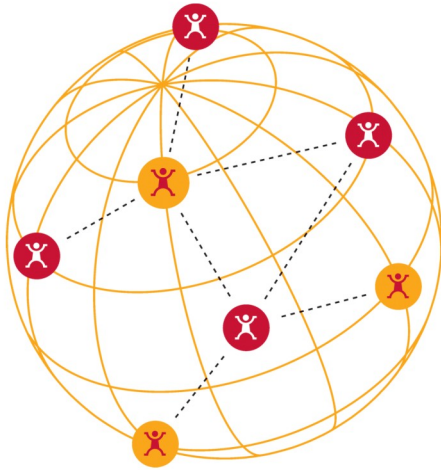


## TRAINING PROGRAM OUTLINE



### MKG-108E IP INTERCONNECTION & COMMERCIAL ARRANGEMENTS

#### DESCRIPTION

A 5-day Training Program to provide participants with a solid fundamental understanding of IP interconnection, including interconnection with Next Generation Networks (NGNs), with an emphasis placed on the commercial and administrative aspects of such interconnections.

#### OBJECTIVES

- Provide an overview of the global and competitive telecommunications environment and its impacts on operators
- Equip participants with a sound understanding of IP interconnection and its commercial, technical, financial, and regulatory/legal aspects.
- Provide participants with the practical knowledge to negotiate and implement effective and profitable IP interconnections.



## TOPICS

- The global and competitive telecommunications environment
  - Deregulation and competition
  - Globalization
  - New telecom players
  - New technologies and services
  - Global trends, impacts and challenges
  
- Introduction to IP interconnection
  - IP concepts and terminology
  - The Internet
  - Overview of Next Generation Networks (NGNs)
  - Definition and importance of interconnection
  
- Interconnection models
  - PSTN interconnection
  - IP interconnection
  - NGN interconnection
  
- Commercial aspects
  - Typical commercial arrangements
  - Pricing and pricing trends
  - Wholesale IP interconnection service offerings
  
- Technical aspects
  - Points of interconnection
  - Quality of Service (QoS)
  - Security
  
- Financial aspects
  - Settlement methods
  - New settlement issues
  - Fraud and revenue assurance
  
- Regulatory/legal aspects



- Potential regulatory impacts
- Numbering plans
- Emergency services
- Number portability
- Directory services
- Dispute resolution

## TARGET AUDIENCE

- Telecommunications managers and personnel responsible for marketing, sales, business development, carrier relations and interconnection
- Managers looking to complement their skill-set by gaining a deeper understanding of IP interconnection and commercial arrangements

## 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](mailto: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.

