

## MKG-104 - Best Practices in Interconnection

### Description

A 5-day training course to provide participants with the key concepts and important principles of the interconnection of telecom networks, including best practices to manage the commercial, administrative, operational and regulatory aspects of interconnection.

### Learning Outcomes

At the end of the course, participants will be able to:

- Use best practices in costing, billing, testing and other areas to develop and manage profitable interconnections
- Develop a Reference Interconnection Offer and complete interconnection agreement
- Analyze the different issues and challenges that operators and service providers face with wired, mobile and IP interconnection and use best practices to face these challenges

### Topics

\*Note: the course structure may be subject to change as trainings are updated on a regular basis.

### Day 1

#### Interconnection today

- Telecom industry transformation
- Ongoing importance of interconnection
- Key concepts
- Perspectives on interconnection
- Main considerations in interconnection
- Wholesale services

## **Billing processes and procedures**

- Full invoicing
- Data reconciliation
- New settlement issues
- Revenue assurance and fraud

### ***Workshop #1 – Interconnection challenges***

## **Day 2**

### **Managing interconnection for business results**

#### **Interconnection agreements**

- Content
- Dispute resolution

### ***Workshop #2: Interconnection agreements***

### ***Workshop #3: Negotiating with the regulator***

## **Day 3**

### **Reference Interconnection Offers (RIO)**

- Regulatory context
- RIO overview
- Content and services offered

### ***Workshop #4: Reference Interconnect Offers (RIOs)***

## **Day 4**

### **Cost modeling**

- Cost modeling – wholesale services
- Long Run Incremental Costing (LRIC)
- Cost modeling concerns

### ***Workshop #5: Cost modelling issues***

## Day 5

### Fixed, mobile and IP interconnection

- Fixed/mobile interconnection
- Roaming
- IP concepts and terminology
- The internet
- IP interconnection

### Other types of interconnection

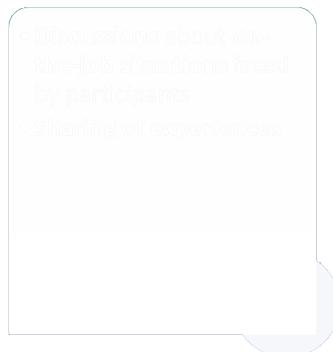
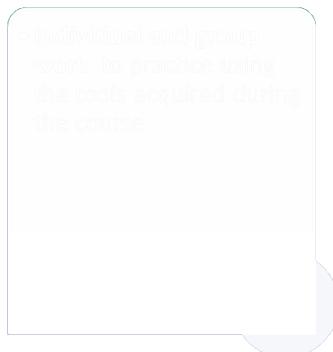
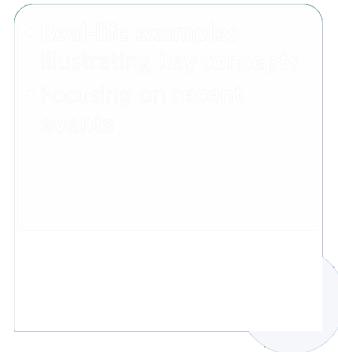
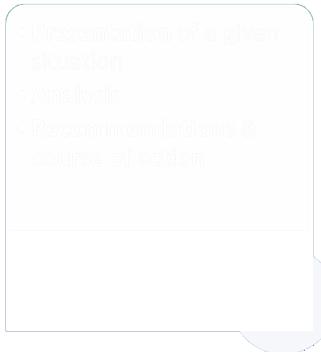
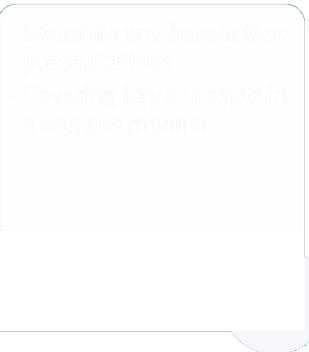
*Workshop #6: Interconnection challenges ahead*

### Target Audience

- Telecommunications managers and personnel responsible for national and/or international interconnections and carrier relations
- Billing, finance, marketing, engineering, operations and other personnel involved in interconnection-related activities
- Managers looking to complement their skill-set by gaining a good understanding of interconnection and carrier relations

### Methodology

A combination of engaging activities and dynamic presentations to stimulate and maximize participants' learning.



## Location

A selection of Neotelis' training courses is held in various cities around the world. Please contact us at [training@neotelis.com](mailto:training@neotelis.com) for the complete Yearly Training Calendar.



Neotelis can also deliver in-house sessions of this course specifically for your organization. Please contact us at [training@neotelis.com](mailto:training@neotelis.com) for more information and a Proposal.

## About Neotelis

Neotelis provides training, consulting, conferences and publications to the telecommunications industry worldwide. Its team of senior experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 120 countries around the world.

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