



**Launch of the ADB/ITU Initiative on ICT for Development in the Asia-Pacific Region (ICTD-ASP Initiative) and follow-up meeting of the Connect Asia-Pacific Summit**

## **Strengthening ICT and Telecom Sector in Bangladesh (STIB)**

***A project Proposal  
from  
BANGLADESH***

**Presented by**

**T I M Nurul Kabir**

**Secretary General**



Association of Mobile Telecom Operators of Bangladesh

# About AMTOB

**Association of Mobile Telecom Operators of Bangladesh (AMTOB)**

**Organization dedicated in bridging relationship with the policy makers, government, regulator, international agencies and ICT related organizations and grass root level for the eradication of digital divide through capacity building, empowering and encouraging innovation towards Digital Bangladesh.**

**[www.amtob.org.bd](http://www.amtob.org.bd)**



Association of Mobile Telecom Operators of Bangladesh

# Project Brief

PROJECT	Strengthening ICT and Telecom Sector in Bangladesh (STIB)
Objective	<ul style="list-style-type: none"> <li>▪ To develop human resources, enhance and upgrade communication facilities and facilitate institutional strengthening of Telecom &amp; ICT Division of the Ministry, and BTRC, for a conducive policy and regulatory framework by identifying and overcoming the barriers affecting the growth of the ICT sector.</li> </ul>
Expected Results	<ul style="list-style-type: none"> <li>▪ Strengthened Capacity of Telecom Division for facilitating a supportive telecom policy for achieving national objectives</li> <li>▪ Strengthened Capacity of ICT Division &amp; BTRC for facilitating an ICT &amp; regulatory environment to contribute towards achieving desired objectives of the regulators &amp; policy makers</li> <li>▪ Institutional strengthening of AMTOB to support Industry &amp; Stakeholders</li> </ul>
Main Activities	<ul style="list-style-type: none"> <li>▪ Establishment of a project governance structure</li> <li>▪ Purchase and installation of equipment (hardware and software)</li> <li>▪ Setting up and installation of the AMTOB Information &amp; Knowledge Center</li> <li>▪ Formulating recommendations for capacity development</li> </ul>
Budget	2,336,000 USD
Beneficiary Country	Bangladesh Any other country

## Project Leads

### Implementing Agency:

Association of Mobile Telecom  
Operators of Bangladesh (AMTOB)



### Project Manager:

ITU Regional Office for the ASP



# Project Partners

## Government Co-op Agency:

1. Telecom Division of Ministry of Posts, Telecommunication and Information Technology (MoPTIT)



## Other Government Partners:

2. Bangladesh Telecommunication Regulatory Commission (BTRC)
1. ICT Division of Posts, Telecommunication and Information Technology (MoPTIT)



# CALL FOR POTENTIAL PARTNER



Association of Mobile Telecom Operators of Bangladesh (AMTOB)  
and  
International Telecommunication Union (ITU)



**This cooperation intends to:**

## **Strengthening ICT & Telecom sectors in Bangladesh (STIB)**

Develop Human Resources, enhance and upgrade communication facilities and achieve institutional strengthening of Telecom Division & ICT Division of Ministry of Posts, Telecommunication and Information Technology (MoPTIT), and BTRC, for a conducive policy and regulatory framework by identifying and overcoming the barriers affecting the growth of the Telecom & CT sector.

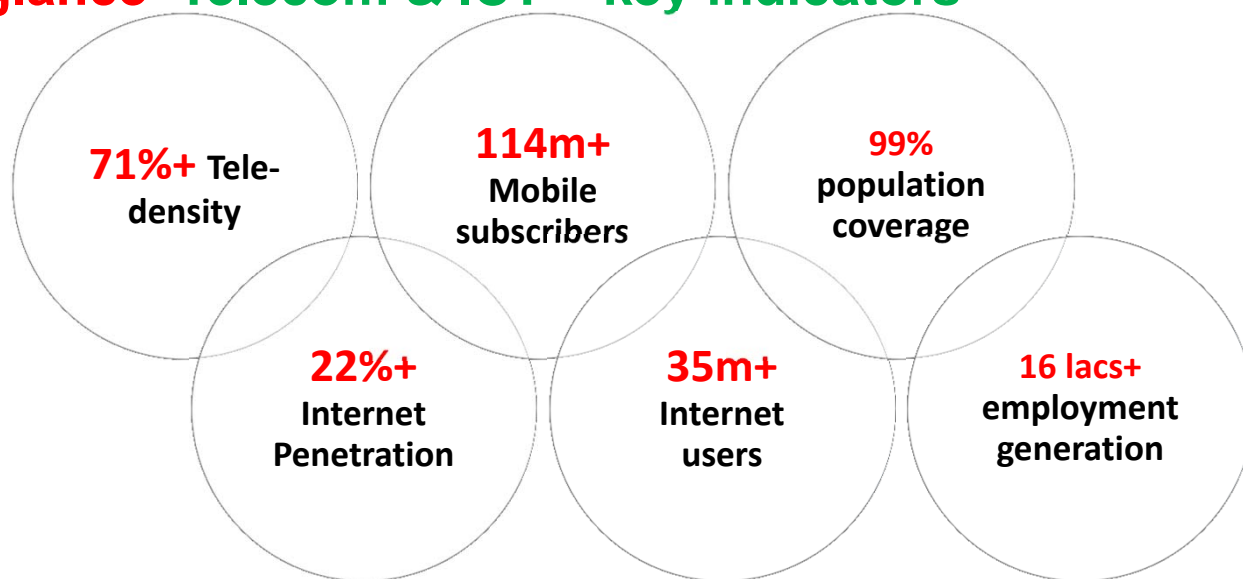
Strengthen AMTOB by establishing an **Information & Knowledge Center** within the organization to encourage dissemination of information, with the facility functioning as an information hub for stakeholders (which include Government, Industry, Media, Academia, Law Enforcement Agencies and Civil Society).

Create greater awareness on issues concerning the Telecom & ICT sectors and sensitize stakeholders including related Government agencies such as NBR, Law Enforcement Agencies etc., Media, Academia and Civil Society on the need and importance of policy reform and implementation.

To this end, the two organizations call for partners on “Strengthening ICT and Telecom Sector in Bangladesh (STIB)” and look forward to working together with ITU Members and other interested stakeholders.

# Landscape : Connectivity & Digital Lifestyle

## Telecom industry at a glance Telecom & ICT – key indicators



◆ Per capita Income rising steadily (from US\$ 620 in 2009 to US\$ 1000 in 2013)

Luxury to  
life style



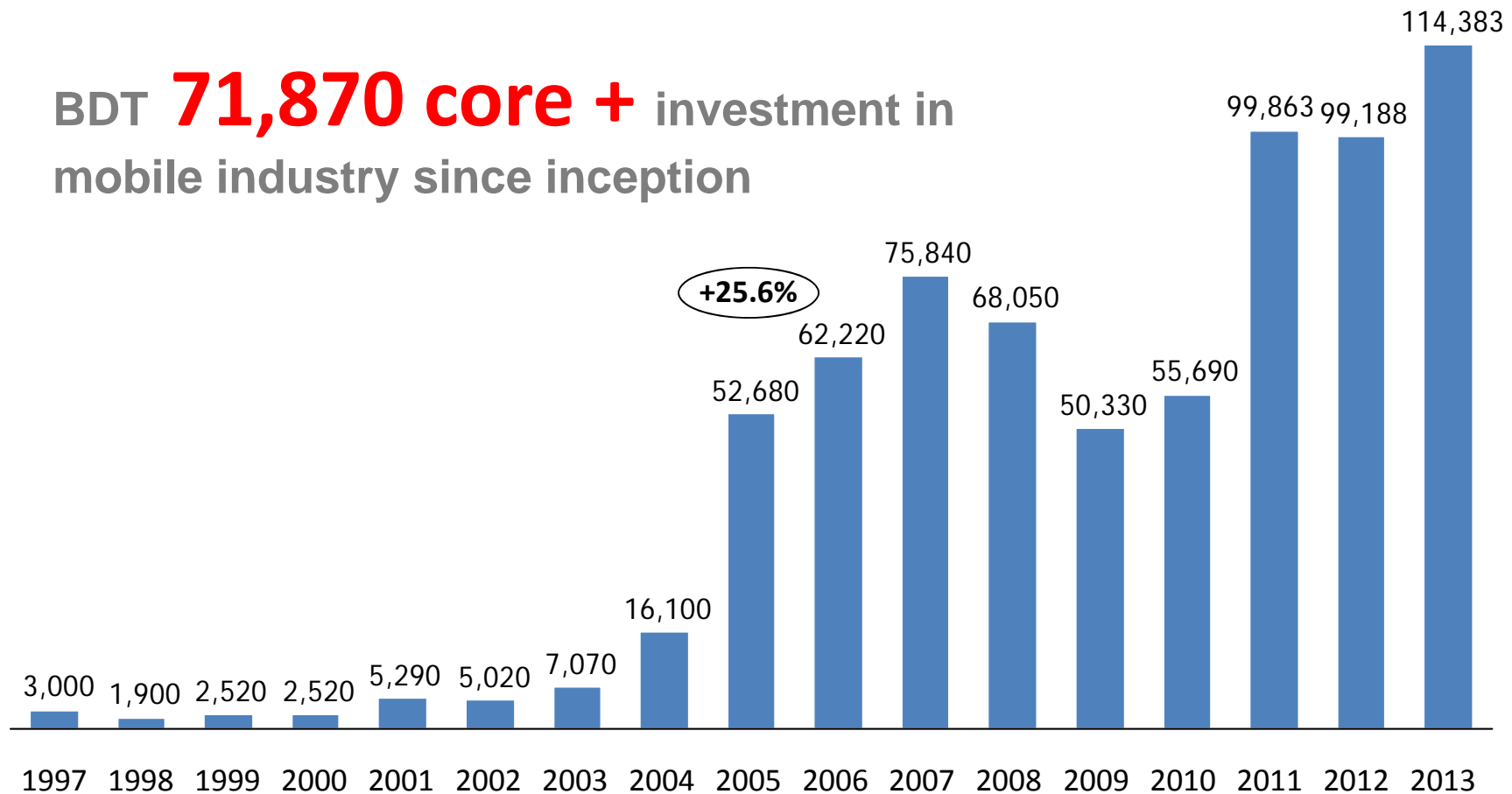
No demand  
to Necessity



## Bangladesh Telecom industry at a glance

Investment - mobile industry invested more than BDT 70, 000 Crore

BDT **71,870 core +** investment in  
mobile industry since inception

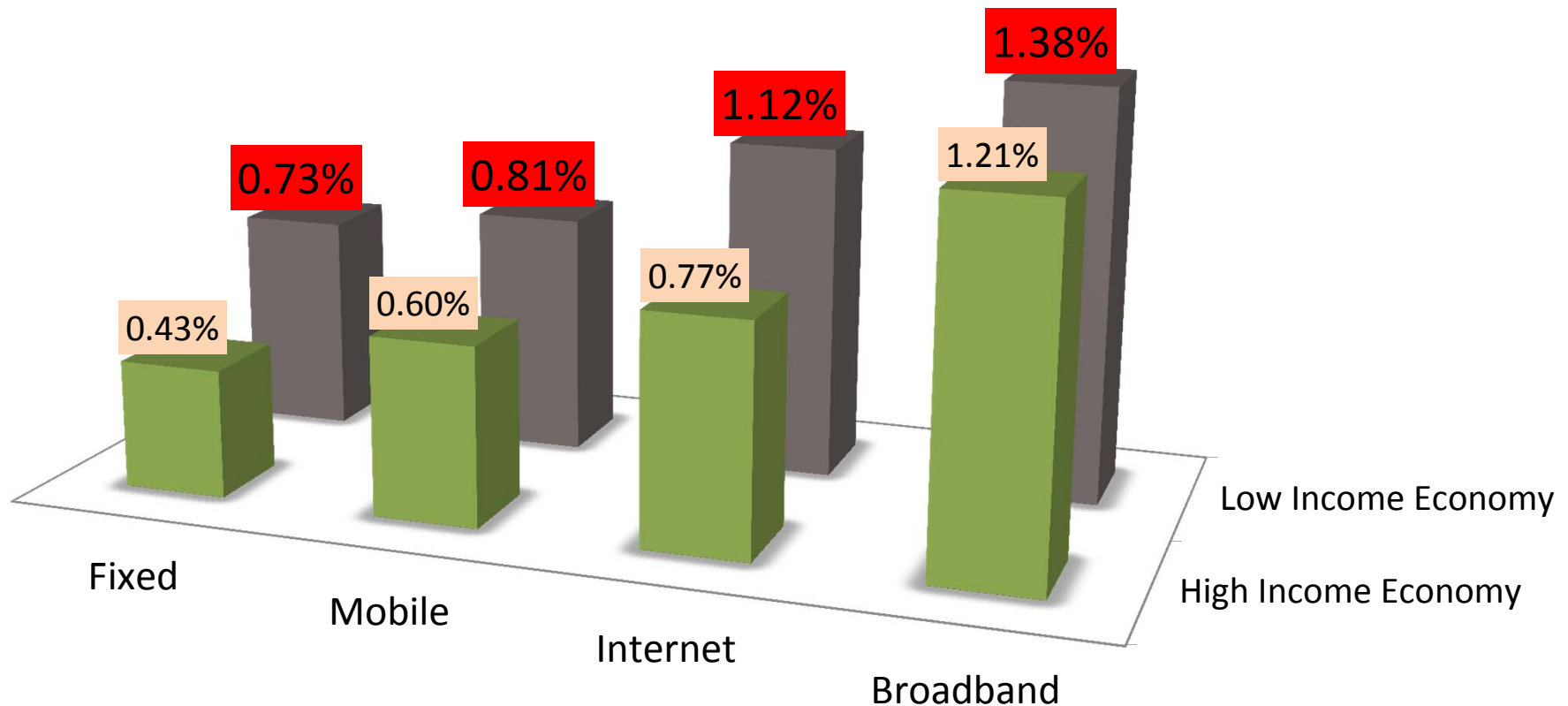




# Bangladesh Telecom & ICT - economic growth drivers

GDP growth is function of telecom penetration

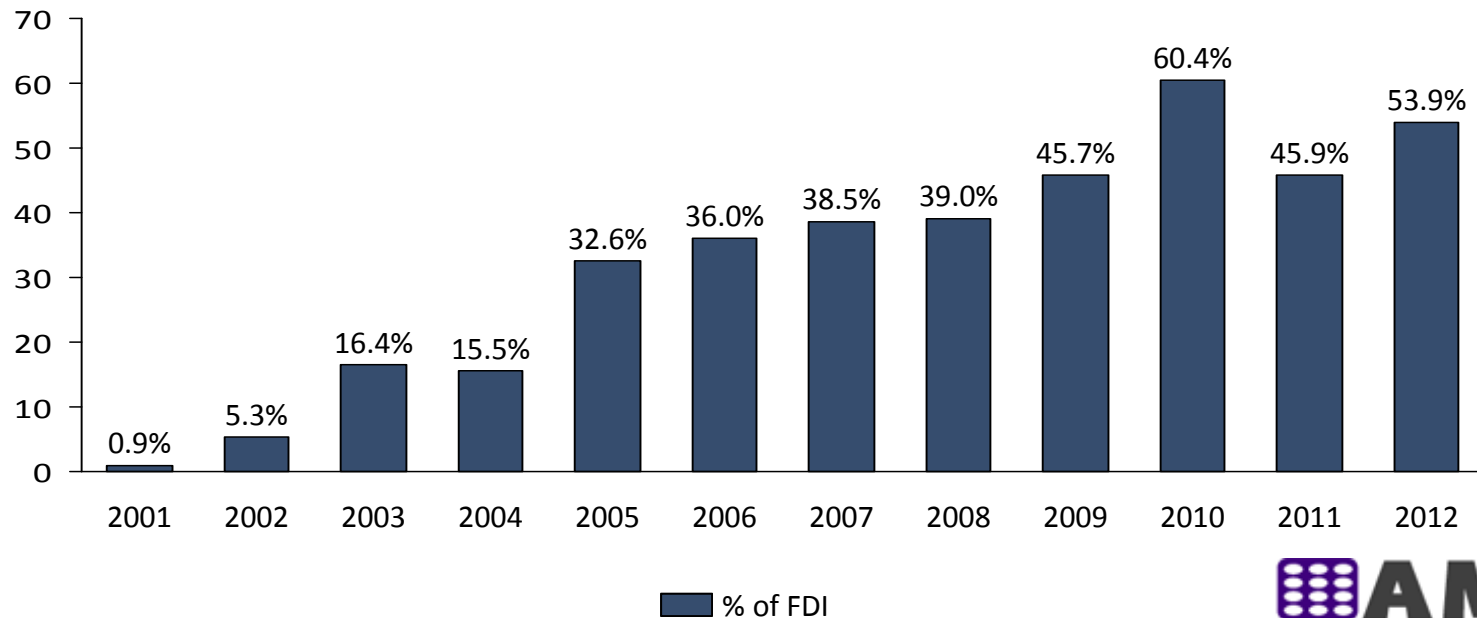
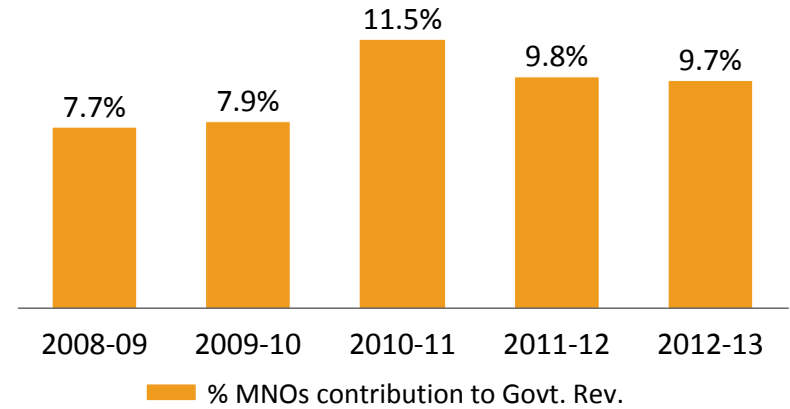
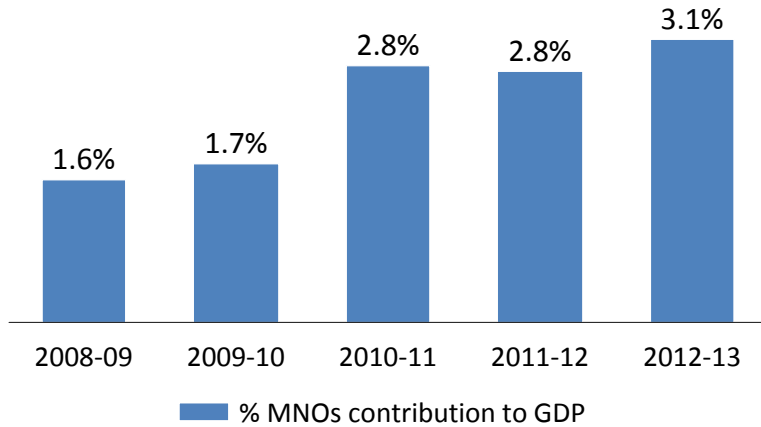
increase in GDP (%) for 10% increase in penetration



Source [World Bank Analysis](#)

## Bangladesh Telecom industry at a glance

### Sector contribution to GDP , National Revenue & FDI

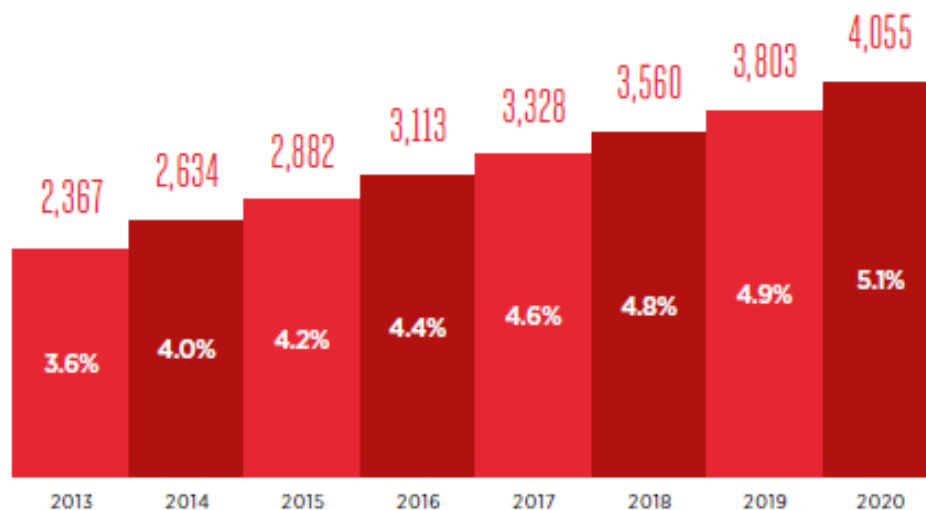


## Telecom & ICT - economic growth drivers

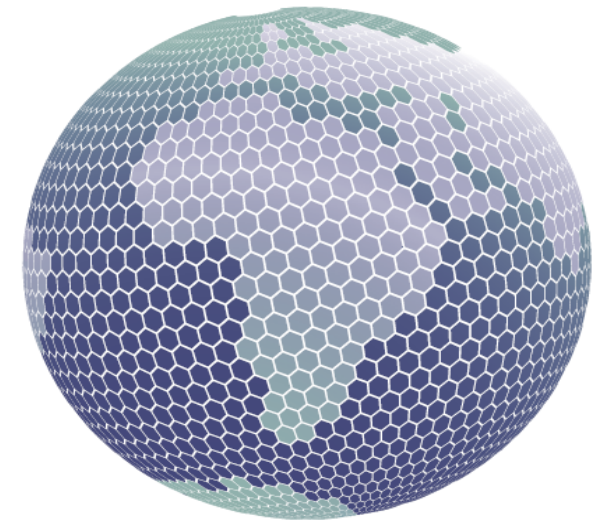
GDP growth is function of telecom penetration

**1.8%** increase in penetration leads to  
**0.7%** increase in GDP over **5** years

Total mobile contribution to GDP will increase further out to 2020  
GDP contribution (US\$ Bn)



Mobile taxes and fees  
A toolkit of principles and evidence



FEBRUARY 2014

Deloitte

- Developing country has higher potential compare to developed country.
- Bangladesh has 5.8% growth potential.

 **AMTOB**  
Association of Mobile Telecom Operators of Bangladesh

## ICT industry at a glance

Current growth rate is impressive



*pc growth rate is **impressive**, yoy growth rate is around **40%***

*sales of **tablet** computers are increasing - as **new devices attract business users** and **low costs draw consumers***

***affordability** is a great concern for **rural penetration***

*major **export** market of **IT enabled services** – **north america, EU countries, japan***

# Contribution To Society



**Health**  
Taking medical facilities to deprived segment through **"Tele-Health"**



**Agriculture**  
Increasing productivity through **"Krishi Jigyasha"**



**Banking**  
Bank for unbanked rural communities through **"Mobile Banking"**



**Education**  
Quality education even in rural through **"Education Hotline"**



**Governance**  
Easy access to information & **Thana level connectivity** through **"Zoom"**



**Cell/SMS Broadcasting**  
Alerts on Natural Disaster



**m-Commerce**  
Buy/Sell from Home,  
No Middle man,  
Cellbazaar, Robi Haat-Bazaar



**Internet & Information Service**  
Reduce Digital Divide through  
CIC, MMS



**PCO**  
Mobile Telecommunications for everyone & every- where



# Telecom & ICT – in economic transformation

Telecom & ICT are working as nucleus for other sectors



# MNOs Contributing to Bangladesh Economy

Every 100 taka that mobile operators earn as revenue 55 taka goes to government exchequer

Every 100 taka investment that comes to Bangladesh as FDI 62 taka comes from mobile operators

Every 100 taka that government spend as government expenditure, 10 taka comes from mobile operators

GDP contribution of 3.1%

# Why This Project

- Bangladesh Government Telecom Division of Ministry of Posts, Telecommunications and ICT (MoPT) and Association of Mobile Telecom Operators of Bangladesh (AMTOB) have initiated this project in order to **strengthen the capacity of stakeholders of the Telecom and ICT sectors** in Bangladesh so that the country's ICT & Telecom growth can be sustained.
- Enhanced capacity of stakeholders will help to play relevant roles in **developing the ICT and Telecom sectors further and accelerate economic development** of the country.
- Creating opportunity for other Partners for integrating & contributing to the capacity development initiative & implement best practices through this project.



# Challenges to ICT/Telecom Growth

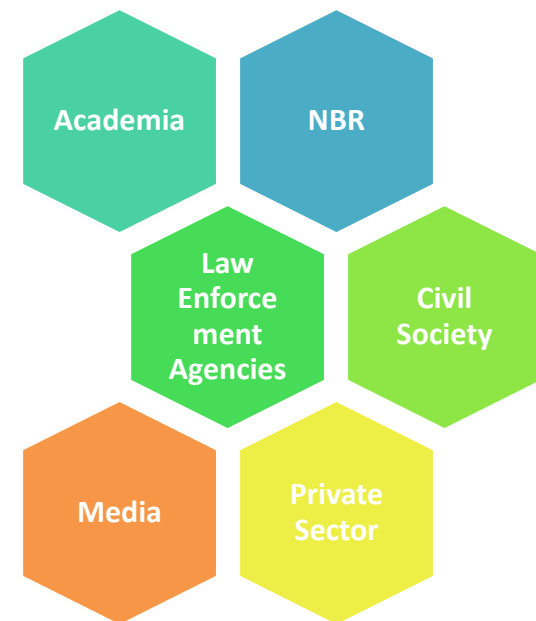
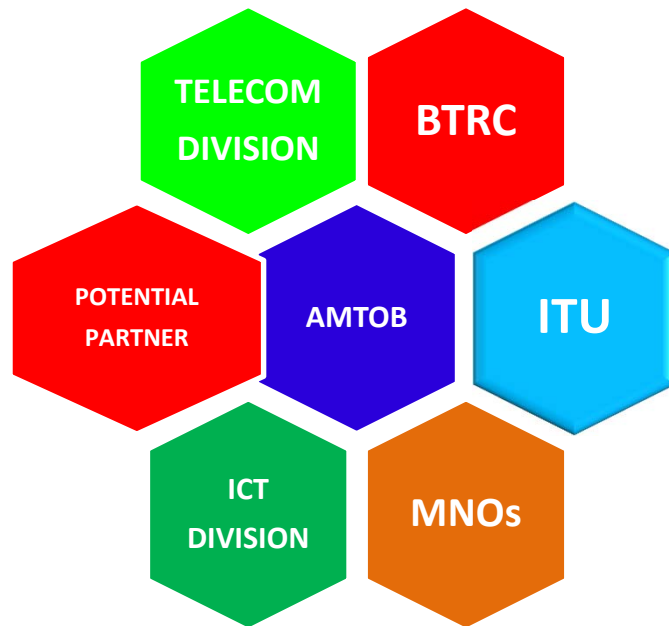
- Lack of short-term and long-term vision and roadmap for the sectors
- Appropriate policy for augmenting sector growth
- Policy alignment of ICT and Telecom Divisions
- Capacity development is required for stakeholders/policymakers
- Global standard is required for Licensing and Tax Regime
- Absence of knowledge-hub and R&D facilities

## The Solution

**Improve capacity of stakeholders of the ICT and Telecom sectors through a coordinated and dedicated project, particularly for policymaking and regulating bodies, and also for private entities like AMTOB, which can work as coordinator among stakeholders and can provide better assistance to the ICT and telecom sectors for a sustainable business growth through PPP.**

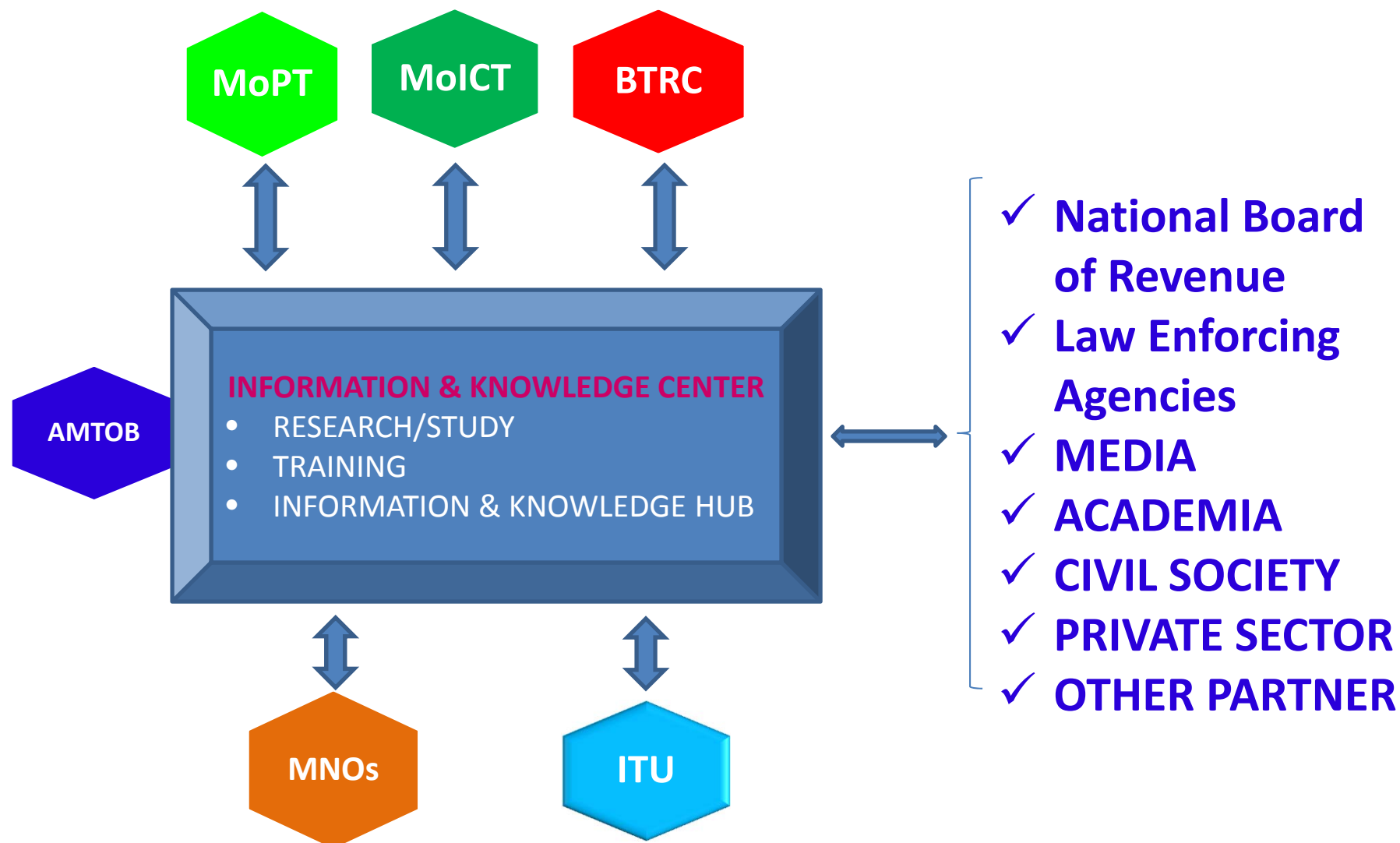
# Stakeholders To Be Involved

## ***PRIMARY STAKEHOLDERS***



## ***SECONDARY STAKEHOLDERS***

# Information & Knowledge Center



A young girl with dark hair in two pigtails, wearing a pink dress, holds a small flag of Bangladesh. The flag is green with a red circle in the center. The background is a blurred outdoor setting.

# Thank You!

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