



**ASIA-PACIFIC TELECOMMUNITY**

**14<sup>th</sup> APT Policy and Regulatory Forum (PRF-14)**

20-22 May, 2014, Pattaya, Thailand

**Document**

PRF-14/INP- 06

12 May 2014

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**NEXT GENERATION REGULATIONS**

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# Next Generation Regulations

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# Developing Trends in Telecommunications

Convergence of IT,  
Telecommunications  
(ICT), & Media  
**Influence of  
Internet  
(OTT Players)**

## Disruptive ICT

Expansion of **Cloud**  
Virtualization  
Threats & Opportunities  
More **Security** needs  
Growth of mobile BB  
IPv6 Trends

## User Trends

Smart Devices & Mobility - BYOD  
BW hungry applications  
VOIP, M2M & NFC applications  
Bulk SMS usage  
Always Connected  
Internet as a Lifestyle

# Features & Trends of Telecom Industry

- **Dynamic Environment with emerging new:**
  - Technologies
  - Players
  - Opportunities
  - Threats
- **No player can ever afford to stay STILL**
- **At times a very slow-moving industry with**
  - Network infrastructure built & deployed to last decades
  - Network rollouts that take years
  - Diverse behavior of customers ..... **Consumerization**

# Key Imperatives



**DEFENDING  
AND MANAGING  
THE LEGAL**

**TECHNOLOGY  
AND DIGITAL  
TRANSFORMATION**

**IDENTIFYING  
NEW GROWTH  
OPPORTUNITIES**

**Can the Regulator be STILL**

## Managing Risk

- Customer
- Product
- Associate

## Think Out of the box

- Innovation
- Differentiation & Customized Solutions

# Regulator should NOT be a Barrier

Cloud Services, ICT Disruptions, Big Data, VOIP Apps, OTT, Virtualization, Internet based Services, Mobility, NFC, M2M, Mobile Apps, Mobile Money, VAS etc.

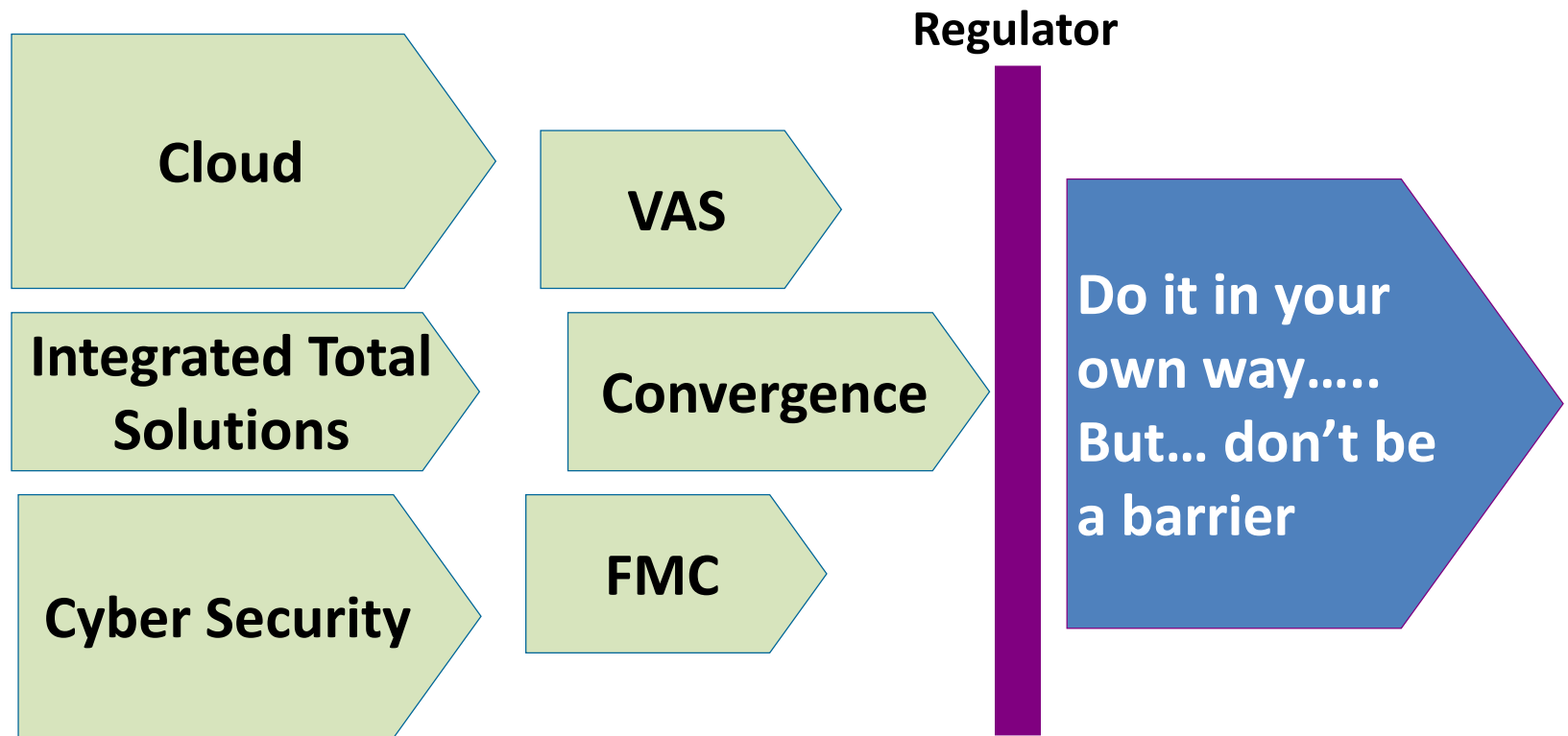
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Telecommunications  
is Evolving Rapidly

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# Next Generation Regulator

- No Universal way of doing it....



# Some Outdated Thinking of Regulators

- Spectrum attached with Technology
- Licensed Fixed Operators cannot provide MOBILITY
- Regulators' "**Accounting Requirements**" for Telcos
- Tariff determination/Approval restrictions
  - Outdated approval procedures
  - Doesn't have to be always cost based pricing (eg: VAS)
- Strict procedures that create delays
  - Imports & Customs clearance
  - Vendor license & Type approvals
- Restrictions for Acquisitions & Mergers



# Key Elements of Next Generation Regulatory Framework

## Possible Key Elements

Allow Price Discrimination	Management of VAS	Management & Control Technology & Spectrum
Management & Control over Apps	Give good inputs to the Govt. Policies	Facilitative Role Of Regulator
Sharing & Collaborations	Mergers & Acquisitions	Skilful & Experienced Experts

## Next Gen Framework

**Select the best Combination of the Key Elements based on :**

- Maturity of Mkt.
- Technology Development
- ARPU
- Usage & Applications
- Culture
- Level of Competition

# In Conclusion

- Create a Flexible, Open, Regulatory Framework for:
  - **Operators**
    - To bring in investment with confidence
    - To Compete with new Technologies, Products & Services
  - **Customers**
    - To Get the best service and quality at the right price



**Lead from the Front**



**Key to Success - Experienced Expertise with Regulators**

# Thank You



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