

OVERVIEW

Rolling out service on time is essential to every telecommunications company. Regulations can suddenly become a roadblock to delivering your service. Access Partnership will help you anticipate any unforeseen obstacles. And if you do encounter such obstacles, we can implement a business-friendly solution.

REGULATORY

Most services require a government's authorization. Access Partnership will find the fastest way for you to get a long-term licence. In countries where regulation of your services is just being developed, Access Partnership will draw on its broad experience working with national, regional, and international regulators to implement a regulation that is cost effective, stable, and meets the timeframe for your service rollout. Access Partnership will secure:

Satellite

- international co-ordination
- space segment authorizations (“landing rights”)
- VSAT authorizations
- supporting policy recommendations from international and regional organizations

Wireline

- national service licences
- authorization for landing rights and points-of-presence
- supporting policy recommendations from international and regional organizations

Terrestrial Wireless

- frequency licences
- type approval
- supporting policy recommendations from international and regional organizations

Access Partnership executes projects to enable the launch and delivery of international mobile and fixed telecommunications services. A flexible partnership of government and industry experts from both the United States and Europe, the group delivers specific policy and technical experience to make or change regulations. These changes allow for the planning, development, and expansion of its clients'

telecommunications networks. Since 1990 its Directors have been working with national regulators to allow telecommunications companies to provide service on viable terms.

NETWORK LICENSING

Your network will require certain authorizations in each country in which it will operate. Access Partnership will acquire those authorizations that are necessary to begin service. This includes negotiating the lowest possible licence fees (where fees apply). We currently acquire these authorizations for some of the world's largest international network operators and service providers, including governments. We would be pleased to offer your firm the following services.

1. Applying for and Acquiring Authorizations. Access Partnership will apply to the appropriate authorities to acquire the necessary spectrum or service authorizations. We will present technical data about the system in a way that is easily understandable to regulators and submit the application in the required language. Access Partnership will then continue to work with the regulator to ensure that:

- authorizations are issued within an acceptable timeframe,
- authorizations are produced on reasonable terms (reasonable fees, duration, transferability, etc.),
- authorizations that are not acceptable to our clients are reconsidered.

2. Regulatory Assessment of Foreign Markets. As an operator or service provider introduces satellite networks into foreign markets, Access Partnership can determine the following information:

- Is there a licensing procedure in place for the service (including time required to acquire a license, administrative fees, etc.)?
- What are the costs of service authorizations, gateway authorizations (if applicable), spectrum use, terminal authorization, and interconnection?
- Will there be interference with terrestrial systems?
- Are local partners necessary?
- Is there a type-approval requirement for the terminals?
- What other requirements exist for providing this type of service?

Access Partnership commits to producing this information on a timely basis. Additional analysis, such as recommendations on the optimal in-country partner, or information on the likely development of new regulatory procedures can also be included.

3. Regulatory Database. Access Partnership has developed a database of information on telecommunications markets and their regulatory processes across the globe. This enables us to respond quickly in situations where the

client requires an approximate figure for timescale or cost (for example, when making a bid for a new contract). Although regulatory procedures in all countries change often, the database has enabled us to provide a flexible and responsive almanac for our clients - one on which they can draw over the longer term.

TECHNICAL ANALYSIS

Access Partnership provides technical consultancy services for a broad range of communications systems. Whether your system is wireless or wireline, voice or data, broadband or not-quite-broadband, Access Partnership will ensure an early resolution to necessary technical issues including:

- Type Approval
- Radio Spectrum Analysis
- Satellite Filing and Co-ordination
- Interconnection
- Numbering and Addressing

DUE DILIGENCE AND TRAINING

The speed with which telecommunications services are being rolled out creates enormous pressure on investors to evaluate opportunities rapidly - too rapidly for comfort. In order to be sure your firm has thoroughly assessed the technology of a given investment opportunity, understands its risks, can exploit its best features and foresee its pitfalls, Access Partnership will provide:

- Due diligence analysis delivered in simple English
- Research to substantiate a company's claims
- Questions answered on demand during your due diligence process
- Tutorials to in-house staff on relevant technologies

Courses include

- UMTS: an Overview
- Applications of Broadband Fixed Wireless Access
- Regulatory Pitfalls of Telecommunications Services
- Satellites: Old, New, and Future