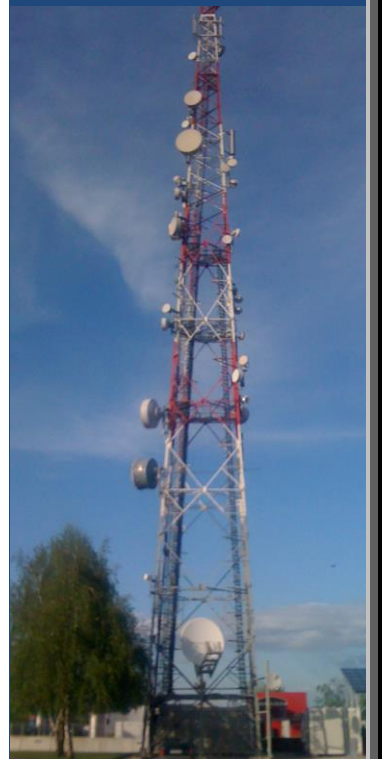


Telzed Limited

Courses and publications

Information to assist with the planning of
consulting projects and training workshops

Information on
publications and
workshops





Workshops and training courses led by Dr Roger Steele, CEO Telzed

Roger is an experienced consultant who has worked with clients from across the world. Many projects include significant levels of knowledge transfer and the work includes workshops and training. For example a Middle Eastern regulator was given a series of workshops on costing, pricing and Long Run Incremental Costing as part of a project that ran for over a year. The project developed Interconnection solutions and retail price controls. In addition to training that is given as part of consulting projects, specific presentations, papers and courses have been delivered, and these are summarised below.

The past work described below indicates some of the areas that Telzed can assist with. Telzed has experience in a wide range of telecoms areas covering: telecom regulation, accounts, pricing, competition economics, Next Generation Networks, broadband, interconnect, activity based costing, regulatory accounts, strategy, disputes and legal cases. In addition, Telzed has links to other experts and consulting firms. This means that an even wider range of training courses, presentations and workshops can be delivered. Workshops and courses build upon past experience and each is individually adapted to meet the specific audience and content requirements.

Please contact Telzed to discuss how such services can be tailored to your requirements.

Examples of the workshops and courses delivered

- Four days of workshop and training on costing, pricing and regulation for EU post and telecom regulator. December 2017
- LRIC course for Jordanian regulator in association with Neotelis 2017
- LRIC course in Amsterdam in association with Neotelis 2017
- Workshop on Market definitions, testing, SMP, competition law, and telecoms regulation. Imperial University. September 2013
- Workshop on Telecoms Regulation and Economics with emphasis on broadband and NGA Warwick University May 2013
- Costing, LRIC and accounting workshop Sharm el Shaikh 2013, in association with NTI
- 4 day workshop in Khartoum April 2012 on Dispute Resolution in ICT. In association with ITU
- 4 day workshop. Sharm El Sheikh, November 2010 on NGN costs and regulation
- Workshop on NGN costing and regulation. IIR conference December 2010 London.
- NGN regulation, costing and technology: two separate 3-day workshops delivered in Singapore (basic then advanced) 2006/7
- Workshop: LRIC modelling for fixed-mobile and mobile-fixed interconnection and business planning. Vision in Business workshop, London November 2002

- Workshop: Bottom up LRIC modelling for IP services. IP Network Costing conference. Vision in Business, London
- Co facilitator of Ovum NGN workshop to operators and regulators in Hong Kong June 2006
- Workshop for EU incumbent fixed/mobile operator on NGN regulation.

Workshops, presentations and training course delivered during projects have covered:

- Top down and bottom up cost models. These covered both the use of the systems and the implications of the results
- Costing and pricing for Middle Eastern operators
- Costing and LRIC in detail for senior management
- Public consultations on costing systems, regulatory accounts
- Presentations and meetings on behalf of regulators and operators
- Long Run Incremental Costing (LRIC)
- Telecoms regulation
- Pricing.

Publications and conferences

In addition to the papers published on the Telzed web site, Roger Steele has delivered and presented many papers. These include the following:

- Strategic issues for fixed and mobile broadband. Telzed web site 2017. This is a follow on to the below paper on usage.
- A guide to understanding broadband usage. Telzed web site 2017. This demonstrates the cost drivers and how mobile is unlikely to replace fixed broadband in many countries.
- Analysis of the implications of Ofcom's Strategy. March 2016. On Telzed web site
- Broadband speed and Internet use. Analysis of Akamai data. December 2015. On Telzed web site
- Independent Telzed submission for the Ofcom Strategic Review of Digital Communications, October 2015. On Ofcom and Telzed web site
- Issues and options for BU models, October 2014. Telzed web site
- Commentary on EC draft Recommendation on NGA costing and non-discrimination (published December 2012). Telzed web site.
- Commentary on the UK Ofcom Communications Market Report 2012. This has points applicable to many countries. Telzed Web site

- Discussion paper: How to build a "Do It Yourself" cost model. Telzed Web site
- ITU Cairo February 2013, Mexico March 2013 & Tokyo April 2013: "Strategies for the deployment of NGN and NGA in a broadband environment – Regulatory and economic aspects"
- ITU Cairo February 2013, Mexico March 2013 & Tokyo April 2013: "Initiatives to stimulate demand for broadband services and development of local content"
- "Strategies for the deployment of NGN and NGA in a broadband environment – regulatory and economic aspects." Published on ITU D web site December 2012. Also on the Telzed web site.
- Securing accurate cost and profit forecasts for new products and services, IIR December 2011 London
- "Assessing the costing and pricing of NGA services" IIR conference December 2010 London. Also panel member.
- Modernising the ABC cost model from the classic top down approach to help define future costs over time. IIR Vienna June 2011. Also conference chairman
- "Separating your accounts for NGN." IIR conference Regulatory Accounts and Costing May 2010. Also conference Chairman
- "Regulatory challenges and the future of telecommunications regulation in the Middle East" TMF conference Dubai March 2009
- "Wholesale NGN charging alternatives" ITU Seminar on tariff policies, tariff models and methodologies for the determination of costs of services provided with NGN. Geneva Sept 2008
- "Wholesale NGN charging - an alternative view" IIR regulatory cost modelling and accounting Vienna May 2008
- "Modelling Services on a Next Generation Network to Enable the Accurate Allocation of Network Costs" IIR cost and profit London December 2007
- "Assessing the impact of Implementing cost based services and interconnection on incumbents, new entrants prices and competition" IIR Telecoms Cost Accounting Dubai October 2007
- "Determining the optimum structure and level of detail for separate accounts" IIR Telecoms Cost Accounting Dubai October 2007
- "Costing and Pricing Methodologies" IIR Telecommunications Law and Regulations in the Middle East 2007, Dubai September 2007
- "Cost allocation in an NGN environment" presented at IRG Round table Biel/Bienne Switzerland September 2006. Also panel chairman
- Applying Price Squeeze tests and developing arguments for price squeeze investigations" B Lane & R Steele, Presented at IIR Regulatory Cost Accounting & Reporting in Telecoms, Vienna July 2006

- Conference Chairman NGN Conference London June 2006
- “Allocating Costs and Revenues to Calculate the Profitability of VoIP. IIR Allocating Costs & Calculating Profitability in Telecoms.” December 2005.
- Panel chairman at Carriers World CEE Budapest November 2005. Session on outsourced service supply in CEE
- “Allocating Costs and Revenues to Calculate the Profitability of VoIP.” IIR Allocating Costs & Calculating Profitability in Telecoms.” December 2005.
- “The regulatory and economic challenges presented by the changing telecom market” by R Steele, S Abate and B Lane, Biel Switzerland Sept 2005
- “Pricing for Profits” by R Steele and K Wermig published in ITU Geneva newspaper Telecoms World July 2003
- Practical techniques for applying bottom up LRIC to interconnect for reliable future cost projections. Global Interconnection Forum September 2002, Cannes
- Reducing Interconnection costs by using Least Cost Routing (LCR) without jeopardizing QoS. Global Interconnection Forum September 2002, Cannes
- Creating the information needed to set profit-making prices. IBC Mobile Pricing Masterclass. June 2002 London
- Setting Prices to Stay in Business. 7th Tarifica Pricing Congress May 2002 London
- Forecasting the Revenues and Costs Generated by Interconnect Traffic Over Your Network. Global Interconnection Forum for Telecoms, Barcelona September 1998
- Cost Allocation for Interconnect. Strategic Cost Management in Telecoms, London June 1998
- How to maximise the revenue potential from IP services through balanced costs and prices. IP Network Costing conference. Vision in Business, London July 2001
- Bundling and Pricing Voice and Data Services to Target Corporate Customers. IIR Competitive Telecoms Pricing conference March 2001, Portugal
- Using cost data to determine the optimum points of interconnection. Global Interconnection Forum 2000, Brussels
- How to Allocate Costs to Leased Line and Access Products. Vision in Business. Network Costing in Telecoms June 2000.