



## Telecommunication Development Bureau (BDT)

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Geneva, 7 November 2011

Contact: Ms. Ermelinda Mondlane  
Project Coordinator  
Instituto de Formação das Telecomunicações  
Maputo, Mozambique

Participating Countries of the ITU Centres of Excellence Network for Portuguese and Spanish speaking countries in Africa

Telephone: +258 21 497 133  
Telefax: +258 21 490 079  
E-mail: [Ermelinda.mondlane@itu.int](mailto:Ermelinda.mondlane@itu.int)

Subject: **Workshop on “Costing and Rates” for Portuguese and Spanish speaking countries in Africa, Praia, Cape Verde, 5-9 December 2011**

Dear Sir/Madam,

On behalf of the International Telecommunication Union (ITU), I am pleased to invite you to participate in the workshop on **“Costing and Rates”** for Portuguese and Spanish speaking countries in Africa, to be held in Praia, Cape Verde, **from 5 to 9 December 2011**. The workshop will be hosted by the **Agência Nacional das Comunicações, ANAC**. The workshop is being conducted under the aegis of the ITU Centres of Excellence Network for Portuguese and Spanish speaking countries in Africa.

This workshop aims at providing an overview of the theory and practice of tariff policies and tariff setting and costing in the telecommunication industry. This workshop will consist of a wide range of topics covering comprehensive analysis of price regulation.

Among others, the following topics will be addressed:

- Overview of price regulation
- Theory and practice of price regulation
- The differentiation of pricing and quality as a strategic component
- Methods for determining common costs
- Calculating the cost of capital

A case study will also be presented, analyzed and discussed during this workshop.

This workshop will target finance professionals, managers and staff from regulatory authorities, government institutions, telecommunication companies and academia, who are involved in pricing and calculating cost-based tariffs.

In order to benefit from each other's experiences, participants are invited to prepare and present case studies during the workshop.

If you wish to participate in this workshop, please complete the attached Registration form (Annex 1) and return to the Project Coordinator (see contact details above) by **25 November 2011** at the latest.

A partial fellowship, covering only the daily subsistence allowance in Cape Verde, will be granted to one participant of each eligible country at the request of the administrations. However, countries are free to send more than one participant for this workshop, as long as they meet the cost of travel, accommodation and related expenses in Cape Verde.

If interested, please complete the attached Fellowship application form (Annex 2) and return it to [bdtfellowships@itu.int](mailto:bdtfellowships@itu.int), as indicated in the form, **no later than 21 November 2011**.

Additional information on this workshop, including the programme of the workshop as well as useful information for participants can be found on the ITU Academy Portal at <http://academy.itu.int/index.php/events>.

Yours faithfully,

[Original signed]

Brahima Sanou  
Director

Annexes: 2

**ITU Centres of Excellence**  
**Workshop on “Costing and Rates” for Portuguese and Spanish speaking countries in Africa**



***Praia, Cape Verde***  
***5-9 December 2011***

**Registration Form**

Please use **CAPITAL** letters.

Family Name:.....		
Given Name:.....		
Title/Function:.....		
Name of Organisation/Company:.....		
.....		
Office Address:.....		
.....		
Town:.....		Country:.....
Telephone Number(s):.....		
.....		
Fax Number(s):.....		
E-mail:.....		
Arrival: Date.....	Time .....	Flight No. ....
Departure: Date.....	Time .....	Flight No. ....

Please fax or email this form duly completed by **25 November 2011** to the following persons:

<p><b>Ms. Marise Lima</b>          Executive Secretary of the Board of ANAC          Agência Nacional das Comunicações          Praia          Cabo-Verde          Tel: +238 260 4413          Fax: +238 261 3069          Email: <a href="mailto:marise.lima@anac.cv">marise.lima@anac.cv</a></p>	<p><b>Ms. Ermelinda Mondlane</b>          Project Coordinator          Instituto de Formação das Telecomunicações          Maputo          Mozambique          Tel: +258 21 497 133          Fax: +258 21 490 079          Email : <a href="mailto:Ermelinda.Mondlane@itu.int">Ermelinda.Mondlane@itu.int</a></p>
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## ITU Centres of Excellence

## Workshop on "Costing and Rates" for Portuguese and Spanish speaking countries in Africa



*Praia, Cape Verde  
5-9 December 2011*

Please return to: Administration Division E-mail : bdtfellowships@itu.int  
(ADM) Tel: +41 22 730 5487 / 5095  
ITU/BDT Fax: +41 22 730 5778  
Geneva (Switzerland)

Request for a fellowship to be submitted before 21 November 2011

Participation of women is encouraged

Country: \_\_\_\_\_

Name of the Administration or Organization: \_\_\_\_\_

Mr. / Ms. \_\_\_\_\_  
(family name) (given name)

Title \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Tel.: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

**PASSPORT INFORMATION:**

Date of birth: \_\_\_\_\_

Nationality: \_\_\_\_\_ Passport number: \_\_\_\_\_

Date of issue: \_\_\_\_\_ In (place): \_\_\_\_\_ Valid until (date): \_\_\_\_\_

**CONDITIONS:**

1. One partial fellowship per eligible country (covering only daily subsistence in Praia)
2. Priority will be given to those presenting a paper.
3. Imperative that fellows be present from the first day and participate during the entire duration of the workshop.

Signature of fellowship candidate: \_\_\_\_\_ Date: \_\_\_\_\_

**TO VALIDATE FELLOWSHIP REQUEST, NAME AND SIGNATURE OF CERTIFYING OFFICIAL DESIGNATING PARTICIPANT MUST BE COMPLETED BELOW WITH OFFICIAL STAMP.**

Signature \_\_\_\_\_ Date \_\_\_\_\_