



INTERNATIONAL TELECOMMUNICATION  
UNION Telecommunication Development Bureau  
and  
INA Academy and OTE



*ITU Centres of Excellence Workshop on*

**Migration to Next Generation Regulatory Environment**

*16-18 September 2009, Athens, Greece*

**Draft Agenda**

**Day 1: Wednesday, 16<sup>th</sup> September**

**Focus: Economics of NGA networks - Investment Incentives and Financing**

Time	Lecturer	Title and content of the session	Document (ppt)
09.30 – 10.00	<b>REGISTRATION</b>		
10.00 – 10.45	<b>Dr. Ploumpis, General Director, Regulatory Affairs, OTE</b>	Welcome note by OTE Representative	
	<b>Mr. Kalafatidis, Director of Spectrum Management and Monitoring, Hellenic Ministry of Transport &amp; Communications</b>	Welcome note by Ministry Representative	
	<b>Dr. Kanellos, EETT President</b>	Welcome note by EETT Representative	
	<b>Dr. Anastasiadou, Director, INA Academy</b>	Welcome note by INA Academy	
	<b>Ms. Panayotopoulos, Managing Director, OTE Academy</b>	Welcome note by OTE Academy	
10.45 – 11.00	<b>COFFEE BREAK</b>		
<b>Section A: View of Policy Makers and Industry Players – Chaired by Dr. Katsoulakos, AUEB Vice-Rector</b>			
11.00 – 11.30	<b>Dr. N. Papaoulakis, Advisor to General Secretary of Communications, Hellenic Ministry of Transport &amp; Communications</b>	The Fibre To The Home (FTTH) Project in Greece	
11.30 – 12.15	<b>J. Krancke, Vice President Regulatory Strategy and Economics, Deutsche Telekom</b>	Setting Right Incentives for Broadband Rollout	
12.15 – 13.00	<b>V. Gerus, Regulatory Affairs Manager, ETNO</b>	Challenge for NGA-Investing Companies: 'Managing Expectations' of Public Policy Stakeholders	
13.00 – 14.00	<b>LUNCH</b>		
<b>Section B: View of Policy Makers and Industry Players – Chaired by Dr. Anastasiadou, INA Academy Director</b>			
14.00 – 14.45	<b>E. Fitori, Regulatory Affairs Manager, ECTA</b>	Competition and investment - mutually reinforcing objectives	
14.45 – 15.15	<b>R. Barreto, Principal Consultant, Regulatory Practice, Ovum Consulting</b>	Identifying and overcoming the challenges of migrating to NGN/NGA	
15.15 – 15.30	<b>COFFEE BREAK</b>		
<b>Section C: Roundtable Discussion</b>			
15:30 – 16.00	<b>Coordinator: OTE Group Representative</b>	<b>Round Table Discussion</b> Drivers and Challenges for Deploying Next Generation National Broadband Networks (NGNBN)	



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Day 2: Thursday, 17<sup>th</sup> September

Focus: NGA Challenges and Expectations

Time	Lecturer	Title and content of the session	Document (ppt)
<b>Section A: View of Fixed Operators and Industry Players – Chaired by Dr. Anastasiadou, INA Academy Director</b>			
09.30 – 10.00	<b>K. Ploumpis, General Director, Regulatory Affairs, OTE</b>	OTE's Perspectives on the Greek National FTTx Plan	
10.00 - 10.30	<b>M. Orban, Head of Regulatory Affairs – CEE, BT Global Services</b>	The Functional Separation experience 3 years on - regulation and NGA deployment	
10.30 - 11.00	<b>G. Kavaklis, Head of Internet Services, Forthnet</b>	Challenges in the Broadband Era	
11.00 - 11.30	<b>A. Tzortzakakis, HOL Marketing Director</b>	Regulatory Challenges in the NGA Era	
11.30 – 11.45	<b>COFFEE BREAK</b>		
<b>Section B: View of Mobile Operators and Industry Players - Chaired by Mr. Georgiadis, OTE, Reg. Affairs</b>			
11.45 – 12.15	<b>K. Due Hauge, Director Spectrum Policy , GSMA</b>	Regulating to Achieve the Maximum Benefit from the Digital Dividend	
12.15 – 12.45	<b>E. Nikolaidou, General Director, Legal, Competition and Regulatory Affairs, Cosmote</b>	The Mobile Perspective of NGA	
12.45 – 13.15	<b>T. Tompras, Legal &amp; Regulatory Department , WIND Hellas</b>	NGNs & the Macro Environment of the Greek Telecom Sector - Challenges & Opportunities	
13.15 – 14.15	<b>LUNCH</b>		
<b>Section C: View of Telecommunication Vendors – Chaired by Mr. Koulinas, INA Academy</b>			
14.15 – 14.45	<b>T. Kallstenius, Director, Product Marketing, Wireline, Alcatel-Lucent</b>	Next Generation Access Drivers and Migration Scenarios	
14.45 – 15.15	<b>M. Brandl, Head of Telecom Regulation &amp; Spectrum Policy, Nokia Siemens Networks</b>	Technical Aspects of NGA : Consequences for the Regulatory Environment	
15.15 – 15.30	<b>COFFEE BREAK</b>		
<b>Section D: Roundtable Discussion</b>			
15:30 – 16.00	<b>Coordinator: INA Academy</b>	<b>Round Table Discussion</b> NGA & NGN Impact on Telecoms Market Structure and Dynamics	



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**Day 3: Friday, 18<sup>th</sup> September**

**Focus: Regulatory Levers Evolution in an NGA Environment**

Time	Lecturer	Title and content of the session	Document (ppt)
<b>Section A: View of Policy Makers and Industry Players - Chaired by Mr. Georgiadis Reg. Affairs Department, OTE</b>			
09.30 – 10.00	<b>E. Savarese, AGCOM Commissioner</b>	Regulation for the future challenges, a new approach?	
10.00 – 10.30	<b>J. Obradors, Partner, Analysys Mason</b>	The difficult NGA equilibrium	
10.30 – 11.15	<b>J. Kalinowski, Partner, KPMG, Warsaw office</b>	Pros and Cons of Functional Separation - Regulatory Experience in Poland	
11.15 – 11.45	<b>K. Koulinas, Head of Research and Advisory Practice, INA Academy</b>	NGA Developments – Implications for NRAs	
11.45 – 12.00	<b>COFFEE BREAK</b>		
<b>Section B: Mock Exercise I</b>			
12.00 – 12.45	<b>Coordinator: INA Academy</b> Participants are split into sub-groups to discuss relevant topic and define their positioning	<b>Mock Exercise</b> “Implementation of an open-access, nationwide next-gen fiber access network, based on PPP scheme”	
12.45 – 13.15	<b>Coordinator: INA Academy</b> Participants gather for negotiations/discussions	<b>Mock Exercise Results</b> <ul style="list-style-type: none"> <li>• Reviewing and analyzing stakeholders' views</li> <li>• Conclusions</li> </ul>	
13.15 – 14.15	<b>LUNCH</b>		
<b>Section C: Mock Exercise II</b>			
14.15 – 15.00	<b>Coordinator: INA Academy</b> Participants are split into sub-groups to discuss relevant topic and define their positioning	<b>Mock Exercise</b> “Regulatory levers review in light of migrating to next-gen regulatory environment”	
15.00 – 15.15	<b>COFFEE BREAK</b>		
<b>Section C: Mock Exercise Results and Conclusions</b>			
15.15 – 16.00	<b>Coordinator: INA Academy</b> Participants gather for negotiations/discussions	<b>Mock Exercise Results</b> <ul style="list-style-type: none"> <li>• Reviewing and analyzing stakeholders' views</li> <li>• Conclusions</li> <li>• Closing the event</li> </ul>	