



Mastering european telecommunications regulation

A three-day training course



INTERNATIONAL

regulation made simple



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The training will provide attendees with:

- a comprehensive overview of regulatory issues and developments in the telecommunications sector, using real-life examples and case studies from the European Union;
- an insight into the latest developments in the fields of broadband deployment and access regulation, interconnection and call termination, radio spectrum policy and awards, net neutrality, mobile regulation and roaming, current EU policy goals, the review of the EU regulatory framework for electronic communications and consumer protection;
- an understanding of key institutional mechanisms, notably the EU legislative process as it relates to the telecoms sector and the harmonisation mechanisms used in Europe, e.g. for market reviews and spectrum policy;
- an historical perspective on European telecoms regulation for participants to gain a clear appreciation of the key regulatory trends.

Who should attend and why?

The seminar 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;
- regulatory specialists dealing with a specific country who want to become acquainted with broader regulatory developments across Europe;
- individuals who have recently moved into a regulatory position and wish to acquire a rapid grasp of the key debates; and
- regulatory experts who wish to reflect on regulatory trends in industry.

The seminar is not designed for experts who already have a broad range of regulatory experience – please take a look at our specialist seminars.

Furthermore, the program will meet the needs of those who want to:

- gain a clear insight into the main issues of the EU telecoms regulatory framework and other relevant EU legislation, including recent developments and the ongoing framework review process;
- understand how these issues affect their own national regulatory environment; and
- learn and exchange views on emerging questions faced by the communications industry.



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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 organisations and we are frequently sought out to chair or make presentations at industry events.



Course timings

Starting at 9:00 am on the first day,
and ending at 1:00 pm on the third day (followed by lunch).

For future course dates, please visit our website:
www.cullen-international.com



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Presenters

Lead trainer

Philippe Defraigne, Founding Director at Cullen International, is widely regarded in the industry as a leading thinker on telecommunications regulation in Europe. He is a regular fixture on the conference circuit, frequently speaking at and chairing events in Brussels and beyond.

Team of trainers

All Cullen International trainers are seasoned regulatory affairs professionals specialised in telecoms regulation. Very few have less than 10 years experience in their field of expertise.

Veronica Bocarova, Principal Analyst, 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 follows regulation in the Scandinavian countries as well as Central, Eastern and South Eastern Europe.

Jan Cisar, Senior Analyst, is responsible for Cullen's weekly summary of regulatory highlights, as well as covering key telecoms regulatory initiatives and developments in the Czech Republic, Slovakia and Turkey. Before joining Cullen International, Jan worked for Telefónica O2 in the Czech Republic.

Peter Dunn, Director of Client Services, is responsible for our portfolio of regulatory intelligence and training services for clients, ensuring that our services meet clients' current and future needs. Before joining Cullen International in 2010, he worked in the UK and continental Europe for Orange and for Colt, and for Digicel Group in the Caribbean.

Dries Indesteeghe, Head of Europe Telecoms, leads our research on telecoms regulation in Europe, pulling in contributions from our analysts and correspondents across the continent. Prior to his collaboration with Cullen International, Dries worked at Belgacom/Proximus on local loop unbundling and the company's launch of IPTV.

Matej Podbevšek, Principal Analyst, follows telecoms regulation in Latvia, Slovenia and the UK, and is the lead author of the monthly European Telecoms Updates. Before joining Cullen International in 2014, Matej was a senior advisor in the telecommunications department of the Slovenian regulator for communication networks and services (AKOS).

Martin Schraa, Principal Analyst, follows telecoms regulation at EU level, covering the European Commission, Parliament, Council and BEREC. Martin joined Cullen International in 2007 after an internship at the European Telecommunications Network Operators' association (ETNO).



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PRE-COURSE OPTIONAL SESSIONS

TWO HALF-DAY SESSIONS ON THE DAY BEFORE TRAINING START.

general introduction to telecoms technology and networks

general introduction on eu institutions and processes, including a visit to one or more eu institutions

TELECOMS TECHNOLOGY AND NETWORKS

An introductory briefing to explain the main technical terms and concepts of telecommunications technology to participants who have little prior experience in the field. It provides a sound basis for the more advanced sessions later on in the course.

Topics to be addressed include:

- access and interconnection
- telecoms network (fixed and mobile) and NGA network topographies
- fibre-to-the-curb, fibre-to-the-home, VDSL, vectoring and sub-loop unbundling

EU INSTITUTIONS AND PROCESSES

This half-day session is recommended for participants unfamiliar with the European Union, its institutions and legislative process.

It will provide a comprehensive overview of the role and workings of the European Commission, European Parliament and the Council of the EU, highlighting the continuous struggle to balance European and national interests.

Issues addressed include:

- who are the main actors involved in establishing EU laws, policies and regulations affecting the sector?
- what are the features of the different forms of legislative instruments and other documents available?
- how does the legislative procedure work and how are laws implemented?

During a visit to one or more of the EU institutions, participants will be able to sample the atmosphere of Europe's political capital and interact with EU officials.

TRAINING SESSIONS

LIBERALISATION PROCESS

The European regulatory framework for telecoms has been through two major reviews in the last decade but the roots of many current policies on asymmetric regulation and entry assistance go back to the nineties.

- From individual licences to the current regime of general authorisation
- Why the liberalisation process was staggered and its influence on today's environment
- The role of national ministries, national regulators and European bodies
- The development of an EU regulatory framework



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REGULATION IN PERSPECTIVE

An abridged history and reflection on European Union telecoms regulation from liberalisation to regulated competition, addressing:

- EU policy objectives
- Investment
- Mobile regulation: termination rates, spectrum number portability

EU INITIATIVES AND FRAMEWORK REVIEW

The European Commission has launched a review of the EU regulatory framework for electronic communications for the first time since 2009. A draft Directive establishing a European Electronic Communications Code (EECC) and a draft Regulation on BEREC were published in September 2016.

This session will:

- Provide the political background in which the EECC was conceived
- Give the latest insights into the ongoing EU regulatory framework review
- Look ahead at the regulatory landscape for the next few years

MARKET ANALYSIS

The basics of the EU market analysis review system, addressing the questions what should be regulated, who should be regulated and how should it be regulated.

- Market definition, significant market power (SMP) and remedies
- Recommendation on relevant markets
- Possible future approaches

EU HARMONISATION (ARTICLE 7/7A)

The Article 7 and 7a procedures are designed to ensure that NRAs harmonise their approach to the definition of markets, the assessment of SMP and the application of appropriate remedies. In these procedures, the divergent views of the Commission, NRAs and BEREC often clash in terms of what constitutes an appropriate level of market regulation.

- How do these harmonisation procedures operate in practice?
- What do recent cases tell us about the approach taken by NRAs, the views of the Commission and BEREC?
- What trends can be observed?

CALL TERMINATION

Explains the principles behind the regulation of fixed and mobile call termination and the implementation of regulations:

- Addressing the natural monopoly for terminating calls
- Symmetry of termination rates
- Cost accounting approaches – imposition of pure LRIC by the European Commission
- Waterbed effect



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FIXED ACCESS

This session looks at the different wholesale fixed access markets, recently revised in the Commission's 2014 recommendation on relevant markets, and now redefined as:

- Wholesale local access (market 3a)
- Wholesale central access (market 3b)
- High quality access (market 4)

NRAs face a range of challenges in these markets, including whether and how to regulate:

- Fibre access (in light of the Commission's 2010 NGA recommendation and the 2013 recommendation on non-discrimination)
- Geographic markets
- Access to cable networks

MOBILE ACCESS

Assesses the main EU regulatory approaches to wholesale mobile access:

- Passive and active infrastructure sharing
- National roaming
- Mobile virtual network operator (MVNO) – types and business models

RADIO SPECTRUM FRAMEWORK

An overview of the main regulatory framework and relevant institutions shaping spectrum policy, including the European Commission, RSC, RSPG, CEPT, ITU and the role of ITU members (individual countries). The session also covers:

- EU policy goals
- EU law and regulation
- Regulatory approaches
- Future developments

RADIO SPECTRUM REGULATION AND AWARDS

There is now a firm focus on the need at global and European level to make available sufficient radio spectrum to meet the demand for mobile broadband services. This was clearly demonstrated at the 2012 and 2015 World Radio Conferences and is reflected in the European Radio Spectrum Policy Programme.

While most EU Member States have awarded spectrum in the 800 MHz and 2.6 GHz bands, new awards are now being planned for 700 MHz, as well as supplementary bands, such as the 1.4 GHz band. This session reviews:

- The different properties and values of spectrum bands
- How radio spectrum is managed and regulated, including licence conditions
- Techniques and measures to enhance efficient use of spectrum, including trading and white spaces
- The future use of the UHF band and refarming
- Different spectrum award mechanisms
- How spectrum auctions are organised
- Recent spectrum awards in the EU



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NET NEUTRALITY

The Telecoms Single Market (TSM) Regulation imposed net neutrality in the EU from April 2016. This session covers:

- The current net neutrality rules
- National cases and the role of regulators
- Zero rating, including national cases which seek to prohibit zero rating
- The BEREC guidelines implementing the TSM Regulation

ROAMING

The price of international mobile roaming has been regulated inside the EU since 2007. In 2015, the TSM Regulation required all roaming surcharges to be abolished by June 2017.

This session looks at:

- The previous approach based on price caps
- Transparency measures to prevent bill shock
- The failed attempt to encourage competition via so-called decoupling
- The impact and practical implementation of the roam like at home measures introduced by the TSM

SPECIALISE IN COMPETITION LAW IN THE TELECOMS SECTOR

A one-day seminar, conveniently attached to the Telecoms masterclass, focusing on the application of competition law in the telecoms sector. This training will provide attendees with:

- An overview of the relationship between competition law and the approach to economic regulation developed specifically for the telecoms sector;
- In-depth analysis and understanding of the key competition law concepts applied in the telecoms sector and relevant cases covering anticompetitive agreements, abuses of dominance and mergers;
- A chance to discuss competition law issues with experts and peers, and to compare experiences and different regulatory approaches.



The venue

The training course will be held in Brussels, Belgium, usually in a 4-star hotel near the EU district and/or the city centre. 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.



For more information

On the programme, contact

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How to register?

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

www.cullen-international.com

Fees

Fee (VAT excluded*) per delegate

Early bird fee (up until 2 months before the training date)	€ 1,800
Standard fee	€ 2,000
Specialise in Competition Law in the Telecoms sector	€ 1,000
Pre-course optional sessions	€ 500

10% discount for multiple registrations from the same organisation.

The fees include the course materials, refreshments, lunches on the two days and dinner on the first evening. They do not include accommodation.

Payments can be made by credit card or by bank transfer. In both cases, an invoice will be sent to you shortly after your registration.

* No VAT chargeable on bookings by participants from the European Union who are subject to VAT in their country or by non EU participants. Belgian VAT (21%) is chargeable on bookings by European participants who are not subject to VAT.

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 places 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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