



CONSULTATION ON

**PROPOSED TERMS AND CONDITIONS OF THE PUBLIC TELECOMMUNICATIONS
LICENSE TO BE ISSUED TO A NEW PROVIDER OF PUBLIC FIXED
TELECOMMUNICATIONS NETWORKS AND SERVICES IN THE STATE OF QATAR**

CONSULTATION DOCUMENT

The Supreme Council of Information and Communication Technology "ictQATAR"

29 July 2007

Comments in response due by 9 September 2007

ICTRA 07/07

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A. INTRODUCTION AND BACKGROUND

1. The State of Qatar is in the process of transforming its telecommunications sector by liberalising the market and opening it to effective competition. The Supreme Council of Information and Communication Technology (“**ictQATAR**”) is empowered, pursuant to Decree Law No. (34) of 2006 on the promulgation of the Telecommunications Law, to develop a national strategic vision for the communications and information technology sectors.
2. ictQATAR published on 23 April 2007 its first consultation document -- ‘Consultation on Liberalization of the Telecommunications Sector in the State of Qatar’ -- which outlined ictQATAR’s general policy for liberalizing telecommunications in Qatar and invited public comment on a variety of policy proposals of central importance to the future development of the sector (“**Consultation Document**”). Additional background information is provided in the document entitled ‘Overview of the Economy and the Telecommunications Sector in the State of Qatar’. These documents are available on ictQATAR’s official website – <http://www.ict.gov.qa>.
3. The Consultation Document included proposals to grant to a new fixed network operator a license (the “**Q2 Fixed License**”) to own and operate a public fixed telecommunications network in the State of Qatar, along with corresponding spectrum licenses, and to provide telecommunications services to the public over such network in competition with the incumbent operator, Qatar Telecom Q.S.C. (“**Qtel**”). The Consultation Document also outlined proposals to grant a license to a new operator to own and operate a public land-based mobile telecommunications network (the “**Q2 Mobile License**”), as well as new licenses to Qtel.
4. Industry participants and observers provided comments on ictQATAR’s proposed liberalization policy, including various elements of the proposed license terms. A document summarizing key points raised in those comments, including license-related issues, and providing ictQATAR’s preliminary views in response, was published on 10 June 2007.
5. On 10 June 2007, ictQATAR commenced a second consultation with the publication of drafts of the Q2 Mobile License and the new Qtel fixed and mobile licences, along with their related spectrum licenses. In the consultation document requesting input from interested parties on the draft licenses, ictQATAR indicated that the license for a new fixed entrant would be substantially similar in all relevant and material respects to the proposed fixed-network license for Qtel. Comments on the draft licenses were submitted by interested parties on 1 July 2007 and copies may be found on ictQATAR’s official website, along with ictQATAR’s Response and Explanatory Memorandum issuing the final drafts of the various licenses. A separate but related process - Consultation on Relevant Markets and Dominance Designation, and Draft Notice and Orders – has also been launched, with comments due by 16 September 2007.

B. REQUEST FOR COMMENTS ON THE DRAFT Q2 FIXED LICENSE

6. ictQATAR is today publishing and inviting comments on the draft Q2 Fixed License (ICTRA 07/07A) and accompanying spectrum licenses. **Comments are due on or before 9 September 2007.** The final Q2 Fixed License is expected to be published by 8 October 2007. It is ictQATAR's intention to award the Q2 Fixed License by the end of 2007, after completion of the Q2 Mobile License award process and the licensing of Qtel, in order to provide applicants for the Q2 Fixed License with an opportunity to assess the outcome of these related processes.
7. Publication of the draft Q2 Fixed License coincides with ictQATAR's launch of the license application process for a new fixed-line entrant ("**Fixed Licensing Process**"). Parties interested in commenting on the draft Q2 Fixed License are referred to a related document, available on ictQATAR's website, entitled 'Procedures for Registering Expressions of Interest for Parties Interested in Applying for a License to Provide Fixed Networks and Services, and Request for Comments' ("**REI**") (ICTRA 06/07). The REI provides information relating to the Q2 Fixed License and sets out the requirements and procedures for those interested in participating in the Fixed Licensing Process. The REI (Part A, Clause 2) also sets forth a number of questions relating to the fixed network opportunity for a new entrant, and provides instructions for the submission of comments on the draft Q2 Fixed License and in response to the specific questions raised by the REI (see REI Part C, Clause 9). For convenience, these questions are replicated below in Clause 9 of this document.
8. The purpose of this consultation document is to ensure that all stakeholders with an interest in the introduction of a new fixed-line entrant, including but not limited to those participating in the Fixed Licensing Process, are aware of the publication of the draft license and the context in which it has been developed. ictQATAR welcomes comments not only concerning the license itself but also the commercial opportunity and challenges likely to be confronted by a new fixed entrant in the State of Qatar. Views are also sought on the specific regulatory levers that will be helpful or essential in the short and longer term for the successful launch of an alternative fixed network operator able to compete head to head with the incumbent.

C. RESPONDING TO THE Q2 FIXED CONSULTATION DOCUMENT

9. Prior to finalizing the basic elements of the license and the regulatory framework that will apply to the introduction of competition in the provision of fixed networks and services, ictQATAR would welcome focused comments from interested parties on the following issues:

- (1) What conditions will facilitate infrastructure-based competition in the provision of public fixed telecommunications services in the State of Qatar?
- (2) What are the key commercial requirements or considerations that will be either

helpful or essential (please distinguish) to sustainable competition?

(3) What regulatory levers will be either helpful or essential (please distinguish) to the development of sustainable competition in the provision of fixed network infrastructure-based competition?

(4) ictQATAR also welcomes general or specific comments on the Q2 Fixed License and the accompanying spectrum licenses.

10. **All comments must be submitted by 3.00 pm (local time in Qatar) 9 September 2007**, either by e-mail, by hand or by courier, as specified in Section 11 below. Each comment should clearly refer to the specific question or the particular section of the draft Q2 Fixed License that is being addressed.

11. All communications with ictQATAR relating to the Q2 Fixed License must be in writing and should be submitted:

(1) by e-mail to clarification@ictqatar.gov.qa; or

(2) by hand or by courier to:

The Licensing Committee
The Supreme Council for Information and Communications Technology
(ictQATAR)
Al Mirqab Tower, 4th floor
Corniche Road
Doha
Qatar.

Doha, 29 July 2007