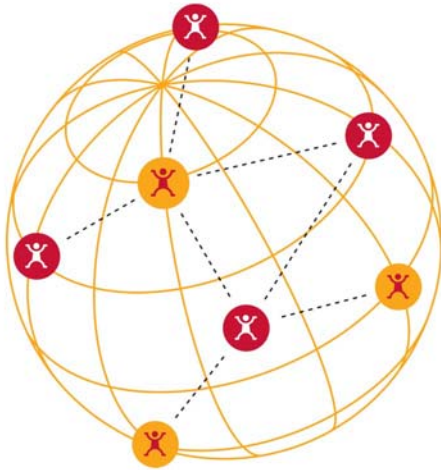


TRAINING PROGRAM OUTLINE



MKG-105E **INTERCONNECTION AGREEMENTS NEGOTIATION & MANAGEMENT**

DESCRIPTION

A 10-day Training Program to provide participants with the fundamental principles, methods and techniques to efficiently negotiate, implement and manage interconnection agreements.

The program explores in details the key strategies and tactics to be used in the negotiation of interconnection agreements in order to face the business challenges caused by the sector's liberalization.

OBJECTIVES

- Provide a very good understanding of the global and competitive telecommunications environment and its impacts on operators
- Equip personnel responsible for interconnection negotiations with appropriate guidelines, business case approaches, strategies and tactics to improve negotiations, and maximize interconnection revenues



- Provide the tools and procedures to determine pricing, routing and settlement levels for various telecommunications services

TOPICS

- The global and competitive telecommunications environment
 - Deregulation and competition
 - Globalization
 - New telecom players
 - New technologies and services
 - Global trends, impacts and challenges for operators
- Environmental analysis
 - Environmental assessment
 - SWOT analysis
- Interconnection agreements
 - Concepts
 - Interconnection definition
 - Perspectives and responsibilities
 - Key interconnection issues
 - Content
 - Success factors
- Commercial aspects of agreements
 - Concepts
 - Accounting rates
 - Direct interconnection costs
 - Direct interconnection prices
 - Transit
 - Refile
 - Sender Keeps All (SKA)
 - Proportionate return
- Traditional ITU and other settlement methods



- Interconnection agreement
- Accounting rate agreement
- Establishment of accounts
- Dispute mechanism
- Settlement of accounts
- Payment of balances
- Full invoicing

- Concepts of negotiation
 - Preparation for negotiations
 - Fundamental concepts of negotiation
 - Practical guide for negotiating interconnection agreements

- Internal management of interconnection agreements
 - Operator's objectives
 - Managing the negotiation process
 - Telecom operator organizational structure
 - Support structure
 - Roles of departments

- Business case
 - Establish revenue and cost objectives
 - Compare with budget
 - Analyze key variables under current situation
 - Analyze various scenarios and select best one for the company
 - Develop best strategy to get expected results

- Cost modeling
 - Cost modeling in wholesale services
 - Long Run Incremental Costing (LRIC)

TARGET AUDIENCE

- Telecommunications managers and personnel responsible for the negotiation of national and/or international interconnection agreements



- Managers looking to complement their skill-set by gaining a good understanding of the management and negotiation of interconnection agreements

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.

