

neotelis

# ConneXion

July 2008 - No.14



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## From the CEO

Dear readers of ConneXion, Nortel Networks calls it *hyperconnectivity*, Motorola talks about *expanding the personal media experience*. For Microsoft and Avaya, it's *Unified Communications (UC)*. The Yankee Group has trademarked *Anywhere Network*. Cisco offers *the human network*. The list goes on. Very diverse players, different tag lines, but the same meaning: the ability to reach anything, anyone, anywhere, anytime. It's the challenge of the next 10 years for operators. It will change the face of our industry. It will give telecom consumers freedom unimaginable just a few years ago. But we are starting to see it take shape. The decade ahead will be exciting.

Michel Bruyère  
Chief Executive Officer  
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## The 'One Laptop Per Child' Initiative and the Concept of ICT for Development

The "One Laptop Per Child" (OLPC) initiative experiences a growing interest and its mention in the medias is more and more frequent, showing the importance of the concept of ICT for Development (ICT4D). The reason for this is most probably linked to the powerful symbol it represents. The cause is noble: sell OLPC laptops to governments that handle their distribution through their ministry of education willing to adopt the policy of "one laptop per child". The Children's Machine is an inexpensive laptop computer providing its young owners with access to knowledge and modern forms of education. The laptop is being developed by the OLPC trade association. OLPC is a U.S. based non-profit organization that designs, manufactures and distributes the low cost device.

Up to now, the project has been quite successful and is progressing faster than originally planned. To date, 14 countries are already involved in this initiative. The project will help ICT4D practitioners fighting against the digital divide and facing both access and computing devices issues.

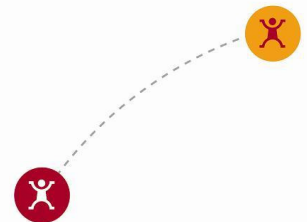
Developing low cost ICT and computing devices is still a priority today to ensure digital access for all. There are many other projects vying to produce low cost ICT and computing devices. Neotelis can assist your organization understand how these tools can make a contribution to the diffusion of ICTs in developing countries and how they can be integrated into ICT strategies and action plans nationally as well as in specific sectors such as education.

## What Clients Say

"The program was excellent, the trainer was very helpful and answered all of our concerns" said a participant of the 'Product Development & Management' Training Program that took place in Nassau, The Bahamas from 23 to 27 June 2008.



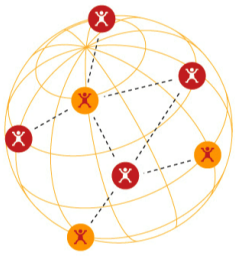
For further information on our ICT4D expertise, please contact Ms. Hélène Duran at [hduran@neotelis.com](mailto:hduran@neotelis.com).



## Upcoming Training Programs

- Gestion des activités réglementaires, 11-15 août 2008, Paris, France
- Overview of Telecom Technologies & Services, 11-15 August 2008, Montreal, Canada
- Strategic Planning in Telecommunications, 18-22 August 2008, Cape Town, South Africa
- Corporate Culture Change Management, 18-29 August 2008, Montreal, Canada
- E-Government, 8 - 19 September 2008, Ottawa, Canada
- Low Cost Computing Devices for the Developing World, 6-10 October 2008, Montreal, Canada
- Fundamental Interconnection Principles, 13-17 October 2008, Port-of-Spain, Trinidad & Tobago
- Cost Methodologies in Telecommunications, 19-23 October 2008, Dubai, United Arab Emirates
- Telecom Regulation Essentials, 20-31 October 2008, London, UK
- WiMAX fixe & mobile: planification, conception & déploiement, 3-7 novembre 2008, Paris, France





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## Next Generation Networks & Environment

The apparition of IP-based networks brought a significant amount of changes in the telecommunications sector. For the consumers, convergence is a very positive change: it enables them to receive all their information from the same provider and to benefit from increased competition on the market. For incumbent fixed-line operators, the transition to Next Generation Networks (NGN) represents a significant challenge. They need to consider various factors such as: competitive pressure from new market players, potential savings from integrating existing networks, expected reductions in the operational costs and consumers' demand for more bandwidth. For regulators, the mission is also very challenging. They need to develop the appropriate regulatory framework to enable the environment for NGN. Regulators need to ensure all players' interests. The task is far from being easy as the traditional market boundaries are

blurred by convergence and the regulatory frameworks were mainly designed for traditional circuit-switched environment. They also need to provide a regulatory certainty for network operators and access providers that are massively investing in new infrastructures and coping with new problems. It is important to determine the role of the regulator in facilitating the NGN environment. They can chose to implement an ex-post regulation model or maintain an ex-ante regulation. Both models have advantages and limitations. Neotelis possesses the expertise to assist you in understanding the challenges of NGN from an operator and regulator's perspective and to successful plan the tasks and activities ensuring a successful convergence.

For further information on our expertise in this area, please contact Ms. H  l  ne Duran at [hduran@neotelis.com](mailto:hduran@neotelis.com).

*Mr. Michel Bruy  re and Ms. Ekaterina Cheina at ITW 2008 in June 2008 in Washington* 

## Neotelis Attends ITW 2008

The inaugural International Telecoms Week (ITW) took place on 2-4 June 2008 in Washington, DC and was attended by two members of Neotelis' team: Mr. Michel Bruy  re, CEO and Ms. Ekaterina Cheina, Sales Manager. This event attracted 912 companies from over 130 countries. Mr. Bruy  re and Ms. Cheina took this opportunity to discuss potential on-going and new collaboration with many executives from telecom companies from countries such as Bahrain, Burundi, Ghana, Libya, Namibia, Pakistan, Philippines, Poland, Saudi Arabia and South Africa.

For more information on our participation to international events, please contact Ms. Ekaterina Cheina at [echeina@neotelis.com](mailto:echeina@neotelis.com).

## CEO of Neotelis participates in Canadian Telecom Summit 2008

Mr. Michel Bruy  re, CEO of Neotelis participated in the Canadian Telecom Summit 2008 from 16 to 18 June in Toronto, Canada. This event is Canada's pre-eminent gathering of the telecommunications industry and it gave Mr. Bruy  re the opportunity to meet with senior officials from Canadian companies and organizations. The Canadian Telecom Summit annually provides a forum for the broad cross-section of stakeholders to exchange views, share ideas, challenge assumptions and plan for the future.

For more information on our participation to national events, please contact Mr. Michel Bruy  re at [mbruyere@neotelis.com](mailto:mbruyere@neotelis.com).

## What Clients Say

"A good Training Program that will enhance my daily tasks" mentioned a participant about the 'Cost Methodologies in Telecommunications' Training Program that was held in Kampala, Uganda from 23 to 27 June 2008.

"Overall, the Training Program covered my expectations and included important areas that are key in management, hence very valuable" said a participant of the 'Business Intelligence in Telecommunications' Training Program that took place in London, UK from 19 to 23 May 2008.

