ITU-BDT Arab Regional Workshop on "Competition in Telecommunications Market"
Khartoum-Sudan, 24-26 May 2016

Brief Description and Objectives:

The workshop will serve as a forum for competition and telecommunications policy makers, national telecommunications regulators, operators, experts and Telecom industry, to exchange information and experiences on the issue of competition policy and law in telecommunications market.

This high-level workshop will also seek to identify key issues with respect to the relationship between competition law, telecommunications regulation and telecom services providers. Issues raised might range from the institutional, such as whether competition agencies or national telecommunications regulators are best placed to deal with telecommunication competition issues, to the substantive, such as how relevant markets and significant market power are determined.

The workshop will also attempt to set of principles or "best practices" that could be used by countries that have recently introduced or are planning to introduce competition into their telecommunication markets, as well as by countries seeking to maintain or increase the level of competition in their markets.

Draft Agenda

Day1 24 May 2016	
08:30 – 09:00	**Registration**
09:00 – 10:00	**Opening and welcome Remarks:** - **Eng Mustafa Al Mahdi - ITU** - **ZAIN (TB nominated)** - **H E Dr Tahani Abd Allah Attia, Minister of ICT -Sudan**
10:00 – 11:00	**Session 1: Competition – Need, Scope & Regulatory Policy** Objective: To understand the drivers of competition and the scope and why regulation is needed as well as the evolution of competitive markets by leveraging on Policy practices in this area. It will also address competition as Economic Growth Factor Speakers: - **Eng Mustafa Al Mahdi- Associate Progamme Officer- BDT/ARO- ITU** - **Mrs Sofie Maddens, Head, Regulatory and Market Environment Division-BDT/ITU (remote presentation)** **Q&A**

11:00 – 11:30	**Group Photo and Coffee Break**

11:30 – 12:30	**Session 2: Trends in Telecom Competition**
	
	Objective: This session will discuss the details of the:
	  - Changes in the telecoms sector and how they affect competition, including:
	  - Convergence of telecoms and media
	  - Digitalization of networks
	  - Increased international connectivity
	
	Speakers:
	  - **Dr Hisham Tahat – ITU expert**
	
	Q&A

12:30 – 14:30	**Lunch Break**

14:30 – 15:30	**Session 3**: **Infrastructure Sharing and Roaming to promote Competition in Telecom**
	Objective: This session will discuss the details of the:
	  - The Role of Telecom Infrastructure Sharing and roaming to promote Competition;
	  - Develop an understanding of the scope of infrastructure sharing, its advantages and disadvantages;
	  - Build skills on the regulatory issues underlying infrastructure sharing and disseminate international best practices in this regard;
	  - Comprehend the details of how infrastructure sharing is achieved in practice; and
	  - Share knowledge of industry (service providers and vendors) practices and initiatives in this regard.
	
	Speakers:
	  - **Eng Mohamed Tangasawi – Director, Carrier Relation and Regulatory, ZAIN-Sudan**
	  - **Mrs Carmen Prado Wagner, Senior Programme Officer - Regulatory and Market Environment Division-BDT/ITU (remote presentation)**
	  - **Mrs Anne Rita- Programme Office - ITU Africa Regional Office (remote presentation)**
	  Q&A

15:30 – 16:00	**Coffee Break**

16:00 – 17:00	**Session 4**: **Universal access and consumer protection**
	Objective: This session will discuss Universal access as well as consumer protection, including Quality of Service.
	
	Speakers
	  - **Dr Hisham Tahat – ITU expert**
	  Q&A

Day2 25 May 2016	
09:00 – 10:00	**Session 5: Guidelines of Competition in Telecom Market** Objective: This session will discuss the details of the:

	- Concepts and defini - Lessening of free competition - Anti-competitive behaviors and agreements - Abuse of SMP Speakers: - **Dr Hisham Tahat – ITU expert** - **Dr Izz Eldin Kamil Amin – Telecom Expert** **Q&A**
10:00 – 11:00	**Session 6: Key Principles of Market Regulation in Telecommunications** Objective: This session will discuss the details of the: - Rationale for having sector specific competition - How ex ante (sector specific regulation) and ex post (competition law) are different and complementary - Key principles of best practice in a regulatory framework - How to increase the Competition in Fixed and Mobile Telecommunications Markets Speakers: - **Mrs Sofie Maddens, Head, Regulatory and Market Environment Division-BDT/ITU (remote presentation)** - **Mr Hans Bakker – ITU expert** **Q&A**
11:00 – 11:30	**Coffee Break**
11:30 – 12:30	**Session 7: Market power, anticompetitive practices and types of regulatory intervention** Objective: This session will discuss the details of the: - Understand various types of market power and how to achieve a level playing field - Understand various types of anticompetitive behavior and how they should be addressed - Understand the roles and types and impact of intervention from telecom authorities and competition authorities; - Dispute Resolution Speakers: - **Mr Hans Bakker – ITU expert** - **Mr. Ahmed Obeidat, - Director Regulatory Affairs - Zain Group** **Q&A**
12:30 – 14:30	**Lunch Break**
14:30 – 15:30	**Session8: Access and Interconnection** Network access and interconnection are the basis for expanding connectivity. This session will discuss why network access and interconnection are important and the regulatory mechanisms that could be applied by NRAs. - Challenges and opportunities - Policy and regulatory issues - Pricing - Reference Interconnection Offers – RIOs

	- Internet interconnection **Speakers:** - **Eng Abd Allah Elfadil – Corporate Manager, MTN –Sudan** - **Mrs Carmen Prado Wagner, Senior Programme Officer - Regulatory and Market Environment Division-BDT/ITU (remote presentation)** **Q&A**

Day3 26 May 2016	
09:00 – 10:00	**Session 9: Spectrum and licensing in the mobile telecommunications market** Objective: This session will discuss the details of the: - Need for making and updating national radio frequency spectrum plans in a transparent way - Principles of a predictable licensing policy - Fair and equitable licensing fees **Speakers:** - **Mr Hans Bakker – ITU expert** - **Eng Mustafa Abd Elhafiz** **Q&A**
10:00 – 11:00	**Session 10: Institutional Framework: Independence and quality of the regulatory institutions** Objective: This session will discuss the details of the: - Importance of independence and what does it entail - How to ensure expertise and quality of staff - Best practice in transparency, predictability and accountability **Speakers:** - **Mr Hans Bakker – ITU expert** **Q&A**
11:00 – 11:15	**Coffee Break**
11:15 – 13:15	**Session 11: International & Regional experiences and practices on the ICT/Telecom Market Competition (Mini Workshop)** Objective: The NRA's, Industry and Mobile operators will share their international & regional policies, experiences and practices on the ICT/Telecom Market Competition. Moderator: **Eng Mustafa Al Mahdi- ITU** The moderator will be responsible from the overall supervision of the session, give a certain time to the groups to present their views on the main topics and sub topics listed then will ask the speakers to comments on the output of each group. The Moderator will split the time of the session as follows: • 10-15 minutes to brief the participants on the topics and tasks • 30 minutes for the groups to study/discuss among themselves the assigned task, define the inputs and come up with the outputs • 10 minutes for the groups to finalize the presentation • (10-15)*3 for each group to present • 10-15 minutes for the speakers and the moderator to speak and summarize the outcomes The moderator will summarize the session outcomes and present it to the workshop audiences.

	Session Set-up:
	The participants will be distributed into three groups each group will work on one of the three topics listed below:
	    A. Anti competitive behavior
	    B. Remedies of anti competitive behavior
	    C. Competition Management
	
	Groups Supervisors:
	The supervisors will guide and supervise these three groups and help them to understand the topics and sub-topics better and shape their views and comments.
	The supervisors are:
	   - **Dr Hisham Tahat – ITU expert**
	   - **Mr Hans Bakker – ITU expert**
	   - **Mr. Ahmed Obeidat, - Director Regulatory Affairs - Zain Group**
	Panelists:
	Speakers will set in panel format. The panel will discuss the outcomes of the groups above.
	The Panelists are:
	   - **Dr Izz Eldin Kamil Amin – Telecom Expert**
	   - **Eng Abd Allah Elfadil – Corporate Manager, MTN –Sudan**
	   - **Eng Nadir Gailni- Technical Director, NTC-Sudan**
	   - **Eng Mohammed Mahmoud Sharif- Senior Director, Business Development and Adjacent Market, ZAIN-Sudan**
	   - **Eng. Mohammed Elfatih - SUDATEL**
	Q&A

13:15 – 13:30	**Session 12: CLOSING AND RECOMMENDATIONS** Objective: This session will provide the key point findings on the Competition along with recommendations for operators and regulators.
13:15 – 14:00	**Lunch Break**