

**OPEN STATEMENT**  
BY  
MARCELINO TAYOB  
ITU REPRESENTATIVE FOR EASTERN AND SOUTHERN AFRICA  
IN  
WORKSHOP ON TARIFS AND INTERCONNECTION  
WINDHOEK, NAMIBIA 15 –19 JANUARY 2000

Mr. Iyambo , Acting CEO of Telecom Namibia  
Distinguished Guests  
Colleagues  
Ladies and Gentlemen

It is indeed an honor and pleasure for me to be here again in this beautiful city of Windhoek and on behalf of the ITU to welcome and address you at the opening of this workshop on which the topic is indeed for me a very important one.

I am saying so because as you all know the telecommunications sector in our region and in the continent in particular and in the world in general, is going through very rapid changes driven by the quick development of new technologies that are coming into the market in response to the more and more sophisticated needs of the consumers.

Most countries and Governments of this region in particular, have started and many have already implementing the necessary policy and legislation reforms in order to create the conducive environment that will lead to adequate access to the telecommunications services to the majority of their citizens.

These reforms mostly end up to a certain extent in the liberalization of the national markets and the introduction of competition, therefore gradually moving away from the provision of the telecommunications services through a monopoly entity controlled by the Government. However this does not happen from one day to other, and it goes through a process that has its difficulties and specificities according to the realities of each country where it takes place.

In this process the incumbent telecommunications operators is frequently given some time, exclusivity period, to prepare for the competition. This involves among many other things to carefully look at their tariffs practices and the methodology to derive them.

As known by all of us, if the market were perfect, the market would automatically regulate the prices hence no regulation would be necessary. But the reality is somehow different and anywhere in the world some degree of regulation is still necessary in order to among other things protect the consumers from anti-competitive practices.

Therefore, Telecommunications Operators have to implement mechanisms such as analytical cost accounting to know as much as possible the costs for the provision of the various services.

As soon as new service providers come into the market frequently the dominant operator have to deal with interconnection disputes with other service providers as well as the Telecommunications Regulators. A clear methodology of calculation of costs of services can facilitate the negotiations, settlements and agreements.

It is in this context that the ITU through the BDT, the TSB and through the TAF Group and Study Group 3 of the ITU-T have along various years worked in the development of a Tariff and Interconnection Models for the Africa Region.

For those from the SADC Region, we are aware of the efforts done by SATA and TRASA in the harmonization of Tariffs and the agreed or adopted Tariff and Interconnection Guidelines submitted to the SATCC Committee of Minister by the end of last year in Mangochi, Malawi.

I hope this workshop, other than discuss the general principles contained in this sort of guidelines, will also provide to the participants the opportunity to have hands and a practical experience on a computerized model that allows some simulations based on real data from each country. I am sure that other models exist, and operators some operators in the sub region may use them.

We in ITU will welcome the comments we may receive from you to improve the model if necessary for the benefit of all in Africa Continent.

To conclude, I would like to take this opportunity to thank the Telecom Namibia for hosting this workshop and for the cooperation and support given to the ITU, that turns this workshop into reality.

I would also like to thank the colleagues from countries here represented for their presence in this workshop and I am looking forward for your feedback about the model and the future activities in this matter.

Finally please allow me to take this opportunity to remind you that the World Telecommunications Development Conference Regional Preparatory Meeting for Africa Region will take place sometime in May and I would like to appeal to all present to spare time to contribute to the agenda of the meeting, having active participation in the event and respond to the request for contribution sent to you by the ITU.

Also remind you that the Africa Telecom 2001 will again take place in this sub-region, in South Africa in November 2001. Lets us drive our own priorities within the ITU.

Having saying that I would like to thank you for listening.

Thank you

---