



Inter-American Telecommunication Commission
ORGANIZATION OF AMERICAN STATES

International Roaming Services: Regional action plan and lessons learnt

CITEL Workshop /Second IIRSA Executive Technical Group

May 4th, 2009

Convention Center of Cusco, Cusco (Peru)

1. BACKGROUND

The *Initiative for the Regional Integration of South American Infrastructure (IIRSA)*¹ is the main forum where to discuss a regional agenda aimed at promoting the physical integration of South America through its infrastructure.

The Inter-American Telecommunication Commission (CITEL)², entity of the Organization of American States, is the main telecommunication forum in the Hemisphere, where governments and the private sector meet regularly in order to coordinate regional efforts designed to develop a Global Information Society in line with the mandates given by the Heads of State and Government in the Summit of the Americas.

On November 7th, 2008, the first Executive Technical Group (GTE) of the IIRSA project “Roaming in South America” took place in Bogota, Colombia. Regulators, mobile operators, industry groups, regional or international organisms of the telecommunications sectors, ministries of communications and regional and international institutions and national coordinators of the member states of the IIRSA initiative took part in this meeting, which had the following objectives:

- (i) Present the advances of the “Regional Study on the South American Roaming Services Market”;
- (ii) Discuss the analysis presented in the study, with special focus on regulation, taxation and tariffs, and technical aspects and fraud prevention;
- (iii) Define guidelines for an action plan to stimulate the roaming services market.

¹ More information at www.iirsa.org

² More information at www.citel.oas.org

2. OBJECTIVE OF THE MEETING

The meeting “International Roaming Services: Action plan and lessons learnt“(CITEL workshop /Second IIRSA Executive Technical Group) will have the following objectives:

- (i) To present the conclusions of the First Technical Working Group on the project “Implementation of a Roaming Agreement in South America,” and to update participants on the latest developments with the project, developed under the IIRSA initiative;
- (ii) To discuss measures proposed by regulators, operators, government bodies and entities engaged in the issue, with a view to improving the operation of the Roaming Market;
- (iii) To propose initiatives to prepare an Action Plan to stimulate the roaming services market, with the participation of all sectors engaged in the operation of this market of services.

3. PARTICIPANTS

The meeting will be oriented to the participants of the PCC.I of CITEL, IIRSA National Coordinators that may contribute to the discussion.

4. MEETING STRUCTURE

The Workshop will be structured around the following roundtables: tariffs and taxation, technical aspects and fraud prevention and regulations. The three roundtables will provide the participants with the opportunity to discuss the measures needed to improve the market of roaming services in the Americas.

5. AGENDA

Opening

09:00 – 10:00 Registration

10:00 – 10:15 Welcome words and opening

Guillermo Thornberry, Chair of the Board of OSIPTEL;

Hector Carril, Alternate Chair of PCC.I/CITEL

Clovis Baptista, Executive Secretary of CITEL

10:15 – 10:30 Objectives of the meeting and Status of the IIRSA Project “South American Roaming Agreement”

José María Díaz Batanero, Inter-American Development Bank (IDB)

Workshop 1: Tariffs and taxation

10:30 – 11:00 Problems in the definition of the prices of the roaming market: tariffs, taxations and information transparency.

Juan Ignacio Crostra, Value Partners, consultants of the Regional Study of the South American Roaming Market

11:00 – 11:15 Break

11:15 – 13:00 Proposals to solve the commercial and taxation problems of the roaming market.

Open Discussion and workshop

Moderator: Guillermo Thornberry, Chair of the Board of OSIPTEL;

13:00 – 14:30 Lunch

Workshop 2: Technical aspects and fraud prevention

14:30 – 15:00 Technical problems not solved in the roaming market: long distance call, fraud, prepaid roaming and border roaming

Sandra Sastre, IMOBIX, consultants of the Regional Study of the South American Roaming Market

15:00 – 16:15 Technical proposals to solve the technical problems of the Roaming Market.

Open Discussion and workshop

Moderator: José María Díaz Batanero, Inter-American Development Bank (IDB)

16:15 – 16:30 *Break*

Workshop 3: Regulation

16:30 – 17:00 Roaming regulation: its effects in the European Union

Pedro Arenas, Spanish Telecommunication Regulatory Authority (CMT)

17:00 – 18:00 Proposals from regulators to solve the problems of the Roaming Market.

Open Discussion and workshop

Moderator: Rafael Fuentes. Andean Development Corporation (CAF)

Closure

18:00 – 18:30 Summary of the meeting: Proposal of a work plan

Secretary of the IIRSA Technical Coordination Committee