



Solution Proposed to the Case Study

Group 3

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Nybanda

Praia

- PIP

Koto

- Kotel (Monopoly gateway and backbone)
- Kika
- PIP (dominant mobile operator)

Zongo

- PIP

- 3 Cables possibilities:

SET5

(exists already - Kotel)

CWA

(planned)

Shining Light

(proposed)



Rationale for the approach taken

- Regulatory framework must be put into place to...
 - Remove monopoly of Gateway
 - Create Liberalization
 - Institute non-discriminatory policies and regimes
 - Cost-based pricing regulations to discourage excessive and unrealistic pricing
 - New Telecom Law on the horizon
- Cross-border issues
 - Licensing and License conditions for cross border operators
- Approach taken:
 - Liberalization
 - Open Access



Set of Proposals to the president

- Liberalize the market by
 - Removing monopoly
 - Encouraging multiple players through an SPV for the planned cable CWA CLS
 - License should only be given to CLS operators to include RIO conditions and obligations
 - Setting - Open Access obligations and conditions and amend Kortel's CLS license including an RIO section
 - Allowing open access to cross border licensed operators
 - Cost of access at CLS must be non-discriminatory but may take into account separately backbone / backhaul costs
 - Other issues
 - Shining Light cable – Not considered at this point



Role of WATRA Regulatory Guidelines

- The Guidelines covers almost all aspects of our concerns but would requires attention in the following areas
 - Where to impose price regulations? Is there a difference with respect to the tariff in the RIO?
 - Should there be maximum numbers of CLS established or would that be left to each country to determine?
 - Should you be Licensing SPVs or each operator of a CLS?
 - Backhaul is not adequately defined? Different interpretations
 - Do the guidelines apply to the dominant operators only or to all operators of CLSs? Remember the RIO issues?
 - How to address cross border Licensing issues?