



Cables – Status and Perspectives

Chair

Anders Comstedt, KTH, Sweden

**2010 Euro-Africa e-Infrastructures Conference
Helsinki, Finland**

Dec. 9-10, 2010



Speaker list & Session schedule

VENDORS

Gary Waterworth, Regional Director, Alcatel-Lucent Submarine Network, UK

OPERATORS

■ **Mike Last, Director Business Dev & Int Marketing, WIOCC , Kenya**

■ **Jean-Luis Parmentier, COO, Seacom Ltd, Mauritius**

POLICY

■ **Sandro Bazzanella, Director ITU-EU Project, ITU, CH**



Setting the scene

Session objectives

■ Status of your offer to the market

I Building/Running a network

I Key remaining issues

■ Is the complementary high speed physical infrastructure developing fast enough?

I National backbones?

I Access networks?

■ Remaining roadblocks

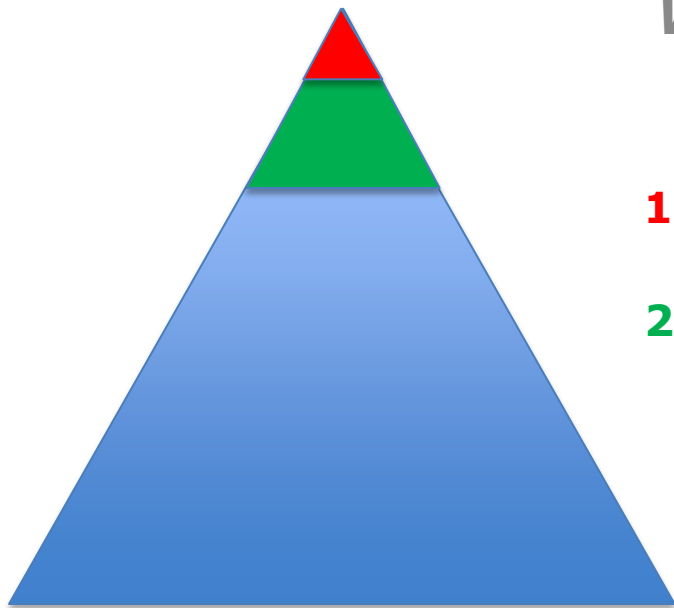
I Policy & Regulation: Cross border permits, Essential facility sharing

I Market demand: How do I fill my cable?



International links- a small but important part to make your total network more valuable

What part of the network is driving total cost up or down?



- 1. International cables are just a 1-5 per cent of the total cost of a Mb-link**
- 2. National backbone is some 10 percent**
but
- 3. Local access is 80-90 percent....**



However, what if you don't connect enough of demanding users?

What part of the network is driving costs up or down?



But if I cannot fill my International cables?

Or not fill my National backbone?

Only 3-5% is operational costs above the CAPEX. And most of that is also fixed. How do I then distribute my huge fix cost per user?

Selling Mb/s capacity or what?



Is Policy & Regulation keeping up?

Regulation is per definition late in the cycle. Is Policy now proactive or just late too?

**What incumbent interests are holding back?
Suggested remedies?**

Will there soon be clear policy statements about infrastructure sharing, right of way issues, cross border permits? Or more of the cut-and-paste ICT-policies with nothing but fluffy ambitions?



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Setting the scene

Key questions raised

- **Q1 - Text Text text Text Text Text?**
- **Q2 - Text Text text Text Text Text?**
- **Q3 - Text Text text Text Text Text?**
- **Q4 - Text Text text Text Text Text?**
- **Q5 - Text Text text Text Text Text?**
- **Q6 - Text Text text Text Text Text?**
- **Q7 - Text Text text Text Text Text?**
- **Q8 - Text Text text Text Text Text?**
- **Q9 - Text Text text Text Text Text?**
- **Q10 - Text Text text Text Text Text?**

Q&A Session





Report

(To rapporteurs: please kindly write out a summary of the session - possibly no more than a couple of slides - highlighting all the most exciting and meaningful elements of the session so that anyone can get a general overview of the scope, schedule, speakers, main outputs and conclusions of the session)

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