



License Application

Regulatory authorities are liberalising telecommunications markets around the world. Licenses to operate additional services represent a significant growth opportunity for operators, but navigating the legal, regulatory, technical and financial complexities in strict timescales poses a considerable challenge.

Challenge

The government in a North African country wished to partially privatise the incumbent and introduce more competition through the issue of licences for domestic and international voice services.

The client, who already offered extensive data services in the country, wanted assistance to bid for a licence and understand the business implications.

Solution

BT Telconsult provided experienced regulatory and business modelling consultants who assisted the client in responding to the pre-licence consultancy phase, including aiding discussions with the regulator and the Minister for Telecommunications.

An assessment of the voice market was produced and a business plan created for a new IP-based international voice and data service for the client.

Benefit

The client was able to prepare a license application that met all the qualifying criteria.

The project team quickly assimilated the technical knowledge required to plan and build the gateway facility.

The management team and board understood and agreed what business strategy would make the international business unit successful.

Offices worldwide

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British Telecommunications plc
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Newgate Street, London EC1A
7AJ; Registered in England No:
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About BT Telconsult

BT Telconsult is a global telecommunications management and technology consulting business with 30 years experience in providing consultancy services to fixed and mobile telecoms operators in over 90 countries.

We are part of BT Global Services and leverage BT's experience and expertise as a 21C Next-Generation Communication Provider to help our clients overcome the challenges they face.

Our consultative practitioners have a deep understanding of how to address end-to-end business, technology and operational challenges using best practices and methodologies developed by BT to support your business transformation.

For more information please visit
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