

ConneXion

January 2006 – No.4

goulet telecom



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From the CEO

Dear readers of ConneXion,

Since this is our first edition of 2006, I take this opportunity to wish you and your family and friends a wonderful New Year. The coming year promises to be an exciting one for Goulet Telecom International and its clients. We have prepared a schedule of 40 Training Programs, to be held all over the world. We will also offer more on-site, customized Training Programs to individual clients. We will also continue to provide value-enhancing consulting services to assist our clients in this fast-changing, highly-competitive telecom industry.

We look forward to doing business with you in 2006.

Michel Bruyère
Chief Executive Officer
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Goulet Telecom 2006 Training Program Schedule

In response to specific requests from our clients to have Training Programs held on their continent, Goulet Telecom International will hold in 2006 Training Programs in different locations around the world. In addition to the Training Programs held at our Montreal Training Center, sessions will be organized in The Bahamas, France, Senegal, Singapore, South Africa, United Arab Emirates and United Kingdom.

Many new Training Programs have been added to our 2006 Training Program Schedule such as a 4-week 'Telecommunications Management

Fundamentals' Training Program, a 2-week 'Essentials for Mobile Operators' Training Program, a 2-week 'Network Planning & Management' Training Program, a 1-week Revenue Assurance & Fraud Management Training Program, etc. For complete information on our 2006 Training Program Schedule, we invite you to consult our website: www.goulet-telecom.com. We hope we will have the opportunity to welcome you to one of our Training Programs in 2006!

For further information on our Training Programs, please contact us at training@goulet-telecom.com.

First Training Program in Dubai

Goulet Telecom International held its first Training Program in Dubai, United Arab Emirates from 3 to 14 December 2005. The 'Interconnection Agreements Negotiation & Management' Training Program was attended by participants from Libya, Nigeria, Saudi Arabia, Sudan and United Arab Emirates. The Training Program was a success: "Interconnection has been a big problem in my organization, but now I can contribute a lot to resolving the problem" said one participant.

Goulet Telecom International will hold 2 additional Training Programs in Dubai in 2006: 'Telecom Traffic Engineering' from 4 to 8 March 2006 and 'Financial Management in Telecommunications' from 13 to 26 May 2006. We are also investigating running other Training Programs in Dubai this year. Your input is welcome!

For further information on our Training Programs, please contact us at training@goulet-telecom.com.

What Clients Say

"It is a very informative training that gave us a good knowledge in general about the telecom industry and specifically inter-connection" said a participant about the 'Interconnection Agreements Negotiation & Management' Training Program, Dubai, 3-14 December 2005.

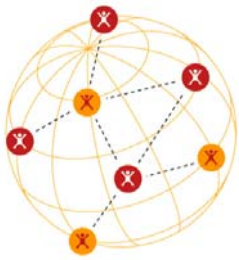
"There were a lot of examples given from real telecom operators around the world that we can benefit from" said a participant about the 'Financial Management in Telecommunications' Training Program, London, 14-25 November 2005.

"My opinion is that this Training Program is very useful even essential to improve the negotiations in order to obtain a better interconnection agreement" said a participant about the French version of the 'Interconnection Agreements Negotiation & Management' Training Program, Paris, 21 November - 2 December 2005



Upcoming Training Programs

- Interconnection Agreements Negotiation & Management, 6-17 February 2006, Nassau, The Bahamas
- Telecom Traffic Engineering, 6-10 March 2006, Dubai, United Arab Emirates
- Telecom Billing Mediation, 13-17 March 2006, Montreal, Canada
- Telecommunications Management Fundamentals, 20 March - 14 April 2006, Montreal, Canada
- Customer Service & Call Centers, 27 March - 7 April 2006, Montreal, Canada
- Fundamental Interconnection Principles, 3-7 April 2006, London, United Kingdom
- Migration des entreprises aux réseaux IP, 10-14 avril 2006, Paris, France
- Network Planning & Management, 17-28 April 2006, Montreal, Canada
- Telecom Essentials for Regulatory Authorities, 24 April - 5 May 2006, Montreal, Canada
- Corporate Communications & Public Relations, 24 April - 5 May 2006, Paris, France



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Wireless in Africa: from Zero to WiMAX

While WiMAX should be considered a threat to Digital Subscriber Lines (DSL), coaxial cable and satellite access in North America, the prevailing situation is vastly different in Africa. At last, telecom service providers stand to find the elusive solution, through wireless technology, to serve a vast and populated territory with sparse infrastructure, a population very much thirsty for wireless communications.

For example, Sonatel's Alizé service in Senegal recently celebrated its 1 millionth mobile telephony subscribers, which, combined with Sentel's Tigò service, brings to 1.7 million the number of GSM users in the country. An impressive debut for a service that was launched only four years ago and already dwarfs the half-million fixed landlines in the country. In Senegal, mobile telephony is not just the latest fad, it

is the means to improve everyday business by keeping in touch with suppliers, distributors and resellers. Similarly, the Nigerian Communication Commission (NCC) awarded a GSM licence to M-Tel, the national telephony company, and auctioned three additional licenses to mobile operators starting in 2001. Today, 17 million GSM phones have been sold in the country, a very impressive take rate brought on by pre-paid scratch cards. Vying for its citizens to bridge the digital divide, the NCC goes further by licensing the 3.5 GHz band to many Internet Service Providers (ISPs) for high-speed access and metropolitan coverage. As a result, a limited number of Wireless Local Loop systems with satellite backhaul have been deployed around the country, but with many longing to switch over to WiMAX as soon as possible.

Acknowledging that starting WiMAX from scratch requires both investments and back-office systems, training should be foremost on any new system owner's mind. And although well defined, understanding WiMAX's complexity is paramount to providing sound network engineering and Quality of Service. In other words, deploying WiMAX is far more complex than installing a WiFi Access Point on a Cyberforum wall.

The final challenge for operators in Africa will be to bring pre-paid services to WiMAX.

Goulet Telecom International will hold a session of its 'WiMAX/WiFi Technologies' Training Program in Montreal, Canada from 31 July to 4 August 2006.

For further information on our Training Programs, please contact us at training@goulet-telecom.com.

Training Programs in Botswana for BTC

Goulet Telecom International led a customized Training Program at Botswana Telecommunications Corporation (BTC) in Gaborone, Botswana from 14 to 18 November 2005. The 'Telecommunications Management for Senior Managers' Training Program was developed specifically for BTC's senior managers. This Training Program covers all the key issues related to the successful running of a telecommuni-

cations organization in a competitive environment including the challenges faced by the incumbent operator and the impact of the new telecom environment on its business. A second session took place in Gaborone from 16 to 20 January 2006.

Goulet Telecom International also led a session of its 'Telecom Traffic Engineering' Training Program at BTC's headquarters from 21 to 25 November 2005. This Train-

ing Program provides participants with the basic knowledge, tools and methods to successfully perform the necessary traffic engineering activities and task. Goulet Telecom International will run sessions of this Training Program in Dubai, United Arab Emirates from 4 to 8 March 2006 and in Montreal, Canada from 11 to 15 September 2006.

For further information on our Training Programs, please contact us at training@goulet-telecom.com.

Risk Assessment Consulting Project

At the end of 2005, Goulet Telecom International was a leading player in a consortium that performed a risk assessment of an incumbent African operator on behalf of a development bank. The con-

sortium conducted a gap analysis of the risks confronting the operator, benchmarked against regional and international best practice in telecommunications, and, in its final report, made recommendations for mitiga-

ting such risks. The proposed strategies and action plan are now to be incorporated into the operator's overall strategic plan.

For further information on our consulting services, please contact us at consulting@goulet-telecom.com.



Goulet Telecom International Wishes You and Your Loved Ones Health, Success and Happiness for 2006.

We hope we will have the opportunity to meet you in person in 2006 during one of our Training Programs, at a telecom event or else.