

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

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

Technical Overview & Future Planning

11:45 **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

12:30 Discussion followed by Lunch

14:00 **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

14:30 **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

15:00 **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

15:30 **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

16:00 Tea Break

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Development Financing

16:15 **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

17:01 **Open Forum, Questions & Answers**

- Round Table Discussion of all speakers and panellist

17:30 Close of Briefing

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