



Introduction to Telzed

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Roger Steele PhD, BSc, CEng, MIET

CEO Telzed Ltd

rogersteele@telzed.com

+44 (0) 777 178 7607

www.telzed.com

Telzed & Roger Steele: over 30 years of international experience in telecommunications

Cost and profit model analysis

Bottom up, top down, FAC, LRIC, ABC, fixed/mobile/access networks, NGN/NGA, for commercial & regulatory management

Regulatory accounting

Accounts production, review/approvals, current cost accounting (CCA), cost model reviews

Regulatory policy and economics

Tariff approvals/price controls, regulatory submissions, regulatory strategy, wholesale product analysis, consultations, benchmarks

Financial & business analysis

Price setting & price controls, due diligence, license applications, strategy support, MVNOs, SIM boxes

Complex problems

Technical/financial analysis, legal arbitrations, expert witness, market demand modelling, network outsourcing & service procurement for corporates



Telzed provides a combination of business, economic, regulatory, financial and technology skills.

Roger has worked in Egypt, Sudan, Jordan, Palestine, UAE, Bahrain, Oman, Qatar, South Africa, Mexico, Hong Kong, Korea, Singapore, Japan, the Kingdom of Saudi Arabia, Norway, Sweden, Denmark, Germany, Poland, Spain, Austria, Croatia, Switzerland, France, Greece, Czech Republic, Hungary, Netherlands, Ireland, Italy, Malta, Cyprus, Bangladesh & Luxembourg



Telzed – services and benefits

Consulting

Problems tackled and analysis systems delivered
Reports and tools. See web site for some free discussion reports

Advice

Experience-based views
Identify risks and alternatives to help your decision process

Interim management

Work with your teams. Manage teams. Deliver projects. Fill senior roles for short periods.
Training, skills building and knowledge transfer

Links to other experts

Telzed can join with larger consulting teams or key experts
Telzed has used additional accountants and economists

Approach

Clients first → always professional → work as a team → keep on learning → value for money. Telzed provides major-firm's Director/Partner level experience, but at far lower fees



Telzed assignments demonstrate project delivery that can solve a wide range of industry problems

Public consultations

Regulatory accounting regulations and WACC determinations. Separate assignments delivered new accounting and service costing results

Training and knowledge transfer

Workshops on: dispute resolution; broadband regulation; broadband strategies; telecoms market definition; competition analysis

Expert witness

Provided insights to the telecoms market history and how interconnection prices impact the market (on going arbitration). Specialist insights on “SMS spoofing” in a criminal law case

Reviews of accounts

In separate projects, two countries’ regulatory accounts were analysed and reported on in detail for the NRAs. Implications and required changes were defined

Acting for the operator

Respond and represent operators’ interests to NRAs: pure LRIC reply; correct the NRA’s flawed BU LRIC models; lifted NRA’s requirement that incumbent build both TD and BU models



Other recent jobs and Telzed specialisms

Telzed has provided many other services and brings in a huge range of experience built up from leading large complex consulting assignments at other consulting firms

Retail price controls of complex price bundles

Interconnection links – benchmarking and price

Wholesale pricing of non-geographic numbers

ABC costing systems and regulatory accounts

Telzed has partnership with Pilbara*

Telzed has a license for QPR CostPerform*

Telzed plans to launch an off-the-shelf top down costing model service: based on Excel/Access.

The costing expertise is used both to help operators make systems and NRAs to analyse the systems/results

* Leading software providers of Activity Based Costing systems suitable for telco costing and regulatory accounts



Please enquire for more information

Questions and enquiries are always welcome
Please follow up:

Roger Steele

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