

## COSITU-VORKHOP

MAPUTO, MOZAMBIQU

24th - 27th June 2003

COSITU TRAINING IN THE CONTEXT OF THE COE REGIONAL CAPACITY BUILDING

**Presentation by:** 

**MIKE NXELE** 

**ITU Programme Co-ordinator** 

CoE – East Africa





## The ITU Centre of Excellence Network

1 Centre of Excellence for Western and Central Africa

Major Node: Dakar (ESMT)

**5** Major programmes

2 Centre of Excellence for Eastern and Souther Africa

Major Node: Nairobi (AFRALTI)

**5 Major programmes** 

3 Centre of Excellence for Asia Pacific

Major Node: Bangkok (Thailand)

3 Major programmes

**4 Centre of Excellence for Americas** 

Major Node: Cordoba (Argentina) 3 major programmes

**5 Centre of Excellence for the Arab Region** 

Major Nodes: Damascus, Cairo, Amman, Tunis 6 Major programmes

6 Centre of Excellence for Eastern Europe and CIS Country

Being launched





#### 4 Prog./4 partners

Telecom Policies
New Telecom Techniques
Regulatory Issues
ICT based Business

OAS/CITEL IDB BELL SOUTH ALCATEL

#### CoE AMS

#### 6 Prog./2 partners

Telecom Policies Regulatory Issues Business management New Technologies IP Awareness

ETSI ALCATEL

#### CoE ARB



#### 3 Prog/4 partners

Network Engineering Regulatory Issues Business Management OFTA ACA ADB ALCATEL

CoE ASP

# The ITU Centre of Excellence Project

#### 5 Prog./5 partners

Regulatory Issues
Business management
New Technologies
Spectrum Management
Rural Connectivity

IDRC NORTEL SPECTROCAN SIEMENS ALCATEL

CoE AFR-E

## Partners to be identified

Programmes to be defined

CoE EUR-CIS

#### 5 Prog./5 partners

Regulatory Issues
Business managemen
New Technologies
Spectrum Managemen
Rural Connectivity

IDRC NORTEL SPECTROCAN SIEMENS ALCATEL

CoE AFR-F

COE Africa



## **CoE Long Term Objective**

The Centre of Excellence (CoE)

BY THE END OF THE PROJECT THE COE's WILL

BE SELF SUSTAINING PROFIT CENTRES

•COMMITMENT AND PARTICIPATION FROM THE VARIOUS PLAYERS IN THE REGION IS NEEDED AND EXPECTED



•THE CoE's TO DEVELOP INTO A NETWORK
OF EXCELLENCE



## **COE KEY AREAS**

#### The Centre of Excellence (CoE) Programmes

- **SPECTRUM MANAGEMENT**
- POLICY AND REGULATORY ISSUES
- TECHNOLOGY AWARENESS
- BUSINESS MANAGEMENT
- **•UNIVERSAL ACCESS AND RURAL CONNECTIVITY**



•HUMAN RESOURCES DEVELOPMENT AND MANAGEMENT

## BUSINESS MANAGEMENT

- DRIVEN BY THE ITU/BDT
- OBJECTIVE IS TO RECOGNISE TELECOMS AS A COMPETITIVE BUSINESS AND SHARPEN COMMERCIAL APPROACH
- EQUIP MANAGEMENT WITH THE TOOLS TO MANAGE TELECOMS BUSINESS EFFICIENTLY (MINIMISE COSTS, IMPROVE QUALITY OF SERVICE & MAXIMISE RETURN ON INVESTMENT)

**RUN WORKSHOPS:** A BASKET OF 8 MODULES



# BDT/HRD WORSHOPS ON BUSINESS MANAGEMENT

Workshop 1 - Basic Course on Business Planning

Workshop 2 - Marketing and Revenue Forecasts

Workshop 3 - Economical Aspects of Interconnection

Workshop 4 - Human Resources Re-engineering

Workshop 5 - Information System & Management Control

Workshop 6 - Restructuring of the ICT Sector

Workshop 7 - Restructuring of the Incumbent Operator

Workshop 8 - Organisation of a National Regulatory

Agency





- > RUN HERE IN MAPUTO IN NOVEMBER 2002
- > COVERED ISSUES SUCH AS:
- Interconnection Procedures
- Forecasting Methods for future traffic Inflows between Operators
- Methods of Calculating Interconnection
   Charges and revenues for an Incumbent
   Operator
- Basic Concepts FOR Costing (FDC, LRIC)



#### **Economical Aspects, Issues covered ...**

- Methods of Allocation of Costs of services segments (ABC Method)
- Costing of the Technical elements of network components
- Used two Business Models (Sunland for Fixed Networks and Birdland for Mobile Networks





## **COSITU**

- > A Hands-on approach to the calculation of costs, tariffs and rates for telephone services.
- See COSITU as a Tool for Management
- What it can do for you is the subject of this workshop



## **EXPECTATIONS**

- TRAIN THE TRAINER APPROACH. FOUR PEOPLE IN THE REGION ARE UNDERGOING TRAINING IN THE USE OF COSITU
- THE PHILOSOPHY OF THE CoE (E) IS TO DEVELOP REGIONAL CAPACITY THROUGH STRENGTHENING OF AFRALTI BUT TAPPING INTO EXISTING SKILLS WITHIN OTHER REGIONAL TRAINING INSTITUTIONS AND SECTOR ORGANISATIONS





## **Expectations** ..

FOLLOW-UP ACTIVITIES WILL BE DRIVEN
BY THE PEOPLE WE ARE TRAINING

THIS WORKSHOP CANNOT TURN YOU INTO EXPERTS IN 4 DAYS, OR SOLVE ALL YOUR PROBLEMS.





### **Expectations** ..

- COSITU CAN DO FOR YOU, WHAT INFORMATION YOU NEED FOR IT TO WORK BEST
- WHEN YOU ARE READY FOR IN-DEPTH ASSISTANCE IN THE FORM OF TRAINING OR HANDS-ON IMPLEMENTATION, THE TEAM WILL BE READY TO ASSIST YOU





NAME

Mr Katim Touray (Gambia)

Mr Isidoro Da Silva (Mozambique)

Mr Christopher Kemei (Kenya)

Mr Elisha Kimemia (Kenya)

**EMAIL ADDRESS** 

katimgamtel@gamtel.gm

Isidoro@tdm.mz

kemei@cck.go.ke

ebkimemia@eafix.net

#### For further information and assistance:

Mr Mike Nxele

ITU Programme Co-ordinator CoE, EA <u>mike.nxele@afralti.org</u>

mike.nxele@ties.itu.int

Mr Edward Mallango **Director - AFRALTI** 

Emallango@afralti.org

