

## Tanzania Internet Service Providers Association (TISPA)

### Minutes of meeting of AGM on 31<sup>st</sup> March 2007.

Venue: New Africa Hotel.

People Attended:

S.N.	Name	Initial	Organisation
1.	Ken Munyi	KM	Africa Online Tanzania Ltd.
2.	Greg Almeida	GA	BOL
3.	Volven D'souza	VD	CATS-NET
4.	Shailender K. Sharma	SK	SimbaNET (T) Ltd.
5.	Rakesh Kukreja	RK	SimbaNET (T) Ltd.
6.	Suhail Sheriff	SS	ZanLink
7.	Sanjay Raja	SR	Zanlink
8.	Erik Rowberg	ER	Arusha Node
9.	Frank Goyayi	FG	Afsat Communications Ltd.
10.	Frank Habicht	FH	TISPA
11.	Elias Mturi	EM	UDSM-UCC

Absent with apology: Bill Sangiwa

Mr. Suhail (SS) welcomed all members, confirmed that there was a quorum and asked the table to select the Chair person for the meeting. Mr. Erik (ER) was selected as Chair person for meeting. Agenda was read out and agreed. The below minutes are in same sequence as of agenda.

#### **1. TISPA Chairperson Report.**

- a. Suhail (SS) read out and gave a print out of his report of last year. A copy of the same report is also attached with this document.
- b. He also updated on AfrISPA initiative of the Africa IXP and informed that process is stalled now.
- c. Interconnection between IXP's of Arusha and Mwanza to DSM: He mentioned that TISPA should explore options from TTCL's ADSL/DSL or cellular backhails. **Mr. Frank (FH) confirmed that he will get back by Friday next week ie 6<sup>th</sup> April, 2007 with different options and preference.**
- d. Clarification was sought on TCRA role by members. It was answered by Mr. Suhail (SS) that TCRA is assisting TIX with the launch and equipment for Arusha IXP where as TISPA will work on logistics like office, Human resource to manage the IXPs etc. Also it was clarified that TISPA will move on its own with small steps if delays are observed from TCRA side.
- e. Mwanza IXP updates were given by Frank (FH) and confirmed that he expects IXP's in Arusha and Mwanza to start by June 2007.

- f. Sharma (SK) enquired about the expectations from these different exchanges. Frank (FH) answered by saying that starting exchange in different cities is first step and interconnecting them is second. He again confirmed that different options of interconnections are being explored currently and need to start with a trial link first. TISPA also needs to do total traffic calculation on this trial link. He gave statistics of DSM IXP where traffic flow is approx. 1mb maximum at any time and expects Arusha and Mwanza to be less than DSM. Erik (ER) remarked that saving on bandwidth will be only if all upcountry inter connect with DSM.
- g. Frank (FG) asked TISPA to work on strategies for expansion to upcountry as there are more ISP's registered with TCRA. Suhail accepted and remarked that in past TISPA was busy in formation and legal issues and could not strategies on welcoming members from upcountry.
- h. Sharma (SK) suggested that we should request TCRA to enforce ISP's to interconnect with TIX with in a time frame from starting business like 3 to 6 months.
  - i. Suhail suggested that each upcountry station will have its own committee to take decision like peering fee etc. As TISPA is not profitable organization the local exchange can take local decision. It is TCRA role to work on Interconnection and peering policies. He remarked that some of ISP's are also not applying for license so we need to focus on advantages of peering not licensing as it is not related to us and TISPA activities.

## 2. TISPA Treasurer Report.

Frank (FG) presented the financial status and copy of report was given to each member. He read out the snap shot for his report. A copy of snap shot of report is attached.

- a. Sanjay (SR) asked to have budget for coming year. Suhail (SS) answered that we have a budget of pending expenses but need to plan it to have a proper annual budget. **Frank (FG) agreed to prepare and circulate it to all members by 30<sup>th</sup> of April.**
- b. Ken (KM) raised concern on debtors of TTCL which is unpaid since some time. **Frank (FG) assured that it will be settled soon by TTCL.**
- c. Ken (KM) reminded the table that financial report should be fully compliant to legal requirements. Frank (FG) answered that matter was currently being taken care and all reports and AGM minutes are sent to Registrar of society.
- d. Erik (ER) suggested that TISPA and TIX expenses should be maintained separately. Volven (VD) said that it should be only in management reports for clarity but audited report should be one containing both.

### 3. TIX Technical manager report.

- a. Currently 1mb traffic is passing in TIX between all ISP's connected.
- b. TIX had major problems due to power blackouts, ckt. Breaker tripping UPS etc. One of inverter had failed which was declared as irreparable by supplier.
- c. Executive committee has approved for a big capacity online UPS for TIX and a better quality of service can be expected.
- d. Ken (KM) enquired for number of ISP's currently connected to exchanges. Frank (FG) confirmed the figures of 13 members in DSM and 4 members in Arusha are peering. Arusha exchange is on test trial.
- e. Suhail (SS) also informed members that an idea to hire a professional secretariat is being explored. Also the plan is to have the person in same building so that alerts can be handled by the same person. We will still have the challenge of long power blackouts which is very rare these days.
- f. Ken (KM) enquired on how TISPA should motivate big players like Vodacom, Celtel, Zantel and Tigo to peer with us. Frank (FH) confirmed that these players will be peering with TIX soon.
- g. Greg (GA) informed all the members that a SUKAM UPS with 8 batteries (200ah each) back up is approved by TISPA executive committee for TIX.
- h. Sharma (SK) suggested that we should better go for bigger capacity if more growth is expected. Frank (FH) answered by saying that current load is very less and hence handling growth is very much possible. The equipment in TIX are only some routers and switches and a PC. Suhail (SS) agreed with Frank comments and remarked that only 4- 5 operators are left who did not peer so future growth is limited.
- i. Rakesh (RK) raised his concern over no or delayed decision in taking corrective measures against issues affecting QOS as it effected all operators and we should not compromise on quality of service. Ken joined the same discussion with remarks that timely alerts should have been raised to all members. Furthermore, he suggested drafting a soft SLA for peers to TIX. **This was agreed and FH undertook to draft such an SLA by the 6<sup>th</sup> of April 2007.**
- j. Greg informed all members that the Executive Committee is considering getting a 15kvs generator through a donation to meet the power blackout challenges.
- k. It was jointly agreed that we need to raise the service level and decisions effecting quality should be taken immediately.
- l. **Frank (FH) also informed all members that monitoring software is being implemented to raise alarms like power failure etc to concerned person and this should be active in the very near future.**

- m. Suhail (SS) admitted failure to maintain the service level in past and assured all members that peers can count on quality of service as a commitment in 2007.
- n. Greg (GA) suggested that Peers should leave second router programmed in TIX for faster response to any problem in their active router.
- o. 'Volven suggested that Peers also should take responsibility of solving their problem with agreed time frame.
- p. Frank (FH) suggested that mailing list of technical people should be created e.g. tix@serviceprovider domain to send all information.
- q. Frank (FG) informed all members that most of activities related to TISPA and TIX were mainly by efforts laid down by individuals and hence delays happened in some of areas. Ken (KM) and Rakesh (RK) clarified that concerns rose to explore on how to improve the system to expect better service. They appreciated all active members for their efforts and time spent.

**4. Converged license effects and concerns related to entrance of big players in Internet market.**

- a. Greg (GA) informed that he and other members are approached by vodacom. All telecom players entered in internet market has one vision to go for masses. They have taken license for 3G/Wimax/Wifi etc. TCRA has given blanket approval for all services. The suggestion from table was that we should encourage these players to become members of TISPA and let them do what we can not do like serving remote areas. We can request them to go for new and remote areas and do not kill existing ISP's. We can not stop them but expect them to co exist with small ISP's.
- b. Suhail (SS) remarked on that we all need to understand and define whose interest are we protecting i.e. small or big operators. We should not protect only one side of members.
- c. Ken (KM) remarked that we need to learn from what happened in other countries. Also we do not have control on their business strategies.
- d. Members also discussed about Vodacom launch can interfere C-Band installations.
- e. Frank (FG) also stressed that thrust in our meetings should be given to strategies than other issues. He also informed that South Africa did not go for converged license due to these issues.
- f. Erik (ER) asked all members that it is good for all of us to join our forces to make sure that our common objectives are met. Also we should force TCRA to listen to our voice.
- g. Suhail (SS) confirmed that Frequency matter was not under TISPA agenda.
- h. Frank (FG) gave his views that TISPA should have lobbied before licenses were issued. Suhail (SS) reminded the table that same was done by TISPA and our statement was recorded.

- i. Frank (FH) put his idea that we should welcome vodacom and ask them to give their backhaul for interconnecting the exchanges.
- j. Ken (KM) said that even we make them members of TISPA, they will have only one vote each and numbers of too less for changing any decision making provided we all “20” are together.
- k. Erik (ER) showed his concern over low attendance and said that all people should be represented in such meetings.
- l. Suhail (SS) remarked on how to make small ISP’s co-exit with big telecom operators on internet market by saying that TISPA role and aim are to provide services and it does not include encouraging local ISP’s etc. If we all agree then we, being the members, work together to enforce them to work with local ISP’s.
- m. Suhail (SS) went further by saying that we should amend constitution to add the specific topics. The topics agreed were
  - i. Co existence.
  - ii. Fair play.
  - iii. Business ethics.
  - iv. Pro Rural business.
- n. **It was agreed that Suhail (SS) will put some words and circulate the collect the feedback.** The same, once collected, can be forwarded to lawyer to submit the draft to members.
- o. It was jointly agreed that TISPA should give forms to all telecom operators for TISPA membership.
- p. Ken (KM) suggested that TISPA membership fee should be as per turn over of company. This will ease out new members from rural as they need to pay less. The big player’s fee will compensate for the same.

## 5. AOB.

- a. TISPA and TIX are doing well in Metro cities. TISPA members should take personal initiatives to encourage, educate rural people to join.
- b. Rather than being just the members, we should all look forward to empower ourselves like AfriNIC.
- c. An option to sponsor AfriNIC/AfriNOC training program in Tanzania was explored. Some of members felt that it was a big responsibility to handle. It was finally agreed that it is better to take the full details and resources required and discuss it out with members.
- d. Attendance should be enforced on members.
- e. TISPA should look for more funds raising avenues like Donor agencies, TCRA etc. Mandate was given to EC for the same. Also it was agreed that EC minutes will be circulated to all.
- f. A point of common stand on buying of bandwidth was raised.
- g. Non ISP’s should be approached like Kicheko, Acexnet etc.
- h. Members should do marketing for TISPA. Launch should also help for awareness. All journalists will be given information pack for details.

- i. Local content and local collocation should be encouraged by ISP's.
- j. A concern by various members was raised on non receipt of invitation letters for launch.

The meeting was closed at 1600 hrs.



## **Tanzania Internet Service Providers Association (TISPA)**

**Annual General Meeting - 31<sup>st</sup> March 2007, New Africa Hotel**

### **Chairpersons Report - Suhail Sheriff**

Dear Members,

In this past year of 2006, TISPA, OUR association, has grown and become stronger as an organization. TISPA is setting the roots and organizational structures that make it more sustainable in leadership and direction, more self reliant financially and more relevant and influential at the national policy level.

First, 2006 has seen TISPA re-registered as an association from a Trust fund that it was before. This makes TISPA more accountable and transparent to its members and more credible as an entity.

The Trust Fund is in the process of being dismantled and de-registered. The accounts of this old entity have finally been completed and audited. These audited accounts are distributed to all members and anyone who shall request them.

The Executive Committee has become a stronger governing body with all major decisions and directions coming from this board. We have managed to meet several times and have had extensive online discussions and deliberations. I would like to thank all members of this committee for its commitment to the organizational process and for the time we have spent face to face and online. They have done so with absolutely no personal gain while all being extremely busy individuals in their respective companies and organizations.

Likewise, I would like to express my gratitude to my fellow Office Bearers. Together we have attempted to keep TISPA very active and involved in all relevant initiatives that effect our sector.

In the interest of accountability, we have also managed to compile our 2006 accounts and had them audited as well. All this was only possible with the tireless effort of our Treasurer. He will also update you on our financial standing and performance in his presentation to follow.

All these efforts have one objective – to strengthen and encourage the organization to be stronger, to be based on a common value, to be an organization we all feel ownership off and last but certainly not least, to be an organization that will represent our interests in the sector as providers of a valuable service. This becomes particularly important in a time of intense competition and threats from larger forces and economies of scale that threaten the livelihoods of smaller Tanzanian companies that find themselves with little competitive advantage.

2006 has been challenging as the office bearers and the members of the Executive Committee juggle their time and effort between their full-time and demanding jobs on the one side and continuing to be engaged in TISPA to address the broader issues, that benefit the sector and represent the common interest of Internet Service Providers.

It is sometimes un-realistic to expect more from these people who have already contributed a lot. It is in that light that I propose, when we come to discussing the direction for 2007, the setup of proper secretariat. One that will implement the wishes and directives of the EC under the supervision of the OB.

Moving now to the developments in the sector and TISPA's involvement in them;

2006 has been an eventful year for the Internet sector and for TISPA. There have been many initiatives related to the sector, and TISPA has tried to be a part of the most relevant of these initiatives as possible. Some of the main activities are:

### **1) Establishment of upcountry Internet Exchanges**

TISPA has been working with TCRA to establish 2 more upcountry Internet exchanges with the 2006/2007 financial year. This process started early on in 2006 and has been a long and sometimes frustrating effort. But I am glad to report that progress has been made and we are looking to see the fruits of that effort pay off by end of June 2007 with the establishment of 2 more Internet exchanges in Mwanza and Arusha!

Furthermore, we can also now look at setuping of additional IXs around the country from surplus funds received from peering at TIX, or from assistance from some development partners. Among the other towns considered for and IX setup are: Zanzibar, Mbeya and Dodoma.

The challenge for all IXs is the ability to peer between IXs, including TIX. This remains the main challenge and one we must address as soon as possible.

### **2) Formation of the tzNIC, Tanzania Top Level Domain Registry**

First, TISPA has joined hands with TCRA to form tzNIC. This is the domain name registry of the .tz domain space. This entity, which is a 50-50 partnership with TCRA is a prime example of a Public Private Partnership(PPP). This entity is entrusted with the transparent, efficient registration of all Tanzania country top level domain names. This has been a long struggle from involvement in a TCRA facilitated task force to the final registration of tzNIC as a non-profit company. This entity is headed by a Policy Advisory Committee (PAC) made up of 4 persons appointed by TCRA and 4 persons appointed by TISPA. The persons appointed do not necessarily reflect the entities that appointed them, but a broad section of the Internet sector. The 4 appointed by TISPA at an EC meeting are:

- a) Bill Sangiwa
- b) Erik Rowberg
- c) Jacob Mtui
- d) Suhail Sheriff



While the 4 appointed by TCRA are:

- e) Peter Shila – PPRA
- f) James Kilaba – TCRA
- g) Prof Beda – UDSM
- h) A representative from the MoID

### **3) Involvement in the National Fiber Broadband Network task-force**

This is a task force that was created by TCRA who critically looked at all the major deployment plans for a broadband national network. It looked at existing plans for fiber deployment (eg. TANESCO and TRC) as well as future plans. It then suggested a strategy that would reduce unnecessary parallel routes and proposed an arrangement for all independent networks to all tap into one national network. Furthermore, it proposed that the government fund certain stretches of fiber to areas that would otherwise be marginalized, thus completing three main fiber rings around the country, with connection links to all our neighbors.

This report, was then submitted to the MoID who are now in the process of discussions with a Chinese firm that have expressed interest to finance and build the whole network for a bill of about US\$ 200 million.

While TISPAs involvement was with drafting of the report, it is my recommendation that we continue to be involved with this initiative at the Ministry level to ensure that we, as a country, carry out the work in the most cost-effective and reasonable manner possible.

As a side note, the World Bank, have conducted their own study and have proposed a phased plan for a national network that can be upgraded with increased traffic. The advantage, according to them, is that the investment can start at a minimum bill of \$80 million and grow from there. Their strong opinion is that it must be the private sector that pushes that initiative through a Special Purpose Vehicle acting a a joint venture between several investors.

### **4) East Africa Internet Exchange Initiative by EARPTO**

EARPTO is the East African Regulators, Post and Telecommunications Organization, a body that was formed, and reports to the East African Community. This task force was created by the 3 regulators and has been deliberating since late 2005. The initiative originally called for the 3 incumbents to deliver links to their main IX in order to peer regionally. After several attempts to get these agreements honored by the incumbents have failed, this task force floated a tender and is currently in the process of reviewing these tenders.

Likewise it is important that TISPA remain involved and continue to propose and suggest alternative methods where regional peering can be achieved.

Dear Members,

These have been the events and updates for 2006 and this concludes my report.

I would like to thank you all for your support and show of confidence in me. I hope that I have been able to live up to your expectations as chairperson of our organization. On my side, it has been a pleasure to serve as chair for this past year and I look forward to serving even better for the rest of my remaining time.

<<END>>

## **2006 TISPA TREASURER'S REPORT ON FINANCIAL STATUS AS AT 31<sup>st</sup> Dec 06**

The year ended 31<sup>st</sup> Dec 2006 has been of great success for TISPA.

Financial performance during the year 2006 includes:

1. Total Annual income revenue – 26,415,464.35
  - a. TISPA membership fees 2006 – 8,023,964
  - b. TIX peering fees 2006 – 16,664,620/-
  - c. Cisco Router – 535,648.50
  - d. Exchange gain – 1,191,231.85
  
2. Our total expenditure during the year - 12,205,616.04
  - a. Accounting services - 984,079.20
  - b. Audit fees – 200,000/-
  - c. Bank Charges – 30,143.84
  - d. Depreciation – 229,125/-
  - e. Rent – 10,551,168/-
  - f. Repairs and Maintenance – 211,100/-
  
3. Profit - 14,209,848/-
  
4. Positive cash flow with bank balance of 13,052,476
  
5. Acquired Assets – 1,833,000/-
  - a. Air Conditions – 1,173,000/-
  - b. Inverters – 660,000/-

Source of revenue has been Membership fee and peering charges

16 active members were invoiced against membership fee and out of that 13 paid their fees with exceptional of TTCL (630,820), Arusha Node Marie (630,820) and Bill Sangiwa (125,000).

12 organizations were invoiced for peering and out of that only TTCL still has yet to settle the invoice with an outstanding amount of 1,261,640/-.

During the course of the year it was agreed to appoint an accountant responsible for book keeping of our accounts.

Accountant fee was agreed at \$100 per month exclusive of 20% VAT and any other disbursement effectively 01<sup>st</sup> June 06.

Approved Expenditures:

- Aitec Tanzania for logistics and event management for the TIX launch - \$1,000
- Audit fee – 200,000/-
- Accounting services fee - 984,079.20
- 2 x Pop up Banners and artwork design @ \$200 each - \$400?
- Hire Venue for the AGM (room @ 250 and \$12 per pack for 20 people) – \$490.
- 3.5KVA On-line UPS – a budget was set aside of up to 5,000,000/-.

- Rental charges to Post House Building effectively 01<sup>st</sup> April 07 @ \$284 per month - \$3,804

I hereby wish to submit this report to EC for your review and approval for presentation to the AGM Meeting.

Frank Goyayi

Treasurer