



EFFECTIVE PARTNERSHIP FOR SOCIO-ECONOMIC DEVELOPMENT

ALTON
ASSOCIATION OF LICENSED
TELECOMS OPERATORS OF NIGERIA



**PRESENTATION TO HIS EXCELLENCY, GOV. BABATUNDE
RAJI FASHOLA, SAN.
EXECUTIVE GOVERNOR, LAGOS STATE.**

Outline



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Introduction



- As the umbrella body of licensed providers of telecoms services in Nigeria (most of whom are domiciled in Lagos State), **ALTON wholeheartedly identifies with the development strides of the LASG under Your Excellency's able leadership.**
- Telecoms is a key **Social Overhead Capital** (like Water, Roads and Power) whose robust provision powers Socio-economic growth across all sectors and social demographics.
- ALTON recognizes Lagos State's unique position as the hub of Nigeria's socio-economic development; **we assure Your Excellency of our unflinching commitment to provide the technological backbone for the achievement of the State's growth initiatives** (i.e. the Future Cities Project, etc.).
- We thank Your Excellency for granting us audience to discuss means of demonstrating this commitment and of achieving our mutual objectives for the upliftment of Lagos State and her people through **Effective Public-Private Partnerships.**

Special Considerations on Telecoms Infrastructure in Lagos State



- The most visible critical ICT infrastructure components are Base Stations and Fiber Ducts.
- Calls can only be made through Base Stations (BTS) - Radio Waves travel limited distances and can only carry a limited number of “traffic” . BTS are therefore required at regular intervals to guarantee basic quality of service. They also have to maintain “Line of Sight”.
- Compared to other infrastructure, Telecom location needs are peculiar – keeping BTS too far apart creates “coverage holes” – calls are interrupted or ‘dropped‘. Also, too many users on a BTS creates congestion & poor call quality.
- BTS are usually placed about 200m - 500m apart in urban areas and 2km - 5km apart in rural areas; but Lagos requires even higher concentration due to key factors such as
 - Very high population density, and constantly growing population which creates planning /capacity enhancement nightmares.
 - High mobility and heavy daily “migration” from residential/business areas.
 - Topography – dense but relatively low-slung physical structures present challenges for coverage and “line of site”.
 - The current aggressive urban renewal initiatives of the LASG.
- Impact on environmental aesthetics can be reduced where there are sufficient high rise buildings and other infrastructure (advert billboards, etc.) on which antennas can be hung to support signal propagation as in other cities with comparable density like Lagos (London, New York, etc.).
- The pace of Fiber roll-out is also very high at this time due to the relative underdevelopment of long distance/municipal transmission infrastructure at inception. Municipal Fiber also eases congestion.

LASG & ALTON - Shared Values



Shared Values	LASG'S CONCERNS	OPERATORS' APPROACH
Safety and Security	<ul style="list-style-type: none"> • Structural Integrity & Safety of telecoms & other physical infrastructure. • Health of citizens around such infrastructure. 	<ul style="list-style-type: none"> • Towers are built to the highest global specifications, using galvanized steel. • Less than five (5) failures recorded since 2001 (2012 storm) out of over 4,000 telecoms masts now in Lagos State. • WHO/ICNIRP have certified the health safety of telecoms infrastructure.
Environmental Preservation/ Aesthetics	<ul style="list-style-type: none"> • Avoidance of <ul style="list-style-type: none"> • unnecessary duplication. • “clutter”, “scarring” & visual nuisance. • Unnecessary trenching/despoliation of roads. 	<ul style="list-style-type: none"> • Sharing is a standard industry practice: <i>Business & Regulatory considerations make sharing mandatory</i>, subject to security & redundancy limits. • Every site is a potential collocation site. • Ducts and fiber routes dimensioned for sharing. • Industry also exploring opportunities to mask antennae & use existing structures (billboards, lamp posts, buildings etc.).
Compliance & Good Corporate Citizenship	<ul style="list-style-type: none"> • Fulfillment of tax and other social obligations. • Compliance with town planning & other approvals. • Socio-economic Development. 	<ul style="list-style-type: none"> • ALTON emphasizes full compliance with tax and fiscal obligations. • Planning approval/environmental compliance. • Institutionalized corporate responsibility profile. • Contribution to socio-economic causes e.g. Lagos State Security Trust Fund. • Driving the value chain – direct/indirect job creation.

We assure Your Excellency that ALTON appreciates LASG's Concerns and is deeply committed to addressing them.

Shared Values (2)



- ALTON commends LASG's commitment to provide conducive environment for businesses in Lagos. We particularly note Your Excellency's efforts on the harmonization of taxes and charges, as well as the elimination of multiple taxation and regulation.
- The pursuit of our respective objectives often create conflict with LASG functionaries, most notably regarding the regulation and compliance management pertaining to Urban Furniture, Permits and Rights of Way (RoW), etc.
- As responsible citizens of Lagos, we recognize that it is our duty to seek mutually beneficial solutions, in compliance with the Laws and Regulations governing our activities.
- We solicit the kind understanding and support of the LASG and the good people of Lagos as we seek to put life-changing ICT infrastructure to the service of Lagos.

Effective PPPs to Enhance Socio-Economic Development in Lagos - Way Forward (1)



There are significant areas of opportunity to explore, i.e.

- Provision of **ICT backbone for Lagos State’s “Future Cities”** project.
- **Assisting Security Operations** – Telecoms Masts are natural hosts for CCTV Cameras, etc.
- Facilitation of **intelligent, sustainable development** through “Connected City” initiatives.
- Provision of **ICT solutions for Public Services**, i.e. transportation, waste management, electricity supply/metering, etc.
- Providing platforms for ICT solutions that support:
 - **Payments Solutions** for rating and collection of Land Use Charge, Waste Collection fees, Taxes, Vehicle Registrations, BRT initiative , etc.
 - Expansion of the tax base and accountability.
 - Socio-economic development - tourism , culture, social cohesion and job creation.

Effective PPPs to Enhance Socio-Economic Development in Lagos - Way Forward (2)



- Areas of Opportunity (cont'd)
 - **Powering eGovernance/mGovernance** – end-to-end ICT solutions for the provision of government services .
 - **Broadband Connectivity of Government Premises, Schools and other social infrastructure.**
 - **Facilitating Environmental Sustainability** – ICT sector contributes just about 2% of global CO₂ emissions, but can facilitate significant reduction of the other 98% through smart solutions.
 - **Enhancing the Quality of Lives of Lagosians** through the provision of the highest quality voice and data services.

Way Forward – Our Prayers (1)



- The impediments militating against the immediate realization of these opportunities require our joint, focused attention.
- To address issues of common concern, ALTON respectfully requests the following:

Way Forward – Our Prayers (2)



1. **The Establishment of a Joint LASG-Operator Working Group** of pivotal stakeholders from the Ministries of Physical Planning & Urban Development, Science & Technology, Commerce & Industry, as well as the Urban Furniture Reg. Unit (UFRU).
 - **Suggested Terms of Reference** to include:
 - Structural Integrity and Safety of telecoms infrastructure;
 - Infrastructure Security;
 - Harmonisation of regulation by LASG Agencies;
 - Site Build and RoW Approval Processes & Fees (“One-Stop-Shop”); and
 - Other issues determined by His Excellency.
 - Operators will be represented at Executive Level.
 - The Working Group will report to His Excellency within **four to six weeks**.
2. **Moratorium Pending Working Group’s Report to His Excellency** (i.e. suspension of stop-work orders and enforcement actions on ongoing projects, site closures/decommissioning, etc.).

Conclusion



- ALTON again thanks His Excellency, the Governor for the kind audience.
- We assure you and the good people of Lagos State of our unflinching commitment to provide the technological backbone needed for the attainment of the LASG's laudable growth objectives.

EKO'O NI BAJE!!