



Global Symposium for Regulators 2013

Setting Realistic Expectations for Spectrum Auctions

09.00 – 10.30am, Tuesday 2 July 2013

Hilton Hotel, Warsaw, Poland

09.00 – 09.05 WELCOME AND INTRODUCTION – Gabriel Solomon, Head of Public Policy, GSMA

09.05 – 09:20 Evaluating the drivers to release spectrum

Chris Woolford, Director of International Affairs, Ofcom

Experience from the UK of balancing the need for spectrum release to support mobile services with other calls from industry. What criteria to examine to ensure fair distribution whilst meeting a country's general economic goals?

09.20 – 09.35 Determining the criteria for successful spectrum auctions

Stefan Zehle, CEO, Coleago Consulting

Well-designed auction rules are a prerequisite for successful spectrum allocation. Outlining the different auction methodologies and their suitability for different markets.

09.35 – 09.50 How to efficiently manage spectrum and ensure long-term stability: an operator perspective

Frédéric Bonnin, Deputy Director Group Spectrum Office, Orange

To ensure best use of and return on spectrum assets, what policies could be adopted for long term stability? How to determine the best approach to license renewal and refarming? What examples show best practise in this area?

09.50 – 10.05 How does the investment community view spectrum assets?

Dr Jerzy Kalinowski, Head of Technology, Media and Telecommunications, Central and Eastern Europe, Partner KPMG

Private investors need to be attracted to deploy mobile services. What are the trade-offs between paying large sums upfront versus longer term network investment and how much is too much when paying for spectrum?

10.05 – 10.30 QUESTION AND ANSWER PANEL

Moderated by: Gabriel Solomon, Head of Public Policy, GSMA

Interactive Q&A session with the audience