Licensing in a Converged Environment

2 - 6 November 2015, Johannesburg, South Africa

COMMONWEALTH
TELECOMMUNICATIONS
ORGANISATION

Overview

This five-day training program will showcase the participants different drivers and perspectives of convergence, how regulators have deal with convergence including international case studies, price regulation, and real licensing in a converged environment.

Objectives

- Understand the drivers of convergence in telecommunications, broadcasting, technology and media.
- Comprehend the impact of such rampant convergence on erstwhile wireline, wireless and broadcasting services.
- Identify why regulatory systems have to evolve?
- Review the concept of licensing as a key element of telecommunications regulation.
- Why license converged telecommunications services?
- Traditional and emerging licensing regimes with a focus on industry best practices.
- Best practice licensing for interconnection in a converged multi-operator and multi-platform telecommunications markets.
- Review of unified licensing combinations.
- Case studies review.

Target Audience

This course is designed for telecommunications regulators, engineers, economists, managers and other professionals with an interest in licensing. The course will build skills in carrying out migration through working group exercises.

Course Outline

Introduction to Convergence
- Drivers for convergence
- Erstwhile markets pre convergence
- Impact of convergence markets and the following regulatory challenges
- Case Studies

Licensing
- Traditional and emerging licensing regimes
- Types of licensing
- Licensing practices
- Contents of licenses
- Legislative framework of licensing

Best practice licensing for interconnection in a converged multi-operator, multi-platform telecommunications markets
- Why regulatory systems have to evolve?
- Service licensing and the rights/obligations of licensees covering numbering, spectrum allocation and interconnection
- Traditional and emerging licensing regimes with a focus on industry best practice
- Unified licensing, simplification and consolidation of licenses

Unified licensing framework and its relevance to regulating interconnection prices
- Unified licensing framework, regulating interconnection prices and deriving interconnection costs work

Licensing and Regulator's duties
- Licensing for competition
- Licensing efficiency
- How market power affects licensing?
- Licensing in practice

Licensing implementation
- How to develop practical project and implementation plan for a unified licensing regime?
- Case studies of various models of converged/unified licensing in several countries
- Converged licensing – international trends and components of license migration
- Challenges in migration to converged licensing - service provider experiences

Course Trainer

Windfred Mfuh

Dr Windfred holds a PhD in Strategic Management and Policy from the University of Warwick Business School, an MSc in Operational Telecoms, a MEng in Telecommunications and a BSc in Analytical Sciences. Dr Mfuh is ITU expert in strategy and enterprise, competition and regulation, Senior lecturer and Director of Postgraduate Programmes, Institute of Applied Entrepreneurship, Coventry University. He is also Associate Fellow of Warwick Business School, UK. Windfred has worked with a range of regulatory organisations in various capacities on engineering and management projects for the last 18 years. His latest assignments involve digital switchover in Cameroon, 'Delta State beyond oil' strategy in Nigeria, complete market analysis and full spectrum valuation to accommodate 3G and 4G services for the Kingdom. Previously, Windfred served as Doctoral and then Lead researcher at the Centre for Management under Regulation, Warwick Business School, University of Warwick (2006 – 2011). He also served in Cameroon's Ministry of Post and Telecoms for 10 years (1993-2003) in various capacities and served on several committees and working groups across Africa in areas as diverse as spectrum engineering, liberalisation, competition policy and general regulation.

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- ☐ Operator
- ☐ Manufacturer
- ☐ Other

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- ☐ Customer service and care
- ☐ Engineering and technical management
- ☐ Financial, purchasing and investor relations
- ☐ IT/IP management

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- ☐ Fixed network/services
- ☐ Mobile/wireless network/services
- ☐ Satellite network/services
- ☐ Internet

- ☐ Marketing and sales
- ☐ Public relations and corporate communications
- ☐ Regulatory and legal affairs
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