



**Consultation on Liberalization of the
Telecommunications Sector in the State of Qatar**

CONSULTATION DOCUMENT

**The Supreme Council of Information and Communication
Technology**

“ictQATAR”

23 April 2007

Comments in response due by 27 May 2007

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PART A: INTRODUCTION AND BACKGROUND

1. Context and scope of this consultation document

This *Consultation on Liberalization of the Telecommunications Sector in the State of Qatar* (“**Consultation Document**”) outlines the general policy for liberalizing telecommunications in the State of Qatar and invites public comment on a variety of policy issues that the Supreme Council of Information and Communication Technology (“**ictQATAR**”) plans to address over the next several months. These issues are of central importance to the future development of the telecommunications sector in Qatar. This is the first public consultation that ictQATAR has undertaken since its statutory formation in 2004 and the passing of Decree Law (34) of 2006 promulgating the Telecommunications Law (“**Telecommunications Law**”) by the Emir of the State of Qatar, His Highness Sheikh Hamad Bin Khalifa Al-Thani.

Under Decree Law (36) of 2004, ictQATAR is empowered to develop a national strategic vision for the communications and information technology sectors, and to make and implement policy designed to achieve the objective of creating an advanced information society in line with the general policy direction for the State of Qatar. In keeping with the ‘transparency’ objectives of the Telecommunications Law and international best practice, ictQATAR is conducting an open and public consultation on its proposed liberalization policy in parallel with several related initiatives. These initiatives include creating a framework and processes for regulating the incumbent operator, Qatar Telecom Q.S.C., (“**Qtel**”), and awarding two new licenses for the provision of (1) public mobile networks and services (“**Second Mobile License**”) and (2) public fixed networks and services (“**Second Fixed License**”) in competition with Qtel in the State of Qatar.

ictQATAR welcomes written comments in response to this Consultation Document from any individuals, companies or organizations with an interest in the development of Qatar's telecommunications sector, including: consumers of telecommunications services, telecommunications operators, suppliers of goods and services to the sector, organizations that may be interested in applying for one or both of the new licenses, and any other actual or potential participants in the telecommunications sector.

Interested parties should respond with comments in writing by 3:00 p.m. (local time in the State of Qatar) on 27 May 2007 following the procedures set forth in Part E of this document. Interested parties are invited to answer the questions specifically identified in this document and to provide their views on any other relevant issues. Comments should reference the number of the question being addressed or the specific section of this document if not responding to a particular question.

Comments received will be considered by ictQATAR as part of the process of developing policies to direct and guide the sector liberalization process and to implement a new regulatory framework. Following this consultation process, ictQATAR expects to publish a Policy Statement on Telecommunications Liberalization in the State of Qatar during the third quarter of 2007.

This Consultation Document provides information on, among other things, the proposed provisions of the fixed and mobile licenses that ictQATAR plans to issue

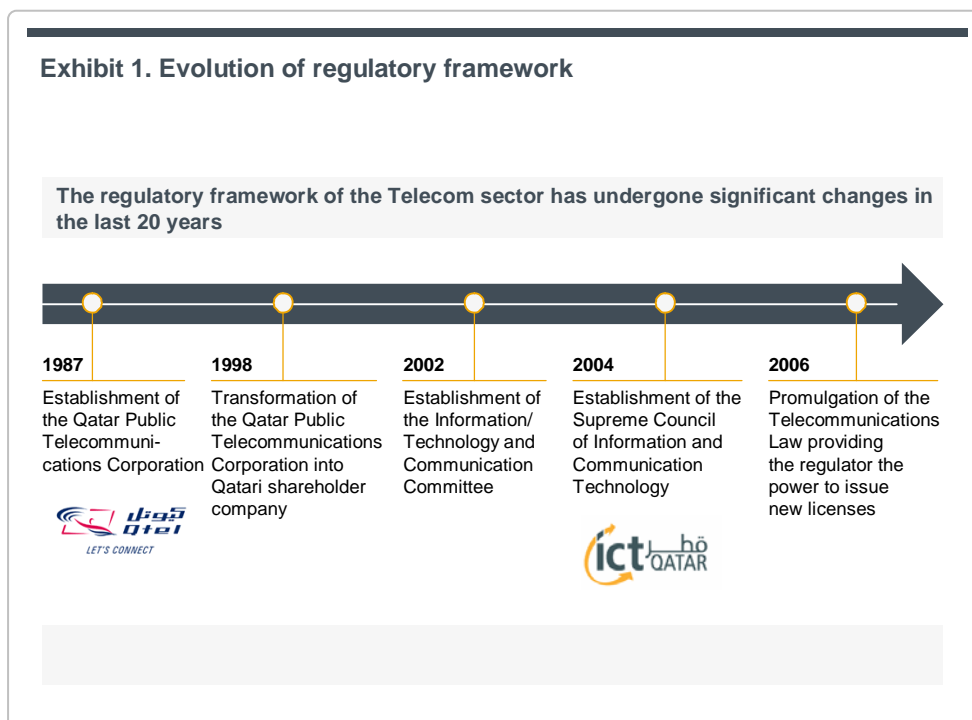
before the close of 2007. In due course, ictQATAR intends to publish and seek public comment on proposed draft licenses for both the new entrants and for Qtel. Further information about the pre-qualification requirements and award process envisaged for the Second Mobile License may be found in the document entitled *Pre-Qualification Requirements and Procedures for Parties Interested in Applying for a License to Provide Mobile Networks and Services* (“MPQ”) which is available on the official website of ictQATAR at www.ict.gov.qa/en/PolicyRegulation.aspx. Additional background information may be found in the document entitled “*Overview of the Economy and the Telecommunications Sector in the State of Qatar*”, (“**Sector Overview**”) at www.ict.gov.qa/en/PolicyRegulation.aspx.

Question 1: ictQATAR invites comments on the scope of this Consultation Document.

2. Overview of existing regulatory framework

2.1 Background

The Telecommunications Law is the legal basis for changing the traditional structure and functioning of the Qatari telecommunications sector by authorizing ictQATAR to introduce competition, initially by issuing new licenses. The historical regulatory timeline leading up to enactment of the Telecommunications Law appears in Exhibit 1 below.



2.2 Organization of the regulator

ictQATAR is the highest competent authority for telecommunications in the State of Qatar. It is governed and managed by a Board of Directors, chaired by the Heir Apparent, His Highness Sheikh Tamim Bin Hamad Bin Khalifa Al-Thani, who sets the general policy for the organization. The Board of Directors consists of a Vice Chairman, His Excellency Yousef Hussain Kamal, and two other members – Sheikh Hamad Bin Jabor Al Thani and Mr Hamad Bin Abdulla Al Attiya – all of whom were appointed by Decision of the Emir No. 55 of 2004.

The Secretary General, Dr. Hessa Al Jaber, and the General Secretariat form the executive organ of ictQATAR that carry out the day-to-day functions and activities of the organization under the supervision of the Board of Directors and in accordance with the general policy set by the Chairman. The executive function includes a telecommunications regulator made up of three main sections: Policy and Economics, Technical and Legal, that work together to deliver regulatory solutions in line with policy directives and the laws governing the telecommunications sector.

The Policy and Economics section develops and implements appropriate regulatory policy and economic solutions, including tariff regulation, that foster sustainable competition in the longer run.

The Technical section manages radio spectrum allocation and planning, proposes and implements regulations where necessary to ensure appropriate interconnection arrangements and supervises compliance with quality of service requirements.

The Legal section provides legal advice on all aspects of the Telecommunications Law including competition provisions, consumer protection and rights, dispute resolution processes and regulatory decisions made under the law.

Question 2: ictQATAR invites comments on the existing regulatory framework.

3. Envisaged liberalization process and evolution of the regulatory framework

3.1 Objectives of the liberalization process

One of the principal statutory goals of the State of Qatar in liberalizing the telecommunications sector is to promote the consolidation of national, social and economic development. To that end, the policies adopted by ictQATAR will focus on the following objectives:

1. Promoting the telecommunications sector in order to consolidate national, social and economic development;
2. Enhancing the telecommunications sector's performance in the State of Qatar through encouraging competition and fostering use of telecommunications services;
3. Encouraging the introduction of advanced and innovative information and telecommunications technologies to meet the needs of customers and the public;

4. Increasing customers' benefits and safeguarding their interests;
5. Encouraging sustainable investment in the telecommunications sector;
6. Relying, where possible, on market forces to safeguard the interests of customers and the public;
7. Identifying and addressing anti-competitive practices in the telecommunications sector;
8. Establishing a fair, objective and transparent licensing regime for service providers;
9. Establishing a fair regime that meets the requirements of the competitive marketplace through the implementation of interconnection between service providers and all procedures related thereto;
10. Promoting universal service;
11. Establishing an effective approval regime for telecommunications equipment;
12. Ensuring that the regulation of the telecommunications sector remains in line with international rules; and
13. Ensuring the orderly development and regulation of the telecommunications sector.

ictQATAR will seek to achieve these objectives by establishing a flexible, efficient and transparent regulatory framework for implementing the Telecommunications Law.

3.2 Initiatives in progress

ictQATAR has commenced significant preparatory work in critical areas in advance of initiating the market opening process, including:

- an assessment of the baseline market conditions prevailing in the sector;
- an audit of the existing public telecommunications network infrastructure and elements;
- a review of the national spectrum plan and an assessment of spectrum availability and allocation efficiency;
- a national numbering audit and plan for future allocation;
- an exercise in assessing and designating service providers as dominant or having significant market power;
- an evaluation of existing approaches and models for interconnection and tariffs setting including a review of relevant international benchmarking and other options;

The Telecommunications Law will be supported by an Executive By-Law that will establish a basic set of rules and procedures to govern the sector, and by detailed regulations that will govern key aspects of the relations among service providers and between service providers and consumers. These regulations will cover, among other things, the allocation and use of radio spectrum, interconnection, pricing and tariffs, consumer protection, dispute resolution, licensing procedures, universal service, and equipment type-approval and standards.

ictQATAR is also developing procedures for the award of (i) one new license for the provision of public land-based mobile networks and services, (ii) one new license for the provision of public fixed telecommunications networks and services, and (iii) new fixed and mobile licenses for Qtel. It is expected that these licenses will be symmetrical in most respects, except where it is necessary to ensure that issues of market dominance and other circumstances unique to a particular operator are appropriately addressed. In that regard, a market review process has been initiated for the purpose of determining relevant markets, evaluating the extent of market power enjoyed by Qtel in these markets and the need for *ex ante* regulation in the markets where Qtel has significant market power. This process is being conducted consistent with the requirements of the Telecommunications Law and international best practices in the context of competition law.

ictQATAR does not intend to issue individual licenses to additional operators of public telecommunications networks during this initial phase of liberalization, unless the market does not develop as anticipated or if the licensees do not fulfill the performance obligations contained in their licenses. However, ictQATAR intends to initiate a Strategic Sectoral Review three years after the second licenses are awarded to evaluate its policy direction for the future (see Section 10 below).

Question 3: ictQATAR invites comments on the envisaged liberalization process and evolution of the regulatory framework.

4. The underlying regulatory philosophy

ictQATAR believes that consumer interests can best be served by promoting effective competition and, to the maximum extent feasible, by allowing market forces to come into play. Therefore, ictQATAR's governing principle when formulating policy will be to encourage, in the first instance, good faith negotiations between licensed operators in order to reach mutually acceptable commercial arrangements wherever possible. Notwithstanding this, ictQATAR is empowered to intervene to facilitate competitive entry and to prevent anticompetitive conduct and will do so as, and when, necessary. In the early stages of liberalization, ictQATAR will be particularly vigilant and, where circumstances require, pro-active to ensure that competition has a chance to take hold and develop to a sustainable level that will result in demonstrated benefits for consumers in Qatar.

Question 4: ictQATAR invites comments on the underlying regulatory philosophy.

PART B: PUBLIC CONSULTATION ON SECOND MOBILE LICENSE

5. Overview of license award process

ictQATAR is committed to opening the mobile telecommunications sector to effective competition by awarding – in addition to Qtel's licenses – a Second Mobile License to a company involving an experienced mobile owner-operator before the close of 2007. The following is a summary of key elements of the anticipated process (details are provided in the MPQ).

5.1 Phase 1: Pre-qualification

In the first phase of the process, ictQATAR will register candidates and pre-qualify those who meet the pre-qualification criteria. The pre-selection criteria are set out in the MPQ and reflect ictQATAR's objective of awarding the Second Mobile License to a company with substantial international experience in establishing and operating mobile networks and services. The timeline currently envisaged for this consultation phase is as follows:

April 23	Publication of this Consultation Document and of the MPQ and Sector Overview
May 6	Deadline for candidates to submit questions on MPQ
Approximately 1 week after submission of clarifying questions on MPQ	Sending of Q&A document on MPQ to all registered candidates
May 27	Deadline for operators/consortia to register and submit pre-qualification documents to ictQATAR Deadline for all interested parties to submit comments in response to this Consultation Document
Mid-June (approximately three weeks after the closing date for the submission of responses)	Announcement of pre-qualified operators or consortia by ictQATAR

5.2 Phase 2: License consultation

During the second phase, ictQATAR will seek input from interested parties on proposed drafts of the licenses for the two new entrants and for Qtel. The timeline currently envisaged for this is as follows:

Mid-June	Publication of draft mobile licenses for consultation
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3 weeks after publication	Deadline for comments on draft mobile licenses
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5.3 Phase 3: License application

During the third phase, ictQATAR will issue a document entitled Mobile License Application Procedures (“**MAP**”) to all qualified candidates, which will set forth the procedures and requirements for applying for the Second Mobile License. Final templates of the Second Mobile License, the Second Fixed License and Qtel's licenses will be issued shortly thereafter. The anticipated application process and the required company structure and commitments are described in greater detail in the MPQ document. The timeline currently envisaged for this license application phase is as follows:

Early July (approximately three weeks after evaluation of candidates)	Sending of MAP documents to all qualified candidates
Mid-July	Publication of final drafts of licenses
3 weeks after publication of MAP	Deadline for qualified candidates to submit clarifying questions on MAP
Approximately 1 week after submission of clarifying questions on MAP	Sending of Q&A document on MAP to qualified candidates
End of August (approximately eight weeks after publication of MAP)	Deadline for operators/consortia to submit applications

5.4 Phase 4: Evaluation and public announcement of award of Second Mobile License

Within four weeks after the submission of applications by qualified candidates, ictQATAR expects to announce the selection and award of the Second Mobile License holder and to initiate closing procedures.

Question 5.1: ictQATAR invites comments on the proposed timeline and process for awarding the Second Mobile License.

Question 5.2: ictQATAR invites comments on the proposed shareholding structure and shareholders requirements for the Second Mobile License holder as set forth in the MPQ, section 11.1.

6. Proposed license provisions

6.1 License duration

ictQATAR intends to issue a Second Mobile License to the new entrant by the end of 2007. The license would be valid for a period of 20 years beginning on the award date and would be eligible for renewal in the absence of material violations of the license provisions. ictQATAR does not envisage awarding a third mobile license until completion of the Strategic Sectoral Review (see Section 10 below). That view could change, however, if the Second Mobile License holder fails to meet the performance targets set forth in its license.

Question 6.1: ictQATAR invites comments on the proposed license duration and renewal process.

6.2 License scope

ictQATAR proposes to authorize the Second Mobile License holder to own and operate a mobile telecommunications network, provide mobile communications services to the public, and engage in related activities within the State of Qatar and between the State of Qatar and other countries.

Question 6.2: ictQATAR invites comments on the proposed geographical scope of the license.

6.3 Activities and services covered

ictQATAR proposes to grant the Second Mobile License holder the right to deploy a public land-based mobile network using internationally accepted mobile standards (such as GSM and/or WCDMA cellular technologies) and offer 2G and 3G services in compliance with relevant international standards (e.g. CEPT/ETSI, 3GPP, IEEE). At its discretion, the license holder would also be allowed to deploy a mobile broadcasting distribution network using an internationally accepted standard such as DVB-H.

Question 6.3: ictQATAR invites comments on the proposed scope of services, in particular on the use of GSM and/or WCDMA technology, and on the anticipated level of consumer demand for 3G and mobile broadcasting distribution services in the State of Qatar.

6.4 Related radio spectrum licenses

(1) Proposed GSM/WCDMA bands

ictQATAR proposes to issue separate radio frequency licenses assigning spectrum in the 900, 1800 and 2100 MHz bands. At the time of license award, it is expected that the license holder will receive 57 channels (or 2*12 MHz) in the 900 MHz band, 100 channels (or 2*20 MHz) in the 1800 MHz band and 3 channels (2*15 MHz) in the 2100 MHz band. By the close of a phased reallocation program ending in July 2009, both the new license holder and Qtel would have an equivalent amount of spectrum for their operations. The radio spectrum assignments would be reflected in the respective licenses awarded to the new entrant and to Qtel.

(2) Proposed microwave bands

At the time the Second Mobile License is awarded, the license holder would be authorized to use spectrum in the microwave bands available. The following bands are currently under consideration: 4, 8, 15, 18, 23, 26, 28 and 38 GHz. The Second Mobile License holder would also be able to request additional spectrum for microwave operations subject to separate licensing and depending on frequency availability.

(3) Proposed mobile broadcasting band

The Second Mobile License holder would be able to request the assignment of spectrum for the development of mobile broadcast distribution services. The requested spectrum would be reserved for a maximum period of one year, providing an opportunity for the Second Mobile License holder to further develop its plan for such services. Currently, ictQATAR plans to allocate one channel (8 MHz) in the UHF band to the Second Mobile License holder. If the license holder did not apply for and launch commercial service using the reserved spectrum, the spectrum could be made available to other applicants.

Question 6.4: ictQATAR invites comments on the proposed spectrum assignments, in particular on the proposed bands and initial bandwidths.

6.5 Compliance with Quality of Service requirements for retail mobile services.

ictQATAR is currently developing license provisions that would apply to both Qtel and the Second Mobile License holder. Quality of Service (“QoS”) requirements are being considered for the following service quality parameters directly impacting the end user: service coverage, network availability and quality, network congestion during busy hours, and maintenance.

ictQATAR currently contemplates that operators of public telecommunications networks would be subject to quarterly reporting requirements, and that failure to meet key performance indicators would be subject to specified penalties.

Question 6.5: ictQATAR invites comments on the proposed QoS parameters and seeks views on whether ictQATAR should measure and monitor any additional parameters in respect of retail mobile services provided by Qtel and the Second Mobile License holder.

6.6 National Roaming

ictQATAR is considering requiring Qtel to offer national roaming outside the two main municipalities (Doha and Al Rayyan), which represent approximately 82% of Qatar’s population. National roaming on this basis would be allowed for a pre-defined period of up to three years from the license award date. After that period, conditions in the telecommunications sector would be reviewed and the need for continued national roaming could be re-evaluated.

Question 6.6: ictQATAR invites comments on whether national roaming should be mandated, and if so, for what period and for which geographical locations.

6.7 Interconnection and access rights and obligations

Qtel and the two new licensees (fixed and mobile) will each have an obligation to negotiate interconnection to permit any-to-any communications. In certain circumstances, access obligations may also apply, for example, where sites required for the operation of mobile networks are in scarce supply due to zoning restrictions or environmental regulations.

ictQATAR expects operators to enter into good faith negotiations in order to reach mutually acceptable commercial arrangements regarding interconnection and access wherever possible. However, ictQATAR would intervene to determine the outcome if the parties did not reach agreement on acceptable terms and conditions within a reasonable timeframe.

In particular, in cases where a dominant operator is involved in the negotiations, ictQATAR is considering the following approach: if the parties fail to reach agreement within a 90-day period, ictQATAR would prescribe interconnection and access rates based on options such as one of the following:

- Cost-based charges where cost data is available;
- International benchmarking, pursuant to which ictQATAR would base the prescribed charges on a survey of international rates in effect in selected benchmark countries of similar size, population and per capita income in and outside of the region;
- A "retail-minus" approach, in which the wholesale price would have to be less than a specified fraction of the retail price charged by the dominant operator, and where the fraction would be determined based on local pricing trends and international benchmarks; or
- As an alternative to price regulation, a "bill-and-keep" system, whereby each operator would retain the revenues collected from retail customers without paying for termination on interconnected operators' networks within the State of Qatar.

ictQATAR is also considering the need for specific license provisions that would apply to operators found to have dominance in relevant telecommunications markets with the aim of preventing anti-competitive conduct (see Section 9 below). These provisions could include, for example, affirmative obligations such as non-discrimination, and prohibitions against predatory and exclusionary conduct.

Question 6.7.1: ictQATAR invites comments on any relevant issues relating to interconnection and access including pricing and non-price terms and conditions.

Question 6.7.2: ictQATAR invites comments on the relative costs and benefits of the options identified above as well as on any other options that ictQATAR should consider.

Question 6.7.3: ictQATAR invites comments regarding the need for *ex ante* regulation to prevent anticompetitive behavior, the specific types of conduct that

should be addressed, and the specific remedies that would be effective in preventing or deterring anticompetitive conduct.

6.8 Coverage obligations

ictQATAR proposes to require the Second Mobile License holder to comply with certain coverage obligations. ictQATAR also envisages that the Second Mobile License would be subject to a performance bond in respect of these obligations. ictQATAR is considering requiring the license holder to provide mobile services over its own network to:

- 85% of the population of the State of Qatar and all main roads in the municipalities of Doha and Al Rayyan by end of the first year after license award; and
- 95% of the population of the State of Qatar and all main roads by end of the second year after license award; and
- 98% of the population of the State of Qatar and all roads by end of the third year after license award.

Question 6.8: ictQATAR invites comments on the proposed coverage obligations.

6.9 International gateways

ictQATAR proposes to allow Qtel and each of the second mobile and fixed licensees to have the right to own and operate international gateways (terrestrial and/or satellite) and to provide international services using these gateways

Question 6.9: ictQATAR invites comments on the proposed international gateway arrangements for the Second Mobile License holder and any relevant issues that will need to be resolved as part of the international market opening process, including transitional measures such as access to existing international gateway facilities or wholesale international services provided by the incumbent operator.

6.10 Mobile backbone network

ictQATAR proposes to authorize the Second Mobile License holder to deploy its own backbone network, with no restriction on the technologies used (e.g., wireline or wireless within the allocated spectrum). Furthermore, should it wish to do so, the new entrant would be allowed to resell capacity on its backbone to either the new fixed operator or to Qtel. The license holder would also have the right to negotiate commercial arrangements with the new fixed operator or Qtel for the use of their network infrastructure. In the case of any operator found to be dominant in the provision of leased circuits or other relevant network elements, specific conditions, in particular on pricing and provisioning, might be imposed.

Question 6.10.1: ictQATAR invites comments on the proposed right of the Second Mobile License holder to supply its own backbone network.

Question 6.10.2: ictQATAR invites comments regarding possible interconnection and access obligations that it should consider imposing on an operator found to be dominant in the provision of leased circuits or other relevant backbone elements.

6.11 Annual fees and contributions

ictQATAR is considering the application of fees to public telecommunications service licenses and to spectrum licenses. These will be at the same level for all operators. ictQATAR envisages that the following set of fees and contributions would apply:

(1) Industry fee

It is proposed that all licensed operators of public telecommunications networks be subject to an industry fee. The fee would amount to 12.5 percent of each operator's annual net profit, defined as net revenues from the provision of telecommunications services to the public (see Section 6.11(2) below) minus allowable operating expenses. The proceeds would be used to fund ictQATAR's ICT Development, E-Government and other relevant projects and activities that fall under the statutory mandate of ictQATAR. The receipts from such fees would not be used to displace investment by the telecommunications industry but rather to support activities in the broader telecommunications sector. ictQATAR would account for the use of such funds in its Annual Report and accounts. The fee would be paid at the end of each year by licensed operators based on audited accounts. There would be a transitional phase of three years to account for existing royalties and taxes and to allow the Second Mobile License holder to reach a comparative position to that of the incumbent.

(2) License fee

The license holder would be subject to an annual fee of 1% of its net revenues, defined as total revenues minus interconnect payments to other operators. The purpose of this fee would be to fund the regulatory activities of ictQATAR. ictQATAR would produce a set of accounts in its Annual Report and would, if necessary, adjust the amount of the license fee upwards or downwards to reflect the costs of regulation. The fee would be paid at the end of each financial year based on audited accounts.

(3) Spectrum fees

It is proposed that all licensees would be subject to annual fees depending on the band and bandwidth of spectrum they are using. In some congested frequency bands, a higher level of spectrum fees could be imposed on all operators using those bands with the aim of promoting the efficient use of radio spectrum so as eventually to benefit all operators. ictQATAR's preliminary proposal in respect of mobile operators would be as follows:

- GSM/WCDMA bands: QAR 35,000-75,000 per MHz
- Microwave bands (above 2 GHz): QAR 1,000-20,000 per MHz

(4) Numbering fees

Based on a review of the numbering plans currently in use, ictQATAR does not perceive numbers to be a scarce resource in the State of Qatar. Therefore, ictQATAR does not propose to levy any numbering fees during the initial phase of the liberalization process. This policy may be reconsidered as part of the Strategic Sectoral Review (see Section 10 below) that is to be undertaken approximately three years after award of the Second Mobile License.

(5) Other fees

ictQATAR does not envisage at this stage that there will be a need to impose any other sector-specific fee on licensed operators. This policy may be reconsidered as part of the Strategic Sectoral Review (see Section 10 below) to be undertaken no earlier than three years after license award.

Question 6.11: ictQATAR invites comments on the proposed level of fees and fee structure.

PART C: PUBLIC CONSULTATION ON SECOND FIXED LICENSE

7. Overview of license award process

7.1 Proposed timeline

ictQATAR is committed to liberalizing the fixed telecommunications market and attracting an experienced mobile telecommunications operator that will deliver real competitive alternatives to the fixed telecommunications network and services currently supplied by the incumbent operator. In particular, ictQATAR is seeking to promote the deployment of broadband access alternatives and consumer take-up in the broadband market to accelerate national growth and service innovation.

It is ictQATAR's intention to award a Second Fixed License by the end of 2007. Awarding the Second Fixed License after completion of the Second Mobile License award process and the licensing of Qtel will provide applicants for the Second Fixed License the opportunity to assess the outcome of these related processes.

(1) Phase 1: Consultation phase

At this point in time, ictQATAR is seeking comments from interested parties on proposed policies for licensing of a new fixed network operator in Qatar in competition with Qtel and the process for selecting the Second Fixed License holder. The timeline currently envisaged for the consultation phase is as follows:

April 23	Publication of this Consultation Document and Sector Overview
May 27	Deadline for all interested parties to submit comments in response to this Consultation Document

(2) Phase 2: License consultation phase

During the second phase, ictQATAR will seek input from interested parties on the proposed drafts of licenses for the two new entrants and for Qtel. The timeline currently envisaged is as follows:

Mid-June	Publication of draft fixed license for consultation
3 weeks after publication	Deadline to submit comments on draft fixed license

(3) Phase 3: License application phase

During the third phase, ictQATAR will issue a document entitled Fixed License Application Procedures ("FAP") to all parties interested in participating in the fixed

license application process. This document will set forth the procedures and requirements for applying for the Second Fixed License. Final templates of the Second Fixed License, the Second Mobile License and Qtel's licenses will be issued shortly thereafter. The timeline currently envisaged is as follows:

Early July	Publication of FAP documents
Mid-July	Publication of final drafts of license
5 weeks after publication of FAP	Deadline for registered candidates to submit clarifying questions on FAP
2 weeks after submission of clarification questions on FAP	Sending of Q&A document on FAP to registered candidates
16 weeks after publication of FAP	Deadline for operators/consortia to submit applications

(4) Phase 4: Evaluation of applications and public announcement of award of Second Fixed License

Within five weeks after the submission of applications, ictQATAR will announce the selection and award of the Second Fixed License and initiate closing procedures.

Question 7.1: ictQATAR invites comments on the proposed timeline for awarding the Second Fixed License.

7.2 Proposed award mechanism

(1) Award criteria

Given ictQATAR's commitment to promoting infrastructure-based competition, and in consideration of the investment required to launch a second fixed network operator and given the size and demographics of Qatari telecommunications markets, ictQATAR proposes to award the Second Fixed License based on a comparative evaluation ("beauty contest") of the applications submitted by interested operators/consortia.

Qualitative criteria for awarding the license currently under consideration include but are not limited to the following:

- Relevant experience in rolling out and operating fixed telecommunications network(s);
- Relevant experience in providing innovative broadband and value-added fixed services;
- Financial strength of operator and/or consortium;

- Commitment to rolling out state-of-the-art fixed infrastructure and to offering innovative services; ictQATAR is considering placing particular emphasis in the evaluation process on the applicants' ability and commitment to roll out infrastructure in residential and industrial areas that are currently under development; and
- Commitments relating to timing of network deployment and service roll-out.

The final list of award criteria and any applicable weighting factors will be clearly communicated to interested parties in the FAP.

Question 7.2.1: ictQATAR invites comments on the proposed selection criteria and seeks views on how individual criteria should be weighted in an evaluation process.

(2) Shareholding structure

ictQATAR envisages that the holder of the Second Fixed License would be controlled by an experienced telecommunications operator. Moreover, ictQATAR expects that a percentage of the equity of the Second Fixed License holder would be owned by Qatari institutional investors and/or the Qatari Government. ictQATAR does not currently envisage a mandated IPO for shares in the newly established company.

Question 7.2.2: ictQATAR invites comments on a possible shareholding structure and shareholders requirements for the Second Fixed License holder.

8. Key license provisions

8.1 License duration

ictQATAR proposes to award a Second Fixed License – in addition to Qtel's license - by the end of 2007. The license would be valid for a period of 25 years beginning on the award date and would be eligible for renewal in the absence of material violations of the license provisions. ictQATAR does not envisage awarding a third fixed license until completion of the Strategic Sectoral Review (see Section 10 below). That view could change, however, if the Second Fixed License holder failed to meet the performance targets set forth in its license.

Question 8.1: ictQATAR invites comments on the proposed license duration and renewal process.

8.2 License scope

The Second Fixed License holder would be authorized to own and operate a fixed telecommunications network, provide fixed telecommunications services to the public, and engage in related activities within the State of Qatar and between the State of Qatar and other countries.

Question 8.2: ictQATAR invites comments on the proposed geographical scope of the Second Fixed License.

8.3 Activities and services covered

The Second Fixed License to be awarded by ictQATAR would grant the license holder the right to offer services in compliance with international standards in the State of Qatar. Services would include:

- Domestic and international voice and data services, including VoIP;
- Nomadic¹ services on Fixed Wireless Access technology, such as WiMax (but not mobile services);
- Wholesale services, including but not limited to leased lines services and leased capacity.

The Second Fixed License would include a list of mandatory services (for which ictQATAR's prior approval would be necessary to discontinue) as well as authorized services.

Question 8.3: ictQATAR invites comments on the proposed list and scope of services and any other services that might be offered by the Second Fixed License holder.

8.4 Related radio spectrum licenses

(1) Proposed fixed wireless access bands

ictQATAR proposes to issue separate radio frequency licenses for spectrum assignments in the bands required to provide fixed wireless access. This would include the 3.5, 10 and 26 GHz bands.

To achieve the objectives of efficient and sustainable competition, ictQATAR will initiate a three year re-allocation process at the end of which both Qtel and the Second Fixed License holder would have the same amount of spectrum available in the 3.5 GHz band. The timetable for the reallocation process will be clearly communicated to interested parties in the FAP.

At the time the Second Fixed License is awarded, the license holder would receive 2*31.5 MHz of paired spectrum in the 3.4-3.6 GHz band. Additionally, ictQATAR plans to reserve spectrum in the 10 GHz and 26 GHz bands, subject to separate licensing.

¹ The Second Fixed Licence would exclude the provision of mobile services to the extent that wireless technology is deployed. "Nomadic" services allow subscribers to gain access to the fixed wireless network from multiple locations but not while in motion. In particular, the network does not have the capability to locate subscriber terminals and does not support cell handover.

(2) Proposed microwave bands

At the time the Second Fixed License is awarded, the license holder would be authorized to use spectrum in the microwave bands available. The following bands are currently under consideration: 4, 8, 15, 18, 23, 26, 28 and 38 GHz. The Second Fixed License holder would also be able to request additional spectrum for microwave operations subject to separate licensing and depending on frequency availability.

Question 8.4: ictQATAR invites comments on the proposed spectrum allocation, in particular, on the bands and proposed initial bandwidths.

8.5 Compliance with Quality of Service requirements for retail fixed services.

ictQATAR is currently developing license provisions that would apply to both Qtel and the Second Fixed License holder. Quality of Service (“QoS”) requirements are being considered for the following service quality parameters directly impacting the end-user: network availability and quality, line installation and activation time, maintenance, billing complaints, bandwidth utilization for broadband, and provisioning time and mean time to repair for leased lines.

ictQATAR currently contemplates that operators of public telecommunications networks would be subject to quarterly reporting requirements, and that failure to meet key performance indicators would be subject to specified penalties.

Question 8.5: ictQATAR invites comments on the proposed QoS parameters and seeks views on whether ictQATAR should measure and monitor any additional parameters in respect of retail fixed services provided by Qtel and the Second Fixed License holder.

8.6 Unbundling

In connection with a dominance designation process being carried out by ictQATAR, ictQATAR is currently considering mandating access to and/or the unbundling of local network elements of the incumbent operator. Unbundling could be mandatory for a fixed minimum period of years from the date of award of the Second Fixed License, after which conditions in the telecommunications sector and specific markets in the sector would be reviewed and the need for continuing to impose unbundling obligations on the incumbent could be evaluated.

Question 8.6.1: ictQATAR invites comments on whether the provision of access to and/or unbundling of local network elements of the incumbent network operator should be mandated and if so, the optimal level of access and unbundling and the proposed timeframe.

Question 8.6.2: ictQATAR also invites comments on the methodology that should be used for setting the prices for network elements that Qtel may be required to unbundle or to which it must provide access.

8.7 Interconnection and access rights and obligations

Qtel and the two new licensees (fixed and mobile) will each have an obligation to negotiate interconnection to permit any-to-any communications. In certain circumstances, access obligations may also apply, for example, where access to a cable landing station is required in order for the new entrant operator to access international capacity.

ictQATAR expects operators to enter into good faith negotiations in order to reach mutually acceptable commercial arrangements regarding interconnection and access wherever possible. However, ictQATAR would intervene to determine the outcome if the parties did not reach agreement on acceptable terms and conditions within a reasonable timeframe.

In particular, in cases where a dominant operator is involved in the negotiations, ictQATAR is considering the following approach: if the parties fail to reach agreement within a 90-day period, ictQATAR would prescribe interconnection and access rates based on options such as one of the following:

- Cost-based charges where cost data is available;
- International benchmarking, pursuant to which ictQATAR would base the prescribed charges on a survey of international rates in effect in selected benchmark countries of similar size, population and per capita income in and outside of the region;
- A "retail-minus" approach, in which the wholesale price would have to be less than a specified fraction of the retail price charged by the dominant operator, and where the fraction is determined based on local pricing trends and international benchmarks; or
- As an alternative to price regulation, a "bill-and-keep" system, whereby each operator would retain the revenues collected from retail customers without paying for termination on interconnected operators' networks within the State of Qatar.

ictQATAR is also considering the need for specific license provisions that would apply to operators found to have dominance in relevant telecommunications markets, with the aim of preventing anti-competitive conduct (see Section 9 below). These provisions could include, for example, affirmative obligations such as non-discrimination, and prohibitions against predatory and exclusionary conduct.

Question 8.7.1: ictQATAR invites comments on any relevant issues relating to interconnection and access including pricing and non-price terms and conditions.

Question 8.7.2: ictQATAR invites comments on the relative costs and benefits of the options identified above as well as on any other options that ictQATAR should consider.

Question 8.7.3: ictQATAR invites comments regarding the need for *ex ante* provisions to regulate anticompetitive behavior, the specific types of conduct that

should be addressed, and the specific remedies that would be effective in preventing or deterring anticompetitive conduct.

8.8 Coverage obligations

ictQATAR proposes to include in the Second Fixed License the coverage obligations to which the successful applicant has committed during the selection process with respect to network build and service roll-out, including quantitative and qualitative elements and time commitments. As described in Section 7.2, ictQATAR envisages placing particular emphasis on the roll-out of state-of-the-art fixed infrastructure within the State of Qatar in the selection process.

Question 8.8: ictQATAR invites comments on the proposed coverage obligations.

8.9 International gateways

ictQATAR proposes to allow Qtel and each of the second mobile and fixed licensees to own and operate their international gateways (terrestrial and/or satellite) and to provide international services using these gateways.

Question 8.9: ictQATAR invites comments on the proposed international gateway arrangements for the Second Fixed License holder and any relevant issues that will need to be resolved as part of the international market opening process, including transitional measures such as access to existing international gateway facilities or wholesale international services provided by the incumbent operator.

8.10 Fixed backbone network

ictQATAR proposes to authorize the Second Fixed License holder to deploy its own backbone network, with no restrictions on the technologies used (e.g., wireline or wireless, within the allocated spectrum). Furthermore, should it wish to do so, the Second Fixed License holder would be allowed to resell capacity on its backbone to either the new mobile operator or to Qtel. The Second Fixed License holder would also have the right to negotiate commercial arrangements with the new mobile operator or Qtel for the use of their network infrastructure. In the case of any operator found to be dominant in the provision of leased circuits or other relevant network elements, specific obligations, in particular on pricing and provisioning, might be imposed.

Question 8.10.1: ictQATAR invites comments on the proposed right of the Second Fixed License holder to supply its own backbone network.

Question 8.10.2: ictQATAR invites comments regarding possible access obligations imposed on an operator found to be dominant in the provision of leased circuits or other relevant backbone elements.

8.11 Annual fees and contributions

ictQATAR is considering the application of fees to public telecommunications service licenses and to spectrum licenses. These will be at the same level for all operators. ictQATAR envisages that the following set of fees and contributions would apply:

(1) Industry fee

It is proposed that all licensed operators of public telecommunications networks be subject to an industry fee. The fee would amount to 12.5 percent of each operator's annual net profit, defined as net revenues from the provision of telecommunications services to the public (see Section 8.11(2) below) minus allowable operating expenses. The proceeds would be used to fund ictQATAR's ICT Development, E-Government and other relevant projects and activities that fall under the statutory mandate of ictQATAR. The receipts from such fees would not be used to displace investment by the telecommunications industry but rather to support activities in the broader telecommunications sector. ictQATAR would account for the use of such funds in its Annual Report and accounts. The fee would be paid at the end of each year by licensed operators based on audited accounts. There would be a transitional phase of three years to account for existing royalties and taxes and to allow the Second Fixed License holder to reach a comparative position to that of the incumbent.

(2) License fee

The license holder would be subject to an annual fee of 1% of its net revenues, defined as total revenues minus interconnect payments to other operators. The purpose of this fee would be to fund the regulatory activities of ictQATAR. ictQATAR would produce a set of accounts in its Annual Report and would, if necessary, adjust the amount of the license fee upwards or downwards to reflect the costs of regulation. The fee would be paid at the end of each financial year based on audited accounts.

(3) Spectrum fees

It is proposed that all licensees would be subject to annual fees depending on the band and bandwidth of spectrum they are using. In some congested frequency bands, a higher level of spectrum fees could be imposed on all operators using those bands with the aim of promoting the efficient use of radio spectrum so as eventually to benefit all operators. ictQATAR's preliminary proposal is as follows:

- Fixed Wireless Access bands (above 2 GHz): QAR 1,000-20,000 per MHz
- Microwave bands (above 2 GHz): QAR 1,000-20,000 per MHz

(4) Numbering fees

Based on a review of the numbering plans currently in use, ictQATAR does not perceive numbers to be a scarce resource in the State of Qatar. Therefore, ictQATAR does not propose to levy any numbering fees during the initial phase of the liberalization process. This policy may be reconsidered as part of the Strategic Sectoral Review (see Section 10 below) that is to be undertaken approximately three years after award of the second license.

(5) Other fees

ictQATAR does not envisage at this stage that there will be a need to impose any other sector-specific fee on licensed operators. This policy may be reconsidered as

part of the Strategic Sectoral Review (see Section 10 below) to be undertaken no earlier than three years after license award.

Question 8.11: ictQATAR invites comments on the proposed fee levels and structure.

PART D: OTHER POLICY CONSIDERATIONS

9. Dominance designation

9.1 Methodology for evaluating market power and dominance

As required by the Telecommunications Law, ictQATAR has initiated a Market Review to determine whether significant market power or dominance exists in particular telecommunications markets. This process involves two important steps:

- defining the relevant telecommunications markets in terms of products (services) and geographic scope; and
- assessing whether any operator exercises market power in these markets.

The focus is on whether a service provider, acting alone or jointly with others, is in a position to behave to an appreciable extent independently of customers, competitors or potential future competitors in the relevant market. The criteria used to assess market power include: market share; absolute and relative size of the firm in the relevant market; degree of control of facilities and infrastructure that it would be uneconomical for a new entrant to develop to provide services in the relevant market; economies of scope and scale; absence of countervailing buyer power, including customer churn characteristics; structural and strategic barriers to entry and expansion; and other factors relevant to evaluating the existence of market power in a particular market.

Question 9.1: ictQATAR invites comments on the proposed dominance designation criteria and the methodology to be applied in determining the degree of market power in relevant telecommunications markets in the State of Qatar.

9.2 Markets currently under consideration

(1) Retail markets that ictQATAR is currently examining include the following:

1. Access to the public (voice) telecommunications network at a fixed location for customers;
2. Publicly available national (voice) telecommunications service provided at a fixed location;
3. Publicly available international telecommunications service provide at a fixed location;
4. Access to the public land mobile network (PLMN) via a mobile device;
5. Publicly available national telecommunications service provided via a mobile device;
6. Publicly available international telecommunications service provide via a mobile device; and

7. Fixed Data access and services.
- (2) Wholesale markets that ictQATAR is currently examining in anticipation of market opening include the following:
 1. Call origination and conveyance on the public (voice) telecommunications network provided at a fixed location;
 2. Call termination, including local conveyance, on the public (voice) telecommunications network provided at a fixed location;
 3. Transit Services in the public telecommunications network;
 4. Voice call termination on public land mobile networks (PLMN);
 5. International Call Termination;
 6. Access for Fixed Data Services, including bitstream services;
 7. Wholesale leased lines including terminating and trunking segments;
 8. Physical Interconnection;
 9. Logical Interconnection (e.g. IP based traffic);
 10. International Gateway Services; and
 11. Directory Services and Databases.

Question 9.2: ictQATAR invites comments on the proposed relevant markets for review.

9.3 Envisaged remedies and market reviews

The Telecommunications Law permits ictQATAR to impose regulations designed to prevent anticompetitive conduct (i.e., *ex-ante* remedies) on an operator or service provider that has a dominant position in a particular market. The general principles in developing such regulations will be those of transparency, cost orientation and non-discriminatory behavior. These principles will also apply to specific license terms and conditions that may apply to dominant operators. ictQATAR proposes to rely on relevant international benchmarks and best practice where data specific to Qatari markets is not available

ictQATAR proposes to review its initial dominance designations as part of the Strategic Sectoral Review (see Section 10 below). Any requests for interim review would be subject to a threshold test. In general terms, ictQATAR would be minded to consider an interim application for review only if the dominant provider produced persuasive evidence of substantial changes in the circumstances that gave rise to the initial dominance designation in question, in particular the development of effective competition.

Question 9.3.1: ictQATAR requests comments on the optimal length of the period between overall market reviews and the minimum conditions that should be met by a dominant provider in order to justify an interim market review.

Question 9.3.2: ictQATAR solicits view on the factors that should be taken into account when deciding whether to impose remedies *ex ante*, rather than relying on *ex post* enforcement action, particularly during the initial stages of market opening.

Question 9.3.3: ictQATAR invites comments and suggestions on the specific types and forms of *ex ante* regulation that should be adopted during the initial phase of market opening to deter anticompetitive conduct.

10. Other policy decisions under consideration

10.1 Strategic Sectoral Review

In line with demonstrated economic and social benefits, ictQATAR plans to encourage infrastructure-based competition during this first phase of liberalization. As a result, ictQATAR proposes to issue licenses to Qtel, a Second Mobile License holder and a Second Fixed License holder for the first three years after market opening.

ictQATAR does not intend to award additional infrastructure-based licenses for the provision of public telecommunications services until the end of the initial phase of liberalization. That view could change, however, if the licensees fails to meet the performance targets set forth in their licenses. Furthermore, ictQATAR does not propose to encourage service-based competition, at least initially, so as to provide the new entrants with adequate incentives to invest in state-of-the art infrastructure. Three years after market opening, ictQATAR expects to initiate a comprehensive Strategic Sectoral Review to consider, among other issues, whether to open the market to additional infrastructure-based or service-based competitors.

Question 10.1: ictQATAR invites comments on the proposed plan to limit the initial number of licensed providers of public telecommunications services and the proposed timing of a Strategic Sectoral Review.

10.2 Numbering

Telephone numbers are a national resource and are fundamental to the operation of telecommunications networks. In a competitive market the role of ‘numbering schemes’ has increased in importance to such an extent that they have become a crucial part of the marketing strategies of network operators.

Given the importance of numbering in the telecommunications sector, ictQATAR proposes to guarantee access to numbering resources to Qtel and to the second fixed and mobile network operators on the basis of transparent, objective and non-discriminatory criteria.

Question 10.2: ictQATAR invites comments on the proposed numbering policy principles.

10.3 Operator number portability

Number portability is a generic term used for a process that gives subscribers to telephony services the ability to retain their number(s) when switching telephone operators. Number portability is available in many countries and it has the potential to help increase competition.

ictQATAR proposes that, within a reasonable timeframe, subscribers will be able to retain the same telephone number when changing from one mobile operator to another mobile operator, or from one fixed operator to another fixed operator.

Question 10.3: ictQATAR invites comments on the proposed operator number portability policy principles and, in particular, on what may be considered as a reasonable timeframe for implementation.

10.4 Spectrum policy

Given the importance of spectrum as a scarce resource, ictQATAR proposes to publish a long-term and detailed spectrum allocation policy. ictQATAR plans to ensure that Qtel and the second fixed and mobile licensees would be assigned the equivalent amount of spectrum for their respective networks following a brief transitional period ending in 2009.

In the event that such spectrum is not required for further licensed operators, Qtel and the second fixed and mobile licensees may be able to apply for additional spectrum in the bands allocated for GSM/WCDMA and FWA, at the earliest two years after the initial spectrum grants. This additional spectrum would be subject to separate radio spectrum licensing procedures.

Question 10.4: ictQATAR invites comments on the proposed spectrum policy principles.

PART E: INSTRUCTIONS FOR RESPONDING TO THIS DOCUMENT

11. The Consultation Process – Basic Procedures

Communications with ictQATAR concerning this Consultation Document must be submitted in writing. Written comments responding to this Consultation Document should be submitted to ictQATAR no later than 3:00 p.m. (local time in the state of Qatar) on 27 May 2007. A covering page containing the information set out in Annex A should be included as the first page of the submission.

Interested parties are invited to answer the questions specifically identified in this document and to provide their views on any other relevant issues. Comments should reference the number of the question being addressed or the specific section of this document if not responding to a particular question. Comments should be submitted:

- (1) (preferred) by e-mail to consultation@ict.gov.qa. Responses should be provided in **MS Word** format and the subject reference in the email should be stated as "Consultation: Telecommunications Liberalization". It is not necessary to provide a hard copy of the response in addition to the soft copy sent by email; or
- (2) by hand or by courier, one hard copy accompanied by a CD Rom, to

Consultation: Telecommunications Liberalization
The Supreme Council of Information and Communication Technology
(**ictQATAR**)
Hamad Almannai
Manager, Policy & Economics
Al Mirqab Tower, 4th floor
Corniche Road
Doha
Qatar; or

- (3) by post, one hard copy accompanied by a CD Rom, to:

Consultation: Telecommunications Liberalization
The Supreme Council of Information and Communication Technology
(**ictQATAR**)
P O Box 23264
Doha
Qatar.

12. Publication of Comments

In the interest of transparency and public accountability, ictQATAR intends to publish on its official website copies of all comments submitted as part of this consultation process. All comments received will be processed and treated as non-confidential unless otherwise indicated on the covering page submitted by the responding party (see annexure A).

Parties may request confidential treatment for information that is commercially sensitive, proprietary, or subject to a pre-existing non-disclosure agreement at the time the response is submitted to ictQATAR. Any requests for confidential treatment should be clearly indicated on the covering page, and a non-confidential version of the response must be supplied for publication. Ideally, any confidential information should be included in a separate annexure marked as confidential. Information marked as confidential will not be made available to the public only where there is clear justification for the claim of confidentiality. This matter will be determined solely at the discretion of ictQATAR. By filing comments with ictQATAR in this consultation process, respondents will be deemed to waive all copyrights in their submissions that might otherwise pertain.

* * *

ANNEXURE A

Covering Page for Comments in Response to ictQATAR *Consultation on Liberalization of the Telecommunications Sector*

A. RESPONDING PARTY

Name of Individual or Organization: _____

Point of Contact: _____

Name: _____

Location: _____

Email address: _____

Telephone: _____

B. CONFIDENTIALITY

- ☐ Do you request confidential treatment of your entire Response?
- ☐ Do you request confidential treatment of parts of your Response? If so, please provide a copy of a non-confidential version of your Response, marked as such.

CONSENT

By submitting this Response to ictQATAR, the Respondent consents to its publication in full by ictQATAR on its official website or in other media, unless confidential treatment of all or part of the Response has been requested in Part B of this form.

ANNEXURE B

Comprehensive list of questions for consultation

Section	Question
1:	ictQATAR invites comments on the scope and context of this Consultation Document.
2:	ictQATAR invites comments on the overview of the existing regulatory framework.
3:	ictQATAR invites comments on the envisaged liberalization process and evolution of the regulatory framework.
4:	ictQATAR invites comments on the underlying regulatory philosophy.
5.1:	ictQATAR invites comments on the proposed timeline and process for awarding the Second Mobile License.
5.2:	ictQATAR invites comments on the proposed shareholding structure and shareholders requirements for the Second Mobile License holder as set forth in the MPQ, section 11.1.
6.1:	ictQATAR invites comments on the proposed license duration and renewal process.
6.2:	ictQATAR invites comments on the proposed geographical scope of the license.
6.3:	ictQATAR invites comments on the proposed scope of services, in particular on the use of GSM and/or WCDMA technology, and on the level of consumer demand for 3G and mobile broadcasting distribution services in the State of Qatar.
6.4:	ictQATAR invites comments on the proposed spectrum assignments, in particular on the proposed bands and initial bandwidths.
6.5:	ictQATAR invites comments on the proposed QoS parameters and seeks views on whether ictQATAR should measure and monitor any additional parameters in respect of retail mobile services provided by Qtel and the Second Mobile License holder.
6.6:	ictQATAR invites comments on whether national roaming should be mandated, and if so, for what period and for which geographical locations.
6.7.1:	ictQATAR invites comments on any relevant issues relating to interconnection and access including pricing and non-price terms and conditions.
6.7.2:	ictQATAR invites comments on the relative costs and benefits of the options identified above as well as on any other options that ictQATAR should consider.
6.7.3:	ictQATAR invites comments regarding the need for <i>ex ante</i> regulation to prevent anticompetitive behavior, the specific types of conduct that should be addressed, and the specific remedies that would be effective in preventing or deterring anticompetitive conduct.
6.8:	ictQATAR invites comments on the proposed coverage obligations.
6.9:	ictQATAR invites comments on the proposed international gateway arrangements for the Second Mobile License holder and any relevant issues that will need to be resolved as part of the international market opening process, including transitional measures such as access to existing international gateway facilities or wholesale international services provided by the incumbent operator.
6.10.1:	ictQATAR invites comments on the proposed right of the Second Mobile License holder to supply its own backbone network.
6.10.2:	ictQATAR invites comments regarding possible access obligations imposed on an operator found to be dominant in the provision of leased circuits or other relevant backbone elements.

6.11:	ictQATAR invites comments on the proposed level of fees and fee structure.
7.1:	ictQATAR invites comments on the proposed timeline for awarding the Second Fixed License.
7.2.1:	ictQATAR invites comments on the proposed selection criteria and seeks views on how individual criteria should be weighted in an evaluation process.
7.2.2:	ictQATAR invites comments on a possible shareholding structure and shareholders in the Second Fixed License holder.
8.1:	ictQATAR invites comments on the proposed license duration and renewal process.
8.2:	ictQATAR invites comments on the proposed geographical scope of the Second Fixed License.
8.3:	ictQATAR invites comments on the proposed list and scope of services and any other services that might be offered by the Second Fixed License holder.
8.4:	ictQATAR invites comments on the proposed spectrum allocation, in particular, on the bands and proposed initial bandwidths.
8.5:	ictQATAR invites comments on the proposed QoS parameters and seeks views on whether ictQATAR should measure and monitor any additional parameters in respect of retail fixed services provided by Qtel and the Second Fixed License holder.
8.6.1:	ictQATAR invites comments on whether the provision of access to and/or unbundling of local network elements of the incumbent network operator should be mandated and if so, the level of access and unbundling and the proposed timeframe.
8.6.2:	ictQATAR also invites comments on the methodology that should be used for setting the prices for any network element that Qtel may be required to unbundle or to which it must provide access.
8.7.1:	ictQATAR invites comments on any relevant issues relating to interconnection and access including pricing and non-price terms and conditions.
8.7.2:	ictQATAR invites comments on the relative costs and benefits of the four options identified above as well as on any other options that ictQATAR should consider.
8.7.3:	ictQATAR invites comments regarding the need for <i>ex ante</i> provisions to regulate anticompetitive behavior, the specific types of conduct that should be addressed, and the specific remedies that would be effective in preventing or deterring anticompetitive conduct.
8.8:	ictQATAR invites comments on the proposed coverage obligations.
8.9:	ictQATAR invites comments on the proposed international gateway arrangements for the Second Fixed License holder and any relevant issues that will need to be resolved as part of the international market opening process, including transitional measures such as access to existing international gateway facilities or wholesale international services provided by the incumbent operator.
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8.10.2:	ictQATAR invites comments regarding possible access obligations imposed on an operator found to be dominant in the provision of leased circuits or other relevant backbone elements.
8.11:	ictQATAR invites comments on the proposed fee levels and structure.
9.1:	ictQATAR invites comments on the proposed dominance designation criteria and the methodology to be applied in determining the degree of market power that currently exists in relevant telecommunications markets in the State of Qatar.

9.2:	ictQATAR invites comments on the proposed relevant markets for review.
9.3.1:	ictQATAR requests comments on the optimal length of the period between overall market reviews and the minimum conditions that should be met by a dominant provider in order to justify an interim market review.
9.3.2:	ictQATAR solicits view on the factors that should be taken into account when deciding whether to impose remedies <i>ex ante</i> , rather than relying on <i>ex post</i> enforcement action, particularly during the initial stages of market opening.
9.3.3:	ictQATAR invites comments and suggestions on the specific types and forms of <i>ex ante</i> regulation that should be adopted during the initial phase of market opening to prevent anticompetitive conduct.
10.1:	ictQATAR invites comments on the proposed plan to limit the initial number of licensed operators and the proposed policy for a Strategic Sectoral Review.
10.2:	ictQATAR invites comments on the proposed numbering policy principles.
10.3:	ictQATAR invites comments on the proposed operator number portability policy principles and, in particular, on what may be considered as a reasonable timeframe for implementation.
10.4:	ictQATAR invites comments on the proposed spectrum policy principles.