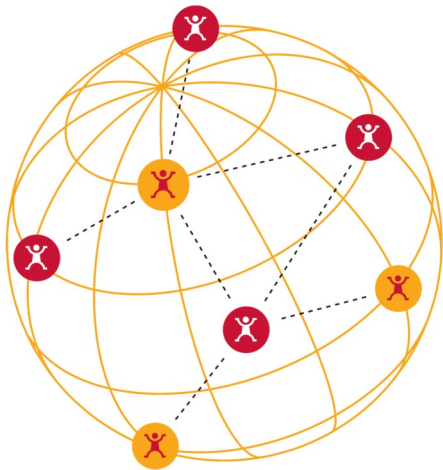


TRAINING PROGRAM OUTLINE



MGT-112E INTERNATIONAL TELECOMMUNICATIONS FUNDAMENTALS

DESCRIPTION

A 5-day Training Program to provide participants with a global vision of international telecommunications.

OBJECTIVES

- Provide a good understanding of the global and competitive telecommunications environment and its impacts on the business of operators, regulators and policy-makers
- Present the main international telecommunications organizations, operators, facilities, codes and services
- Explore the various commercial arrangements and concepts for the exchange of international traffic
- Equip participants with the fundamental concepts of international settlements
- Provide key knowledge and develop basic analysis skills of international traffic
- Present the role and structure of a carrier relations group



TOPICS

- Global and competitive telecommunications environment
 - Deregulation and competition
 - Globalization
 - New telecom players
 - New technologies and services
 - Global trends, impacts and challenges

- Key international organizations
 - International Telecommunication Union (ITU)
 - World Trade Organization (WTO)
 - Others

- Top international carriers

- International facilities
 - Satellites communications
 - Submarine cables
 - Rights of way or "Droits de passage" (DDP)

- International dialing codes

- International services
 - International Direct Dialing (IDD)
 - Toll free
 - Country direct
 - Country beyond
 - Data and Internet Protocol (IP)
 - Private leased lines
 - Virtual Private Network (VPN)
 - Roaming
 - International callback

- Carrier relations
 - Role



- Structure
- International commercial arrangements and concepts
 - Basic concepts
 - Total Accounting Rates (TAR)
 - Direct interconnection costs
 - Pricing
 - Transit
 - Hubbing/refile
 - Sender Keeps All (SKA)
 - Return traffic
 - Complex deals
- Traditional ITU and other settlement methods
 - Interconnection agreement
 - Accounting rate agreement
 - Establishment of accounts
 - Dispute mechanism
 - Settlement of accounts
 - Payment of balances
 - Full invoicing
- Alternative routings for international traffic
 - Least Cost Routing (LCR)
 - Hubbing/refile
 - Voice over IP (VoIP)
 - Next Generation Networks (NGN)
- International traffic
 - Types
 - Flows
 - Trends
 - Analysis



TARGET AUDIENCE

- Telecommunications managers and personnel responsible for international carrier relations, settlements, routing and traffic
- Managers looking to complement their skill-set by gaining a good understanding of international telecommunications

METHODOLOGY

Our Training Programs combine expert presentations, workshops, case studies and discussions on real-life situations faced by participants. Complete training material is provided to all participants for future reference and follow-up action plans.

LOCATION

Our Training Programs are held at regular intervals in selected cities around the world. Upon request, our expert trainers can lead Training Programs at the location of your choice. If interested, please contact us at training@neotelis.com.

EXPERTISE

Neotelis provides consulting and training services to telecommunications organizations worldwide. Its team of experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 100 countries around the world.

