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**WORKSHOP EXPECTED OUTCOMES**

* Conduct a stock take of submarine cable access situation in the Pacific, the key challenges and requirements,
* Build skills and raise awareness in the area of enhancing access to submarine cables for Pacific Islands Countries,
* Understand the ongoing developments in relation to providing submarine cable access to Pacific Islands Countries, and
* Enhance partnerships in the area of providing international high speed access to the Pacific.

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| Agenda | |
| Day 1: 31 July 2017 | |
| Day 1 (08:30-09:00) | Registration |
| **Day 1 (09:00-09:30)** | Opening Ceremony **PITA**  **ITU**  **Host**  **Group Photo** |
| **Session 1 (09:30-10:30)** | **9:30 – 10:30**  **Introduction to Submarine Cable Access and the Pacific Context**  Summary: Presentation of ITU study on Maximising availability of international connectivity in developing countries. It will be followed by discussions on the situation in the Pacific. |
| **10:30-11:00** | **TEA / COFFEE BREAK** |
| **Session 2 (11:00-12:00)** | **Licensing frameworks for submarine cable landings**  Summary: Short history of submarine cable system ownership models; what elements typically need to be authorized or licensed; current authorization/licensing models/practices.  **Landing stations, Business Model and regulatory issues**  Summary: Overview of landing stations, business models, costs and pricing with regulatory and legislative options to enable these key infrastructure element form the framework with connectivity and access to enable socio economic development. |
| **12:00-13:00** | **Lunch** |
| **Session 3 (13:00-14:30)** | **Workshop exercise (Part 1: preparing for negotiations)**  Summary: Introduction of a hypothetical but realistic case study which demonstrates the commercial relationships between a submarine cable landing station operator, a network operator and a broadband Internet service provider. In this first part, teams will be assigned specific roles and will prepare arguments and presentations to take into the negotiation. |
| **(14:30-15:00)** | **TEA / COFFEE BREAK** |
| **Session 4 (15:00-16:30)** | **Introduction of workshop exercise (Part 2: holding the negotiations)**  Summary: In this second part, the negotiation will be conducted between the teams, after which the outcome will be critiqued in plenary session. |
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| Day 2: 1 August 2017 | |
| **Session 5 (09:00 – 10:00)** | Presentation on summary from Day 1  **The economics of submarine cable landing stations**  Summary: An introduction to the basic engineering structure of a cable system/cable landing station and an explanation of the approach to funding the capital investment and operational expenditure. |
| **10:00-10:30** | **TEA / COFFEE BREAK** |
| **Session 6 (10:30-12:00)** | **How to determine cost-based access prices**  Objective: Overview of the typical services that need to be costed; the elements of the cable system/landing station relevant for cost modelling; structure/mechanics of a simple model; necessary information and data, how to collect it; significance of donor funding (e.g. effects of low WACC vs high ROI requirements). |
| **12:00-13:00** | LUNCH |
| **Session 7 (13:00-14:30)** | **The challenge of inaugural pricing**  Summary: Discussion of the implications of uncertain Year 1 demand, the circular relationship between price-demand-costs-price; advice on commercial pricing strategy in such circumstances (i.e. cover revenue, cut price, drive demand); use of price gradients. Introduction of a typical cable access pricing model (to be used in the next workshop exercise). |
| **14:30 -15:00** | **TEA / COFFEE BREAK** |
| **Session 8 (15:00-16:30)** | **Workshop Exercise (Part 1: adapting the pricing model to develop regulatory positions)**  Summary: Introduction of a hypothetical but realistic case study which demonstrates the pricing challenges facing a submarine cable landing station operator and their market and regulatory implications. In this first part, teams will be assigned specific roles and will use the model to prepare submissions to be made as part of a regulatory hearing. |
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| Day 3: 2 August 2017 | |
| **Session 9 (09:00-10:30)** | **Workshop Exercise (Part 2: conduct of the regulatory hearing)**  Summary: In this second part, presentations will be made as part of a regulatory hearing, after which they will be critiqued in plenary session. |
| **10:30 – 11:00** | **TEA / COFFEE BREAK** |
| **Session 10 (11:00-12:00)** | **Submarine Cable – Case studies**  Summary: In this session, there will be case studies presented on submarine cable access. |
| **12:00-13:00** | **LUNCH** |
| **Session 11 (13:00 – 14:30)** | **The Wider Context: International High Capacity Connectivity through Submarine Cable and Satellite**   * **Country Presentations from Pacific Islands Countries** |
| **14:30 -15:00** | **TEA / COFFEE BREAK** |
| **Session 12: (15:00 – 16:30)** | **The Wider Context: International High Capacity Connectivity through Submarine Cable and Satellite (continued)**   * **Country Presentations from Pacific Islands Countries** |
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| Day 4: 3 August 2017 | |
| **Session 13 (09:00-10:30)** | **The Wider Context: International High Capacity Connectivity through Submarine Cable and Satellite (continued)**   * Project on Satellite Communications Capacity and Emergency Communications Solutions for the Pacific Islands, * Presentation by development partners on ongoing and planned initiatives |
| **10:30-11:00** | **TEA / COFFEE BREAK** |
| **Session 14 (11:00-12:00)** | **The Wider Context: International High Capacity Connectivity through Submarine Cable and Satellite (continued)**   * Industry presentations on experiences and opportunities for the Pacific Islands Countries |
| **12:00-13:00** | **LUNCH** |
| **Session 15 (13:00-14:30)** | **Enhancing affordable international connectivity in the Pacific – Identifying gaps and next steps**  Summary: This session will analyse the existing gaps in the Pacific with regard to international connectivity. Some of the key aspects include policy and regulatory framework, demand, financing and investment, affordability, technology. |
| **14:30-15:00** | **Closing** |