GRAND DUCHY OF LUXEMBOURG
Ministry of Foreign Affairs

Directorate for Development Cooperation

European Union Africa
Infrastructure Trust Fund

Policies that enhance Internet Carrier Business

Internet Society ™

Enabling telecoms sector growth within the region

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 are needed allowing for:

- Deregulated local loop (or an equivalent service)

- Duct sharing policies

- Fair/open access to infrastructure in 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.

(Home DSL went from 512kb/s —> 2mb/s—> 40mb/s = 8000% 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 policy

- 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/Regional HR policies should be conducive to hiring and retaining staff.

- Easy to obtain work permits for foreign staff.

- Bilateral tax treaties with countries.

- Regionalised training and capacity development workshops through organised systems such as SAFNOG.

Digital Taxation

- Digital taxation policies should be flexible and innovative to spur growth of e-business which will have further ongoing benefit.

- Reduction of taxation on communication equipment importation.

Business Conducive Environments

- Having suppliers for infrastructural components in-country is critical to ensure active competition and quality of service that relate to service delivery.

  - competition/pricing

  - backups/spares

Procedures for cross border connectivity

- Standardised processes and guidelines for performing cross border interconnections in an open and transparent manner.

Futurist policies to encourage growth

- E-Government services should be made a priority, and localised within the environment. Government is an opportunity for large content provision and priority should be set to making this work, to encourage complementary content, and other enabling services (eg. local hosting / data centre builds)

Infrastructure Security

- We need to find systems and structures to address the issue of vandalism to protect infrastructural investments.

END