

INTERNATIONAL TELECOMMUNICATION UNION



TELECOMMUNICATION DEVELOPMENT BUREAU

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ITU Member States
National Regulatory Authorities and
Operators

For your reply

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**Subject: ITU Expert-Level Training on Network Cost Modelling – Level II
Lilongwe, Malawi, 1-5 November, 2010**

Dear Sir/Madam,

At the invitation of the Malawi Communications Regulatory Authority (MACRA), I am pleased to inform you that the Telecommunication Development Bureau (BDT) and the Centre of Excellence AFRALTI are organizing a training on "Telecom Network Cost Modeling" for English speaking African countries to be held at the Cross Roads Hotel in Lilongwe, Malawi from 1 to 5 November 2010.

This training is a follow up to the ITU Expert-Level Training for national regulatory authorities and operators on cost modeling that was held in Maseru, Lesotho in October 2009.

Changing technologies are having a profound effect on the structure of the telecommunication and information and communication technology (ICT) sector. Pricing and cost modeling practices are central to a fair, competitive and healthy telecommunication and ICT sector. Striking the right balance requires the stakeholders to fully understand and analyze in detail the advantages and disadvantages of different cost models, including their implications for the calculation of cost-based tariffs for regulated retail and wholesale services and the challenges of data collection. These key costing issues are among a range of operational issues to be addressed during this five day Expert-Level Training for national regulatory authorities and operators on cost modeling Level II.

The Expert-Level Training will be conducted in **English** by well known experts in this area including Professor Heinrich Otruba and Mr. Jim Holmes. The focus of this training is to provide participants with necessary theoretical background, international experiences, practical cases, concrete exercises and hands-on practice using a template cost training model so that they can have an in-depth understanding of cost models development and its use. Discussion sessions will also be conducted to promote dialogue and exchange of experiences among participants. Participation of experts from regulatory authorities and telecommunication operators responsible for costing and tariff issues is strongly encouraged. Please find enclosed a Draft Agenda (Annex 1).

To register for this training, it is important to **have a cost modeling background** as this training is at advanced level. Participants are kindly requested to complete the attached registration form (Annex 2) and send it to the e-mail addresses indicated in the form no later than **September 20, 2010**. Hotel reservations should be made directly with your chosen hotel using the hotel reservation form (Annex 3).

For practical reasons relating to logistics, the number of participants is limited to 40. Where more

than two participants are registering from the same organization, please indicate the priority applicant as the second one will be placed on a waiting list to be cleared on a first come first served basis after the last date for registration. This is aimed at ensuring equitable participation for all countries as far as possible.

Practical information on the training including hotel reservations is available at: <http://www.itu.int/ITU-D/finance/>. Participants requiring an entry visa to Malawi are requested to contact their local Embassy for information well in advance.

Please note that there are **no fees to participate in this course**. However, **participants should cover their own travel and accommodation expenses and arrangements**.

I look forward to your participation.

Yours faithfully,

[Original signed]

Sami Al Basheer Al Morshid

Director

- Annex 1: – Draft Programme
- Annex 2: – Registration form
- Annex 3: – Hotel reservation form
- Annex 4: – Malawi country information for participants