

Internet Masr embarked its series of seminars towards “**Shaping the future of the Internet in Egypt**”. The first session was conducted on Monday 16th March 2015 attended by several members and Internet services stake holders in Egypt. The session was titled “**The Internet Service in Egypt: Where to?**”

The event was operated in the form of two panel discussions. Below you will find a brief about the panels

PANEL-1 : Access: User Trends, Future of Speeds, Business Models

This session was aimed to explore infrastructure and business model aspects of access, globally and locally) and to navigate through what does the future of Internet access look like? Are usage trends changing? How is the business model changing, if it is? What is hindering a faster development and where to go?

Moderator: Eng. Baher Esmat, ICANN

Panelists:

- **Eng. Amr Hashem, Telecom Expert**
- **Eng. Gamal Hegazi, FTTH Council MENA**
- **Dr. Nagui Anis, GBI**
- **Eng. Tarek Aboualam, Tirocon DMCC**

Below are spotlights on the major points of the discussion:

- The panel recalled E-misr strategy and its main objectives with a quick review of what was implemented. It was stated that while the strategy was quite comprehensive, it was not implemented, and progress made in in the past few years in terms of penetration rates was the normal evolution of the market rather than being backed by a government initiative.
- Panelists suggested that new models should be considered to keep pace with evolving technologies where revenue sharing is key element rather than royalties, models that are based on partnerships at the infrastructure level as well as the service level. It was also noted that collaboration between large corporates and SMEs is key.
- The panel shared experiences from the developed world where ultra high speed broadband (100 Mbps and above) is the name of the game. In some places like Asia Pacific, governments have invested heavily in infrastructures, introduced incentives for the private sector such as tax waivers, and at the same time

stimulated competition among operators (bitter- sweet policy). Other places like North America, municipalities do invest in infrastructures and make them available for operators to share (open access model).

- The panel noted that Internet usage trends in Egypt were not different from elsewhere. Video streaming is top notch; compression technologies have evolved and made it possible for users to show videos despite the limited bandwidth; mobile traffic has also soared in the past few years. Business models need to evolve; service providers cannot continue to compete over prices, speeds, and quotas. Bundled services are key; there was a debate over the business model of triple play services in Egypt. It was also noted that unless we move fast ICT might soon become a challenge as once the economy starts to pick up and if the ICT infrastructure is not ready.

PANEL-2: Recent Developments: MSANs & Free Public Wi-Fi

This session was aimed to shed light on recent developments in the Internet landscape in Egypt, and will focus on two main topics: MSAN & Free Public Wi-Fi

Moderator: Eng. Tarek Aboualam, Tirocon DMCC

Panelists:

- **Mr. Ahmed Ossama, Telecom Egypt**
- **Mr. Basel Dalloul, Noor**
- **Eng. Shahir Boshra, MobiNil**

Below are spotlights on the major points of the discussion:

- The panel agreed that TE's investment in this project (L.E. 4 Billions) is essential and very useful to the development of the broadband infrastructure in Egypt.
- Forward, the panelists discussed that the implementation of the project transition phase is witnessing several problems impacting negatively the end-users as well as the licensed service providers. The main reasons for these problems are the lack of the needed set of controls from the regulator on the transition process and the bad coordination between the service providers and Telecom Egypt.
- The panel agreed that Free Public WiFi is a very good concept and such service can assist the development of the internet usage in enhance the accessibility of the Internet to new market segments.

Closing Remarks & Recommendations:

Out of the two panels, there were set of recommendation that came out including:

- Internet Masr is the right venue to voice the concerns of the community and convey those concerns to the policy makers (MCIT and NTRA). Internet Masr can also play a key role in reviewing E-misr strategy in a multi-stakeholder approach.
- Take a holistic approach by looking at the available resources from fiber, spectrum, etc., and maximize the utilization of those resources to the benefit of the country.
- Innovation in regulations and service offerings is highly needed; utilizing resources and infrastructures of municipalities and power companies; secondary trading in spectrum could be an option.
- Open access network, and free competition on both the infrastructure and service levels. As long as it is not a scarce resource, NTRA should open the market and give free licenses.
- NTRA to play extra active role in controlling the transition phase of the MSAN to ensure that the impact on the end-users and on all the service providers is minimal.
- NTRA and MCIT to review their broadband plans/initiatives and to coordinate and align the different efforts and investments towards the best interest of the broadband and the ICT sector and according the fast pace of the technology and service markets.
- NTRA to quickly develop the regulatory framework needed for the service providers to be able to provide Public Free WiFi services in a competitive non-discriminatory manner while considering all the different commercial, technical and security aspects of the service.