

Telecommunication Pricing and Cost Model Training Program

Kuala Lumpur (Malaysia)

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Introduction

The telecommunications industry is undergoing rapid technological and structural transformation, driven by the expansion of 5G, fibre networks, cloud services, Internet of Things IoT, digital platforms, and next-generation networks. These developments have created increasingly complex challenges for regulators and industry stakeholders in determining fair, efficient, transparent, and cost-reflective telecommunications prices.

This 5-day Telecommunication Pricing and Cost Model Training Program provides participants with a comprehensive understanding of telecommunications pricing regulation, wholesale and access pricing methodologies, cost modelling techniques, regulatory assessment, and pricing-related dispute resolution.

The programme places particular emphasis on the practical application of cost models in access pricing, the review of pricing submissions and regulatory decisions, the principles underlying the Mandatory Standard on Access Pricing MSAP, and the impact of emerging technologies and next-generation networks on telecommunications pricing.

Through practical exercises, case studies, modelling scenarios, and regulatory discussions, participants will develop the technical and analytical capabilities required to assess pricing proposals, evaluate cost models, address pricing-related disputes, and support evidence-based regulatory decisions.

Course Objectives

By the end of this course, participants will be able to:

1. Understand the key principles, frameworks, and methodologies used in wholesale pricing regulation within the telecommunications industry.
2. Apply appropriate cost modelling techniques to assess and develop access, interconnection, and wholesale pricing.
3. Understand and critically review the principles, methodologies, assumptions, and outputs associated with the Mandatory Standard on Access Pricing MSAP.
4. Evaluate telecommunications pricing submissions, cost models, benchmarking studies, and pricing-related regulatory matters.
5. Strengthen competencies in identifying, analyzing, and resolving pricing-related and

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- access pricing disputes between telecommunications operators and stakeholders.
6. Understand the roles, responsibilities, and functions of telecommunications regulators in regulating wholesale, access, and interconnection prices.
 7. Assess the impact of 5G, fibre, cloud services, IoT, OTT platforms, network sharing, and next-generation networks on telecommunications pricing and regulation.
 8. Develop practical expertise in conducting evidence-based pricing analysis and communicating regulatory findings to industry stakeholders.
 9. Establish internal knowledge-sharing capabilities and develop sustainable expertise in telecommunications pricing and cost modelling.
 10. Support national telecommunications policy objectives by promoting efficient, transparent, competitive, fair, and affordable telecommunications services.

Course Outlines

Day 1 - Telecommunications Pricing Regulation & Wholesale Access Pricing

1. Fundamentals of Telecommunications Pricing and Regulation

- Telecommunications market structures and economics.
- Retail versus wholesale pricing.
- Objectives of telecommunications price regulation.
- Principles of cost orientation, transparency, non-discrimination, and affordability.
- Role of competition and regulation in telecommunications markets.

2. Wholesale Telecommunications Markets

- Wholesale markets and essential telecommunications services.
- Access, interconnection, leased lines, infrastructure sharing, and network access.
- Wholesale pricing structures and charging mechanisms.
- Vertical relationships between network operators and service providers.
- Identifying market power and potential market failures.

3. Access and Interconnection Pricing

- Principles of access pricing.
- Interconnection charging methodologies.
- Cost-based versus non-cost-based pricing.
- Reciprocal and asymmetric access charges.
- Pricing challenges in fixed, mobile, and broadband networks.

4. Regulatory Frameworks and Pricing Methodologies

- Regulatory intervention and price controls.
- Benchmarking and international comparisons.
- Retail-minus and cost-oriented approaches.



- Price caps and revenue-based approaches.
- Regulatory consultation and pricing determinations.

5. Practical Case Study: Wholesale Access Pricing

- Analysis of a telecommunications wholesale pricing proposal.
- Identification of regulatory concerns.
- Evaluation of competing pricing methodologies.
- Determining appropriate regulatory principles.
- Group discussion and regulatory recommendations.

Day 2 - Telecommunications Cost Modelling & Access Pricing

1. Fundamentals of Telecommunications Cost Modelling

- Purpose and application of cost models.
- Cost categories in telecommunications networks.
- Capital expenditure CAPEX and operating expenditure OPEX.
- Fixed and variable costs.
- Relevant and incremental costs.

2. Major Cost Modelling Methodologies

- Fully Distributed Cost FDC.
- Activity-Based Costing ABC.
- Long-Run Incremental Cost LRIC.
- Top-down and bottom-up approaches.
- Hybrid cost modelling approaches.

3. Developing a Telecommunications Cost Model

- Model structure and architecture.
- Network components and cost drivers.
- Asset valuation and depreciation.
- Cost allocation methodologies.
- Demand and traffic assumptions.

4. Using Cost Models for Access Pricing

- Translating costs into regulated access charges.
- Unit cost calculations.
- Allocation of common and shared costs.
- Efficient network costing.
- Sensitivity and scenario analysis.

5. Practical Cost Modelling Exercise

- Reviewing a simplified telecommunications cost model.



- Testing key assumptions.
- Identifying modelling errors and inconsistencies.
- Calculating access prices.
- Interpreting and presenting model results.

Day 3 - MSAP, Pricing Assessment & Regulatory Review

1. Mandatory Standard on Access Pricing MSAP

- Purpose and regulatory objectives of MSAP.
- Principles underlying access pricing regulation.
- Access pricing methodologies and regulatory requirements.
- Relationship between MSAP and cost modelling.
- Key considerations when reviewing access prices.

2. Reviewing Access Pricing Submissions

- Understanding operator pricing submissions.
- Assessing cost and demand assumptions.
- Evaluating proposed access charges.
- Identifying inconsistencies and unsupported assumptions.
- Assessing compliance with regulatory principles.

3. Benchmarking and Comparative Pricing Analysis

- Domestic and international benchmarking.
- Selecting appropriate comparator markets.
- Benchmarking access and interconnection charges.
- Adjusting for market and network differences.
- Interpreting benchmarking results.

4. Regulatory Assessment of Pricing Models

- Model transparency and documentation.
- Validation and verification techniques.
- Testing model assumptions.
- Sensitivity and scenario analysis.
- Preparing evidence-based regulatory recommendations.

5. Practical MSAP & Access Pricing Case Study

- Review of a simulated MSAP-related pricing submission.
- Cost model analysis.
- Benchmarking exercise.
- Identification of regulatory issues.
- Development of an access pricing recommendation.

Day 4 - Pricing Disputes, Regulatory Decisions & Industry Assessment

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1. Telecommunications Pricing-Related Disputes

- Common causes of access and pricing disputes.
- Interconnection and wholesale pricing disagreements.
- Disputes involving cost allocation and modelling assumptions.
- Regulatory and commercial considerations.
- Stakeholder positions and evidence assessment.

2. Analysing and Resolving Pricing Disputes

- Identifying the underlying pricing issue.
- Reviewing competing cost models.
- Evidence-based dispute assessment.
- Negotiation and consultation approaches.
- Regulatory determination and dispute resolution.

3. Regulatory Roles and Functions

- Responsibilities of telecommunications regulators.
- Market analysis and regulatory intervention.
- Price regulation and enforcement.
- Consultation and stakeholder engagement.
- Transparency, accountability, and regulatory governance.

4. Pricing in Emerging Telecommunications Markets

- 5G pricing and network economics.
- Fibre and broadband access pricing.
- Network sharing and infrastructure pricing.
- Cloud and data-centre economics.
- OTT services, IoT, and digital platforms.

5. Practical Dispute Resolution Simulation

- Operator A versus Operator B pricing dispute.
- Review of competing pricing proposals.
- Cost model and evidence assessment.
- Stakeholder negotiation simulation.
- Preparation of a regulatory decision/recommendation.

Day 5 - Next-Generation Networks, Policy & Strategic Pricing

1. Next-Generation Network Economics

- Evolution from legacy networks to NGN.
- 5G and advanced mobile networks.
- Fibre-to-the-home and high-speed broadband.
- Virtualisation, cloud networks, and software-defined networks.



- Economic implications of next-generation infrastructure.

2. Future Telecommunications Pricing Models

- New approaches to wholesale pricing.
- Dynamic and usage-based pricing.
- Network slicing and 5G monetization.
- Infrastructure and network-sharing models.
- Pricing challenges created by technological convergence.

3. Supporting Fair, Efficient & Affordable Telecommunications Services

- Consumer welfare and affordability.
- Competition and market efficiency.
- Preventing excessive or discriminatory pricing.
- Universal access and national connectivity objectives.
- Balancing industry investment with consumer interests.

4. Building Internal Regulatory Expertise & Knowledge Sharing

- Developing internal cost modelling capabilities.
- Creating pricing analysis frameworks.
- Documenting regulatory knowledge.
- Knowledge-sharing with industry stakeholders.
- Translating technical analysis into regulatory recommendations.

5. Integrated Final Case Study & Action Planning

- Comprehensive wholesale access pricing scenario.
- Cost model assessment.
- MSAP considerations.
- Pricing dispute analysis.
- Regulatory recommendation and individual action plan.

Why Attend This Course? Wins & Losses!

Wins

Participants will gain:

- Practical cost modelling capability for telecommunications access and wholesale pricing.
- A stronger understanding of MSAP and access pricing methodologies.
- The ability to critically evaluate telecommunications operators' pricing submissions.
- Improved skills in analysing LRIC, FDC, ABC, top-down, and bottom-up cost models.
- Greater confidence in assessing pricing-related regulatory matters.
- Practical techniques for analysing and resolving pricing and interconnection disputes.
- A stronger understanding of regulatory intervention and telecommunications market



economics.

- Improved ability to assess the pricing implications of 5G, fibre, cloud, IoT, OTT, and NGN technologies.
- Enhanced ability to develop evidence-based regulatory recommendations.
- Stronger internal expertise and knowledge-sharing capabilities.
- A better understanding of how pricing regulation can support competition, affordability, efficiency, and national policy objectives.

Potential Losses Without These Capabilities

Without adequate expertise in telecommunications pricing and cost modelling, organisations may face:

- Difficulty evaluating complex operator cost models.
- Inconsistent or inappropriate access pricing decisions.
- Increased risk of unresolved pricing disputes.
- Difficulty identifying inefficient or unsupported cost assumptions.
- Limited ability to assess MSAP-related pricing matters.
- Increased regulatory and market uncertainty.
- Challenges in responding to rapidly evolving 5G and next-generation network economics.
- Reduced ability to balance operator investment incentives with affordability and consumer interests.
- Dependence on external expertise for critical pricing and regulatory analysis.

Conclusion

The Telecommunication Pricing and Cost Model Training Program provides a comprehensive framework for developing advanced technical, economic, and regulatory capabilities in telecommunications pricing.

By combining wholesale and access pricing principles, practical cost modelling, MSAP considerations, benchmarking, regulatory review, dispute resolution, and emerging telecommunications technologies, participants will be equipped to analyse complex pricing matters and make informed, evidence-based regulatory recommendations.

The programme ultimately supports the development of internal regulatory expertise and contributes to the achievement of broader telecommunications policy objectives by promoting efficient markets, fair competition, transparent regulation, affordable access, sustainable investment, and high-quality telecommunications services.

Frequently Asked Questions FAQ

1. Who should attend this course?



The programme is suitable for telecommunications regulators, pricing and tariff specialists, regulatory affairs professionals, economists, policy officers, network and interconnection specialists, competition specialists, and professionals involved in wholesale and access pricing.

2. Is this course suitable for telecommunications regulators?

Yes. The programme is specifically structured around regulatory pricing, access pricing, cost modelling, MSAP considerations, regulatory assessment, dispute resolution, and emerging telecommunications challenges.

3. Does the course cover MSAP?

Yes. A dedicated module addresses the Mandatory Standard on Access Pricing MSAP, including its regulatory objectives, access pricing principles, review of pricing submissions, cost modelling, benchmarking, and practical assessment.

4. Will participants learn how to develop and evaluate cost models?

Yes. Participants will examine FDC, ABC, LRIC, top-down, bottom-up, and hybrid approaches, including cost allocation, network costing, model assumptions, sensitivity analysis, and access price calculations.

5. Does the programme cover pricing disputes?

Yes. Participants will analyse common pricing and interconnection disputes and undertake a practical simulation involving competing pricing proposals, evidence assessment, negotiation, and regulatory determination.



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