

Costing in Telecommunications and Tariff Planning and Structuring

12 – 16 October 2015,
Port Louis, Mauritius



COMMONWEALTH
TELECOMMUNICATIONS
ORGANISATION

Overview

This five-day training program will provide participants with comprehensive understanding of essential concepts, methodologies and tools of tariff policies, cost models and methods in telecommunication sector.

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: h.muchando@cto.int

OBJECTIVES

- Provide a better understanding of the economics theory, practice of price regulation in tariff policies and costing in telecommunications.
- Gain a practical knowledge in tariff determination, evaluation of tariff structure for different telecom services and tariff re-balancing.
- Describe the dominance theory and the evolution of costing methodologies.
- Discuss a variety of costing tools and techniques, and their practical applications.

TARGET AUDIENCE

This course is ideal for professionals of telecommunications regulatory bodies and operating companies involved in finance, licensing, marketing, tariff and competition.

COURSE OUTLINE

Regulations and policies

- Introduction of analytical cost accounting
- Cost orientation of tariffs
- Rebalancing

General evaluation of tariff structures

- Present cost modelling issues and real world examples of the application of cost models

Telecommunications costs and method of calculating costs

- Tariff policies, tariff setting, telecom pricing etc.
- Costing perceptions
- Costing terms and concepts
- Costing methodologies

Cost Modelling

- Long Run Incremental Costing (LRIC)
- Costing steps
- Cost of capital
 - Valuation of capital goods
 - Depreciation
 - Expected return on investment
- Asset-related operating costs
 - Activity based costing
 - Historical costing

International best practices for telecom pricing

COURSE TRAINER

Satya Gupta

Satya holds a BSc.Eng (Hons) in electronics and communications engineering from Kurukshetra University, India and a PhD in electronics design technology from Indian Institute of Science, Bangalore. Recently, he has completed a master's degree in telecom policy and regulation from the University of West Indies. At the moment, he is working with BT Global Services as chief regulatory advisor and director government affairs for India and SAARC, dealing with regulatory, licensing, public policy, security, competition and government affairs. Some of Satya past working experience involves: secretary at the Telecom Regulatory Authority of India; General manager at Ircon International Limited where he was involved in the execution of optical fibre and other modern telecommunication systems' projects; Officer-in-charge of wireless monitoring station at wireless planning and coordination wing of Ministry of Communication. Satya was a member of various government task forces and experts' groups.

Who we are

The CTO is the oldest and largest Commonwealth organisation engaged in multilateral collaboration in the field of ICTs. Using in-house and partner experience, it supports members in integrating ICTs to deliver effective development interventions that emancipate, enrich, equalise and empower people within the Commonwealth and beyond.

What we do

The work of the CTO goes back to the Organisation's creation in 1901 as the Pacific Cable Board. Since then, the CTO has been at the centre of continuous and extensive international communications development funding, cooperation and assistance programmes. Since 1985, the Organisation has delivered to its members in Europe, the Caribbean, the Americas, Africa and Asia-Pacific over 3,760 bilateral and multilateral telecommunications and ICT capacity building projects in the form of policy, operational and regulatory training, and expert assistance. Moreover, the CTO has been at the forefront of generating cutting-edge knowledge through its research and consultancy services, as well as sharing ideas through its conferences and workshops held around the world. This long history as a development facilitator provides the Organisation with a unique and growing delivery capacity for ICT4D programmes and services.

Supporting ICT4D in the Commonwealth

The CTO seeks to work collaboratively with other Commonwealth bodies to build mutually beneficial synergies in the interests of its members. The CTO has a key role to play in leading ICT4D initiatives across the Commonwealth, and it is committed to working together with other Commonwealth entities to reduce overlap and replication of activities. The CTO welcomes the opportunity to offer secretariat support to any Commonwealth ICT initiatives that reflect the needs and interests of its members.

Registration Form

Personal Details

Mr/Mrs/Ms/Other _____ First Name _____ Last Name _____
 Job Title _____
 Organisation _____
 Address _____
 City _____ Postcode _____ Country _____
 Tel. _____ Mobile _____ Fax _____
 E-mail _____
 Authorising Line Manager's Name _____
 Authorising Line Manager's E-mail _____

Event ID: **8054** 02 October 2015

REGISTRATION DEADLINE

3 SIMPLE WAYS TO REGISTER!

Fill in and fax this form back at
+44 20 8600 3819

Call the programme team at
+44 20 8600 3800

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

NEED HELP?

Call us now on +44 20 8600 3800
or e-mail the Programmes team at
programmes@cto.int

Payment Options

1. Select Delegate Rate (please refer to the list of CTO members/PDT Partners provided overleaf)

	Standard Rate	Early Registration by: 28 August 2015
CTO Members	<input type="checkbox"/> £750	<input type="checkbox"/> £700
Others	<input type="checkbox"/> £1,150	<input type="checkbox"/> £1,100

2. Payment Mode (choose from either Invoice, Bank Transfer, Cheque, or Credit Card)

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

Bank Transfer
To: Coutts & Co., 440 Strand, London WC2R 0QS, UK
 A/c Name: CTO; A/c Number: 83675071
 Reference: GB72COUT18000208367507
 Sort Code: 18-00-02; Swift Code: COUTGB22

Cheque
Cheque enclosed,
 payable to "CTO HQ"

Credit Card: Visa / Mastercard (circle 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 you 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 and 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

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, or else before the course start date, whichever applies. 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 Ethical Framework or 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 (e-mail, 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.

Fax it back to +44 20 8600 3819, or return to the CTO at programmes@cto.int.

