

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  
**European Commission**

**Robbie Downing**  
Partner  
**Baker McKenzie**

**Natasha Hobday**  
Partner  
**Olswang**

**Claudio Pollack**  
Manager Regulatory Strategy  
**Cable & Wireless**

**Yosef Weinstock**  
Senior European Counsel  
**IDT Europe**

**Thomas Navin**  
Chief Of The Policy Division  
Wireline Competition Bureau  
**FCC**

**Peter Strivens**  
Partner  
**Baker Mckenzie**

**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

THE LAWYER

www.thelawyer.com

# 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

# 10 CPD Hours

( Law Society Accreditation )

EARLY BIRD  
DISCOUNT  
SAVE UP TO  
£100

## Changing Telecoms Regulations

4 Places  
For The  
Price Of 3

### HOW TO BOOK

**ONLINE** at [www.thelawyerconferences.com](http://www.thelawyerconferences.com)

**FAX** completed form to: **+44 (0)20 7970 4799**

to secure your place and **then post** a copy of the form together with your payment.

**POST** completed form & payment to: Centaur Conferences International, Customer Services, Third Floor, 50 Poland Street, London, W1F 7AX

For further information telephone +44 (0)20 7970 4351

### DELEGATE RATES PLEASE CHOOSE ONE

I Wish To Attend... <small>(please select one option)</small>	Book & Pay Before 1st March, 2005*	Book & Pay After 1st March, 2005
Two Day Conference	<b>PAYMENT WITH CREDIT CARD</b> <input type="checkbox"/> <b>£899 + VAT (£1,056.33)*</b> Save £100  <b>NON CREDIT CARD PAYMENT</b> <input type="checkbox"/> <b>£949 + VAT (£1,115.08)*</b> Save £50	<b>PAYMENT WITH CREDIT CARD</b> <input type="checkbox"/> <b>£949 + VAT (£1,115.08)*</b> Save £50  <b>NON CREDIT CARD PAYMENT</b> <input type="checkbox"/> <b>£999 + VAT (£1,173.83)*</b>
I am unable to attend but would like to purchase the Documentation Pack**	<b>£299</b>	<small>* 'Early' discount cannot be used in conjunction with any other offers.            **Documentation packs are included in conference price</small>

### YOUR DETAILS PLEASE USE CAPITAL LETTERS / FOR FURTHER DELEGATES PHOTOCOPY FORM

TITLE: Mr/Mrs/Ms/Miss/Dr/Other FORENAME:

SURNAME:

POSITION:

COMPANY/FIRM:

NATURE OF BUSINESS:

TELEPHONE: FAX:

MOBILE:

EMAIL:

ADDRESS:

POSTCODE:

SIGNATURE: DATE / /

I AGREE TO THE TERMS & CANCELLATION CONDITIONS AS STATED BELOW. BOOKINGS ARE NOT VALID WITHOUT A SIGNATURE.

MY CODE IS: SK

CONFERENCE CODE: 2432

### DATA PROTECTION

We would like to keep you informed of Centaur Conferences International products and services including information about this event. Please write to the Head of Marketing, Centaur Conferences International at the address below right if you specifically do not want to receive this information. We may also from time to time make your details available to carefully screened companies who have offers that may be of interest to you. Please tick if you do not want to receive information from Marketing Week Sponsors  Other 3rd parties

### VENUE INFORMATION

DATE: 19th & 20th April 2005

VENUE: Hesperia London Victoria  
2 Bridge Place  
London SW1V 1QA

TEL: +44 (0)20 7834 8123

TUBE: Victoria

WEB: [www.hesperia-londonvictoria.com](http://www.hesperia-londonvictoria.com)

### PAYMENT PLEASE TICK APPROPRIATE BOXES AND COMPLETE DETAILS

Payment must be made in advance of the event. If payment is not received before the conference, you will be asked to pay by credit card before entering the conference. Your fee includes documentation, refreshments and lunch.

#### CREDIT CARD:

Please debit my Credit Card  
Access | Visa | American Express | Mastercard  
Delete as appropriate. Note: We do not accept Diners cards

AMOUNT £

Note: All credit card transactions will be processed in UK Sterling only

CARD NUMBER:

NAME ON CARD:

START DATE: / /

EXPIRY DATE: / /

SIGNATURE:

I agree to the **TERMS & CANCELLATION CONDITIONS** as stated below. DATE / /  
Bookings are **NOT VALID** without a signature.

#### CHEQUE:

Note: If sending a cheque, please attach it to the Booking Form

I enclose a cheque made payable to  
Centaur Conferences International for:

AMOUNT £

#### BACS:

!!! IMPORTANT PLEASE QUOTE REFERENCE: 2432

We must receive cleared funds prior to the conference date. BACS payments made after the event will not be accepted. A copy of the **BACS Payment MUST be attached to your Booking Form** and faxed or mailed to us to ensure appropriate allocation of funds can be made to your booking. **NOTE: We Do Not Accept Purchase Orders**

Account name: Centaur Communications Ltd Conferences  
National Westminster Bank, 20 Dean St, London, W1A 1SX  
Acc No: 26023539 Sort Code: 60 30 03

### TERMS & CANCELLATION CONDITIONS

If you cancel your registration more than **ONE** month before the event, we will charge an admin fee of £75 + UK VAT. For cancellations received **LESS** than one month prior to the conference date, **18th March 2005**, or in the event of non attendance, a 100% cancellation fee applies, in these circumstances **NO** refund can be given. All cancellations **MUST** be made in writing and will be acknowledged in writing. It may be necessary for reasons beyond the control of the organisers to alter the content, timings or venue.  
Centaur Conferences will not accept liability for any transport disruption or individual transport delays and in such circumstances the normal cancellation restrictions apply.

In the event of a terrorist alert or incident that prevents the running of the conference Centaur Conferences International reserves the right to retain up to 50% of the fee as a contribution to delegate registration, all location, marketing and central administrative costs.

Organised by



Centaur Publishing Ltd. A Centaur Communications Company.  
St Giles House, 50 Poland Street, London W1F 7AX.  
Registered in England No.2634392