



**Telecommunication
Development Bureau (BDT)**

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Geneva, 10 July 2013

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

Subject: Workshop on "Business Aspects of Interconnection of Networks" for Portuguese and Spanish speaking countries, São Tomé & Príncipe, 2 - 5 September 2013

Dear Sir/Madam,

On behalf of the International Telecommunication Union (ITU), I am pleased to invite you to participate in the workshop on **"Business Aspects of Interconnection of Networks"** for Portuguese and Spanish speaking countries in Africa, to be held in São Tomé & Príncipe, from 2 to 5 September 2013. The workshop will be hosted by the Autoridade Geral de Regulação, AGER. It 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 participants with the knowledge on competition in regulated national and international markets, updated with new business models like VoIP and OTT. This is also assuming greater significance in view of the recent entrance of a new global operator and the access to the submarine cable system in São Tomé. The workshop will focus mainly on aspects related to the need to create win-win situations among operators, i.e., the need to negotiate among themselves using the same techniques, terms and methodologies, including the administrative processes with the regulator and government.

Among others, the following topics will be covered:

- **General overview on the wholesale market**
 - General aspects, framework and evolution
 - Rules and principles of regulation
- **National interconnection**
 - Fixed and mobile services
 - Commercial and Reference offers
- **International interconnection**
 - Network
 - Voice services, delivery and transportation of traffic
 - Data services and global Internet connectivity
 - Costs, rates, prices
 - Routing, Quality of service and classes
 - Commercial Agreements
- **Trends, NGN**

The workshop targets commercial managers and other professionals from regulatory bodies, government institutions and operators within the electronic communications sector from portuguese and spanish speaking countries in Africa, dealing with interconnection of networks.

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

If you wish to participate in this workshop, please complete the attached Registration Form (Annex 1) and return it to Mr. José da Graça Diogo (diogojgd@yahoo.com or diogojgd@hotmail.com) with copy to Ms Preciosa Freitas (p-salima@hotmail.com) and Mr. Marcelino Tayob, Senior Advisor, ITU Regional Office, Addis Ababa, (marcelino.tayob@itu.int), by **19 August 2013** at the latest.

Additional information, including the programme of the workshop as well as related information can be found on the ITU Academy Portal at <http://academy.itu.int/index.php/events>. For any further information you may need, please contact Mr. José da Graça Diogo (diogojgd@yahoo.com or diogojgd@hotmail.com), Tel: (+239) 2227 359 / 360 /fax: (+239) 2227 361.

Yours faithfully,

[Original signed]

Brahima Sanou
Director