Developing a competitive market environment
Enabling telecoms sector growth

Goal: to be able to create/build/improve on new and existing telecoms policy and infrastructure, to allow the development and foster growth of new carriers; some of whom could become Regional Internet Carriers (RICs).
Growth can only occur under favourable market conditions

“Open Access” telecoms network policies

- Deregulated local loop (or equivalent service)
- Duct sharing policies
- Easy access to neighbouring states
- Fair/open access to landing stations
Restrictive telecoms regimes inhibit growth

- Competition is the key critical element needed to foster growth.

eg. ZA situation went from 1 to 2 to 300+ telcos, and since liberalisation, network capacities have grown thousand-fold.

(2mb/s—> 40mb/s = 1000% increase)
Licensing

• Should not be necessary to license operators that are not reselling services in country.

Operators may wish to connect to a local IXP, or local business partner to facilitate business opportunities. If they don’t have direct business-to-user relationships, then legal registration may be an impediment to operations.
Easy access to spectrum

- While Africa builds her fibre networks, easy access to spectrum to deploy and deliver high(er) speed networks is critical to growth.

- Wireless services are key to fast and cheap deployments

- Broadband to the home/SOHO necessary for getting critical, commercial economies of scale into the network
Content Legislation

• Permissive legal environment for the development and hosting of content locally.

Ideally, content hosting/delivery networks should not be prosecutable for content that is not explicitly “owned” by them, but may be available via their services.
Human Resources

- National HR policies should be conducive to hiring and retaining staff.
- Easy to obtain work permits for foreign staff.
- Bilateral tax treaties with countries.
Digital Taxation

• Digital taxation policies should be flexible and innovative to spur growth of e-business.

• Reduce taxes on communication equipment importation.
Futurist policies to encourage growth

- E-Government services are excellent incubators.
- IPv6 is an opportunity that Africa is not recognising. How can IPv6 be used to spur growth,