

The Importance of Open International Gateways

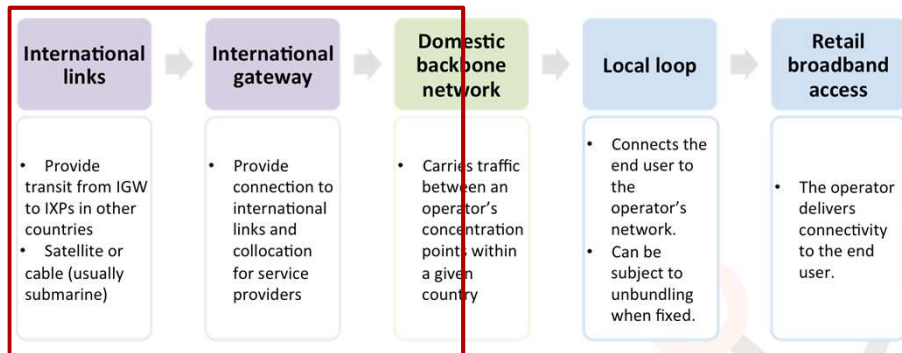
Benoît Felten, CEO
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The slide features a decorative background with a network of grey lines and nodes, and several large, semi-transparent circles in shades of pink and orange.

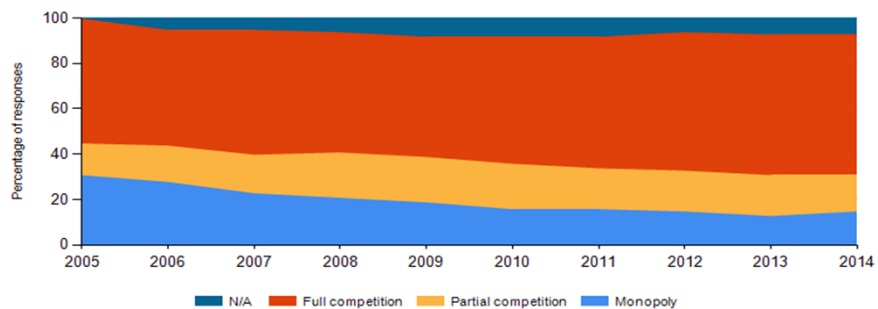
Context

- Pakistan has announced its intention of opening up its International Gateway.
- ESCAP asked us to assess the potential impacts that this may have on the Pakistan broadband market and on neighbouring countries' broadband markets.
- Contacts with Pakistani officials to understand the current situation and intentions has taken longer than intended, so the current presentation sticks to the theoretical case.

The Broadband Value Chain



Impacts of Monopolies in Transit



- Higher costs for international bandwidth due to lower volumes purchased
- Higher costs for international bandwidth amongst competitive operators due to incumbent margin padding
- Most country specific content is hosted outside the country to circumvent local costs



Expected Impact of Opening IGWs

Direct Impacts

- Lower costs of international transit due to competition and transparency in pricing,
- Increase in volumes purchased lead to further lowering of costs,
- Increase of in-country hosting

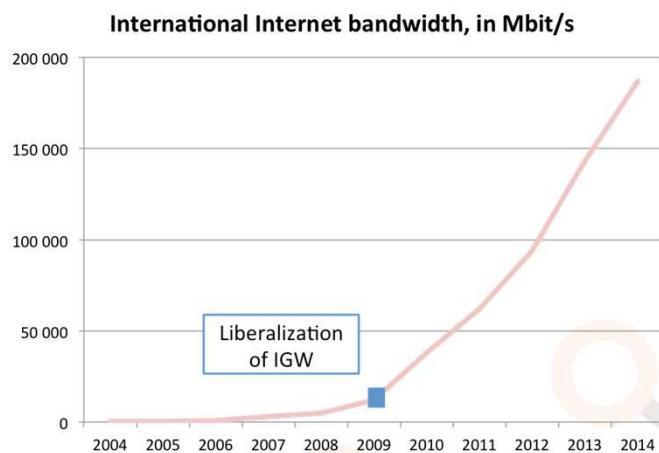
Indirect Impacts

- Increase in broadband penetration (better QoS, lower prices),
- Development of datacenter and hosting businesses in-country

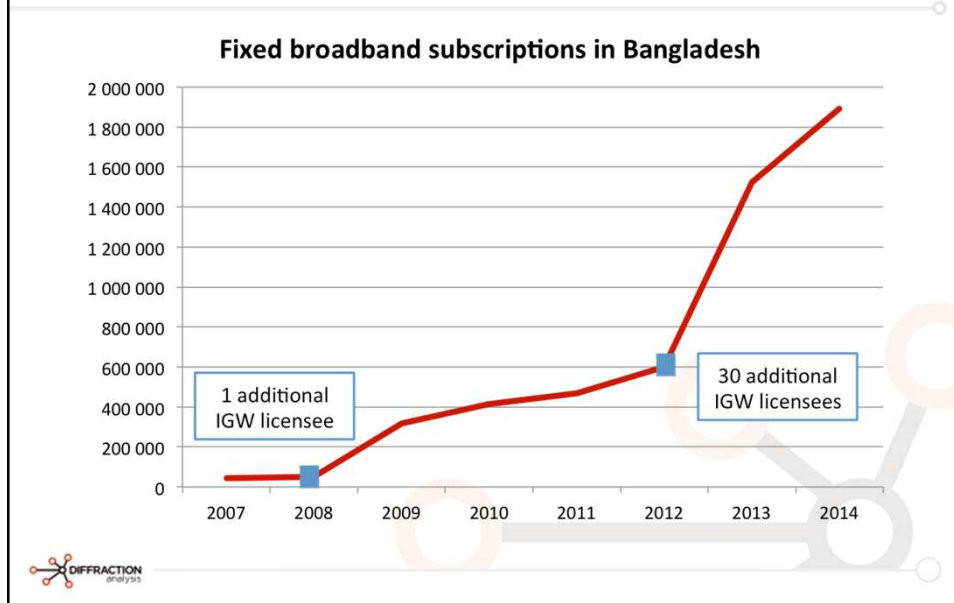
These impacts will occur in countries opening up their IGW but also in dependant neighbouring countries



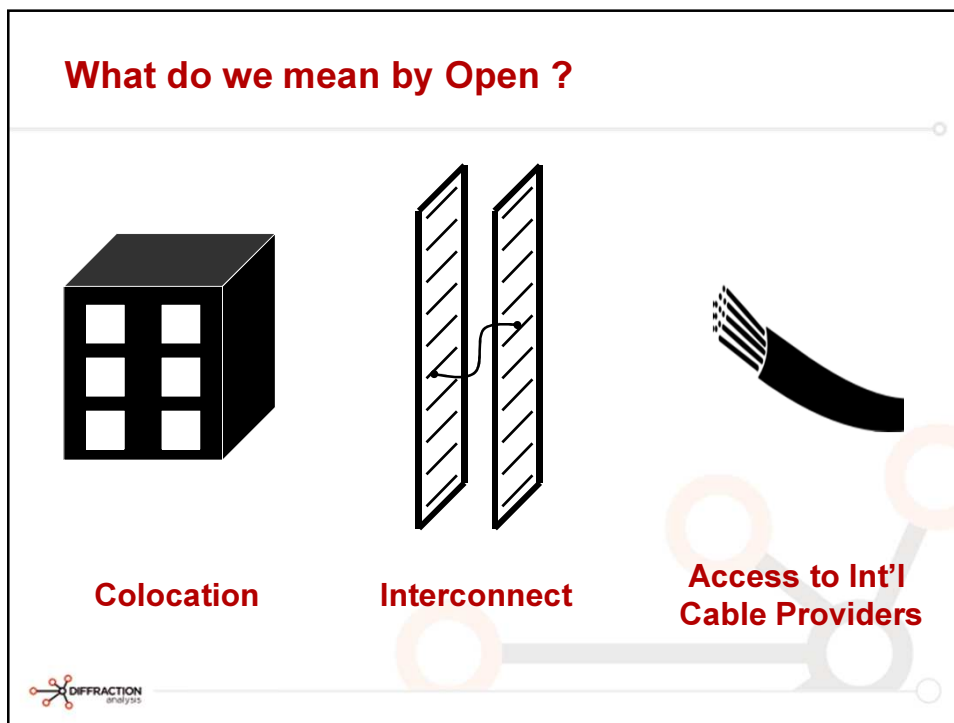
Azerbaijan, Impact on Volume



Bangladesh, Impact on Penetration




What do we mean by Open ?



Conclusions

- Opening up IGWs has a very real impact on broadband prices, adoption and other IT economic development factors in-country
- It can also positively affect neighbouring landlocked countries dependant on the IGW
- It needs to be done properly to ensure transparency and equal access to Int'l Capacity
- It is one of the founding principles of the Information Super Highway project



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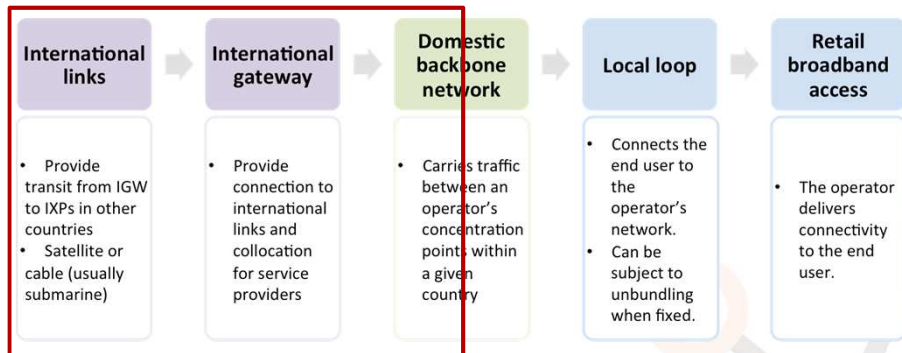
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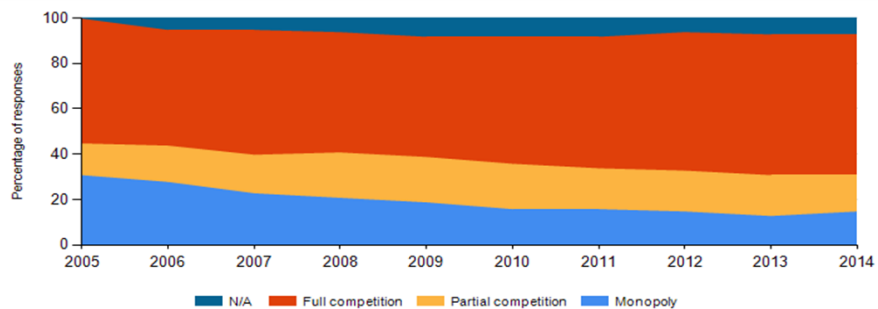
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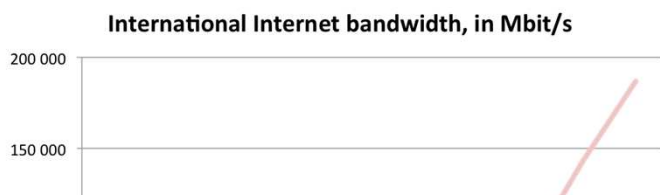
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Azerbaijan, Impact on Volume



预览已结束，完整报告链接和二维码如下：

https://www.yunbaogao.cn/report/index/reportId=5_3431

