

ConneXion

January 2007 – No.8

goulet telecom



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From the CEO

Dear ConneXion reader,

This issue contains two texts on *interconnection*, a topic which in 2007 will remain of the utmost importance and interest to stakeholders in liberalized telecom markets.

Interconnection is the single most important aspect to manage for effective competition in the telecom sector. It is an area where Goulet Telecom International possesses tremendous expert experience, having assisted and trained operators and regulators on *interconnection* in the four corners of the world since 1997.

I hope you will enjoy this issue and I wish you a happy and healthy 2007.

Michel Bruyère
Chief Executive Officer
mbruyere@goulet-telecom.com
☎ +1 514 281 1211

'Overview of Telecom Technologies & Services' Training Program

Goulet Telecom International has launched a new Training Program developed to provide participants with an overview of telecommunications technologies and services and an understanding of telecommunications networks. The first session of our 'Overview of Telecom Technologies & Services' Training Program was held in Nassau, The Bahamas from 27 November to 1 December 2006 with an additional session held from 11 to 15 December 2006.

These inaugural sessions were a success with an overall satisfaction rate of 4.2 out of 5. "The wealth of

information shared by the instructor was very impressive" said a participant. "This program has opened my mind and brightened my horizons in today's telecom technologies" added another one.

The next session of the 'Overview of Telecom Technologies & Services' Training Program will take place from 23 to 27 April 2007 in Montreal, Canada.

For further information on our 'Overview of Telecom Technologies & Services' Training Program, please contact us at training@goulet-telecom.com.

What Clients Say

"The training was excellent. The presenter was also excellent at making us understand the subject matter. I really gained the knowledge of how to plan, design and deploy WiFi/WiMAX, in line with developments in my own company" said a participant about our 'WiFi/WiMAX: Planning, Design & Deployment' Training Program, 9-27 October 2006, Windhoek, Namibia.



The Importance of Interconnection in a Competitive Environment

Liberalization of the telecommunications sector has meant the introduction of competition in most markets of the world. Such competition is generally recognized as the key to growth and innovation in telecommunications. In any market, interconnection is a critical factor for the viability of competition, since two basic principles for an efficient and competitive telecommunications sector are:

- The possibility for users to call

anywhere, i.e. across networks

- Protection against market power abuse

Therefore, telecom regulatory authorities make it an obligation for all operators to provide fair and equitable interconnection, for all services. This makes efficient use of rare and expensive resources, namely telecom network infrastructures, and allows all users to communicate with one another.

Goulet Telecom International's expert

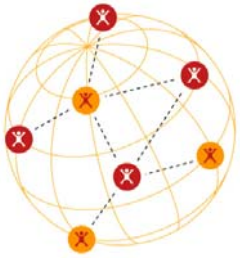
consultants can assist your organization with the negotiation and management of effective and profitable interconnection agreements. We also offer a wide range of Training Programs related to interconnection.

For more information on our consulting expertise, please contact us at consulting@goulet-telecom.com and on our Training Programs related to interconnection, please contact us at training@goulet-telecom.com.



Upcoming Training Programs

- WiFi/WiMAX: planification, conception & déploiement, 5-9 March 2007, Paris, France
- Développement du plan stratégique en télécommunications, 19-23 March 2007, Paris, France
- Accords d'interconnexion - négociation & gestion, 26 March - 6 April 2007, Paris, France
- Développement du plan stratégique en télécommunications, 19-23 March 2007, Paris, France
- Accords d'interconnexion - négociation & gestion, 26 March - 6 April 2007, Paris, France
- Service à la clientèle & centres d'appel I, 2-13 April 2007, Montreal, Canada
- Effective Corporate Communications Writing, 9-20 April 2007, Montreal, Canada
- Leadership: a Potential to Develop, 16-20 April 2007, Montreal, Canada
- Connaissances essentielles en réglementation des télécoms, 16-27 April 2007, Paris, France



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The Advantages of Next Generation Networks

A Next Generation Network (NGN) is a packet-based network where the packet switching and transport elements such as routers, switches and gateways are logically and physically separated from the control intelligence. This separation of transport and control allows NGNs to support multiple types of services over multiple types of transport. With NGNs, voice, data, video, multimedia and advanced broadband services can be provided over fixed and mobile networks.

NGNs can provide cost-effective infrastructure for new entrant operators. They also allow incumbent operators to expand telephony-based services and to provide a new range of value-added services leveraging core competencies already established in traditional transport services. NGNs support new advanced services such as unified messaging, 'click to talk' services

for call centers, and multimedia services such as collaborative document sharing, which can help attract and retain lucrative new customers. NGNs can also assist in the achievement of universal service and universal access in under-served areas.

Operators, whether they are well established in the telecommunications environment or are new players, should pursue Next Generation Networks in order to expand and add value to their service offerings. NGNs will thus enable operators to differentiate themselves from their competitors.

Goulet Telecom International offers a 'Next Generation Networks' Training Program specifically designed to provide the fundamentals of NGNs.

For further information on our 'Next Generation Networks' Training Program, please contact us at training@goulet-telecom.com.

What Clients Say

"In general, the training was so well scoped it not only will benefit the department but I feel that I will be able to better advise other departments within the company also" said a participant about our 'Human Resources Management in Telecommunications' Training Program, 13-24 November 2006, Montreal, Canada.

"I particularly enjoyed the relevance of the Training Program and the competencies of the trainer" said a participant about the 'Interconnection & Networks Standards' Training Program, 30 October - 3 November 2006, Yaoundé, Cameroon.



Goulet Telecom Attends the COMESA Workshop

Two representatives of Goulet Telecom International participated in the Workshop 'ICT Role in Promoting Trade and Investment in the Northern Corridor: Interconnection, Pricing and Consumer Related Issues' organized by the Common Market for Eastern and Southern Africa (COMESA) in Kampala, Uganda from 13 to 15 November 2006. Thirteen countries were represented: Burundi, Democratic Republic of Congo, Egypt, Ethiopia, Kenya, Madagascar, Malawi, Seychelles, Sudan, Tanzania, Uganda, Zambia and Zimbabwe.

The workshop was composed of dynamic

presentations on both theoretical and practical concepts, live discussions and presentations by the participants on their country's experience. Ms. Wendy Swan, Chief Operating Officer of Goulet Telecom International, made four presentations on the following topics: Interconnection in the Era of IP and Convergence, Interconnection Agreements Negotiation and Management, Interconnection Pricing, and Interconnection Obligations and Dispute Resolution. Ms. Hélène Duran, Director Business Development & Marketing of Goulet Telecom International was also attending and took

this opportunity to meet and discuss collaboration with clients of Eastern and Southern Africa.

For more information on Goulet Telecom International's participation at international events, please contact us at info@goulet-telecom.com.



The attendees of the COMESA Workshop, Kampala, Uganda, 13-15 November 2006



*All the Best for 2007
Goulet Telecom International's Team Wishes You
Health, Success and Happiness for 2007*