

Myanmar Telecoms Reform Update

YANGON, 16 OCT 2012



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16 Oct 2012, Tuesday

07:45 Registration & Breakfast Networking

08:45 Welcome Remarks and Introduction
The New Reality of Telecom and ICT Development in Myanmar

Myanmar Demographics

09:00 **Demographics, Economic & National Development**

- ICT Development: National & Socio-economic Benefits
- Ethnic Region Considerations
- Corporate Social Responsibility (CSR) & Sustainability
- Ethical and Responsible Investment

Ms. Yup Seng Ing, Managing Director
DigiCom

09:30 **Myanmar Telecom Sector Review**

- Current Status of Telecom Networks and Operators, Telecom Infrastructure (Mobile, Broadband & Fixed Line) and Telecom Services
- Costs and Tariffs (Wholesale and Retail)
- Local Companies involved in Telecom Sector
- On-going Telecom Developments (2012 to 2013)
- HRD Challenges

U Zaw Min Oo, Secretary General
Myanmar Computer Federation
Director, **Barons Tele-Link Services Co., Ltd**

10:15 Coffee Break

Regulatory Status & Guidelines

10:45 **Telecom Regulations in Myanmar**

- Government Policy & Considerations
- Current Regulation Status
- Telecom Reform Process Status
- Future Policies : Mobile, Broadband and Fixed Line Infrastructure and Services

Mr. Than Htun Aung, Deputy Director
Myanmar Post and Telecommunication

11:15 **Future Guidelines on Regulations**

- Restrictions or Opportunities
- Learning from the past in order to Implement of 'Smart Regulations'

for the future

- Infrastructure and Services Regulations
- Facilitating Fixed Line developments as well as Wireless. What works?
- Ministry Revenues, Licences, Spectrum Fees to facilitate growth

Mr. John Stefanac, President SEA/Pacific
Qualcomm International

11:45 **Technology for Good - how telecoms can support development in Myanmar**

- The path to achieving triple bottom line benefits of ICT - Ericsson's Networked Society index
- Quantified potential economic benefits that telecoms can bring to Myanmar
- Leveraging international experience to fast-track development

Ms. Stephanie Huf
Head of Communications
Ericsson, South East Asia and Oceania

12:15 Discussion followed by Lunch

Technical Overview & Future Planning

14:00 **Part 1 – Technology Selection for Future Developments & Services**

- Next Generation Technologies Overview & Recommended Selection
- Infrastructures required for Unified Mobile, Broadband and Fixed Line Convergence
- IPv6 Considerations
- Next Generation Value Added Services
- HR Considerations: Capacity Building

Mr. Sami Tabbane, CEO
SFM Telecoms

14:30 **Part 2 – Implementation and Roll-Out Considerations**

- Network Roll-Out and Implementation : Planning & Timescales
- Infrastructure Design, Engineering, Construction & Project Management
- Backbone Network Development and Service Level Considerations
- Mobile & Wireless Broadband Network Optimization & Enhancements
- Fixed Line Network Deployment considerations
- Network Facilities Sharing scenarios

- Site Acquisition Challenges

U Kyaw Naing, Chief Engineer
Amara Communications (Myanmar)

Opportunities in Developments, Operations & Services

15:00 **Part 1 - Opportunities in Developments**

- Market Entry Opportunities for Investors
- Local Private Enterprise Involvement
- HRD and Capacity Building
- Network Construction Partnerships
- Backbone Network Partnerships
- Wholesale & Retail Network Opportunities

Mr. Paul Gerard Crilley, Senior Consultant
Yatanarpon Teleport Co. Ltd

15:30 **Part 2 – Wholesale & Retail Services**

- Wholesale Network Services (Backbone, Towers, MNO, BNO etc.)
- Virtual Retail & Value Added Services (MVNO / BVNO)
- Services Revenue Growth Strategies
- Collaboration Strategies

Mr. Charles Ashley, Regional Head
Tune Talk

16:00 Tea Break

16:30 **Part 3 – The Impact of Mobile Money and Mobile Banking Services on Developing Nations**

- Measurable Impacts on the economy
- Infrastructure Requirements in order to implement effective services, quickly
- Local and International Collaboration Models
- Security

Mr. John Martinez, Senior Consultant
Detecon Asia-Pacific Ltd. (Thailand)

Development Financing

17:00 **Financing**

- Financing Strategies that facilitate rapid Mobile, Broadband & Fixed Line Network growth
- Official Development Assistance (ODA) or Foreign Direct Investment (FDI)... or both!
- Operator Business Models : Wholesale (MNO/BNO) and Retail (MVNO/BVNO)

Business Models for Mobile, Broadband & Fixed Line

- Challenges

Mr. Bertie McCrory, Managing Director
Contatica Asia Ltd.

17:30 **Telecom Project Finance in Developing Markets**

- RTypical projects
- Sources of finance
- Challenges to successful funding
- Reducing the risk for investors

Mr. Hugh McGarry, Principal
Garnet Consulting Pty Ltd

18:00 Close of Briefing

18:05 Networking Reception for All Speakers and Participants

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