



Regional seminar on costs and tariffs for the member countries of the Tariff Group for Africa (TAF)

Djibouti, 28-29 January 2008

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**CoE/ESMT TRAINING AND ASSISTANCE ACTIVITIES
RELATING TO THE ITU MODEL FOR THE CALCULATION
OF TELEPHONE SERVICE COSTS AND CHARGES
(COSITU)
2004-2007**



AGENDA

- 1 – Activities 2004-2007
- 2 – Prospects for 2008
- 3 – User expectations
- 4 – Scenarios for evolution of the model



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CoE/ESMT actions 2004-2007:



- Phase 1: Regional workshops: 3
- Phase 2: National workshops: 5
- Phase 3: Direct assistance: 1 (actually phases 2 and 3)
- Total number of actions: 9
- Number of persons trained: 237
- Ad-hoc online assistance in 2007 (OTRT Chad, Côte d'Ivoire Télécom, etc.)



Ecole Supérieure Multinationale
des Télécommunications

Year	Type of action	COSITU phase	Number of recipients	Date & place	Facilitators
2004	<ul style="list-style-type: none"> Regional seminar Country assistance 	Phase 1 Phase 2	15 28	12-16 January 2004 - Dakar 07-10 June 2004 Njaména (Chad)	Saibou/Diop Saibou
2005 ^[1]	<ul style="list-style-type: none"> Regional seminar Regional seminar 	Phase 1 Phase 1	40 30	26-30 September Niamey (Niger) 17-21 September Kigali (Rwanda)	Saibou/Abossé Saibou/Abossé/ Anago
2006	<ul style="list-style-type: none"> Country assistance Country assistance Country assistance Country assistance Country & operator assistance 	Phase 2 Phase 2 Phase 2 Phase 2 Phases 2 & 3	Players from Mali 24 participants Players from Côte d'Ivoire 11 participants Players Guinea Conakry – 38 participants Players from Benin 38 participants Players from Togo 13 persons trained Costs and tariffs of three operators calculated Transfer of competencies to the COSITU teams of the three operators	6-10 March Bamako 24-28 April Accra 22-26 May Conakry 10-14 July Cotonou Lomé 11-29 September 2 weeks in the field 1 week of work at home	Saibou/Abossé Saibou Saibou/Sylla Saibou/Anago Saibou

^[1] In 2005, Mr ANAGO was called upon to work with ARCT Burundi, as part of an ITU/BDT mission not under CoE ESMT

TAF Group regional seminar (Djibouti, 2008)

24/01/2008



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Prospects for 2008:



Pending requests:

1. RURA (Rwanda): Phases 2 and 3
2. CELTEL International (telecoms pricing in general)
3. Cameroon (ITU Regional Representative): Phases 2 & 3
4. ATCI (Côte d'Ivoire): Phase 3
5. ARCT (Burundi): Phase 3
6. DRPT (Guinea Conakry): Phase 3

We envisage an increase in the number of COSITU trainers



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User expectations



The main expectations focus on:

- **simplification of the data-collection guides**
- **the guide on use of the model**
- **the duration of workshops**
- **purchase of the software (during training events, or include the price of the package in the training fee)**
- **making the software available online**
- **creating an interface with the entity's other databases**
- **updating of nomenclature and terminology**
- **tariff-setting for roaming**
- **tariff-setting for Internet**
- **tariff-setting for SMS**
- **tariff-setting for broadband, unbundling, ADSL services**
- **and so on ...**



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Scenarios for evolution of the model



Scenario 1: Evolution of the model according to the specific expectations expressed with respect to costs and tariffs for fixed and mobile telephony services

Scenario 2: Evolution of the model to take account of new services (particularly data)

Scenario 3: Development of a new model specifically geared to the new services



Scenarios for evolution of the model



The choice of one or another of the above scenarios will depend on a number of preliminary actions:

1. Draw up and circulate to a representative sample of target countries/operators, or to all of the TAF Group member countries, a questionnaire on their impressions and usage of the software and main problems encountered in its assimilation, as well as their expectations, etc.
2. Conduct the same survey among TAL and TAS Group member countries
3. Once the responses to the questionnaires have been analysed, organize a meeting of all the COSITU trainers to decide on new directions within a global perspective for all the tariff groups



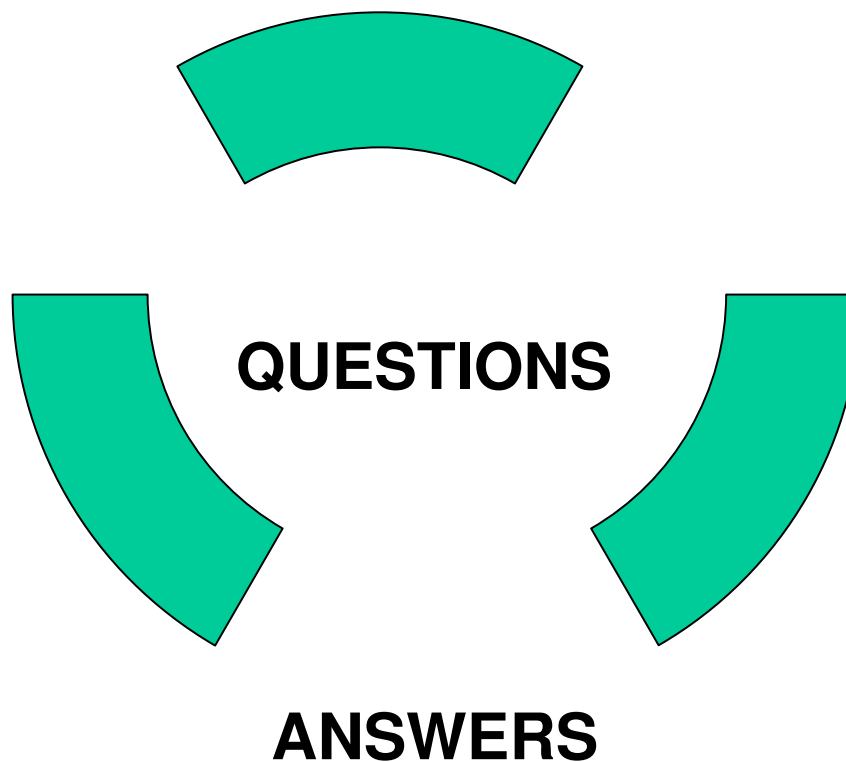
Content of a typical workshop:



- Introduction of the COSITU model
- Definition of the COSITU services
- Definition of the COSITU cost elements
- Methodology for data gathering and analysis
- Application of COSITU to the mobile service
- Case study of a mobile network
- Case study of a fixed network
- Introduction of company data into the model by the different teams



THANK YOU!



ANSWERS



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