Private Sector Broken Promises in Ghana's Telecom:

Lessons for De-clubbing ICT Goods

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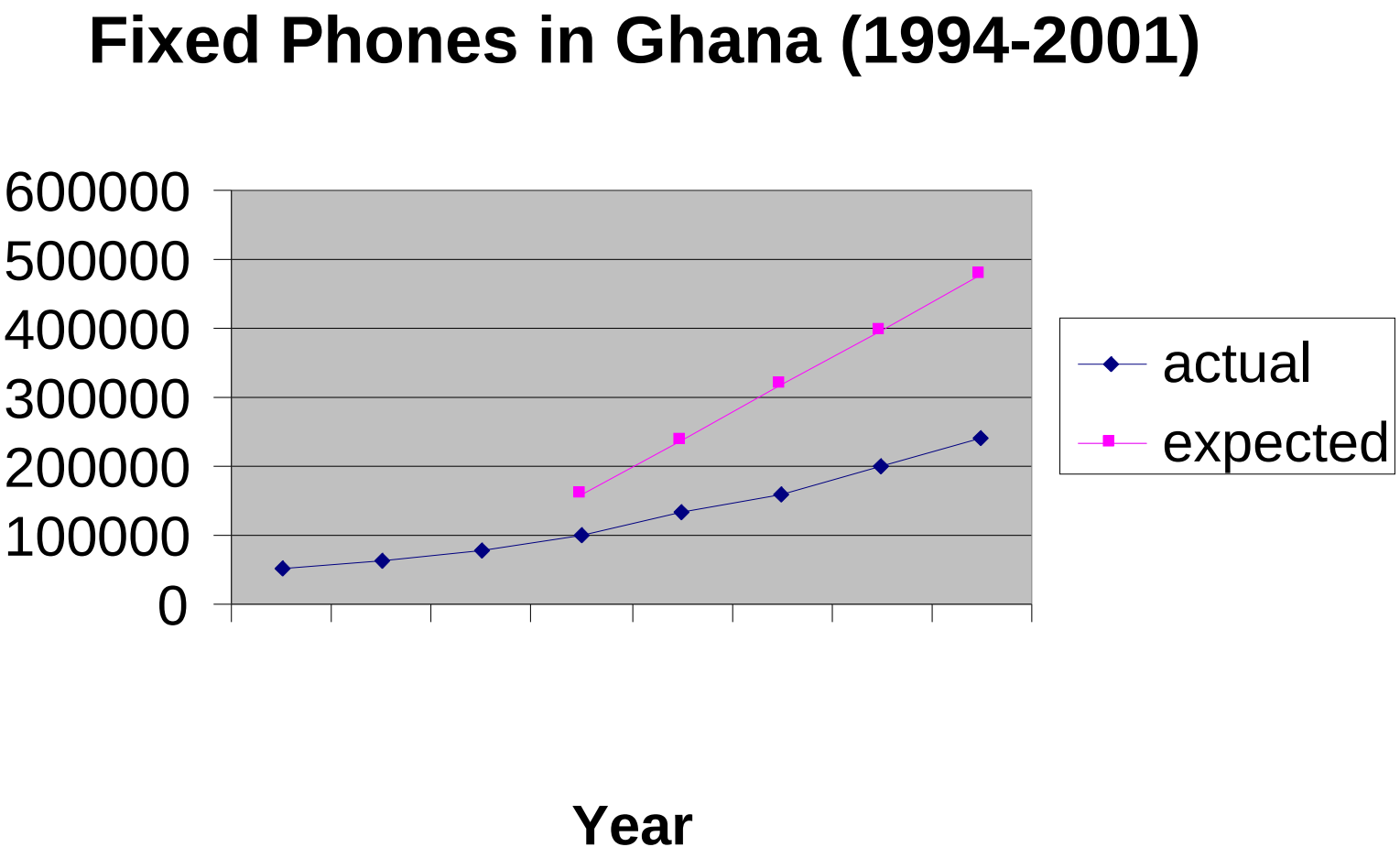
NWICO	WSIS
Predominantly analogue	Digital
Imagined community	Switch-on / Switch-off Networks
Universal membership	Market segmentation
Civic Citizenship	Consumer-Citizen
ICTs as Public goods	ICTs Club goods
Local Actors: State, Capital	Local Actors: State/Capital, Civil Society

Private Sector in GT

- 30% of GT sold out to G-Com (Telekom Malaysia) + Management Responsibility
- Promised to deliver 400,000 new lines between 1997 - 2002
- It could only deliver 160,000 new lines!

Failed Expectation



Telenor

- Jan 2003: Telenor signs deal with government to provide management services for GT and in return:

Deliver 400,000 new lines in 3 years

In addition….

- Extending phone services to all the border towns of the country to help check smuggling
- To upgrade all existing telecom infrastructure within the first year
- Extend phone services to all senior secondary schools and teacher training colleges in the country

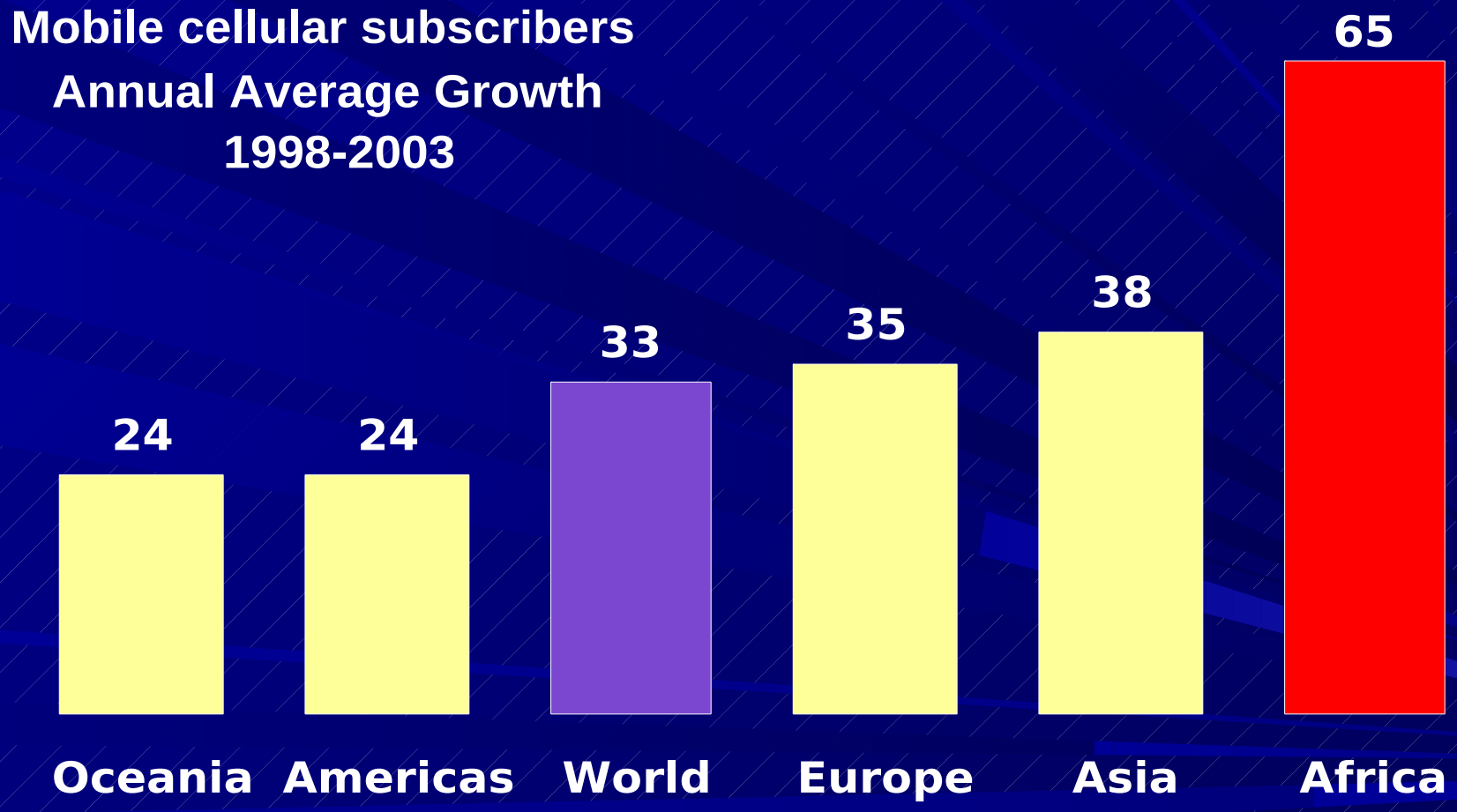
Another Failed Expectation

- Instead of 400,000

It delivered only 116,100 new lines as at Dec. 2006

But issues a press statement to say it delivered 555,000 new lines.

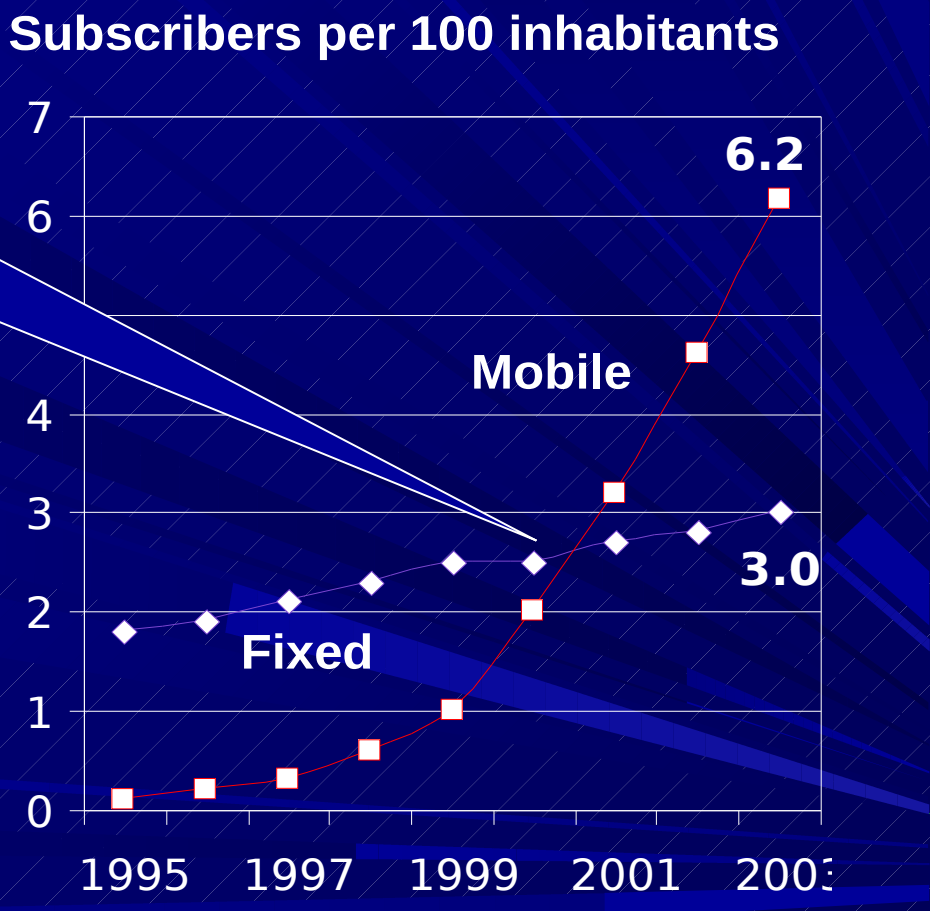
MOBILE AFRICA:
World's fastest growing mobile market



Mobile predominant method of telecommunications in Africa

- Mobile passed fixed in 2001

- 43 African countries (78%) have more mobile than fixed telephone subscribers
- Almost 70% of African telephone subscribers use mobile



Phony Explanation for Mobile Telephony

- Why is the mobile telephony growing so fast and fixed lines are not?

- Technological argument is spurious: Radio wireless technologies are cheaper and the spectrum is under-utilized.

- It all boils down to policy attitude to democratizing access:

- Is it a telephony a public good or a club good?