

Telecommunications Law and Regulations in the Middle East 2008

Wednesday 15th and Thursday 16th October 2008
Sheraton Jumeirah Beach Resort & Towers, Dubai, UAE

Register
by 18th
July to
save £200

IBC's annual event **Telecommunications Law and Regulations in the Middle East** is the forum to discuss the most crucial legal and regulatory issues affecting the telecoms industry and exchange practical experiences with colleagues in a unique collaborative atmosphere.

Attend to:

- **Examine** the **regulatory environment** with its varying levels of maturity and development throughout the Middle East
- **Analyse** crucial **customer protection and fair trading issues**
- **Explore** the rights and legal challenges to build networks
- **Discover** the **legal framework for MVNOs** 
- **Assess** how to deal with **regulatory intervention, dispute resolution and enforcement of regulations**
- **Learn** how to draft watertight contracts
- **Discuss** the main **regulatory implications of convergence**
- **Review** how to drive and master **competition policies and challenges** in the region
- **Take advantage** of the opportunity to quiz and debate with leading experts from the region

Leading you through
the two days will be

Rory Macmillan,
Managing Partner at **Macmillan & Co**, Switzerland
and
Chris Watson, Partner at
CMS Cameron McKenna, UK.

Our distinguished speaker faculty:

Eman Ahmed, Legal Counsel, **Mena Telecom**, Kingdom of Bahrain
Hoda Barakat, Managing Partner, **Al Tamimi & Company**, UAE
Bernadette Baynie, Group General Counsel, **Batelco**, Kingdom of Bahrain
Peter Burge, Legal Affairs Department, **Telecommunications Regulatory Authority (TRA)**, UAE
Bonnie Burns, Director Regulatory Affairs, **Telecommunications Regulatory Authority (TRA)**, UAE
Louay Abou Chanab, Senior Associate, **Booz & Company**, Lebanon
Bahjat El-Darwiche, Principal, **Booz & Company**, Lebanon
Mark Hill, Managing Partner, **The Rights Lawyers**, UAE
Eamon Holley, Director of Legal Affairs, **Telecommunications Regulatory Authority (TRA)**, Kingdom of Bahrain
James Ibbetson, Regulatory Lawyer, **Batelco**, Kingdom of Bahrain
Rory Macmillan, Managing Partner, **Macmillan & Co**, Switzerland
Agne Makauskaite, Lawyer, **Trowers & Hamlins**, Kingdom of Bahrain
Daoud Moukheiber, In-house Legal Counsel, **TRA**, Lebanon
Anneliese Reinhold, Vice President – Legal, **Du**, UAE
Phil Reynolds, Chief Legal Officer, **Friendi Mobile**, UAE
Samir Satchu, General Counsel & Head of Government Affairs, **Roshan**, Afghanistan
Andrew Sharpe, Partner, **Charles Russell LLP**, Kingdom of Bahrain
Philippe Vogeeler, Chief Strategy Officer/Secretary General, **Orange**, Jordan
Chris Watson, Partner, **CMS Cameron McKenna**, UK
Meegan Webb, Manager Legal & Regulatory General Counsel, **Supreme Council of Information and Communication Technology (ictQATAR)**, Qatar

Media Partners:



Telecom Markets



SRA and Bar
Council CPD:
13 hours



Bookings Hotline: **+44 (0)20 7017 5503**
Book on-line: **www.ibclegal.com/telsmideast**

4th annual event Telecommunications Law

Wednesday 15th and Thursday 16th October 2008 Sh

IBC Legal Conferences has assembled leading in-house counsel and practitioners as well as influential thinkers, regulators and advisors from throughout the region to discuss key legal developments, challenges and regulatory issues in the telecommunications arena throughout the Middle East.

This two-day conference will cover a wide range of topical legal issues such as regulatory and licensing developments, dispute resolution, convergence, competition, content agreements, interconnection issues, pricing and technical innovations that have a direct impact on regulatory affairs and practices.

Through provocative, relevant and timely information sharing, this conference will provide you with business information and practical tools needed to plot a successful path through the legal minefield and carve out essential business opportunities.

12 Critical Areas of Focus:

- Consumer protection and fair trading
- Licensing and the authorities
- Legal framework for MVNOs
- Regulations and best practice
- Access and interconnection issues
- Wholesale contracts
- Competition and anti-trust law
- User-generated content
- Telecoms and broadcasting
- Mobile distribution
- Court procedures
- IPR protection and enforcement

Key benefits of attending:

- Keep yourself fully up to date with the latest regulations and remedies in the telecoms industry
- Assess the impact of the latest regulations and licensing policies in the region on the telecoms industry
- Enhance your insight into this market through knowledge sharing with our assembled leading experts
- Debate current contentious topics, complex regulations and crucial licensing issues
- Learn how to ensure compliance with legal requirements
- Embrace and discuss best practice
- Prepare for problem areas
- Learn how to negotiate and tailor watertight contracts to protect your rights & ensure your ROI

Who should attend:

- Telecoms & IT Lawyers
- In-House Counsel
- Legal Advisors
- Legal Directors
- Heads of Legal & Regulatory Affairs
- Regulatory and Government Affairs Directors, Managers & Officers
- Legal Consultants
- General Managers
- Directors of Communications and Consumer Affairs
- Senior Managers
- Managing Partners
- Senior Consultants
- Strategy Directors
- CEOs
- COOs
- CTOs

Day One: Wednesday 15 October 2008

- 08.40** Registration and Arabic Coffee
- 09.10** **Chairman's Welcome**
Rory Macmillan, Managing Partner, **Macmillan & Co**, Switzerland
- 09.20** **Liberalisation: The New Wave**
 - Liberalisation to-date: Achievements and shortfalls
 - The constantly evolving industry: What is next
 - Adapting regulations: Challenges and opportunities**Louay Abou Chanab**, Senior Associate, **Booz & Company**, Lebanon
- 09.50** **Advancing Regulatory Practice in the Middle East: The Agenda in Lebanon**
Daoud Moukheiber, In-house Legal Counsel, **TRA**, Lebanon
- 10.05** **Consumer Protection and Fair Trading**
 - Consumer Transactions – representations, terms and conditions, customer service management
 - Fair trading with customers
 - Customer complaints and the dispute resolution process
 - Enforcement and Remedies
 - Privacy and the use of customer information**Meegan Webb**, Manager Legal & Regulatory General Counsel, **Supreme Council of Information and Communication Technology (ictQATAR)**, Qatar
- 10.50** Arabic Coffee and Networking Break
- 11.10** **Licensing and Authorities**
 - Rights to build networks
 - Use spectrum
 - Provide services
 - Supply equipment
 - Service provision (for fixed and mobile operators)
 - Legal update – the upcoming licensing laws for 2009**Agne Makauskaite**, Lawyer, **Towers & Hamlin**, Kingdom of Bahrain
- 11.55** **MVNOs in the Middle East**
 - Legal framework
 - Legal challenges
 - Licensing issues in the region**Phil Reynolds**, Chief Legal Officer, **Friendi Mobile**, UAE

Panel Discussion

- 12.35** **Discussing Current Key Regulatory Issues and Best Practice**
 - Content and broadcast regulation:
 - Is convergence an issue?
 - Is there a need for converged regulators in the region?
 - How to influence the regulators?
 - How to improve regulations?
 - In-flight telephony – is it possible in the Middle East?
 - Mobile services/network distribution
 - Cross-over regulatory issues (competition policy, convergence, consumer protection, etc)Moderator:
Rory Macmillan, Managing Partner, **Macmillan & Co**, Switzerland
- Panelists include:
Meegan Webb, Manager Legal & Regulatory General Counsel, **Supreme Council of Information and Communication Technology (ictQATAR)**, Qatar
Peter Burge, Legal Affairs Department, **Telecommunications Regulatory Authority (TRA)**, UAE
Mark Hill, Managing Partner, **The Rights Lawyers**, UAE
Bahjat El-Darwiche, Principal, **Booz & Company**, Lebanon
Philippe Voegelé, Chief Strategy Officer/Secretary General, **Orange**, Jordan

- 13.05** Lunch

Panel Discussion

- 14.05** **Regulatory Intervention, Dispute Resolution and Enforcement of Regulations**
 - Best practice – how to enforce compliance with sector policy, laws and regulatory decisions, including dispute resolution decisions?
 - How to tackle practical obstacles to improve enforcement practices and procedures
 - Industry self-regulation
 - Dispute resolutions – key developments
 - What are efficient alternative approaches to resolve disputes?Moderator:
Andrew Sharpe, Partner, **Charles Russell LLP**, Kingdom of Bahrain
- Panelists include:
Bonnie Burns, Director Regulatory Affairs, **Telecommunications Regulatory Authority (TRA)**, UAE
Bernadette Baynie, Group General Counsel, **Batelco**, Kingdom of Bahrain
Samir Satchu, General Counsel & Head of Government Affairs, **Roshan**, Afghanistan

Call the IBC Bookings Hotline on +44 (0)20 7017 5503

7 and Regulations in the Middle East 2008

Meraton Jumeirah Beach Resort & Towers, Dubai, UAE

Rory Macmillan, Managing Partner, **Macmillan & Co**, Switzerland
Eamon Holley, Director of Legal Affairs, **Telecommunications Regulatory Authority (TRA)**, Kingdom of Bahrain
Eman Ahmed, Legal Counsel, **Mena Telecom**, Kingdom of Bahrain

14.35 Wholesale and Retail Pricing Intervention Revenue – a Case Study – Afghanistan

- The importance of cost based interconnection pricing in emerging and low penetration markets
- Interconnection dispute resolution frameworks in emerging markets
- Retail pricing in a competitive market – when to intervene?

Samir Satchu, General Counsel & Head of Government Affairs, **Roshan**, Afghanistan

15.25 Arabic Coffee and Networking Break

15.45 Wholesale Contracts

- Understanding the concept of wholesale
- Opportunities, obligations and liabilities
- Strategic and legal challenges
- What are the key differences to standard contracts
- Privacy and security issues

Anneliese Reinhold, Vice President – Legal, **Du**, UAE

16.35 The Impact of the WTO and FTAs on the Region's Telecoms Sector

- GATS & the Annex of Telecommunications
- The Basic Agreement and Reference Paper
- Negotiating FTAs
- Dispute procedures

Bonnie Burns, Director Regulatory Affairs, **Telecommunications Regulatory Authority (TRA)**, UAE

17.15 Nomadic Services and Convergence of Technologies

- From theory to practice
- Evolution to 'All Play'
- Convergence and interconnection
- Convergence and efficiency
- New possibilities

Eman Ahmed, Legal Counsel, **Mena Telecom**, Kingdom of Bahrain

17.50 Chairman's Closing Commentary and Close of Day One

Day Two: Thursday 16 October 2008

08.40 Registration and Arabic Coffee

09.10 Chairman's Welcome

Chris Watson, Partner, **CMS Cameron McKenna**, UK

09.20 Regulation of the Broadcasting Industry in the Context of a Converged Environment

- International norms
 - Basic concepts
 - Relevance of competition law to the regulation of broadcasting
 - Converged licensing and regulation
- Regulation in the UAE

Peter Burge, Legal Affairs Department, **Telecommunications Regulatory Authority (TRA)**, UAE

10.05 Interconnection, access and resale in Bahrain - towards NGN

- Underlying regulatory principles
- Incentives to offer more than the minimum
- Non-pricing issues - processes, SLAs, balance of liability for regulated contracts
- What is a fair and reasonable price?
- Facilities and infrastructure sharing

James Ibbetson, Regulatory Lawyer, **Batelco**, Kingdom of Bahrain

10.50 Arabic Coffee and Networking Break

11.10 Regulatory Policy for Telecom and Media in an NGN World

- Paradigms: Regulating vertical versus horizontal markets
- Interoperability: Openness and walled gardens
- Institutions: Structure of the regulatory regime
- Culture: Regulating the electronic media environment

Rory Macmillan, Managing Partner, **Macmillan & Co**, Switzerland

"Good coverage of both legal and regulatory issues"

(Past Delegate, Oman Mobile)

"The networking opportunities were invaluable"

(Past Delegate, Du)

12.00 Lunch

13.00 Mobile Services and Network Distribution

- Making the most of new technologies - 2G + Edge etc, 3G, WiMAX and 4G/LTE
- New revenue streams
- Legal framework and challenges

Andrew Sharpe, Partner, **Charles Russell LLP**, Kingdom of Bahrain

13.40 Court Procedures in the Middle East and Europe - a Comparison

- Developments in the Middle East
- Key legal challenges
- Overview of European Court procedures
- What can be learned from Europe to improve legal procedures in the Middle East?

Chris Watson, Partner, **CMS Cameron McKenna**, UK

14.25 Arabic Coffee and Networking Break

14.45 Enforcing Intellectual Property Rights

- Defining IP rights
- What is enforceable and how
- Discussing key challenges

Hoda Barakat, Managing Partner, **Al Tamimi & Company**, UAE

15.30 Competition Laws as Applicable to the Regulation of the Telecoms Industry

- International norms
 - Basic concepts
 - Why we need competition law?
 - Sector-specific regulation of telecoms markets versus regulation using competition law – *ex ante* and *ex post* regulation
- Review of regulation in the UAE

Peter Burge, Legal Affairs Department, **Telecommunications Regulatory Authority (TRA)**, UAE

16.10 Content Licensing and Distribution Deals in the Telecoms Context

- The players in the mobile content market and the type of deals
- Core contract issues for telcos to consider
 - Scope of licence
 - Controls over distribution
 - Territorial limitations
 - Controls over manner of use
 - Financial matters
 - Production issues
 - Other issues

Mark Hill, Managing Partner, **The Rights Lawyers**, UAE

16.30 Strategic Review

Eamon Holley, Director of Legal Affairs, **Telecommunications Regulatory Authority (TRA)**, Kingdom of Bahrain

Panel Discussion

16.50 The Future of Telecommunications Regulations in the Middle East

- Legal challenges due to further liberalisation of the market
- What is the next stage in competition?
- Emerging services and key regulatory issues – what do we have to prepare for?
- Emerging services and key regulatory issues – what do we have to prepare for?

Moderator:

Chris Watson, Partner, **CMS Cameron McKenna**, UK

Panellists include:

Phil Reynolds, Chief Legal Officer, **Friendi Mobile**, UAE
Agne Makauskaitė, Lawyer, **Trowers & Hamlin**, Kingdom of Bahrain
Eamon Holley, Director of Legal Affairs, **Telecommunications Regulatory Authority (TRA)**, Kingdom of Bahrain
Mark Hill, Managing Partner, **The Rights Lawyers**, UAE
Andrew Sharpe, Partner, **Charles Russell LLP**, Kingdom of Bahrain
Bahjat El-Darwiche, Principal, **Booz & Company**, Lebanon

17.10 Chairman's Closing Commentary and Close of Conference

"Interesting topics, excellent quality presentation"
(Past Delegate, Etisalat)

Promotional Opportunities:

For details of the wide range of sponsorship opportunities available, including insertion of promotional literature in the delegate pack, drinks reception or full conference sponsorship, please contact: Ravi Patel on +44 (0)20 7017 4940 or email ravi.patel@informa.com

Conference documentation:

If you are unable to attend, why not pass the brochure on to a colleague? Don't forget you need not miss out; the conference notes are available after the event for only £225 (£240 outside the UK). To order copies or for further information contact: professionalcustserv@informa.com or call +44 (0)20 7017 5503 or fax: +44(0) 20 7017 4746

Book online at: www.ibclegal.com/telsmideast

Please quote the below VIP number when registering

VIP Code: KM8010AZ

FIVE EASY WAYS TO REGISTER



Telephone:
Tel: +44 (0)20 7017 5503
Please remember to quote KM8010



Mail:
this completed form together with payment to:
Richard Morgan
Informa Customer Services
PO Box 406, West Byfleet
Surrey KT14 6WL, UK



Fax:
Complete and send this registration form to:
Fax: +44 (0)20 7017 4746



Email:
professionalcustserv@informa.com



Web: www.ibclegal.com /telsmideast

Payment should be made within 14 days of registration. All registrations must be paid in advance of the event. Your VIP number is on the address label. If there is no VIP number, please quote KM8010

HOW MUCH?

Register by 18th July 2008

	CODE	PRICE
☐ Telecommunications Law and Regulations in the Middle East 2008 two-day conference	KM8010	£1199

Register by 12th September 2008

☐ Telecommunications Law and Regulations in the Middle East 2008 two-day conference	KM8010	£1299
--	--------	-------

Register after 12th September 2008

☐ Telecommunications Law and Regulations in the Middle East 2008 two-day conference	KM8010	£1399
--	--------	-------

Savings include Early Booking Discounts. All additional discounts can only be applied at the time of registration and discounts cannot be combined. All discounts are subject to approval. Please note the conference fee does not include travel or hotel accommodation costs. **£200 discount for 3rd and subsequent delegates.**

THREE EASY WAYS TO PAY

- ☐ Cheque. Enclosed is our cheque for £ in favour of Informa UK Ltd
Please ensure that the Reference Code **KM8010** is written on the back of the cheque
- ☐ Credit Card. Please debit my: ☐ VISA ☐ AMEX ☐ MASTERCARD ☐ DINERS

Card No: CVV Number:

Expiry Date:

Signature:

please note that credit cards will be debited within 7 days of your registration on to the conference

- ☐ By Bank transfer: Full details of bank transfer options will be given with your invoice on registration.

Incorrect Mailing If you are receiving multiple mailings or you would like us to change any details or remove your name from our database, please contact the Database Manager at the above address, Tel +44 (0) 20 7017 7077, Fax +44 (0) 20 7017 7828 or email: integrity@iirttd.co.uk - quoting the reference number printed on the mailing label.

Additional Requirements Please notify IIR at least one month before the conference date if you have any additional requirements e.g. wheelchair access, large print etc.

Cancellations Confirm your cancellation in writing (letter or fax) 2 weeks before the event and receive a refund less 10%+VAT. Should you cancel 1 week before the event then you will receive a refund less 50% + VAT service charge. Regrettably, no refunds can be made for cancellations received less than one week prior to the event. **A replacement delegate is welcome at no extra cost**

WHEN AND WHERE

KM8010
15th & 16th
October 2008

Venue:
Sheraton Jumeirah Beach Resort & Towers,
Al Sufouh Road PO Box 53567 Dubai, UAE
Tel: +971 (4) 3995533

Delegates are responsible for the arrangement and payment of their own travel and accommodation. IIR has arranged a special room rate at a number of hotels. If you wish to book a room, please call **Venue Search on +44 (0)20 8546 6166** stating that you are an IIR delegate.

PERSONAL DETAILS

1st Delegate Mr/Mrs/Ms	
Job title	Department
Telephone	Fax
Email	

Yes! I would like to receive information about upcoming events by email. By giving you my email address I am giving **ONLY** Informa companies the permission to contact me by email

☐ Yes! I would like to receive information about future events and services via fax

Signature:

2nd Delegate Mr/Mrs/Ms	
Job title	Department
Telephone	Fax
Email	

Yes! I would like to receive information about upcoming events by email. By giving you my email address I am giving **ONLY** Informa companies the permission to contact me by email

3rd Delegate Mr/Mrs/Ms	
Job title	Department
Telephone	Fax
Email	

Yes! I would like to receive information about upcoming events by email. By giving you my email address I am giving **ONLY** Informa companies the permission to contact me by email

Name of your Line Manager Mr/Mrs/Ms	
Job title	Department
Telephone	Fax
Email	

Booking Contact Mr/Mrs/Ms	
Job title	Department
Telephone	Fax
Email	

Our statement of integrity can be found on our website at www.iir-events.com/IIR-conf/PrivacyPolicy.aspx

COMPANY DETAILS FOR INVOICING PURPOSES

Company Name
Postal Address

Telephone	Fax
-----------	-----

Nature of Business

Billing Address (if different from above address)

Billing E-mail Address:

Unable to Attend - Event Documentation

Nothing compares to being there – but you need not miss out!
Don't delay and order your documentation today
Simply tick the box, complete your details above and send the form along with payment.
We regret Documentation Orders can only be processed on receipt of Credit Card details

☐ **Telecommunications Law and Regulations in the Middle East 2008 - £225 (£240 outside the UK)**
We regret Documentation Orders can only be processed on receipt of Credit Card details

Data Protection The personal information shown on this form, and/or provided by you, will be held on a database and may be shared with other companies in the Informa Group in the UK and internationally. If you do not wish your details to be available to other companies in the Informa Group please contact the Database Manager at the above address, Tel +44 (0) 20 7017 7077, Fax +44 (0) 20 7017 7828 or email: integrity@iirttd.co.uk.

Occasionally your details may be obtained from, or made available to, external companies who wish to communicate with you offers related to your business activities. If you do not wish to receive these offers, please tick the box ☐