

Roger Steele

Director

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Dr Roger Steele joined Deloitte in April 2008 from Ovum where he was Head of the Regulatory Consulting practice. He now leads a regulatory economics team that provides help in a wide range of telecommunications projects.

He specialises in regulatory issues, telecoms cost & profit analysis, strategic and financial analysis, interconnect and outsourcing, with over 25 years experience in the industry. Roger has led many projects, for example:

- bottom up and top down (LRIC) cost models for fixed, mobile networks and NGN networks
- he has investigated and worked on: mobile call termination rates; mobile termination price asymmetry; local loop unbundling; definition of LRIC; leased line wholesale tariffs, NGA; retail price controls; anti competitive pricing of bundled services; fixed network LRIC call termination and access services
- he has defined Reference Interconnect Offers – drafting the RIO text and the tariffs
- created cost and profit models for price control and commercial decision making
- legal disputes and arbitrations
- led major outsourced service procurement projects for large businesses
- due diligence reviews of telcos on behalf of investors.

Roger has spoken at many conferences across the world on regulatory, pricing and costing issues. His work has helped to set interconnect tariffs in a number of countries. He has run several Next Generation Network costing/regulatory workshops and he is a Chartered Engineer. Before becoming a consultant, he worked for BT.