

## **Fixed wireless, a solution for wired access**

### **III – Experience of Togo**

**Numerous difficulties in increasing the customer base, despite major investments.**

**The answer, in order to face up to the competition, is to find an easily deployable solution in order to get as many customers as possible on the network.**



## Fixed wireless, a solution for wired access

### III – Experience of Togo

Evolution of teledensity					
	2001	2002	2003	2004	2005
Togo Telecom	47 384	51 156	60 873	65 949	62 831
	1.00	1.05	1.22	1.29	1.20

Source : ART&P



## Fixed wireless, a solution for wired access

### III – Experience of Togo

Investment in wired network				
USD (millions)				
	2000	2001	2002	2004
Togo Telecom	18	23	30	30

Source : ITU



## **Fixed wireless, a solution for wired access**

### **III – Experience of Togo**

**In six years, over USD 100 million were invested in the wired network.**

**Nevertheless, only 15 000 lines were added to the customer base.**



## Fixed wireless, a solution for wired access

### III – Experience of Togo

CDMA technology was chosen in 2005.

Total investments amount to around  
USD 14 million.

These investments include the data option and  
prepayment.



**Fixed wireless, a solution for wired access**

### **III – Experience of Togo**

The service opened on 17 May 2006 under the commercial name **Illico**.

Coverage of the country's main towns with 40 BTSs, of which 24 in the capital.



## Fixed wireless, a solution for wired access

### III – Experience of Togo

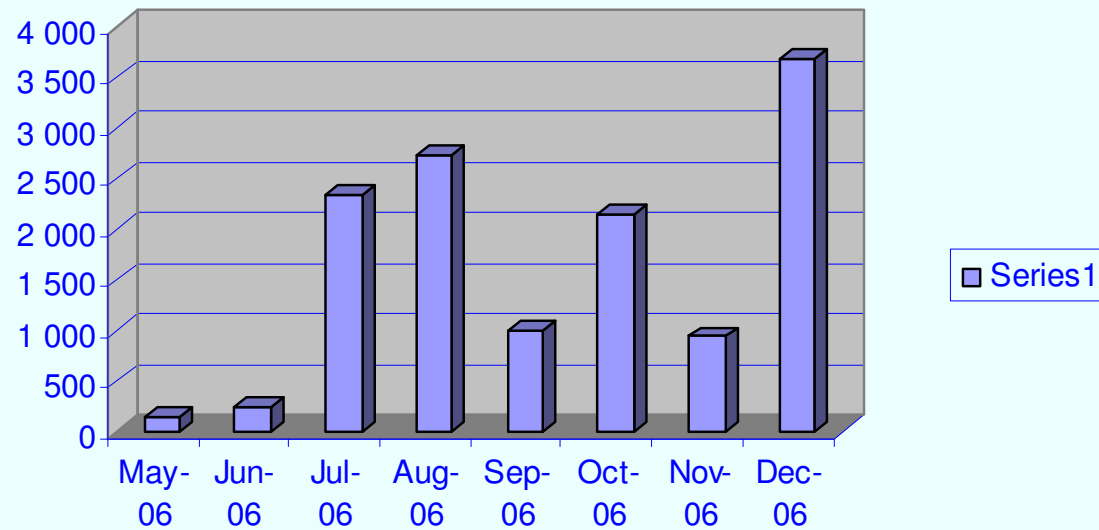
A prepay service is provided. Same rates as the wired network.

Access to the service is provided in the form of a pack, with rates depending on the type of equipment chosen.



## Fixed wireless, a solution for wired access

Evolution of customer base





**Fixed wireless, a solution for wired access**

### **III – Experience of Togo**

**The results are conclusive. 20 000 new customers in one year.**

**2 000 customers for the data service.**



## Fixed wireless, a solution for wired access

### III – Experience of Togo

The results could have been better if learning mistakes had been avoided.

Improved rates for access to the network and to data services at the outset could have increased the number of customers.