

ITU/BDT Expert-Level Training for National Regulatory Authorities and Operators on Cost Modelling

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Trainers

Final report on the outcome and findings of the training course

1. Composition of the audience

Participants of this workshop consisted of high level executives and senior experts from almost all Arabic countries. In most cases the delegates represented regulatory authorities and ministries. A smaller number of mobile and fixed operators have been represented. Most delegates had a background as accounting experts or engineers. A smaller number of participants were lawyers and economists.

Regarding to the status of liberalization in the participating countries two stages have been recognized. Whereas some countries already liberalized their telecommunications market others are just preparing or planning the opening of their market.

2. Methodology and content of the training

Based on the theoretical framework of telecoms liberalization, wholesale tariff setting and practical regulatory accounting experience from all over the world have been demonstrated. The theoretical framework was the main part of presentations by the trainers. The practical part has been done by demonstrating and testing different costing models online and by discussion about advantages and disadvantages of the various models. The trainers gave recommendations for the application of specific approaches based on country specific circumstances and needs.

The practical part was supported by a multi stage group work in which the participants prepared and discussed their own case studies. The trainers set the framework for the case studies, supported the working groups during their work and moderated the discussion of results.

3. Outcome and findings

Regarding to content and methodology it appears to us that we could meet the needs of participants. During the discussion sessions we recognized a very high level of specific knowledge on the side of participants and strong interests in several topics, which resulted in lively debates with a strong focus on the most important principles. In this respect the case studies and group work fostered the mutual exchange of experience and knowledge and gave additional input for discussion. In particular, participants were interested in the practical aspects of the implementation of regulatory accounting models and there has been strong demand for the materials offered by the trainers.

It was extremely valuable that Mr. Mohammed Eweiss supplemented with his vast experience on telecommunications liberalization in Arabic countries. Due to his excellent communication skills and his broad and deep knowledge he could bridge the gap between general principles and model structures and their application to Arabic countries.

We succeeded to work through the suggested programme but would have needed at least one additional day to cover in depth certain assumptions like for example the valuation of assets and cost allocation. A further day would have been welcome for a detailed discussion of costing models for access networks.

It turned out that there was a need on the side of participants to cover also strategic issues of liberalization and regulation and to have an in depth discussion. In this respect some members of the training expressed their wish for a separate workshop in a similar format dealing with strategic issues.

Especially during the presentation of different cost models the need for a generally applicable new cost model, which could be easily modified to country specific circumstances and which has an appropriate degree of disaggregation has been identified.

4. Suggestions for future trainings

The trainers proposes to extend the workshop format for two additional days in order to be able to cover specific some assumptions in more detail and analyse additional costing models.

It has also been proposed by the trainers as well delegates that ITU further evaluates the demand for a separate workshop for strategic issues of liberalization and regulation.

5. Organization and hosting

It appeared to us that the workshop was indeed of high priority for Syrian Telecom as the principal organizer and host. The meeting facilities were more than adequate and fulfilled the needs of our training. Organization, timing and logistics worked perfectly. The hospitality was great and created a perfect working atmosphere.

Ms. Nefertiti Ali, from the BDT Arab States Regional Office, expressed her appreciation to all the delegates for their active participation, the trainers for their interesting presentations and discussions, and thanked the host country for its excellent organization and generous support.
