



## Who Should Attend?

This training is aimed at Finance and Telecom technical managers and experts who want to familiarise themselves with the principles of effective cost optimisation of OPEX and CAPEX at a Telecom operator. It is especially useful for companies looking to decrease costs in a smart and efficient way. The training is based on a series of cost cutting real life projects run by our experts at various Telecom operators in all areas, including marketing, network operations and IT, and control function.

## Course Content

1. How to Design, Build, and Operate a Network Costing Model.
  - Goals of Network, Service Costing Models, and Selection of the Cost Base.
  - Cost Categories & Cost Allocation Methodologies.
  - Cost Calculation Methodologies.
  - Case Study FL-LRAIC+ Bottom-up Model of Mobile Networks and Services.
2. Cost Cutting & Cost Efficiency Projects Management.
  - Introduction to Cost Cutting & Efficiency projects.
  - Management of Cost Cutting Projects at Telecom Operators – case studies.
  - Examples of tools used in cost cutting projects.
  - Benchmarking vs. Bottom-up Approach
  - Examples of Benchmarks in the areas of:
    - Finance,
    - HR,
    - IT,
    - RAN,
    - Transmission,
    - Core Network.
  - Benchmarking: Drawbacks & Risks.
  - Benchmarking: case studies.
  - Cost Cutting, Quality, and SLA.
  - Monitoring of Revenue Loss Due to Breakdowns – case study.
3. Examples of Network Efficiency Initiative.
  - Internal Finance Efficiency Indicators (RAN, Core, VAS).
  - Network & IT Budgeting Process and Controlling Function.
  - Network Budgeting Modelling Tool – case study.
  - Site Profitability Optimisation – case study.
  - Optimising Network Rollout – case studies.
  - Optimising Network Usage – case studies.
  - Optimising your own Network's Infrastructure:
    - Site acquisition,
    - Civil Works,
    - Locations,
    - Energy,
    - Transmission,



- Licenses and maintenance fees,
- Spare stock,
- Capex vs. Opex.
- Service Profitability – case studies.
- Optimising Network & Service Management – case studies.
- Network Sharing.
- Network Sharing – case studies.

## Course Objectives

The training introduces network and service cost modelling and cost cutting project management supported by extensive case studies from real life cost cutting and cost efficiency projects. The main objective is to provide the participant with the practical knowledge to be applied in their own Telecom operators in order to be able to decrease their cost base.

## Prerequisites

None; Telco management experience is recommended.

## Training Structure

Three-day session divided into logical components.

## Methodology

Lectures, presentation, case studies, and facilitated discussion.