

**Training workshop on strengthening capacity to design and implement pro-competition regulations in the telecommunications sector, 14<sup>th</sup> – 16<sup>th</sup> May 2018, Kigali, Rwanda at Marriott Hotel.**

The interactive training will be led by the World Bank Group Markets and Competition Policy Team, in collaboration with Rwanda Utilities Regulatory Authority (RURA):

For more details, you can refer to the attached draft agenda.

The workshop will:

- 1) provide technical training and capacity building on competition policy theory and principles applied to the telecommunication sector;
- 2) highlight tools and approaches to boost competition and performance in the telecommunications sector;
- 3) provide an overview on practices to regulate telecommunication services for access to digital financial services.

The workshop will in turn benefit from learning of NAME OF THE ORGANISATION experiences in promoting competition in the telecommunications sector.

Immediately preceding the training workshop, participants are also invited to attend the East Africa dissemination of the World Bank Group- Africa Competition Forum report: “*Breaking down barriers: unlocking Africa’s potential through vigorous competition policy.*” This report includes an assessment of competition in Africa’s telecommunications sector, which is a key input for reaping digital dividends in the region.

**Draft Agenda**

<b>MONDAY 14<sup>th</sup> MAY 2018</b>		
<b>Draft Agenda - East Africa Dissemination of WBG/ACF Competition Report (0900 – 1130)</b>		
0830 – 0900	<b>Registration</b>	
0900 - 0915	<b>Welcome Address</b> <ul style="list-style-type: none"> <li>▪ <i>Welcome participants</i></li> <li>▪ <i>General comments on importance of competition for Rwanda and the region</i></li> </ul>	<b>Mr. Ignace Rusenga Mihigo Bacyaha</b> , IFC Resident Representative in Rwanda  <b>Senior Representative from Government of Rwanda</b>
0915 - 0935	<b>Introducing Report</b> <ul style="list-style-type: none"> <li>▪ <i>Overview of Report</i></li> <li>▪ <i>Key findings &amp; main recommendations for telecoms sector</i></li> </ul>	<b>Ms. Philana Mugenyi</b> , WBG Private Sector Specialist
0935 - 0955	<b>MTR Reform</b> <ul style="list-style-type: none"> <li>▪ <i>Introduction of MTR reform and impact</i></li> </ul>	<b>Major Patrick Nyirishema</b> , RURA DG

0955 - 1025	<b>Key Note Speech</b> <ul style="list-style-type: none"> <li>▪ <i>Importance of competition to achieve SDG goals related to access or ICT sector goals</i></li> </ul>	<b>Mr. Francis Kariuki</b> DG CAK Kenya
1025 – 1040	<b>Closing</b> <ul style="list-style-type: none"> <li>▪ <i>Brief closing remarks</i></li> </ul>	<b>Senior Representative</b> <b>Rwanda Ministry of Information Technology &amp; Communications</b>
1040 – 1045	<b>Official photograph</b>	
1045 -1100	<b>Journalist Q&amp;A session</b>	
1100 -1130	<i>COFFEE BREAK/CLOSE OF DISSEMINATION</i>	
<b>TRAINING SESSION</b>		
<b>14<sup>th</sup> May 2018 (Afternoon)</b>		
1:30pm-2:15pm	<b>General Competition Law and Policy Concepts</b> <b>Introduction to competition policy and economic regulation</b> <ul style="list-style-type: none"> <li>• Why is there a need for competition policy and economic regulation?</li> <li>• The natural monopoly problem, barriers to entry and market power</li> <li>• Externalities and market failures</li> </ul>	
2:15pm-3:00pm	<b>Overview of competition authority activities</b> <ul style="list-style-type: none"> <li>• Mergers</li> <li>• Cartels</li> <li>• Abuse of dominance</li> </ul>	
3:00pm-4:30pm	Break	
3:30pm-4:15pm	<b>Market definition and market power in the telecoms industry</b> <ul style="list-style-type: none"> <li>• How to define markets, why do we need to define markets?</li> <li>• Tests used for market definition (including demand substitution, supply substitution, potential competition)</li> <li>• Difficulties in market definition</li> <li>• Market power</li> <li>• Exclusionary abuse of market power</li> <li>• Sources of market failure</li> </ul>	
4:15pm-5:00pm	<b>Regulatory remedies in the telecommunications sector</b> <ul style="list-style-type: none"> <li>• Ex-ante and ex-post regulation</li> <li>• Models of regulatory economics</li> <li>• Principles of designing regulatory instruments</li> <li>• Interoperability (Number portability; Access to payment infrastructure and services)</li> <li>• Monitoring and impact assessment</li> <li>• Balancing universal service and economic efficiency goals</li> </ul>	

<b>15<sup>th</sup> May 2018</b>	
8:30am-9:15am	<b>Convergence and net neutrality</b> <ul style="list-style-type: none"> <li>• How are broadcasting services and the internet related?</li> <li>• Where are the main competition problems in relation to content and the internet?</li> <li>• Economic theories on net neutrality</li> </ul>
9:15am-10:00am	<b>Monitoring and impact assessment</b> <ul style="list-style-type: none"> <li>• How might the effects of lower mobile termination rates be measured?</li> <li>• What kinds of data are needed?</li> <li>• Evidence on the relationship between mobile termination rates and retail prices</li> </ul>
10:00am-10:30am	Break
10:30am-11:15am	<b>Cost and price regulation: economic principles</b> <ul style="list-style-type: none"> <li>• Principles of network pricing</li> <li>• Network effects and externalities</li> <li>• Margin squeeze</li> </ul>
11:15am-12:00pm	<b>Cost and price regulation: approaches and case studies</b> <ul style="list-style-type: none"> <li>• Case studies on margin squeeze, including USSD in Kenya, fixed-lines in South Africa</li> <li>• Methods of costing</li> </ul>
12:00pm-13:00pm	Lunch
13:00pm-15:00pm	<b>Group exercise: costing mobile termination services</b> Participants will estimate the high-level costs of mobile termination services, presenting perspectives from the regulator, from incumbent operators and from new entrants
15:00pm	Break
3:30pm-5:00pm	<b>Mobile money access Channels</b> <ul style="list-style-type: none"> <li>o Access to USSD components &amp; short codes</li> <li>o Length of USSD session &amp; Quality of service</li> <li>o USSD menu trees</li> <li>o USSD Pricing</li> <li>• Sim Toolkit Access</li> <li>• Short Codes Access</li> <li>• Application Programming Interfaces</li> </ul>
<b>16<sup>th</sup> May 2018</b>	
8:30am-9:15am	<b>Network open access principles in telecommunications networks</b> <ul style="list-style-type: none"> <li>• Competition vs coordination in network sharing</li> <li>• Services vs. infrastructure-based competition</li> <li>• Roaming, Wholesale access, MVNOS</li> </ul>

9:15am-10:00am	<b>Network open access: case studies</b> <ul style="list-style-type: none"> <li>• Functional separation in the EU</li> <li>• Network sharing in France</li> <li>• Wholesale open access in Mexico, Rwanda and Kenya</li> </ul>
10:00am-10:30am	Break
10:30am-11:15pm	<b>Spectrum Management and Licensing: Assignment principles</b> <ul style="list-style-type: none"> <li>• Spectrum Policy: allocation, management and monitoring</li> <li>• Review importance of procompetitive spectrum allocation and the various methods of allocation using economic principles</li> <li>• Adopting procompetitive licensing processes and reforms to promote entry into the market and enhance consumer choice</li> </ul>
11:15am-12:00pm	<b>Spectrum management and licensing: Regulating markets for spectrum</b> <ul style="list-style-type: none"> <li>• Spectrum trading</li> <li>• Spectrum sharing</li> <li>• Dynamic spectrum assignment (TV White Spaces)</li> <li>• Licence fees</li> </ul>
12:00pm-13:00pm	Lunch
13:00pm-16:30pm	<b>Group exercise: spectrum allocation, assignment and reserve prices</b> Participants will design a spectrum assignment plan, from the perspectives of government, regulator, incumbent operators and new entrants