



NATIONAL TELECOMMUNICATIONS  
REGULATORY COMMISSION  
ST. VINCENT & THE GRENADINES

Ref No.: Cor/ECTEL

August 10, 2017

Mr. Andrew Millet  
Managing Director (Ag)  
ECTEL  
5th Floor, Conway Business Center  
Waterfront  
Castries  
Saint Lucia

Dear Mr. Millet,

**Re: Comment on Comments - Consultation Document Re. Draft Cost Models for Fixed and Mobile Interconnection Rates**

Your email dated July 20, 2017 on the above subject refers.

Please see below the comments received from the second rounds of consultation on the Draft Cost Models for Fixed and Mobile Interconnection Rates.

***Question 3: Do you agree that the growth rates presented above accurately represent Member States' mobile market? Please explain your views and provide measurements in your network to support your arguments.***

### **C&W Response**

3.1 We disagree with the growth rates assumed for data traffic in the mobile model. ## if ECTEL's underlying assumption is that traditional voice traffic increasingly migrates to data (which its zero percent voice growth assumption suggests), then these growth rates should be higher. A number of recent studies suggest that data growth rates will exceed 15% per year. Ericsson's most recent Mobility report<sup>1</sup> anticipates annual growth rates of 45% over the period 2015–2021. We do not believe that the Caribbean will necessarily experience the level of growth Ericsson foresees globally, but, under an assumption of continued migration of voice to data, not to mention the advent of new data services, it is highly unlikely that growth would plateau at a low growth level of 15% per year.



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NTRC SVG NTRCSVG

### Ministry of Economic Planning Unit Response

While we understand Cable & Wireless' view of the forecasted growth rates used for data traffic being too low, we believe that the approach taken by ECTEL was a prudent one. We are cognizant that in forecasting, particularly growth rates, it is important to be prudent and so, we are supportive of the approach taken by ECTEL. In addition, while data is increasing replacing voice, growing fixed wireless broadband (Wi-Fi) across the region is enabling consumers to connect to the internet. This development could possibly slow the growth of data traffic overtime.

Sincerely yours,

  
Baptiste  
Apollo Knights  
Secretary / Director