

AGENDA OF THE SEMINAR

Sunday 26 October 2008

9:00–9:15	Opening
9:15–10:30	A view of today's telecom industry <ul style="list-style-type: none">• Deregulation and competition• Globalization• New types of players, technologies and services• Global trends• Impacts and challenges for operators, regulators and policy-makers
10:30–11:00	Break
11:00–12:30	Network consolidation & convergence <ul style="list-style-type: none">• Migration strategies• Impact on the business of operators• Impact on engineering and management
12:30–14:00	Lunch
14:00–14:30	About Neotelis
14:30–15:30	Tour of the Academy
15:30–16:30	Networking session
Evening	Dinner

Monday 27 October 2008

09:00–10:30	Current regulatory & policy issues in telecommunications - part 1 <ul style="list-style-type: none">• Introduction and management of competition<ul style="list-style-type: none">– Why competition?<ul style="list-style-type: none">▪ Intrinsic virtues of competition▪ International treaties– From a PTT to a private operator regime– Regulation as a tool to achieve a level playing field<ul style="list-style-type: none">▪ Price cap vs. ROE▪ Carrier services▪ Unbundling▪ Equal access▪ Number portability▪ QoS requirements▪ Disruptive services such as VoIP– Reliance on market forces<ul style="list-style-type: none">▪ Level of competition▪ From regulation of telecom to regulation of competition▪ Wholesale services– What should remain regulated?<ul style="list-style-type: none">▪ Social services<ul style="list-style-type: none">◆ Emergency services◆ Last-resource services◆ Special services for the handicapped▪ Wholesale services<ul style="list-style-type: none">◆ Essential services◆ Near-essential services◆ Local loop
10:30–11:00	Break
11:00–12:30	Current regulatory & policy issues in telecommunications - part 2 <ul style="list-style-type: none">• Balance between cultural, social and economic goals• Universal service/access• Net neutrality• Convergence
12:30–14:00	Lunch
14:00–15:00	Discussion forum and Q&A session
15:00–16:30	Private meetings and networking
16:30–16:45	Closing

COST & LOGISTICAL INFORMATION

Participation in the event is **free of charge**. Neotelis and Etisalat Academy will provide participants with the training material, the coffee and lunch breaks. Participants are only responsible for their airfare, diners and accommodation. Participants can choose to stay in one of the hotels of the Etisalat Academy (600 to 700 dirham per night – 165–200 USD per night).

TARGET AUDIENCE

Telecommunications senior managers and executives working for operators and regulators in the Middle East and North African regions

PROFILE OF SPEAKERS

Mr. Daniel Boisvert

Mr. Daniel Boisvert has 20 years of experience in the telecommunication sector in the areas of strategy and management, finance, marketing and business development. He has occupied several senior management positions for fixed-line and mobile operators and internet service providers and successfully launched more than 85 products internationally.

Notably, in 2006, Mr. Boisvert was appointed Vice-President of Corporate Strategies for Bell Canada Enterprises (BCE), the parent company of Canada's largest telecom operator, where he led work and research on key strategic opportunities including fixed mobile convergence, fiber-to-the-node/premise (FTTN/FTTP), mobile data & applications, enterprise mobile services, media & Internet portal markets (over-the-top service providers), voice over IP, IPTV trial & local competition. Prior to this role, Mr. Boisvert was Vice-President of Capital Management & Projects for Bell Canada, Vice-President of European Operations for Teleglobe where he managed pan-European network operations, finance and customer service, Vice-President of Strategic Development of Bell ActiMedia and Director of Marketing for Business Services for Teleglobe.

Also, from 2001 to 2003, Mr. Boisvert was President and CEO of Sympatico-Lycos (BCE Globemedia), the largest Canadian Internet media company where his leadership skills led to the doubling of revenues, to the implementation of new HR programs, new services/partnerships and to several other activities directly related to growth and improvement of productivity.

Since 2007, as Neotelis' expert in strategy & business planning and marketing, Mr. Boisvert has led Training Programs in marketing, product development & management and strategic planning worldwide.

Mr. Boisvert holds a Bachelor in Management from Université de Sherbrooke, Canada and a Master of Business Administration in Marketing & Strategy from University of Lausanne, Switzerland. He has followed several major international executive trainings from the Harvard Business School, Harvard Law School and London Business School.

Mr. Michel Bruyère

Mr. Michel Bruyère is the Chief Executive Officer of Neotelis Inc. Founded in 1997 and headquartered in Montreal, Canada, Neotelis assists telecommunications organizations worldwide to face the specific challenges of the global competitive environment by providing a wide array of business solutions, consulting expertise and training services. Neotelis has collaborated with clients in Africa, the Americas and the Caribbean, Asia, Europe, the Middle East and Oceania and performed mandates in more than 100 countries.

In the years prior to joining Neotelis in 2002, Mr. Bruyère has occupied several managing positions in the telecommunications sector, in North America (Canada and USA) and Europe (France, Italy, Netherlands and UK). From 2000 to 2002 he was the founding CEO of London-based Evaltis Limited, an assessment and rating service for the telecommunications industry. In 1999 and 2000, Mr. Bruyère was Vice President, Sales & Marketing, Europe of The Global TeleExchange (The GTX), a provider of a full-service real-time exchange for telecommunication companies to trade international wholesale capacity. Also in 1999 he served as Vice President, Carrier Markets of Completel, a Paris-headquartered European Competitive Local Exchange Carrier (CLEC). From 1993 to 1998, Mr. Bruyère occupied various management positions at Teleglobe, Canada's international operator, in the areas of finance, marketing, sales, carrier relations and Least Cost Routing (LCR). He started his career in telecommunications as a Marketing Specialist at Nortel Networks in Toronto in 1992.

Mr. Bruyère holds a Master of Business Administration from the Ivey Business School of the University of Western Ontario, a Master in Physics from the University of Ottawa and a Bachelor of Engineering from the Ecole Polytechnique de Montréal.

Mr. Edgardo Sepulveda

Mr. Edgardo Sepulveda has more than 15 years of practical experience in telecommunications policy, economic, legal and regulatory issues, including universal access/service, interconnection, sector liberalization, price regulation, licensing, unbundling, dispute resolution, competition and costing. Mr. Sepulveda has advised more than forty telecommunications national regulatory authorities, operators and governments in the Middle East, Asia, North, Central and South America, the Caribbean, Eastern Europe and Africa. He also prepared and led numerous presentations and capacity building Training Programs for operators and regulators worldwide. Mr. Sepulveda is the principal author of the Universal Service and Price Regulation chapters of the Telecommunications Regulation Handbook published in 2002 by the Information for Development program (infoDev) of the World Bank and sponsored by the ITU.

Here is a sample of the recent projects performed by Mr. Sepulveda:

- Assisted the Communications and Information Technology Commission (CITC) of Saudi Arabia in the review and modification of the regulatory framework related to the definition of markets and the assessment of dominance.
- Developed for the CITC of Saudi Arabia the design of the regulatory and other measures to provide the necessary guidelines and methodology for the implementation of the Policy for universal service.
- Advised the Government of Pakistan on Universal Service Policy, Universal Service Funding practices and the design and implementation of lowest subsidy bid auction processes for the competitive tendering of specific universal service projects.
- Advised the Government of Algeria in the design and implementation of the sector opening strategy for the introduction of competition in the international, national long distance and rural local markets in Algeria.
- Prepared a report on the policy and regulatory implications that can be derived from a detailed household questionnaire on ICT use in Botswana, Ghana and Uganda.

During his career, Mr. Sepulveda occupied several senior management positions: Senior Telecommunications Economist at McCarthy Tetrault LLP; Senior Economist at Bell Canada; Consulting Economist at the Canadian International Development Agency (CIDA) and Economic Programme Officer with the United Nations Development Programme (UNDP) in Santo Domingo, Dominican Republic. Mr. Sepulveda holds a Master of Arts (M.A.) in Economics from Queen's University in Kingston, Canada and a Bachelor of Arts (B.A.) in Economics from University of British Columbia in Vancouver, Canada.