

February 24, 2004

Dear Mr. Brazeau,

It was a pleasure talking with you the other day. I have had the opportunity to review some of the submissions relating to the indirect access consultations and have made my own informal comments.

I would venture to say I would most agree in part with the views of Blue Bison, as they appear to favour indirect access.

Mr. Brazeau, I hold the ICTA in high regard for its ability to demonstrate a forward thinking approach to the liberalization process. As you are well aware indirect access is not an issue and is accepted favorably in many other countries, indirect access is common practice in European markets and else where. There are tremendous benefits to be had by the end users, lower pricing, and improved service quality. To shun this type of network arrangement would fly in the face of the ICTA and all the innovations the authority is striving for. Indirect access will play a major role in liberalizing all segments of the market and spawn new business opportunities as well as job creation in areas that may have otherwise been ignored due to older networks or traditional business models. For this market to be truly liberalized, telecommunications providers desirous of indirect access should not be denied the opportunity to participate.

In viewing further submissions a concern was aired by one of the parties relating to their build-out cost and the burden indirect access may pose on their investment. My view is, this should be considered irrelevant as the objectives of the Information and Communications Technology Authority Law, 2002 are clearly being met, furthermore prospective ICT licensee would have been knowledgeable of the ICTA Law 2002, in particular (44)-(48) of the law which addresses the issue of Interconnection. Secondly as in any new business there is an inherent risk, compounded by a newly liberalized market. Any participant that seeks to do business in such an environment clearly understands this, and accepts those terms in return for a stake in potentially sizeable profits.

Mr. Brazeau, having indirect access will effectively allow real competition and provide opportunities to small operators like my self which will be 100% Caymanian owned to compete.

Sincerely,

Stefan Baraud
Blue/Cool Call