Partnership Opportunities
The GSMA Capacity Building Programme offers a range of free training courses to help policymakers and regulators keep pace with current industry trends and understand how different policy and regulatory approaches affect the delivery of mobile-enabled services.

This high-rated training, accredited by the United Kingdom Telecommunications Academy (UKTA) enhances the skills of participants, highlighting positive regulatory approaches that deliver real socio-economic impact.

The programme partners with many different organisations in order to expand the reach of the training. A flexible approach has resulted in a variety of partnership models that the GSMA is open to exploring with interested parties.

The current partnership models include, but are not limited to, the following:

- Academic Institutions
- International Training Organisations
- Regional Regulatory Associations
- Funding Organisations
ESMT — West African Academic Institution

The GSMA has an ongoing partnership with Ecole Supérieure Multinationale des Télécommunication (ESMT) to train its professors on the GSMA course content.

• Following comprehensive ‘Train-the-trainer’ sessions, ESMT’s professors are equipped to teach courses to students and regulatory professionals at their facility in Senegal.

• The GSMA offers continuous support to new trainers and maintains regular contact with the programme.

• All necessary materials are provided including certificates, booklets and teaching materials as well as access to the GSMA online training portal.

• 353 students trained since 2016.

United States Telecommunications Training Institute — International Training Organisation

The GSMA has been able to support the USTTI in delivering free training programmes for selected regulatory professionals from emerging markets. Highlights of this partnership include:

• Training delivered to more than 270 students from over 35 countries.

• More than 15 courses delivered by GSMA expert trainers.

• All training courses delivered face-to-face in Washington, DC by GSMA experts.

• Students are selected via a strict recruitment process, so they are the most relevant recipients of the topic-focused training.
CE-Digital, Latin America — Funding Organisation

CE-Digital is a partnership between the GSMA; ecLAC, part of the Economic Commission for Latin America and the Caribbean; and the Development Bank of Latin America (CAF). Highlights of the programme include:

• Training delivered to more than 100 regulators and policymakers from 11 countries

• CAF funding ensures GSMA courses are delivered in the local language by local expert trainers, leading to exceptional feedback scores

• Courses delivered face-to-face and online via eLearning portal www.cedigitaleduca.org

• 93% of participants are satisfied with the courses and 99% would recommend them

Arab Regulators Network (AREGNET), Middle East and North Africa — Regional Regulatory Group

The GSMA has worked with AREGNET to deliver training within the region:

• The Capacity Building Programme has delivered more than 600 days of training in partnership with AREGNET

• GSMA and AREGNET partnership delivers training by co-locating with other regional events, maximising the use of participants travel and time

• Regional stakeholder engagement is enhanced through working with individual regulatory authorities to host training
<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
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<tbody>
<tr>
<td>95%</td>
<td>of students thought the course was beneficial</td>
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<tr>
<td>95%</td>
<td>of students thought their trainer was knowledgeable about the topic</td>
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<tr>
<td>89%</td>
<td>of students thought the topics covered were relevant to them</td>
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<tr>
<td>88%</td>
<td>of students thought the training would be useful to their work</td>
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<tr>
<td>86%</td>
<td>of students thought the course would enhance their professional capabilities</td>
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Benefits of Partnering

**Partners**

- Opportunity to play a fundamental role in shaping regulatory strategies that positively impact the lives of billions of mobile users
- Promotion of partnership through leading events such as Mobile World Congress and regional Mobile 360s, as well as GSMA newsletters, social media and gsma.com
- Detailed feedback from the participants on the training and resources
- Exclusive access to partner marketing support
- Potential for development of Master’s degree courses and other professional programmes incorporating free GSMA content
- Relevant staff from your organisation can develop their skills through our train-the-trainer programme

**Participants**

- Networking opportunities to share experiences on how the industry helps in tackling development issues
- Awareness into how the mobile industry operates and how it can better serve disadvantaged or rural populations
- Case studies on how to leverage mobile technology for socio-economic good
- Insights into real-world mobile industry examples from around the world
- Training by industry leading experts working in the field today
- Opportunity for free professional development

“The partnership we have with the GSMA has been wonderful, due to the level and depth of content provided by GSMA Capacity Building courses.”

Jim O’Connor, President, USTTI

“I liked the market-based and experience-based knowledge provided by the trainer, and the real ongoing case studies about competition policy in the EU.”

Student, Mongolia, September 2017
Contact Us

To discuss partnership opportunities contact Sarah Gaffney sgaffney@gsma.com

For more information visit www.gsma.com/capacitybuilding

About the GSMA

The GSMA unites nearly 800 operators with almost 300 companies in the broader mobile ecosystem, including handset and device makers, software companies, equipment providers and internet companies, as well as organisations in adjacent industry sectors. The GSMA also produces industry-leading events such as Mobile World Congress, Mobile World Congress Shanghai, Mobile World Congress Americas and the Mobile 360 Series of conferences.

For more information, please visit the GSMA website at www.gsma.com

Follow the GSMA on Twitter: @gsmapolicy