



GRAND DUCHY OF LUXEMBOURG
Ministry of Foreign Affairs

Directorate for Development Cooperation



European Union Africa
Infrastructure Trust Fund

Commercial, Operational and Technical Recommendations

Minimum Criteria for ISP Mentorship and Capacity Building Program



ISP Mentorship and Capacity Building Program

- The proposed definition of a Regional Internet Carrier is **“an Internet Service Provider that spans across more than one Internet exchange Point and or national border”**
- There maybe some Internet service providers in the region that meet this description
- We recommend that the African Union initiates a mentorship and capacity building program for ISPs that meet this description in the region.

Program Objective

- The mentorship and capacity building program will conduct a 2 – 3 day private workshop for each of the selected ISP
- Objective of the private workshop is to enable the ISP to freely disclose and discuss its business strategy and technical model to an external expert for scrutiny without fear of exposing itself to its competitors in the region.

Workshop Outcomes

- The workshop will be facilitated by policy and technology experts to enable the ISP develop a competitive strategy for its regional internet carrier business
- The topics to be considered for the capacity building workshop include but not limited to;
 - Detailed analysis of the regional interconnection policy
 - How to leverage on the regional interconnection policy to competitively build across-the region
 - Peering and interconnection economics for Internet carriers
 - Identifying staffing requirements for regional internet carriers
 - How to leverage on technological advancements to enhance regional internet carrier business strategy
 - Identifying investment requirements for regional internet carriers (infrastructure and equipment)
 - How to develop strategic partnerships for cross-border interconnection

ISP Selection Criteria

- The knowledge gained from the workshop will enable the ISP to strategically compete as a regional Internet carrier
- The ISPs that meet the minimum criteria will be selected to participate in the program
- The proposed minimum criteria for selecting the ISPs to be considered for the mentorship and capacity building plan are as follows;
 1. The ISP must demonstrate a growing business for the last 3 financial years
 2. The ISP must be licensed as per the member states' regulatory regulations
 3. The ISP must provide a pre-existing strategic development plan demonstrating its plans grow to other regions/countries
 4. The ISP should demonstrate that it has the internal capacity to cater for and grow organically beyond its environment. For instance, it should have existing scalable business systems and practices in place.



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