

# PUBLIC PRIVATE PARTNERSHIP APPROACH TO FIGHT ILLEGAL DEVICES

Second ITU-T Study Group 11 Regional  
Workshop for Africa on “Counterfeit ICT  
Devices, Conformance and Interoperability  
Testing Challenges in Africa”

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DR ABDELWAHAB ZRAMDINI  
[abdelwahab.zramdini@cotecna.com](mailto:abdelwahab.zramdini@cotecna.com)



# MAIN CHALLENGES FOR THE AUTHORITIES

## SECURE REVENUE

- > Increase tax revenue directly by eliminating illegal imports of mobile devices
- > Empower legitimate importers of devices, thus reduce risks of tax avoidance
- > Reduce operating costs for mobile operators

## REINFORCE GOVERNANCE

- > Contribute to e-Government services
- > Measure performance (KPIs)
- > Enhance integrity and transparency
- > Access advanced data analysis

## PROTECT CONSUMERS

- > Tighten controls over substandard mobile devices posing health risks on consumers
- > Protect consumers against counterfeit products
- > Enhance quality of service provided by mobile operators, thanks to a more efficient network

## ENHANCE NATIONAL SECURITY

- > Tighten controls over subscribers access to the network
- > Significantly contribute to the fight against organised crime

# COUNTERFEIT ICT DEVICES – TECHNICAL SOLUTIONS

Control Measures	Control Efficiency
Type Approval	<ul style="list-style-type: none"><li>• Conformity with pre-market requirements</li><li>• In-country lab testing</li><li>• Post-market surveillance</li></ul> <p>→ Porous and unapproved routes continue to exist</p>
Verification of Conformity	<p>Control in the export/production country, including inspection, lab testing and product certification</p> <p>→ Limited efficiency against smuggling</p>
Mobile Device Management (MDM)	<p>Only approved devices (IMEI) are authorized to access the mobile network</p> <p>→ Efficient in blocking fraudulent devices</p>

# MDM CHARACTERISTICS

## EFFICIENT PROGRAM BUT COMPLEX TO IMPLEMENT AND SUSTAIN

### > Complex Environment

- ✓ **Many stakeholders** (Regulator, Customs, Bureau of Standards, Buyers, Seller, Manufacturer, MNOs ...)
- ✓ **Direct impact** on mobile subscribers (non compliant IMEI)
- ✓ Need to guaranty **privacy and confidentiality** of communications content

### > System Sustainability

- ✓ **User experience**
- ✓ **High Availability** – 24x7
- ✓ **Scaling up** to cover other facets such as security agencies requirements.
- ✓ **Adaptability** to evolving conditions

### > Investment requirements

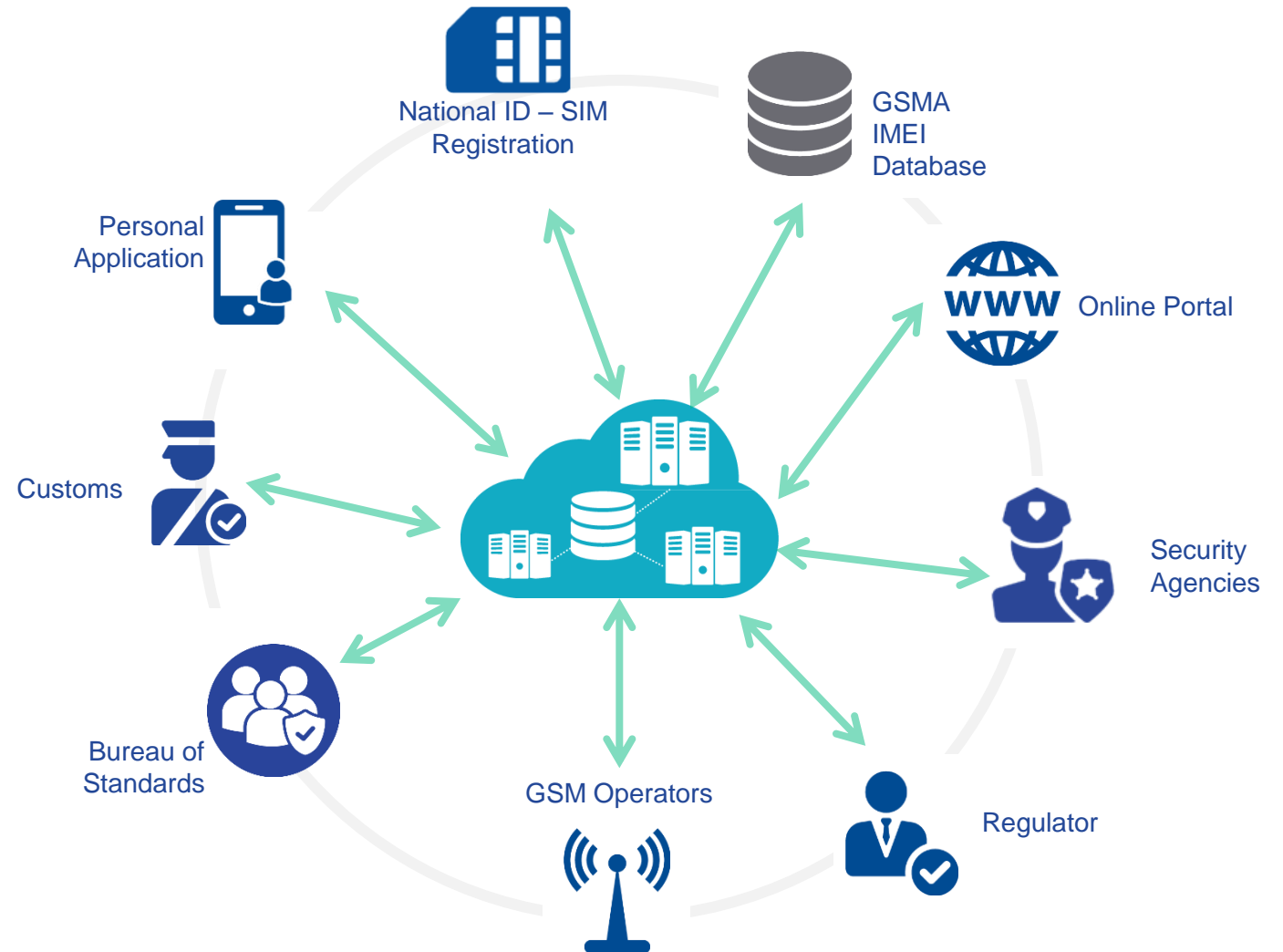
- ✓ Advanced technology solutions
- ✓ Automated processes and **systems integration**
- ✓ Training and **know-how transfer**
- ✓ **Change management**
- ✓ **Communication & Public awareness**

# MDM SOLUTION OVERVIEW

Comprehensive Solution

Based on a Centralized System

and managed from a  
National Command Center



# MDM SOLUTIONS – SOURCING APPROACHES

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## TWO MAIN APPROACHES

### > **Outright Procurement Approach**

The Regulator

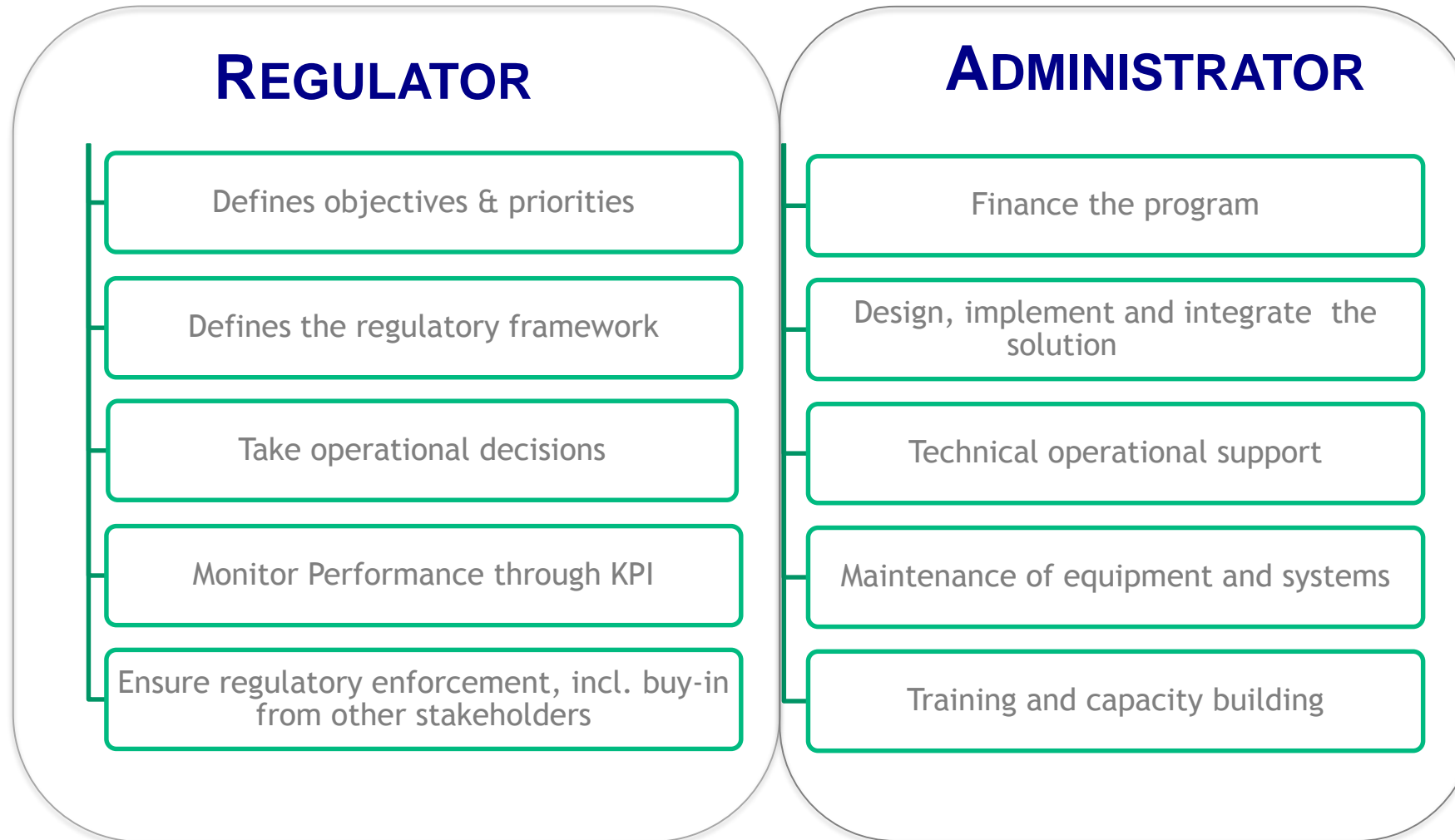
- ✓ selects the technical solution(s) supplier(s) and/or integrator
- ✓ ensures the project and stakeholder management and systems integration
- ✓ pays directly all the suppliers upon a delivery based approach
- ✓ assigns resources for the administration of the solution

### > **Public Private Partnership (PPP) Approach**

The Regulator delegates the implementation and administration of the solution to a private partner (Administrator), who

- ✓ plays the role of a trusted and neutral integrator
- ✓ invests in the implementation of a turn-key solution including 3<sup>rd</sup> party suppliers
- ✓ is remunerated through a fee (different modalities are possible)
- ✓ when appropriate, transfers the solution at the end of the contract to the regulator or any other selected body

# PPP - SPLIT OF RESPONSIBILITIES





# PPP APPROACH ADVANTAGES

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## WIN-WIN SITUATION

### > Timely implementation of the project

- ✓ PPP projects are more commonly completed on schedule and budget

### > Better Allocation of Risk

- ✓ All parties do what they are good at. The Regulator and the Administrator involved together ensure the best possible allocation of tasks and risk.
- ✓ The Administrator takes all the financial risk

### > Self Sustainable Projects

- ✓ The project generates revenues that ensures its sustainability

### > Better allocation of the Regulator's resources

- ✓ The Regulator allocates its budget to other activities and let other beneficiaries pay the service fee



# COTECNA – EXPERIENCE IN DELIVERING PPP PROJECTS

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## TAILOR MADE SOLUTIONS AND TECHNICAL ASSISTANCE SERVICES



**PROTECT  
REVENUE**



**PREVENT  
CAPITAL  
FLIGHT**



**FACILITATE  
TRADE**



**PROTECT  
CONSUMERS**



**SECURE  
BORDERS**

# COTECNA GOVERNMENT & TRADE SOLUTIONS

## TECHNOLOGY BASED SOLUTIONS DELIVERED THROUGH PPP PROJECTS



Non-Intrusive  
Inspection



Customs Inspection  
Supervision Center



Container Security



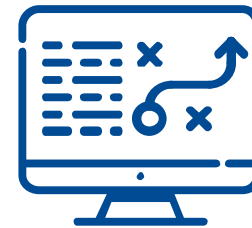
Verification of  
Conformity



National Valuation  
Database & Risk  
Management



Single Window  
System



Transit  
Monitoring



Mobile Device  
Management