



Latin America Regulatory Masterclass

New regulatory trends for Telecoms,
OTTs and the Digital Economy

A two-day training course



INTERNATIONAL

regulation made simple

Buenos Aires - May 14 & 15, 2018
Rio de Janeiro - May 17 & 18, 2018

Organised by Cullen International



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At a glance

Delivered by Cullen International experts from Europe and Latin America, this 2-day course for regulatory professionals aims to provide participants a full immersion, intensive training on the topics that will shape the future of policies and regulation in the global digital ecosystem:

- Perspectives on investment and competition
- Access to and management of key network infrastructure
- Symmetric vs asymmetric regulation
- The 'level playing field' regulatory debate
- Access to and protection of audiovisual media content
- Privacy and data protection: International challenges
- Present and future of net neutrality
- New regulatory challenges: big data, cloud computing, 5G, IoT

Who should attend and why?

The course is suitable for:

- seasoned regulatory experts who have become specialised in a specific regulatory area but who wish to refresh their understanding of the broader range of regulatory issues in the digital ecosystem
- individuals who have recently moved into a regulatory position and wish to acquire a rapid grasp of the key debates

The Latin America Regulatory Masterclass is tailored to the needs of participants mainly from the Americas region. Furthermore, the programme will meet the needs of those who want:

- an intensive, high quality course on ICT regulation, covering a mix of telecoms, media and digital economy topics in a global perspective
- conceptual references, information and methodologies assessing the present and future of ICT regulation
- an opportunity to openly discuss how Latin American regulatory frameworks compare with practices in Europe, North America and beyond
- coverage of the newest regulatory topics and debates bound to the emergence of new business models in the sector in a global perspective.

The training organiser

Cullen International tracks, reports on and benchmarks regulation and competition law in four sectors - telecommunications, media, digital economy and postal - covering developments across Europe, the Americas, the Middle East and North Africa. For over thirty years, we have been providing comprehensive, neutral, unbiased, timely information that is trusted by industry and official institutions alike. We are widely recognised as the leading regulatory intelligence provider in the field. Our services consist of a unique range of alerts, reports, benchmarks and enquiry services that are complemented by our topical conferences and regulatory training offer. We are also regularly selected to carry out important research and studies for the European Commission and other international organisations, and we are frequently sought out to chair or make presentations at industry events.



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Course Timings

Starting at 8:30 am on the first day, and ending at 6 pm on the second day. Future sessions are planned on May 14 & 15 (Buenos Aires) and May 17 & 18 (Rio de Janeiro).

Team of trainers

All Cullen International trainers are seasoned regulatory affairs professionals specialised in telecoms regulation.

Veronica Bocarova, *Principal Analyst Europe*

Veronica is responsible for developing Cullen International's regulatory training portfolio. She has been actively engaged in capacity building initiatives for policymakers and regulators across a wide range of European countries.

She also worked extensively on expanding Cullen International's service coverage into the CEE countries and led the European Commission's monitoring of telecom markets in the EU enlargement countries from 2008 to 2014.

Ana Da Motta, *Analyst Americas*

Ana Carolina da Motta holds an LL.M degree in Intellectual Property (Munich Intellectual Property Law Centre, Max Planck Institute). She follows regulation of the media and digital economy sectors in the Americas, and is lead author of the Media Cross-Country Analysis report in the Americas

She joined Cullen International in 2016, after previously working as an intellectual property and entertainment lawyer in Barcelona, Geneva and São Paulo.

Javier Huerta Bravo, *Head of Digital Economy Europe*

Javier leads the digital economy regulatory intelligence service for Europe. Before joining Cullen International in 2014, Javier worked at the European Commission on copyright, e-commerce and other topics related to online services. He is a qualified lawyer.

Carolina Limbatta, *Senior Analyst Americas*

Carolina follows telecoms regulation in Argentina, Colombia, Ecuador and Paraguay, media regulation in Argentina and digital economy in Argentina and Colombia. She is lead author of the Telecoms Cross-Country Analysis reports in the Americas.

Before joining Cullen, Carolina worked at the Argentinian telecoms regulator SeCom for five years, advising on regulatory and economic issues.

André Moura Gomes, *Analyst Americas*

André follows telecoms regulation in Brazil, Chile and Costa Rica, and is lead author of the Digital Economy Cross-Country Analysis report in the Americas, for which he follows the United States. Prior to his collaboration with Cullen International, he worked as a policy advisor at the Brazilian Ministry of Communications coordinating policies for expanding broadband services.



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Training agenda

Please note that the course will be held in English.

Day 1

Sessions covered during the first day of the training include:

- **Telecoms regulation in Europe in perspective:** overview of the EU framework, market analysis and competition, overview of the draft European Electronic Communications Code.
- **Telecoms regulation in the Americas:** how does it compare with Europe? Main regional, sub-regional and national characteristics.
- **Mobile voice and data service regulation:** radio spectrum for 5G services and applications, recent 4G auctions and pioneering 5G bands assignments, spectrum sharing, spectrum trading, national roaming, MVNOs.
- **Telecoms consumer protection in the EU:** the 2009 review, contracts, consumer switching, new proposals.
- **Quality of Service and Quality of Experience:** international best practices.
- **Present and future of Net Neutrality:** Europe Americas and beyond.

Day 2

Sessions covered during the second day of the training include:

- **Regulation of online platforms:** legal basis and definitions in Europe.
- **OTT communications platforms:** EU approach and new proposals, level playing field debate in Latin America (requirements, taxation, etc.).
- **Content regulation:** review of AVMS Directive, must carry and must offer, new trends on the regulation of OTT video streaming services and social media.
- **Online Piracy and Copyright:** approaches and new debates in the EU and in the United States.
- **Privacy and data protection:** overview in the Americas, , the new European framework.
- **Industry enablers for the digital economy in the EU:** free flow of data proposal and other initiatives.
- **New regulatory debates on IoT.**

The venue

Participants will be able to chose between two alternative venues: Buenos Aires and Rio de Janeiro. Delegates at the training benefit from special accommodation prices at the course venue when booking in advance. A hotel booking form will be sent to you together with the confirmation of your registration at the training course.



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For more information

On the programme, contact

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Ana Carolina da Motta - Tel +55 11 96446-2672

ana.damotta@cullen-international.com

On registration procedure and other administrative questions,

contact Sarah Vergote - Tel +32 2 73 87 203

Sarah.vergote@cullen-international.com

For more information on Cullen International training programmes,

contact Veronica Bocarova

veronica.bocarova@cullen-international.com

How to register?

Please register by filling in the respective registration form on our website:

www.cullen-international.com

Fees

Fee per delegate – please note that if withholding taxes apply, they will be added to the standard fees

Early bird (for registrations before April 15, 2018) USD 1,200

Standard fee USD 1,500

10% discount for multiple registrations from the same organisation

The fees include participation in the 2-day course, the documentation materials, the refreshments and lunches on both days. They do not include accommodation.

Upon receiving your registration, we will send you an invoice to be paid within one month and in all cases before the event. Payment can be made by bank transfer or by credit card. In the absence of payment by the due date, Cullen International reserves the right to reallocate places.

Trainings and conferences general terms and conditions

A. Limited number of delegates

To ensure a high quality training/conference experience, the number of participants in the training/conference programme will be limited. Cullen International reserves the right to refuse registrations once the maximum number of participants is reached.

B. Cancellations / substitutions

Cancellations must be made in writing. Full refunds will be paid only if cancellations are received by Cullen International 14 days before the start of the training/conference course.

For trainings, in case of cancellations within 14 days before the start of the training course, a refund will also take place but an amount of 300€ will be charged for administrative costs.

If the delegate registers to a subsequent training course that takes place within one year from the date of the training for which the registration was cancelled, the amount of 300€ will be deducted from the cost of that subsequent training course.

Delegate substitutions can be made at any time. They must be communicated to Cullen International before the start of the course.

C. Non-attendance

In the event of non-attendance, full training/conference fees will remain payable and no refunds will be paid.

D. Changes to programme, venue or date

Cullen International reserves the right to make changes to the programme, the venue and the presenters. Cullen International also reserves the right to cancel or reschedule the training/conference if there are insufficient participants. Delegates will be notified in good time and will be entitled to a refund of the fee if the training/conference is cancelled or is changed to a date which is not convenient for the delegate.

E. Invoicing and Payment conditions

Registrations will only be effective after payment receipt and payment must be done before the event takes place. Cullen International reserves the right to refuse attendance of a participant whose invoice has not been paid prior to the event.

Cullen International also reserves the right to refuse registrations to members of organisations who had registered participants to previous events and not paid their invoices. The delegate shall provide, while

registering to attend an event, all requested information necessary for the issue of the invoices. All invoices are payable in total, for the amount invoiced including the taxes stated on each invoice (VAT). No withholding for tax or administrative reasons will be accepted.

F. Data protection

Your personal data will be used for the purpose of organising the training or conference. Cullen International will also subsequently use such data to inform you of its future training programmes and other activities or services, unless you opt out by sending us an email. Your personal data will not be communicated to any third parties.

G. Confidentiality and Copyright

All Cullen International training/conference material is subject to normal copyright conditions. Any copy is subject to prior written authorisation from Cullen International.

The training/conference material is for the delegate's own use and may not be disclosed to any third party. It shall be treated with a high level of confidentiality, in the same way as the delegate protects its own confidential information.

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