

# Global Symposium for Regulators 2013

## GSMA Pre-Event Workshop

### *Setting Realistic Expectations for Spectrum Auctions*

09.00 – 10.30am, Tuesday 2 July 2013

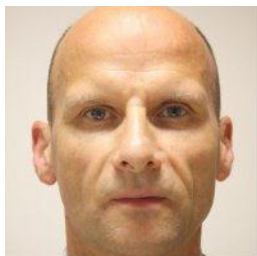
Hilton Hotel, Warsaw, Poland



#### **Stefan Zehle**

**CEO, Coleago Consulting, a specialist telecoms management consulting firm.**

25 years experience in telecoms, Director of mobile operating company, specialises in strategy & business planning and regulatory issues. He gained his experience working in developed markets in Europe, Canada and the US and also in emerging markets in the Middle East, Africa, and the Far East. As the 2nd person on the ground he played a pivotal role in launching Nedjma, the 3rd Algerian GSM operator. In his role as Director of Marketing, Strategy and Regulatory Affairs he launched new propositions transforming the market and introduced best practice interconnect agreements in Algeria. He filed regulatory complaints winning million \$ cost savings. Co-author of the Economist Guide to Business Planning. Languages: French, English, German.



#### **Frédéric Bonnin**

**Group Spectrum Office, Deputy Director, Orange**

Frédéric Bonnin graduated from the French telecom engineering School Sup Telecom Bretagne. After, 7 years working for EADS group in PMR industry (Tetrapol), he joined France Telecom group in 2001, working in the field of new radio access technology introduction. Within the framework of these activities Mr Bonnin was Orange group delegate at 3GPP RAN plenary. He has worked at Orange Group Spectrum Office since 2006, more particularly in charge of supporting Orange countries' regulatory/technical/strategy departments for spectrum resource acquisition and management.

#### **Chris Woolford**

**Director of International Affairs, Ofcom (UK)**

Chris Woolford is Ofcom's Director of International, responsible for Ofcom's international activity across the telecoms, spectrum and broadcasting sectors and for managing Ofcom's relationships with international institutions and overseas administrations. Chris is a member of Ofcom's Spectrum Executive Team and Strategy Steering Group.

Chris is closely engaged in Ofcom's international spectrum work and led the UK delegation to WRC-12. He is the UK representative on the Radio Spectrum Policy Group (RSPG) which is the most senior European group dealing with spectrum policy and is responsible for leading UK representation in the spectrum committees of the EU, CEPT and ITU.

Before joining Ofcom, Chris worked in various UK Government Departments, including 6 years at Ofcom, where he worked on different aspects of telecommunications regulation. Chris has a degree in mathematics and statistics from Manchester University.



**Dr. Jerzy Kalinowski**

**Head of Technology, Media and Telecommunications, Central & Eastern Europe, Partner KPMG**

Jerzy leads CEE KPMG Center of Excellence in Telecommunications. He has over 30 years of experience primarily in telecommunications, digital media and IT technologies. He work experience covers education and R&D (Poland and USA), C-level position in technology, telecommunications and investment companies, and since 2004 he has been working for KPMG.

During his consulting career Jerzy directed several projects in Poland and in many other countries for telecommunications companies in the area of regulations, business strategies and transactions, new products new services, performance improvement programs and business transformation. His experience includes projects related to regulatory strategies, analysis of the functional separation of the incumbent operator, business planning and valuation of fixed and mobile operators, strategy, design and implementation of Radio Access Network sharing, feasibility studies and strategies for FTTH networks, convergence of telecommunications and digital media etc,

Jerzy holds M. Sc. in Telecommunications and Ph. D. in Computer Eng. both from the Warsaw University of Technology. He also earned M. Sc. in Electrical Eng. from the University of Rochester.



**Gabriel Solomon**

**Head of Regulatory Affairs, GSMA**

Gabriel has a broad international telecoms background having worked with both vendors and operators in developed and developing markets. His functional experience spans business development, strategy, marketing and finance. At the GSMA Gabriel is responsible for regulatory affairs

and leads industry initiatives designed to increase mobile affordability and support the economic and social benefits of mobile. Gabriel has an MBA from INSEAD.