



Enabling Progress through Service Providers



Michele Castegnaro



Agenda

- **The role of Telcos**
- **ICT: prioritizing the areas for acceleration**



Example: Cameroon

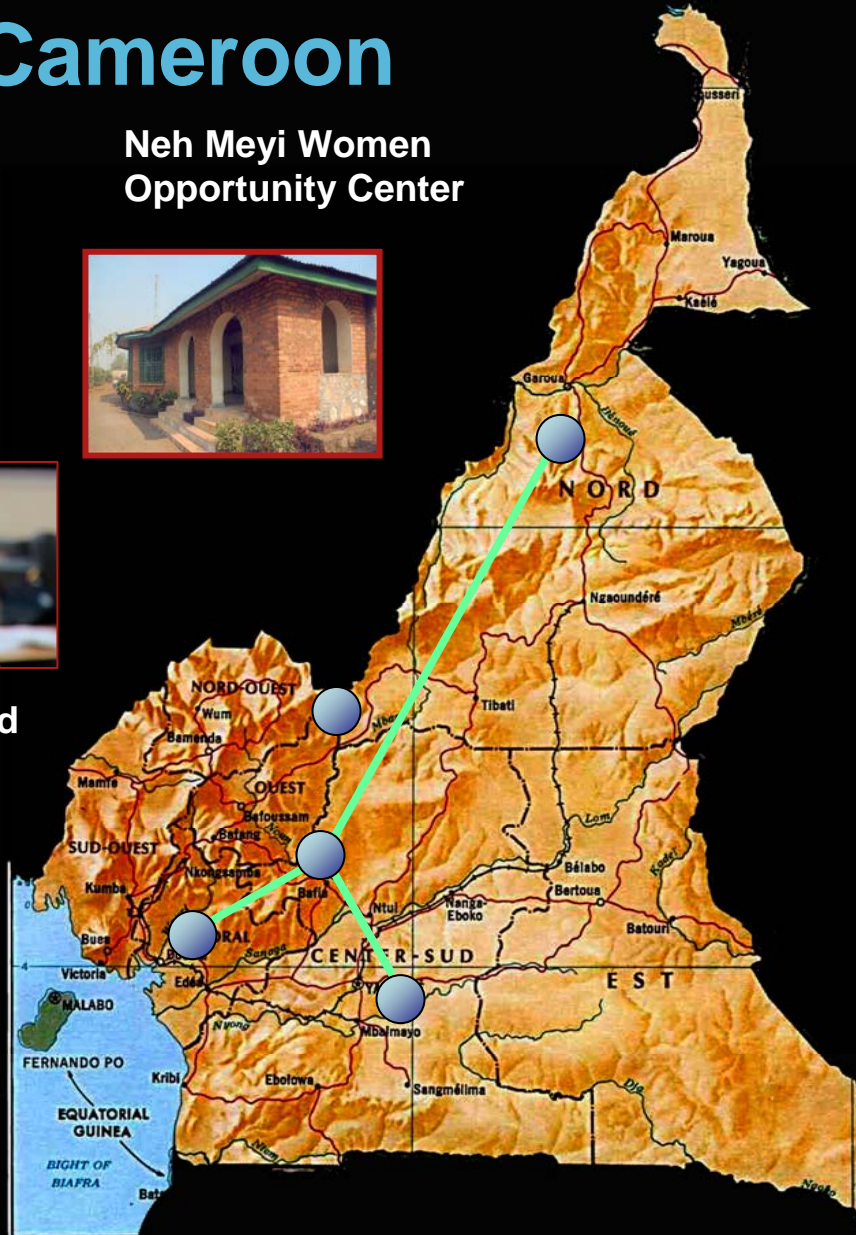


e-Education

Neh Meyi Women Opportunity Center



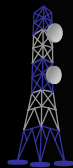
NetAcad



E-Government
Shared services
TelePresence
IP Telephony
ICT knowledge transfer



E-Health



IP-enabled
Wi-Max
Rural Access



Camtel
National IP/MPLS
Backbone





Example: Ethiopia





One operator as National Development Engine

- Of the Strategic importance of incumbent SP:

Basic connectivity first (on NGN)

Affordable Broadband

Universal Service

Emergency calling

Advanced Services to follow (on same NGN)

Citizen inclusion

E-Government, E-Education, E-Healthcare



Does technology really matter?

- Service Providers can't be classified any more by access technology
 - Fixed vs. Mobile in Africa
 - Convergence
- Cisco's approach: an access-agnostic architecture
- From Service Provider to Experience Provider



Few technology guidelines

- Fibre transport of bandwidth
 - More cost-efficient than alternatives
 - Better quality

- IP
 - The “Esperanto” for ICT



Future choice: Public Interest vs. Private Interest

- Competition and Privatization as next enablers
- Equal Access opportunities as catalyst for transformation
- Examples from mature countries

How to mutualise an infrastructure: Italy (Telecom Italia)

How to grant access with the best medium: UK (BT) Open Reach;
21st Century and DirectGov



The Frequent case

The bad news

“Nothing out there yet!”

Lack of main national utilities

The good news

“Nothing out there yet!”

No legacy to slow down
leap-frogging

How a threat turns into an opportunity



ICT: prioritizing the areas for acceleration

Education



Infrastructure



Government



Innovation



**These Are
All Connected**



...the expected payback for the Country

- A strong place in the Global Village.
- Economy, Education, Healthcare reaching all citizens
- A Citizen-oriented Public Sector:
 - E-Government = transparent world-class Government
 - E-Education (reduction of illiteracy)
 - E-Healthcare (reduction of mortality rates)



...the expected payback for the Country

- Citizens become the talent running ICT
- One network avoids investment duplication and can support all nation-wide projects.
- Increased attractiveness for foreign investment

