

Authorising line manager's name

Authorising line manager's email

Payment options

1) Select delegate rate (please refer to the list of CTO members/PDT Partners provided overleaf)

Standard rate

- CTO members £799
- PDT partners £799
- Others £1,199

2) Payment mode (choose one option only)

- Invoice**
Invoice me at the above address (Discounts do not apply, payment must be received by us prior to event).
- Cheque**
Cheque enclosed, payable to "CTO HQ"
- Bank transfer**
Make payments to: Coutts & Co.
440 Strand, London, WC2R 0QS, UK
A/C Name: CTO; A/C Number 083675071
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 on back of card

Signature

Date Name Signature

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 affairs
- 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

REGISTRATION DEADLINE

2nd February 2012

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**
- E-mail the programme team at programmes@cto.int, quoting the course "ID" above.

NEED HELP?

Call us now on **+44 208 600 3800** or e-mail the programme team at programmes@cto.int

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 below. For a full version of our Terms and Conditions, please visit our website at www.cto.int.

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 10% or a minimum of £55, whichever applies
- 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.

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

CTO Member Countries

Bangladesh
Bangladesh Telecommunication Regulatory Commission

Barbados
LIME

Botswana
Ministry of Transport and Communications

Cameroon
Telecommunications Regulatory Board

Cyprus
Ministry of Communications and Works

Fiji
Ministry for Justice, Electoral Reform, Public Enterprises and Anti-Corruption

The Gambia
Public Utilities Regulatory Authority

Ghana
Ministry of Communications

Guyana
Ministry of Public Works and Communications

India
Ministry of Communications and Information Technology

Jamaica
Office of Utilities Regulation

Kenya
Communications Commission of Kenya

Lesotho
Lesotho Communications Authority

Malawi
Malawi Communications Regulatory Authority

Malaysia
Malaysian Communications and Multimedia Commission

Malta
Ministry for Competitiveness and Communications

Mauritius
Ministry of Information Technology and Telecommunications

Mozambique
Instituto Nacional das Comunicações de Moçambique

Nigeria
Ministry of Information and Communications

Pakistan
Pakistan Telecommunication Authority

Papua New Guinea
National Information and Communication Technology Authority

Seychelles
Ministry of Information Technology and Communication

Sierra Leone
National Telecommunications Commission

Solomon Islands
Department of Transport, Works and Communications

South Africa
Department of Communications

Sri Lanka
Telecommunications Regulatory Commission

Swaziland
Swaziland Posts and Telecommunications Corporation

Tanzania
Tanzania Communications Regulatory Authority

Trinidad & Tobago
Ministry of Public Administration

Uganda
Uganda Communications Commission

United Kingdom
Ofcom

Vanuatu
Telecom Vanuatu Ltd.

Zambia
Zambia Information and Communications Technology Authority

Important: Member rates apply to nominated CTO Full Member Country delegates, as well as delegates from CTO Sector Members as listed below.

With the exception of delegates from organisations listed under 'PDT Partners and CTO Sector Members' below, delegates from Associated National Member Countries (Antigua Barbuda, Dominica, Grenada, Maldives, St. Christopher Nevis, St. Lucia, St. Vincent and the Grenadines, Tonga) and Associated Territories (Anguilla, Ascension, Bermuda, Cayman Islands, Falkland Islands, Gibraltar, Montserrat, St. Helena, Tortola, Turks Caicos Islands) do not benefit from CTO Member Country rates.

PDT Partners and CTO Sector Members

Bangladesh
Bangladesh Telecommunication Regulatory Commission

Bermuda
Department of Telecommunications

Botswana
Botswana Telecommunications Corporation

Cameroon
Telecommunications Regulatory Board

Canada
Alliances Consulting Group Inc, ESI

Fiji Islands
Fintel

Finland
Microtask, Nokia, NSN)

The Gambia
Gambia Telecommunications Company, Public Utilities Regulatory Authority

Ghana
Kasapa, Ministry of Communications, Vodafone

Gibraltar
Gibraltar Regulatory Authority

India
BSNL, Eagle Photonics

Jamaica
Office of Utilities Regulation

Kenya
Communications Commission of Kenya
Safaricom

Malawi
Malawi Telecommunications Ltd.

Malaysia
Telekom Malaysia Berhad*

Malta
Exigy

Mauritius
Mauritius Telecom, Information and Communication Technologies Authority

Mozambique
Telecomunicações de Moçambique

Nigeria
Ministry of Information and Communications, Nigerian Communications Commission, Airtel*

Papua New Guinea
Telikom PNG

Seychelles
Cable Wireless Seychelles

Sierra Leone
National Telecommunications Commission, Sierra Leone Telecommunications Company

Solomon Islands
Solomon Telekom

South Africa
Independent Communications Authority of South Africa, Pygma Consulting, Sentech, Telkom South Africa, Universal Service and Access Agency of South Africa

Southern Sudan
Government of Southern Sudan

St. Vincent & the Grenadines
National Telecommunications Regulatory Commission

Swaziland
Swaziland Posts and Telecommunications Corporation

Sweden
Ericsson

Tonga
Tonga Communications Corporation

Trinidad & Tobago
Development Consulting Centre, Telecommunications Services of Trinidad and Tobago

United Kingdom
GSMA, SGS International

Vanuatu
Telecom Vanuatu Ltd.

Zambia
Zambia Telecommunications Company*