The road to success in four steps:

- Set modest reserve prices and annual fees, and rely on the market to set prices
- License spectrum as soon as it is needed, and avoid artificial spectrum scarcity
- Avoid measures which increase risks for operators
- Publish long-term spectrum award plans that prioritise welfare benefits over state revenues.

And make sure to avoid these mistakes:

- Setting reserve prices that are above the true market value
- Limiting spectrum supply or creating uncertainty over future availability
- Inappropriate award rules which expose bidders to undue risk or are anti-competitive

The average spectrum price increased by 250% between 2008 and 2016. Some outliers were over the average 700%.
The net economic gain from lower spectrum prices would be $253bn or $118 per person.

Across a sample of 32 countries, 15 had costs above the median for their peer group.

The average reserve prices (the minimum amount operators must pay) increased over 400%.

The lost economic gains across these countries amounted to $445bn.

“Governments and regulators must fully appreciate their ability to maximise – or thwart – their digital futures through spectrum pricing.”

Brett Tarnutzer
Head of Spectrum, GSMA

To explore the link between spectrum prices and consumer outcomes, the GSMA and NERA Economic Consulting analysed 325 awards of spectrum bands across 60 countries from 2000-2016.

Learn more in the GSMA’s ‘Effective Spectrum Pricing’ Report:
gsma.com/spectrum/effective-spectrum-pricing/

February 2017