

## **InterConnect supports Nigerian mobile operator in implementation of key regulatory initiatives**

**Chepstow, 13<sup>th</sup> August 2009**

**InterConnect Communications** is pleased to announce that it is nearing the successful conclusion of an assignment for Emerging Markets Telecommunication Services (EMTS - trading as Etisalat Nigeria), providing specialist support and advice in the implementation of key regulatory initiatives. One of five GSM mobile operators in the country, Etisalat Nigeria acquired its licence in January 2007, made the first official call on its network in March 2008, and recently welcomed its one millionth subscriber.

Etisalat Nigeria has sought assistance from InterConnect in three main areas, namely mobile terminating rates, infrastructure sharing and mobile number portability. The Nigerian Communications Commission, the national regulator of Nigeria, is undertaking work in all three areas currently.

Additional knowledge and value has been contributed by InterConnect being able to undertake this work in partnership with **DotEcon Ltd** (<http://www.dotecon.com>). DotEcon is a specialised economic consultancy applying leading-edge economic theory to the challenges of implementing regulation, modelling competition, developing public policy and business strategies, and designing markets. DotEcon's economic specialists have played an active part across much of this project, both in terms of the various market analysis and benchmarking projects, and in helping to frame strategy advice.

The project has been led by Eric Tyson, InterConnect's Director of Commercial Services. "Even in growing markets, the increasingly competitive nature of the telecommunications environment makes it vital to maintain commercial advantage whilst achieving regulatory compliance" commented Eric. "The interconnection of networks, sharing of infrastructure and implementation of mobile number portability are all areas of concern to Regulators, but ones where operators need to understand how best to meet their regulatory obligations whilst at the same time achieving key business goals. Along with our colleagues at DotEcon, we have been pleased to be able to assist Etisalat Nigeria in implementing key regulatory initiatives in these areas, and hope that our work will bring long-term benefits for the company and its customers".

Steve Evans, CEO of Etisalat Nigeria commented "We have been very pleased with the proactive and flexible approach that InterConnect have adopted and we look forward to continuing to work closely with their team".

For more information regarding this project and InterConnect's services, please visit our website at <http://www.icc-uk.com>, contact Eric Tyson, Director of Commercial Services, on +44 (0) 1291 638414 or e-mail him at [erictyson@icc-uk.com](mailto:erictyson@icc-uk.com)