

**Séminaire régional sur les coûts et tarifs pour les pays membres du  
Groupe de tarification pour l'Afrique**  
*Regional Seminar on Costs and Tariffs for Member Countries of the  
Tariff Group for Africa*

Yaoundé, (Cameroon), 5-6 April 2004

Carmen Prado  
Market, Economics and Finance Unit (MEF)

## **MISSION REPORT**

---

### **1. OBJECTIVES**

The objective of this seminar on costs and tariffs was to provide Member States with information regarding the impact of changes in technology and general conditions of trade in telecommunication/ICT services on their economies, in the framework of the activities programmed in the BDT Operation Plan - Programme 4.

The seminar was followed by the meeting of the Regional Tariff Group for Africa (TAF Group). Both events were organized in coordination with ITU-T Study Group 3 on tariff and accounting principles including related telecommunication economic and policy issues.

### **2. OPENING**

H.E. Maximin Paul Nkoue Nkongo Minister of Post and Telecommunications of Cameroon, officially opened the seminar, which was attended by 72 participants from 30 countries. In his opening address he stressed that taking new initiatives in terms of costs and tariffs will give the region the opportunity to demonstrate its capacity to adapt and its flexibility in this highly competitive domain.

Mr. Jean-Louis Beh Mengue, Director General of the Telecommunication Regulation Agency of Cameroon, welcomed all the participants to the seminar and to Yaoundé. Opening remarks were made by Ms C. Prado as ITU/BDT representative, and Mr. M. Ndaro gave the vote of thanks as Chairman of the TAF Group.

The delegates elected Mr. Emanuelle Elop as Chairman for the seminar., The Chairman invited Ms. C. Prado, to present the work programme to the participants. She commented on the fact that the work programme for the seminar had been reviewed and developed by ITU taking into consideration the request from TAF Members.

### **3. PRESENTATIONS**

#### **3.1 Global trends in telecommunication development and new challenges for developing countries – S. Tanaka**

This presentation treated the market trends of the telecommunication sector including fixed, mobile telephony and Internet, taking into account the provision of services and interconnection matters. New challenges for developing countries regarding the implementation of IP telephony new services, tariffs, technical issues and regulatory matters were explained.

#### **3.2 Internet access and service pricing - X. Voisin**

In general, this presentation dealt with: the principal players (end user, state, subscriber, service provider, content provider, access provider, network provider) and the different action models on the Internet market; the evolution of revenues and different business models for telecom operators and Internet service providers; the segmentation of different services offered

on Internet, access- linked and web services, by focusing on the deployment of Internet services for mass users and its impact on public telephone networks and public telecom operators.

A second presentation was given illustrating relevant examples of pricing in some countries, different types of Internet services and future development.

### **3.3 Voice over IP networks - A. Akue-Kpakpo**

Two presentations were made by the speaker. In these presentations the speaker dealt with the operational aspects of Internet telephony specifically Voice over IP (VoIP). He mainly explained the aspects regarding national and international service provision, architecture of the networks and quality of services. He then presented the threats and opportunities for African countries from the financial and regulatory point of view. He stressed the problem of fraudulent interconnection and presented an illustrative case study.

### **3.4 IP-telephony and fixed networks trends – X. Voisin**

In this presentation the speaker explained how to fill the gap between cost of access and revenues from different Internet services, taking into account the costs layers in access provision, broadband access, access to uncontrolled services. The next Generation Network (NGN) was also explained by showing some cases in France.

### **3.5 Applying COSITU in the region: sharing of experience from regulators and operators – F. Dlamini**

In the framework of the application of the software for the calculation of costs, tariffs and rates, COSITU, a representative of a mobile operator from Swaziland was invited to share his experience in the use of the software. He presented the actual situation of his enterprise as a mobile network operator, the interconnectivity and the definition of services as required by COSITU. He explained some of the questions they have regarding the calculation of network inefficiency costs and the application of the model to determine the cost per BTS site used. He concluded that for the purpose of their business they found the model to be useful in giving them indicators on where focus must be directed for either cost reduction or tariff adjustments.

### **3.6 COSITU data collection guide – K. Touray**

The speaker described the COSITU software regarding definition of services (traffic) for which COSITU calculates costs and collection methods, accounting systems and different types of costs, interpretation of results and regulatory parameters. He explained the role of the Centres of Excellence (CoEs) in the region in disseminating and implementing it, in order to permit network operators, service providers, regulator and policy makers in developing countries to efficiently calculate cost-oriented tariffs. He also spoke about some observations from operators regarding the use of the software and how ITU/BDT plans to develop the COSITU guide in order to facilitate the collection of data.

### **3.7 Applying COSITU in the region: future work CoE – M. Nxele**

The strategy for success in propagating COSITU in English-speaking countries of Africa was presented by the representative of the CoE. He explained the role of the CoE in providing training on COSITU to countries, the feedback from all the countries to whom assistance was rendered, and future plans. He stressed the importance of cooperation between operators in a country to involve regulators and to encourage them to undergo training.

#### **4. CLOSING CEREMONY**

The Chairman highlighted the success of the seminar referring to the large number of participants and to the quality of the information provided to both operators and regulators in the region. The president of the TAF group, on behalf of all the participants, expressed his gratitude to all the staff of the Telecommunication Regulation Agency of Cameroon and to ITU/BDT who made the seminar a reality.

#### **5. FOLLOW-UP ACTIONS**

In essence, follow-up actions have already begun. Work has commenced in the preparation of the guide for the collection and classification of data inputs for the application of COSITU.

BDT agreed to enlarge the COSITU French-speaking trainer team in order to provide expertise for this part of Africa.

---