Certifications are seen as technical barriers until “non-conformities” show up.
Technical Barriers to Trade: an overlooked reality in Latin America

Outline

Regulatory certifications in the Wireless Industry

The product compliance perspective for the 6 GHz band

+ Opportunities for the region
Product Certification in the Wireless Industry

It may be seen as an obstacle but it is really a competitive advantage
There is too much at stake
The product journey into certifications

IDENTIFY
- Products
- Models
- Requirements
- Restrictions

PREPARE
- Documents
- Samples
- Contracts
- Local Support

VALIDATE
- Testing
- Inspection
- Analysis
- Legal Status

SUSTAIN
- Labels
- Warranty
- Renewals
- Surveillance
The product journey into certifications

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Practical example:

**ANATEL Homologation Process**
Those are all legitimate concerns

<table>
<thead>
<tr>
<th>EXPENSIVE?</th>
<th>LONG?</th>
<th>COMPLEX?</th>
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<tbody>
<tr>
<td>Being first to market carries a high price to pay.</td>
<td>There is some bureaucracy into it</td>
<td>Disconnection between the manufacturer and their local counterpart</td>
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<td>Testing requires an infrastructure but it’s an effective mechanism to ensure compliance</td>
<td>It involves a learning curve for certifications applied to every technology</td>
<td>Requires understanding of the requirements.</td>
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Awareness from the product compliance perspective

How the regulatory approvals for 6 GHz band will look like
Reality for Latin America

**COST**
Some certifications are free of charge or have a small associated fee

**TIMING**
It’s possible to plan market access in advance with a regional approach

**COMPLEXITY**
Tends to decrease overtime with a strategic approach, specially with clear and harmonized frameworks
Standards Availability

- RSS-248 (Nov 2021)
- CFR 47 15.407 (July 2020)
- Act nº 1306 (Feb 2021)
- EN 303 687 (Still a draft)
Product Compatibility

Product versioning is a supply chain issue.

Reconfiguration of devices is not as intuitive as it seems.

Market dynamics for LATAM rely a lot on regional distribution.

Current regulatory frameworks are tied to acceptance of FCC reports.
Lack of harmonization can be a risk for both the market and for the spectrum
No need to reinvent the wheel!
Design for compliance ensures successful market access and it’s more effective when is managed at a regional level.
Trust

Not only between country authorities

Collaboration

The industry has an educational role
If addressed properly, regulatory compliance can help to promote innovation and competitiveness.
Thanks!

Questions / Perguntas

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Credits

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