

10 CPD Hours

(Law Society Accreditation)

This Agenda Highlights Ofcom's Key Proposals For Telecoms Regulation & Outlines The Composition Of The Telecoms Regulatory Framework In 2005

Join Wanadoo, Energis, T-Mobile, Orange, And Coming At This High Level Industry Event

Investigating The Practical Impact Of

Changing Telecoms Regulations

On Your Future Regulatory Strategy

Plus! Guest Speaker From Ofcom



Presenting The Key Policy-Makers, Industry Experts & Regulatory Specialists:

Claire Robinson
Senior Regulatory Issues Manager
Centrica

Dominic Carney
Head Of Regulatory Affairs
Your Communications Ltd

Meni Styliadou
Director - EU Affairs
Corning Inc

Barney Lane
Director International Regulatory Affairs
MCI

Robyn Durie
Regulatory Counsel
T-Mobile (UK) Limited

Diane K Neil Mills
Head Of Strategic Planning
And Regulatory Affairs
Bulldog Communications Limited

Andy May
Senior Regulatory Manager
Energis

David Stewart
Director Regulatory & Public Affairs
Energis

Inge Bernaerts
Project Manager
DG Competition Telecoms Unit
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Partner
Baker McKenzie

Natasha Hobday
Partner
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Manager Regulatory Strategy
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Yosef Weinstock
Senior European Counsel
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Thomas Navin
Chief Of The Policy Division
Wireline Competition Bureau
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Peter Strivens
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Paul Brisby
Partner
Tower House Consulting

Rosaleen Hubbard
Partner
Tower House Consulting

Simon Persoff
Head Of Regulatory Affairs
Wanadoo UK plc

Greg Mook
Director Strategy & Business Development
BT Wholesale

William McCoubrey
Director Of Regulatory Strategy
And UK Public Policy
Orange



Get Up To Date On The Latest Legal Developments:

- Find Out How You Can Mitigate Your Contractual Risk When Negotiating Your Interconnection Agreements For Migration To BT's 21st Century Network
- Get To Grips With The Complexities Of The Spectrum Framework Review And Identify Your Rights And Obligations In The Spectrum Trading Environment
- Appreciating How Competition Law Will Shape Ofcom's Approach To Market Definition And Dominance In The Upcoming Broadband Market Review

Exclusive Open Forum!

Ofcom, Centrica, Bulldog, Cable & Wireless And IDT Europe Debate The Practical Challenges To Achieving True Equality Of Access To BT's Products And Services

Supporting Association:



19th & 20th April 2005
Hesperia London Victoria
Central London

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Don't Let Regulation Threaten Your Competitive Advantage!

You are constantly under pressure to balance the influx of telecommunications regulation with the new technology that your customers are demanding and your competitors are developing.

This agenda provides an up-to-date guide to building a regulatory strategy that keeps both the regulators and your customers happy and drives your products ahead of the competition.

Key Developments In Evolving Telecoms Regulation:

Day 1: Tuesday 19th April 2005, London

08.30 Registration And Coffee
 09.00 Chair's Address And Welcome
Paul Brisby
 Partner
Tower House Consulting



Scrutinising The Definition Of Equivalence And Dissecting How Ofcom Intends To Implement The Proposals In The Strategic Telecommunications Review

09.10 **Finding A Common Definition Of Equivalence And Outlining The Practical Challenges That Need To Be Overcome In Order To Achieve A True Level Playing Field**

Focus On Equivalence

- What does equality of access really mean – how do you approach the key tests for equivalence of input and equivalence of outcomes?
- Should equivalence apply to every single wholesale transaction or should it be focused on a few really critical bottlenecks?
- What is the best way for BT to provide transactional transparency and visibility?
- Is equivalence really good for the industry as it might remove the spark and flair of innovation?

Diane K Neil Mills
 Head Of Strategic Planning
 And Regulatory Affairs
Bulldog Communications Limited

Claire Robinson
 Senior Regulatory
 Issues Manager
Centrica

David Stewart
 Director Regulatory
 And Public Affairs
Energis

Claudio Pollack
 Manager Regulatory
 Strategy
Cable & Wireless

Yosef Weinstock
 Senior European Counsel
IDT Europe



10.50 **Clarifying The Legal Position Of The Incumbent And Its Competitors To Understand Their Rights And Obligations**

- Getting to equivalence: the carrot and stick approach
- The proposed legal framework for equivalence (and a quick look at the approach elsewhere)
- How will equality of access for existing products be monitored and enforced?
- On what basis can equality of access for new products be obtained?
- Beyond equivalence: effect on the wider market

Natasha Hobday
 Partner
Olswang



11.20 Your Opportunity To Ask Questions And Join In The Debate
 11.30 Morning Coffee And Informal Networking

11.50 **Highlighting Essential Changes That Should Be Made In Order To Drive Good Practice And Behavioural Change At BT**

The Importance Of Behavioural Change

- Addressing the philosophical debate - Is it a good thing to turn a company against itself or will enforced separation at BT create inefficiencies that will damage the whole industry?
- Exploring ways to achieve logical and physical separation that will ensure upstream and downstream separation at BT
- Outlining a few practical changes that can be made at BT

Dominic Carney
 Head Of Regulatory Affairs
Your Communications Ltd



12.35 Lunch For Speakers And Delegates

13.45 **Discussing What Processes Ofcom Might Consider To Ensure Effective Enforce Of The Regulatory Framework**

- Imposing financial penalties on BT – Are they too onerous, who will police these sanctions and will BT be prepared to carry the cost?
- Examining the regulatory contract as a means of enforcement and BT will be able to deliver equivalence
- Setting targets and timescales that BT needs to meet in order to achieve equivalence

Simon Persoff
 Head Of Regulatory Affairs
Wanadoo UK plc



Highlighting The Growing Importance Of Competition Law In Telecommunications Regulation

14.30 **Challenging The Member States To Achieve A Consistent Implementation Of The EC Framework Directives Across Europe**

- Outlining the legal principles established by the European Commission and where the Commission thinks the regulators are going wrong
- Pinpointing how market reviews should be conducted to be consistent established laws of competition
- Discussing Commission's views on potential for deregulation and which markets to exclude in the next market review

Inge Bemaerts
 Project Manager DG Competition Telecoms Unit
European Commission



15.15 **Debating Whether The Market Can Deliver The Governments Objectives Of "Broadband Britain" Without Regulation**

- The definition of geographic markets in the UK
- Outlining Ofcom's approach to market reviews and anticipating how they will apply competition law in the 2005 broadband review
- Discussing to what extent Ofcom takes account of the different levels of competition that exist in parts of the UK
- Contemplating whether there us a true potential for deregulation in the broadband market

Andy May
 Senior Regulatory Manager
Energis



16.00 Afternoon Coffee And Informal Networking

Overcoming The Legal And Regulatory Barriers To Access To Next Generation Networks

16.20 **Discussing How Ofcom Investigates Complaints And Debating Whether This Decision Will Result In A Vigorous Application Of Competition Rules By Ofcom**

BT/Wanadoo Case

- Evaluating the significance of Ofcom's decision to deliver a Statement Of Objections to BT and how this reflects a change in Ofcom's approach
- Analysing whether the BT decision effectively addresses the fundamental conflict between BT's wholesale operation and retail operation
- Examining how this decision adds to the jurisprudence on margin squeeze

Robbie Downing
Partner
Baker McKenzie

HARDY & MCKENZIE

17.05 Chair's Closing Remarks And End Of Day

Day 2: Wednesday 20th April 2005, London

08.45 Registration And Coffee

09.15 Chair's Opening And Key Learnings From Day One

Rosaleen Hubbard
Partner
Tower House Consulting



Examining The Regulatory Hurdles Underpinning The Future Arrangements For Access And Interconnection On Next Generation Networks

09.30 **Debating How Rules On Equivalence May Affect The Deployment Of Next Generation Access Networks:**

Next Generation Access Networks

- Will market forces allow the deployment of next generation access networks or are there 'enduring' bottlenecks that need to be addressed before this deployment can take place?
- Will the implementation of 'full equivalence' lead to an innovative dynamic market or will it trap the UK in legacy access networks?
- Are there parts of the value of chain that remain non – contestable? And if yes, what's the best way for regulators to address these non-contestable parts of the value chain while stimulating continuous innovation and investment?

Meni Styliadou
Director - EU Affairs
Corning Inc



10.15 **Examining The Main Objectives Of The FCC Triennial Review Order And Highlighting What The UK Can Learn From The US Experience**

The US Experience

- Distinguishing between Ofcom's objectives and those of the FCC in relation to deploying fibre
- Re-examining the network element unbundling obligations of incumbent local exchange carriers
- Understanding how the FCC framework provide incentives for carriers to invest in broadband network facilities and brings the benefits of competitive alternatives to all consumer

Thomas Navin
Chief Of The Policy
Division In Our Wireline Competition Bureau
FCC



11.00 Morning Coffee And Informal Networking

BT's 21st Century Network: Designing A Regulatory Framework That Is Future Proof And Will Ensure Viable Maintenance Of Equal Access By BT

11.20 **What Is The 21st Century Network? Addressing The Key Questions Of Geography, Timing And Migration**

- Clarifying the location, coverage and major nodes in the network platform
- Detailing the phases and timescales for migration: When will it start and when the market will get access to trialing?
- Confirming the timeline and implications of when BT phases out current products and forms of interconnection

- Examining how BT can build in product equivalence and equality of access from the start of the network

Greg Mook
Director Strategy & Business Development
BT Wholesale

BT Wholesale

12.05 **Impact of the 21st Century Network on Competing Operators**

- Examining issues of concern to competing operators in the implementation of the 21st Century Networks
- Considering the arrangements for implementation of the 21st Century Network and the development of a new range of access and interconnection products
- Examining the impact of the 21st Century Network on future interconnection arrangements, including moves away from time-based charging

Peter Strivens
Partner
Baker McKenzie

HARDY & MCKENZIE

12.50 Lunch For Speakers And Delegates

14.00 **Evaluating The Legal And Regulatory Requirements Of Different Types Of VOIP Interconnection**

- Defining the different types of VOIP e.g. software based and comparing the varying interconnection arrangements
- Examining the regulatory consequences of Internet access for VOIP and interconnection.
- Will VOIP result in a move from usage charging to capacity based charging models and how will voice be regulated in the new environment as part of an integrated multimedia package?

Barney Lane
Director International Regulatory Affairs
MCI



Scrutinising The Complexities Of The Spectrum Framework Review And The Impact Of Liberalisation On Spectrum Licence Holders

14.45 **Discussing The Economics Behind Ofcom's Thinking And Outlining The Practical Implications Of Spectrum Deregulation And Liberalisation On The Future Value Of Spectrum**

Spectrum Trading

- A brief explanation of the spectrum Ofcom regulates and how it intends to introduce market mechanisms
- Spectrum trading, how do you define what is tradable and how is trading taking place. What are the future plans for spectrum trading?
- How far do you go down the liberalisation route? Emphasising the importance of Ofcom finding a balance between "licence-exempt use, "command & control" and "market mechanisms"
- Evaluating to what extent Ofcom should allocate particular spectrum to particular users and to what extent the market should make these choices

Robyn Durie
Regulatory Counsel
T-Mobile (UK) Limited



15.30 Afternoon Coffee And Informal Networking

15.50 **Considering How Ofcom Will Approach the New And Existing Rights And Obligations For Spectrum License Holders**

- Comparing pricing models to determine whether Administered Incentive Pricing (AIP) should continue to be used as the model for pricing spectrum
- Examining whether existing coverage obligations, e.g. to cover 80% of the market, are still appropriate or whether these obligations will be met by the market
- Evaluating the characteristics of the rights and obligations of license holders in the proposed spectrum-trading environment
- Technology neutrality and usage neutrality - will the UK lose the benefits of European harmonisation?

William McCoubrey
Director Of Regulatory Strategy
And UK Public Policy
Orange



16.35 Chair's Closing Remarks And End Of Day Two

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