

3G Business Prospects

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Hugh Collins is Director of Economic Regulation at InterConnect Communications Ltd. He specialises in development of communications sector policy and regulation from an economic perspective, and strategy development, technology evaluation, and market analysis and forecasting for existing and planned communications services, media and technologies.

He has worked in Europe, Middle-East, Asia, Latin America, North America, Australasia, and Africa.

His recent assignments have included:

- Developing policy and regulation to assist governments and regulators to improve the supply of telecommunications services
- Developing strategy for communications providers, including developing and testing business plans
- Analysing and forecasting of communications markets
- Study of acquisition and joint venture targets, analysing values, and supporting equity sales
- Analysis of the future economic role of new technologies
- Rapid implementation of new businesses
- Assisting telecommunications providers to compete effectively
- Assisting operators to gain market access, including regulatory permissions, and selection of partners for national service distribution and support
- Network optimisation through technical evaluation and whole-life cost comparison of alternative approaches
- Benchmarking to identify areas where a company's performance is below 'best practice', and developing and implementing new operational practices to improve performance.
- Re-organising business systems including business planning, pricing, distribution strategy formulation and implementation, and information systems development
- Valuing radio spectrum licences
- Preparation and valuation of operating licence applications
- Advising on the appropriate technical and price basis for interconnect regimes, and specifying the procedures to be used in future interconnect determinations.