



To be successful, the Regulator's function should be based on a well defined set of objectives which typically would include:

- Attracting investment,
- infrastructure planning and development,
- sector efficiency improvement,
- quality of service improvement,
- encouragement of competition,
- eliminating barriers to market entry for new operators,
- protection and empowerment of the consumers and promotion of the general socio-economic well being





Licensing criteria must be well articulated and publicly available.

Terms and conditions of individual licenses must be investor friendly and also ensure consumer rights.

Licensing Processes must be transparent and timely.

Exclusivity, where considered necessary, must be for a determined optimum number of operators and must ensure adequate competition and availability of choice.

Anticipation and Prevention of anti-competitive conduct by dominant operators is crucial.



The regulatory environment should be such that new entrants



ICT equipment and systems are highly capital intensive. Duty rates for a developing country, therefore, must be such that will encourage fast roll out of networks and services that are generally affordable.

Countries with high import duty regimes should therefore review such duty rates on ICT goods.

Government should depend on other sources of revenue such as company tax, value added tax and other taxes rather than import duty on equipment that could limit rate of expansion of ICT infrastructure.

Simplification of procedures for importation of ICT equipment and development of related software is essential.

Granting of incentives such as pioneer status to qualified investors **especially those involved in local manufacture or local software development** is desirable.









Establishing a good investment climate ultimately provides the platform for attraction skilled manpower as well as repatriation of the knowledge and expertise of indigenous ICT professionals who are excelling overseas.



Critical success factors for implementing market reform include:

A well articulated National Sector Policy for market liberalization and competition

Government unwavering commitment to reform at the highest level

Enactment of good Enabling Laws, regulations and guidelines

The establishment of strong, well funded and independent National Regulatory Authority.



# THANKS

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