

PRESENTATION OF THE KOTO CASE STUDY

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OBJECTIVES OF MARKET PLAYERS

KIKA MOBILE

1. Cheaper international traffic termination rates
2. Introduce Broadband Wireless Services (3G)
3. Increase Broadband Wireless customer base
4. Become a consortium member of the CWA cable landing station as a way to get away from Kotel's monopoly on SET5

KOTEL

1. Remain the designated national operator
2. To retain monopoly position on fixed and SAT5 cable landing station
3. Build the CWA cable landing station as a monopoly
4. Improve quality of service through the introduction of new technologies

KISPA

- 1.To have access to more than one landing station, thereby breaking down the monopoly of KOTEL
- 2.To have alternative landing station in case of breakdown at one landing station
- 3.To have co-location rights at all landing stations with cost based pricing
- 4.Have interconnection rights at all landing stations with cost based pricing

PIP AND SHINING LIGHT

1.To break Kotel's monopoly in Koto in order to be able to interconnect networks in neighboring Zango and Praia. This would reduce the cost of interconnection fees paid to KOTEL

2.Obtain a fiber optic cable landing station for open access and to reduce pricing by more than 50%. Benefits the citizens of Koto by reducing prices and benefits PIP and Shining Light through increased market share.

KOTO TELECOM REGULATORY AUTHORITY (KTRA)

1. Achieve a liberalized telecom market
2. Create an enabling regulatory environment
3. Ensure Open Access to CLSs and national backbone infrastructure as essential facilities
4. Increase competition in all telecommunications market sectors

RATIONALE FOR APPROACH

To achieve the following policy objectives:

1. Ensure fair competition
2. Liberalize the sector through:
 - ✓ Global Licenses
 - ✓ Low interconnection charges
3. Consumer Protection
4. Identification of Dominant Operator
5. Universal Access
6. Achieving regulatory and technical training

REGULATORY MEASURES

1. Upgrade PIP's license as an eligible operator (4.2.1 of Guidelines - Licensing)
2. License Shinnny Light as a CLS operator and CWA as a CLS operator formed as a P-P-P (4.2.1 and 4.2.2 Licensing & effective access)
3. License CWA as a consortium (4.2.1 and 4.2.2 effective access)
4. Ensure Open Access to CLS and national backbone infrastructure as essential facilities (4.2.2 – effective access, 4.2.3 – conditions of access)

5. Use cost based approach to co-location and interconnection (4.3 – charges for access)
6. Increase competition through effective interconnection regime (4.3 – charges for access) and,
7. Create enabling regulatory environment (4.2- establishment of rules)

THANK YOU FOR YOUR ATTANTION