

Telzed Limited

Roger Steele's CV

Outline of the career and background. A full CV is available on request

Information on the work experience gained at Telzed and other consulting firms





Roger Steele, CEO Telzed Limited

Brief portrait

Roger is a communications industry expert. He has worked internationally, managing project teams that deliver value to clients through advice, analysis and systems delivery. Roger combines team/project management skills with financial skills, telco business knowledge, technical expertise and regulatory economics. He is a regular speaker at international conferences on regulation, telco costing, profit analysis and pricing. Roger is an experienced team and project manager.

Skills

Service profit and pricing analysis; regulatory affairs; accounts; economics; financial modelling; negotiations; outsourcing; contracts & SLAs; Activity Based Costing; supplier evaluations; strategy; due diligence; interconnect; legal disputes/expert witness; plus a wide range of fixed & mobile telecoms technologies. Presentational skills: over 30 conference papers and workshops on costing, pricing & regulation issues.

Strengths

Broad telecoms business and regulation knowledge, with a balance of: strategy; finance and technology; extensive experience of assignment/team/project management; proven inventiveness; senior level management reporting experience.

Telzed: CEO. December 2011 to date

Work has included: regulatory accounts reviews; definition of regulatory WACC; public consultations; define new regulatory accounts in published Instructions after public consultation; dealing with pure LRIC; retail price approvals; dispute resolutions; legal dispute advice and investigations on possible telco-vendor over charging; dispute expert witness statements on mobile termination prices and interconnection history; investigation into how SMS fraud ("spoofing") can be verified and investigated; interconnection links price benchmarking; define wholesale prices of non-geographic numbers; removal of the burden on incumbent to make bottom up models as well as regulatory accounts; responses to a NRA's; flawed LRIC models; broadband strategy paper for the ITU (plus presentations of it internationally); workshops; cost models and service cost analysis.

Ovum: Director Mar 2010 – Dec 2011 & Practice Leader Sept 2004 – April 2008

Various jobs globally including: public hearings with regulator; creating regulatory submissions; WACC consultation; regulatory accounts; creating cost models; definition of wholesale services; NGN economics and regulation workshops; arbitration cases. Other jobs included: \$1M+ assignment on price control and LRIC; MVNO strategy; due diligence; price squeeze; access cost analysis; pricing out-sourced network services; regulatory accounts, cost model reviews.

Set up a joint venture with Pilbara Group (an ABC IT firm) – to deliver advanced tools for regulatory cost accounting and commercial business profit analysis.

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Deloitte: Director of telecom economics team. April 2008 – February 2010

Various jobs including: major SAS ABM project to deliver cost and profit analysis of the telecom operator's fixed and mobile services; due diligence on a European telco; LRIC models of mobile and fixed networks; econometric comparison of MTR to costs.

PA Consulting Group, Principal Consultant. Feb 98-Sept 2004

Led PA's work on telecoms costing, service and customer profit analysis, pricing, Interconnect and regulatory affairs. Many assignments including: major telecom procurements/outsourcing projects, due diligence, network audit, security review, mobile business modelling, license applications, regulatory submissions, call centre business modelling and network strategy. Developed tools to set retail and interconnection prices.

Deloitte Consulting Group: Managing Consultant. April 94 - Feb 98

Work included: outsourcing clients' services (several worth >£100M pa) including contract negotiations, RFP preparation, bid evaluation, tariff analysis, supplier cost modelling, service level agreement definitions and budget forecasts for the board. Developed a cost and profitability tool-set for telcos. Worked on one of the first European cost-based interconnection calculation projects.

Other work included: due diligence; asset valuations; technology advice; privatisation and network audits.

BT Syncordia (later Concert): Equipment Engineering Manager. Oct 91- Apr 94

This was a both technical and a management role. Roger developed and managed the testing of datacom service solutions for global businesses.

BT Labs: Executive Engineer and Senior Professional. Aug 85 - Oct 91

SDH systems evaluations. Prior to that: led in the research and development of optical fibre amplifiers and other pioneering optical technologies that are now used in today's networks.