# High-level Regional Roundtable on Telecommunications Connectivity in Central Asia

Session 3: Investing in Connectivity

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#### Investing in connectivity - For what:

- Increasing connectivity & broadband penetration
  - Access to ICT for all: citizens, consumers, youth, students, farmers, fishermen, SMEs, self employed, differently abled...
  - Ability to provide knowledge & services:
     Government, Private Sector
  - Growth of the IT/BPO industry



### Will private sector invest in connectivity?

- Yes, if there is a demand OR in the areas in which there is demand
- What happens to the rest (specially rural, underserved areas)
- Government needs to intervene to:
  - Create demand
  - Provide incentives to Telcos to go to areas with no demand
  - Grow & Develop the ICT Industry to be a key consumer of connectivity
- Demand or Supply? Demand will come when there is supply



#### How does government create demand?

- Be an anchor tenant for connectivity
  - Government organizations
  - Schools & Universities
  - Govt. sponsored Tele-centres or internet kiosks (affordable access)
- Develop citizen centric e-Services
- Develop societal applications
- Create e-content: Educational, Sector Oriented (Agri, Fisheries...) Health, etc..
- Increase ICT literacy

Smart private sector (telecom companies) will also start their own initiatives to promote development of e-content & e-services



#### Incentives for telecom operators

- How does government provide incentives for telecom operators to go to areas with no / less demand (rural / under-served areas)
  - Out-put based Aid / Subsidies
  - Dis-aggregate the Backbone from the Access Network
  - Incentives / Subsidies to build Backbone & Provide incentives to Backbone Operator to sell Backbone capacity at subsidized rates to Access Network providers
  - Good regulatory regime



### Govt. support for the ICT/BPO Industry

- ICT Industry can be a big consumer of connectivity. How does Govt. support the growth of the ICT/BPO Industry
  - Providing strategic investments in
    - Industry Capacity Building: Training (individuals & companies), Quality Certification, Career Guidance, etc..
    - Creating Business Opportunities / Linkages (Globally)
    - Country Branding & Marketing for the ICT / BPO sector
  - Promoting Rural BPO's within the country



#### Sri Lanka



Land Area: 65,610 Sq. Km

Population: 20,300,000

GDP/capita: *US\$ 3500 +* 

Currency: Sri Lankan Rupee

Time Zone: *GMT +5:30* 

Languages: Sinhala, Tamil, English

Capital: Colombo (Commercial)

Sri Jayawardenepura (Admin)

Exports: Garments, Tea, Gems,

Rubber, Tourism, IT/BPO

Administration: 9 Provinces, 25 Districts,

325 Divisional Secretariats

Telephone: 125% penetration

Internet: 7.5 million users

Broadband: 2.25 million connections



## Sri Lanka's Experience

**Peace** 







