COSITU WORKSHOP

MAPUTO, MOZAMBIQUE

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COSITU TRAINING IN THE CONTEXT OF THE COE REGIONAL CAPACITY BUILDING

Presentation by:

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CoE – East Africa
The ITU Centre of Excellence Network

1. Centre of Excellence for Western and Central Africa
   Major Node: Dakar (ESMT)  
   5 Major programmes

2. Centre of Excellence for Eastern and Southern Africa
   Major Node: Nairobi (AFRALTI)  
   5 Major programmes

3. Centre of Excellence for Asia Pacific
   Major Node: Bangkok (Thailand)  
   3 Major programmes

4. Centre of Excellence for Americas
   Major Node: Cordoba (Argentina)  
   3 major programmes

5. Centre of Excellence for the Arab Region
   Major Nodes: Damascus, Cairo, Amman, Tunis  
   6 Major programmes

6. Centre of Excellence for Eastern Europe and CIS Country
   Being launched
The ITU Centre of Excellence Project

3 Programs/4 Partners
- Network Engineering
- Regulatory Issues
- Business Management
- OFTA
- ACA
- ADB
- ALCATEL

4 Programs/4 Partners
- Telecom Policies
- New Telecom Techniques
- Regulatory Issues
- ICT based Business
- OAS/CITEL
- IDB
- BELL SOUTH
- ALCATEL

5 Programs/5 Partners
- Regulatory Issues
- Business management
- New Technologies
- Spectrum Management
- Rural Connectivity
- IDRC
- NORTEL
- SPECTROCAN
- SIEMENS
- ALCATEL

5 Programs/5 Partners
- Regulatory Issues
- Business management
- New Technologies
- Spectrum Management
- Rural Connectivity
- IDRC
- NORTEL
- SPECTROCAN
- SIEMENS
- ALCATEL

6 Programs/2 Partners
- Telecom Policies
- Regulatory Issues
- Business management
- New Technologies
- IP Awareness
- Rural Connectivity
- ETSI
- ALCATEL

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- Telecom Policies
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Partners to be identified
- Programmes to be defined

CoE AMS

CoE ASP

CoE EUR-CIS

CoE AFR-F

CoE AFR-E

CoE Africa
CoE Long Term Objective

The Centre of Excellence (CoE)

BY THE END OF THE PROJECT THE CoE’s WILL BE SELF SUSTAINING PROFIT CENTRES

• COMMITMENT AND PARTICIPATION FROM THE VARIOUS PLAYERS IN THE REGION IS NEEDED AND EXPECTED

• THE CoE’s TO DEVELOP INTO A NETWORK OF EXCELLENCE
CoE KEY AREAS

The Centre of Excellence (CoE) Programmes

- Spectrum Management
- Policy and Regulatory Issues
- Technology Awareness
- Business Management
- Universal Access and Rural Connectivity
- Human Resources Development and Management
BUSINESS MANAGEMENT

- DRIVEN BY THE ITU/BDT
- OBJECTIVE IS TO RECOGNISE TELECOMS AS A COMPETITIVE BUSINESS AND SHARPEN COMMERCIAL APPROACH
  - EQUIP MANAGEMENT WITH THE TOOLS TO MANAGE TELECOMS BUSINESS EFFICIENTLY (MINIMISE COSTS, IMPROVE QUALITY OF SERVICE & MAXIMISE RETURN ON INVESTMENT)
- RUN WORKSHOPS : A BASKET OF 8 MODULES
BDT/HRD WORSHOPS ON BUSINESS MANAGEMENT

Workshop 1 - Basic Course on Business Planning
Workshop 2 - Marketing and Revenue Forecasts
Workshop 3 - Economical Aspects of Interconnection
Workshop 4 - Human Resources Re-engineering
Workshop 5 - Information System & Management Control
Workshop 6 - Restructuring of the ICT Sector
Workshop 7 - Restructuring of the Incumbent Operator
Workshop 8 - Organisation of a National Regulatory Agency
ECONOMICAL ASPECTS OF INTERCONNECTION
(WORKSHOP 3)

RUN HERE IN MAPUTO IN NOVEMBER 2002

COVERED ISSUES SUCH AS:

- Interconnection Procedures
- Forecasting Methods for future traffic Inflows between Operators
- Methods of Calculating Interconnection Charges and revenues for an Incumbent Operator
- Basic Concepts FOR Costing (FDC, LRIC)
Economical Aspects, Issues covered ...

- Methods of Allocation of Costs of services segments (ABC Method)
- Costing of the Technical elements of network components
- Used two Business Models (Sunland for Fixed Networks and Birdland for Mobile Networks)
COSITU

- A Hands-on approach to the calculation of costs, tariffs and rates for telephone services.

- See COSITU as a Tool for Management

- What it can do for you is the subject of this workshop
EXPECTATIONS

- TRAIN THE TRAINER APPROACH. FOUR PEOPLE IN THE REGION ARE UNDERGOING TRAINING IN THE USE OF COSITU

- THE PHILOSOPHY OF THE CoE (E) IS TO DEVELOP REGIONAL CAPACITY THROUGH STRENGTHENING OF AFRALTI BUT TAPPING INTO EXISTING SKILLS WITHIN OTHER REGIONAL TRAINING INSTITUTIONS AND SECTOR ORGANISATIONS
Expectations ..

- FOLLOW-UP ACTIVITIES WILL BE DRIVEN BY THE PEOPLE WE ARE TRAINING.

- THIS WORKSHOP CANNOT TURN YOU INTO EXPERTS IN 4 DAYS, OR SOLVE ALL YOUR PROBLEMS.
Expectations..

- IT IS AN OPPORTUNITY TO KNOW WHAT COSITU CAN DO FOR YOU, WHAT INFORMATION YOU NEED FOR IT TO WORK BEST

- WHEN YOU ARE READY FOR IN-DEPTH ASSISTANCE IN THE FORM OF TRAINING OR HANDS-ON IMPLEMENTATION, THE TEAM WILL BE READY TO ASSIST YOU
THE COSITU TEAM

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