

Regulating competition in mobile markets

A two day course
7-8 September 2020
Central London, UK

- Latest policies on competition for mobile
- The role of spectrum in competition policy
- Overview of EU approach plus global case studies
- Are rival infrastructures inefficient?
- Expert trainers: Tom Kiedrowski and Roberto Ercole
- Opportunity to network with international colleagues
- Comprehensive pack of learning materials
- Online booking and discount for early registration

PolicyTracker



About this online course

Promotion of competition has been one of the core ideas and policies within the telecommunications sector. The rationale has been that competitive markets will ensure the maximum benefits for consumers regarding price, quality and quantity.

Regulators use a range of tools to implement this policy including using their powers with respect to access and interconnection and spectrum assignment. Where permitted, they may use competition law to deal with anti-competitive behaviour or impose conditions before clearing mergers.

This course is designed to cover the key issues generated by promoting mobile competition, including the tensions that arise from regulating prices, market design through spectrum auctions and the impact competition policies can have on companies' investment decisions.

Who should attend?

This course is suited to anyone wanting to get up to speed with the latest developments in competition policy, whether their background is in spectrum regulation or other related fields at a regulator or in the commercial sector. Likely job titles include:

- Spectrum managers
- Finance, regulatory and policy executives
- Lawyers and economists

Online delivery

The course will be delivered on a fully interactive software platform, with high quality production standards and support for any technical problems. Attendees can ask questions at anytime and communicate via chat.

Teaching is in two live sessions lasting four hours and starting at 9 am - ideal for Europe and the Middle East.

Cost

The course costs £500 (+ VAT) if booked two weeks in advance. Thereafter the fee is £600 (+VAT) thereafter.

Bespoke training option

This course can also be tailored to your own requirements and delivered in your own premises. Contact training@policytracker.com for more details.

The course organisers

PolicyTracker, published the world's only daily journal of spectrum management (www.policytracker.com) as well as the Spectrum Research Service.

Your trainers



Tom Kiedrowski

Tom has worked in a range of strategic and operational roles within the areas of consumer protection, competition policy and economic regulation for more than twenty-one years. He currently runs his own consultancy firm, the Cedar

Tree Advisory Service, as well as being a Visiting Lecturer in Telecommunications Law at the University of Strathclyde. Tom has extensive senior management experience with exposure to Board-level directors, politicians and senior civil servants having working at BT, ECTA, Ofcom, Ofwat, the Department of Business Innovation & Skills, Bristol Water and the Law Society of England & Wales.



Roberto Ercole

Roberto is a Chartered Engineer specialising in mobile radio systems and radio spectrum regulation. He is a former Director of Spectrum Regulation at the GSMA, coordinating their approach to World Radio Conferences. Roberto has also

worked for the UK telecoms competition regulator and in engineering for a mobile network operator. His specialities include regulatory advocacy, spectrum auctions/valuations, technical and market analysis, as well as dealing with ITU-R and WRCs. He has spoken at many training events and workshops on public policy, spectrum, mobile radio. Roberto has a degree in Applied Physics, a Masters in Electronic Engineering and a post graduate certificate in EU and UK Competition Policy and Law.

Course Programme

* Trainer: Roberto Ercole

Trainer for all other sessions is Tom Kiedrowski

Day 1

11.30 - 12.00 **Registration**

12.00 - 12.45 **Why markets?**

- Why make life harder for companies and their employees?
- The role of markets to ensure different types of efficiency
- What's good for the consumer?
- What harms the consumer?
- The role of competition in driving choice and innovation
- Allocative and dynamic efficiencies

12.45 - 13.00 **Break**

13.00 - 13.45 **Competition and investment – complimentary or contradictory?**

- Arguments put by new entrants and incumbents
- Services vs infrastructure competition
- The role of radio spectrum to promote competitive mobile markets

13.45 - 14.00 **Break**

14.00 - 14.45 **How engineering issues affect competition policy***

- Tensions between competition and productive efficiency
- Duplicating fixed costs
- Spectrum fragmentation
- The effect of country size
- Categorising spectrum bands
- 5G: a case for regulatory intervention?

14.45 - 15.00 **Break**

15.00 - 16.00 **Measuring and promoting a competitive mobile market**

- Concepts of dominance and significant market power
- Defining Markets
- Regulated markets in telecommunications
- The use of spectrum assignment

16.00 **Close**

Day 2

12.00 - 12.45 **Competition Law applied in the telecoms sector**

- The differences/similarities with ex ante regulation
- Margin Squeeze and other forms of abuse
- Merger regulation
- Abuse of dominance cases

12.45 - 13.00 **Break**

13.00 - 13.45 **The EU approach**

- Market Reviews within the EU telecommunications sector
- Approaches of regulators in other jurisdictions including the Middle East and Sub-Saharan Africa

13.45 - 14.00 **Break**

14.00 - 14.45 **Convergence – does regulation reflect reality?**

- Introduction: how convergence challenges established thinking
- Fixed-to-mobile convergence
- Content vs transport
- Network vs Over the Top Services
- Network Neutrality and network traffic management.

14.45 - 15.00 **Break**

15.00 - 16.00 **Case studies**

- UK: Ofcom's approach to 2013 spectrum auction following T-mobile/Orange merger
- UK: Why Competition and Markets Authority chose not to make divesting of spectrum a condition of approving BT's takeover of EE
- Austria and Ireland: increasing concentration in the mobile markets
- Ireland: forward-looking approach to divesting spectrum

16.00 **Close**



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Registration form

The simplest way to register for this course is at our website: www.policytracker.com. However, you can also complete the form below and email to training@policytracker.com, fax to +44 (0)20 7099 1677 or post it to the address below

Title _____ Address _____

First name _____

Surname _____

Job title _____

Email _____ Postcode _____ Country _____

Company _____ Tel _____

VAT registration number _____

Course fees	Price	VAT	Number	Total
Early bird fee (up to 2 weeks prior to the course)	£500	£100		
Standard fee	£600	£120		

HOW TO PAY (please tick relevant box)

☐ Pay and register online at www.policytracker.com

☐ Bank transfer: IBAN GB 43 NW BK 602129 55531334
Swiftcode: NWBKGB2L

Title _____

First name _____

Surname _____

Job title _____

Company _____ Postcode _____ Country _____

Address _____ Tel _____

Fax _____

Terms and Conditions

Course Fees: Standard fees for the training course are as advertised on our website. All fees include course documentation, refreshments and lunch (fees do NOT include accommodation, or VAT). All course fees must be paid by the due date stated on the invoice. All bookings are provisional and will only be confirmed once payment has been received. Policy Tracker (the organisers) reserve the right to reallocate places if full payment has not been received.

Cancellations: Cancellations received in writing up to 14 days before the start of the event will be refunded in full less an administrative charge of 10% (+ VAT) where relevant). We are unable to refund cancellations received 14 days or fewer prior to the start of a course. However, in such cases and at the organisers' discretion, a place may be offered at a later course. Delegate substitutions may be made at any time, though confirmation of any changes must be received by email, fax or post prior to the start of a course.

Non-attendance: In the event of non-attendance, full course fees will remain payable and no refunds will be made.

Changes to Programme or Venue: The organisers reserve the right to make changes to or cancel a published course due in part or in full to unforeseen circumstances or insufficient numbers. In such circumstances, all reasonable efforts will be made to notify delegates of any necessary changes in good time and if necessary to reschedule or to relocate the course. Delegates will be entitled to a refund of the course fee if the course is cancelled or is changed to a date or location which is not acceptable to the delegate. The organisers will have no liability to delegates for damages of any nature arising from the cancellation of a course or from a change in its date, its location or its speakers.

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