

Back to the Future: Romanian Communications Market in the Next 10 Years

6 November 2012, Radisson Blu Hotel, Bucharest

Registration, coffee		8.30-9.00
Opening	<u>Welcome speech</u> Cătălin MARINESCU , President of ANCOM	9.00-9.30
	<u>Opening speech</u> Dan NICA , Minister of Communications and Information Society Roberto VIOLA , Deputy Director General, Directorate General for Communications Networks, Content and Technology, European Commission	
	Q & A	9.30-9.45
Coffee break		9.45-10.00
First session	<p><i>Telecom entrepreneurship – the advantage of playing on home ground</i></p> <p><u>Entrepreneurs:</u></p> <p>Cătălin CUTURELA, founder, Digicom Systems Iosif SZAVUJ, founder, Ines Grup Sorin MARPOZAN, founder, Logic Telecom Dan BOABEȘ, founder, Parlatel Mihai BĂTRÎNEANU, founder, PCNet Gheorghe RUSU, founder, Starnets/Interglob</p> <p><u>Moderator:</u></p> <p>Dinu MALACOPOL, CEO, Digital Cable Systems</p> <p>Entrepreneurs from Romania who founded successful telecom companies are invited to talk about the beginning and evolution of their companies on the Romanian market, as well as about the advantage of knowing the specifics of the market in a battle dominated by large multinational companies. Our guests will share their experience and will answer questions likely to be asked by all those who wish to be successful in their business:</p> <ol style="list-style-type: none"> 1. <i>When and how did you found the company? Did you have partners from Romania or from abroad, did you borrow funds?</i> 2. <i>Which was the initial business model, what was it based on, how did it evolve?</i> 3. <i>How did you fructify the advantage of playing on your home ground?</i> 4. <i>When did you get the feeling that you made it?</i> 5. <i>How did regulation help you or, on the contrary, hinder you?</i> 6. <i>How do you see the evolution of the telecom market in the past 10 years? How do you think it will look like in the next 10 years?</i> 7. <i>Would you start now a business in telecom and, if yes, what would you focus on?</i> 	10.00-11.30
Coffee break		11.30-11.45

<p><u>Second session</u></p>	<p><i>Reform of European regulations – new game rules</i></p> <p><u>Keynote:</u></p> <p>Roberto VIOLA, Deputy Director General, Directorate General for Communications Networks, Content and Technology, European Commission</p> <p><u>Panellists:</u></p> <p>Georg SERENTSCHY, BEREC Chair, Managing Director of the Austrian Regulatory Authority for Broadcasting and Telecommunications (RTR)</p> <p>Göran MARBY, BEREC Vice-Chair, Director General of the Swedish National Post and Telecom Agency (PTS)</p> <p>Dr. Leonidas KANELLOS, BEREC Vice-Chair, President of the Hellenic Telecommunications & Post Commission (EETT)</p> <p>Tom RUHAN, Chairman, European Competitive Telecommunications Association (ECTA)</p> <p>Marcin PACHLA, Executive Director of Corporate Affairs, European Telecommunications Network Operators (ETNO)</p> <p>Peter ALEXIADIS, Partner, Gibson Dunn & Crutcher</p> <p><u>Moderator:</u></p> <p>Cătălin MARINESCU, President of ANCOM, Romania</p>	<p>11.45-13.30</p>
	<p>The European regulatory framework for communications is subject to periodical revisions, in particular in order to keep the pace with the technological evolutions and with the competitive markets' dynamics, as well as to consolidate the EU internal market. The revision of the 2002 regulatory framework was adopted in 2009, whereas the first public consultations on this topic have been carried as far as 2006. In this context, we will attempt to learn, from the most important decision-making factors in this revision process, information that will prove useful for all those affected by these changes. We will ask questions such as:</p> <ol style="list-style-type: none"> 1. 1998, 2002, 2009 and the ones to come: what triggers these periodical revisions of the relevant legal framework? Is it the change in technologies, the users' needs, the change of the business models, or these factors altogether? 2. Reform or review? 3. What competitive implications of premium content generalisation are implied? 4. Towards a symmetrical access regulation? 5. What shifting could occur in the infrastructure-based competition? 	
<p>Lunch break</p>		<p>13.30-14.30</p>
<p><u>Third session - interactive</u></p>	<p><i>The next 10 years: what will model the businesses and the rules in the following decade?</i></p> <p><u>Foreword and moderator:</u></p> <p>Fabio COLASANTI, President, International Institute of Communications (IIC), UK</p> <p><u>Keynote:</u></p> <p>Dr. Adam SCOTT, Director of Studies, UK Competition Appeal Tribunal</p> <p><u>Panellists:</u></p> <p>Alexandru GHIȚĂ, 2K Telecom</p> <p>Stefanos THEOCHAROPOULOS, Cosmote Romania</p> <p>Jean-François FALLACHER, Orange Romania</p> <p>Valentin POPOVICIU, RCS&RDS</p> <p>Iñaki BERROETA, Vodafone Romania</p> <p>Cătălin MARINESCU, President of ANCOM, Romania</p> <p><u>Afterword:</u></p> <p>Fabio COLASANTI, President, International Institute of Communications (IIC), UK</p>	<p>14.30-16.15</p>

	Q & A	
	In order to shape the telecom market landscape for the next 10 years, the winners of the spectrum auction in Romania will be invited to discuss the plans and visions that will model the businesses in this market in the next decade. Are we going to witness a reconfiguration of the market, of the business models and of the consumption behaviour, are we going to live new technological revolutions? The audience will be given the opportunity to put questions and, also, to choose and vote the answers to a series of key-questions about the future of communications in Romania in order to ultimately enable us to reach an overall picture of the way in which the industry perceives the evolution of businesses and, implicitly, of regulations.	
<u>Closing speech</u>	Cătălin MARINESCU , President of ANCOM, Romania	16.15-16.30