



Seminar on Further Liberalization

Prepared for the Stakeholders' Forum on Further
Liberalisation of Telecommunications Market in Botswana

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Government Policy Goal

Make Botswana “a globally competitive knowledge and information society.... through effective use of information and communications technology.”



Elements for Success

- Attraction of investment
- Attraction of new infrastructure and service providers
- Conditions for dynamic, competitive market
- Achievement of public policy goals
- Creation of “win-win” conditions for ICT industry, government and consumers



Enabling Investment: What do investors want?

- Investment goes where it is welcomed and stays where it is treated well
- *We* are the investors and we want our money to grow
- Investors abhor risk, uncertainty, delay, regulatory ambiguity, high transaction and market entry costs, favoritism
- They look for good return on investment, strong prospects for growth, security for scarce funds, clarity of rules, assurances of basic fairness, transparency & participation



Weighing market entry & success

- Competitive market and effective “independent” regulator
- Investment and business friendly environment
- A dynamic regulator – private sector “partnership” comprised of frequent communications, mutual understanding and respect, and shared commitment to achieve market and public policy objectives



It's not easy

- Market transition is as tough on industry as it is on regulators
- Industry must:
 - transition to appropriate business model
 - meet universal service obligations
 - compete effectively
 - ensure relevant human and other resources
 - increase efficiency, redirect corporate capabilities and assets, develop new sources of capital and resources
- Regulatory and legal requirements, when not appropriate, create an additional layer of risk



The Team Approach

- Regulators and policy-makers teamed with industry can become best market advocates
- Industry teamed with regulators and policy-makers can become primary means for achieving public policy goals
- Time – and trust -- will reveal market capabilities, where competition and forbearance are most effective tools and where intervention may be required



Botswana as knowledge & information society leader means...

- Ensuring a business savvy independent regulator
- Creating political and economic conditions for low risk/high value investments
- Welcoming and treating business well
- Establishing effective, open and on-going communications among all stakeholders – government, industry and public

