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	<i>Geostationary Satellite</i>	<i>LEOs</i>	<i>Fiber, Coax, and Twisted Pair</i>	<i>Cellular and PCS</i>
Relative costs (i.e. expensive, cheap)	Large fixed costs and large variable costs	Large fixed costs and small variable costs	Very large fixed costs and small variable costs	Moderate fixed costs and small variable costs
Ability to serve business customers	Good for broadcast, but limited for interactive (large round trip delay)	Good for mobile but bad for high bandwidth applications	Very good for everything but mobile needs	Good for mobile but bad for high bandwidth applications
Ability to serve residential customers	Good for broadcast, but limited for interactive (large round trip delay)	Good for mobile	Good for everything but mobile	Good for mobile
Ability to provide a wide range of services	Limited	Good	Limited	Limited
Amount of competition among equipment providers	Fair	Poor	Very competitive	Good
Scalability in providing service to new customers	No scalable limitation	Statistical sharing problems	Limited scalability, but technology is making it more scalable	Statistical sharing problems
Ability to provide inexpensive service	Poor	Good	Good	Good

- There is no one technology that seems to dominate all aspects of the chart above. So, I would recommend not investing in only one technology, but rather invest in the wireline (coax, twisted pair, and fiber) strategy along with one or more of the other strategies.
- It depends what the liberalization strategy is as well. Certainly if you choose not to liberalize, it is difficult to privatize entirely because the liberalization and privatization strategies should be consistent. Furthermore, I don't think that you want the extremes of the options either. If you don't privatize, you may never solve any of your problems of technology investment. If you privatize entirely, you may give up too much control over the system. Therefore, I think you should privatize part of the PTT (either a minority or a majority). Which one of these two you choose depends upon the liberalization strategy.
- I think countries with more mature marketplaces (i.e. countries where there is already a good number of telephones per capita) will have telecom companies looking to grow in areas such as Kuwait. However, Kuwait is a small country so there might not be as much interest in going there relative to China, for example. So, I would look at what is being done in Saudi Arabia, and try to get the multinational telecommunication companies to expand over the border into Kuwait. This probably means courting AT&T. While there are other bordering countries, you probably don't want to approach Iraq and/or Iran due to political reasons. Furthermore, you can find out what multinational companies are already in Kuwait (such as oil companies) and try to find out who they use for telecommunications services. Certainly, those companies would have an interest in making investments in the Kuwaiti telecommunications infrastructure. Finally, you could provide incentives to enter into the Kuwaiti market by giving up part of the ownership of the Kuwaiti PTT or you could give them an outright outlay of cash. However, it may be best to promise a portion of the future revenue (or profit) stream so that the foreign investor has an incentive to make the business run well.