

Policy challenges in the communications sector

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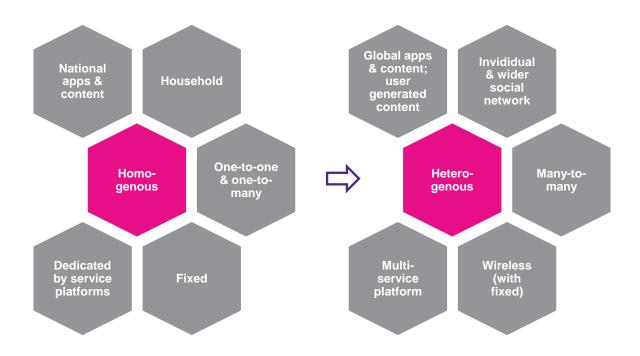
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AGCOM-IIC Workshop, Rome

Plum Consulting, London, T +44 (0)20 7047 1919, www.plumconsulting.co.uk



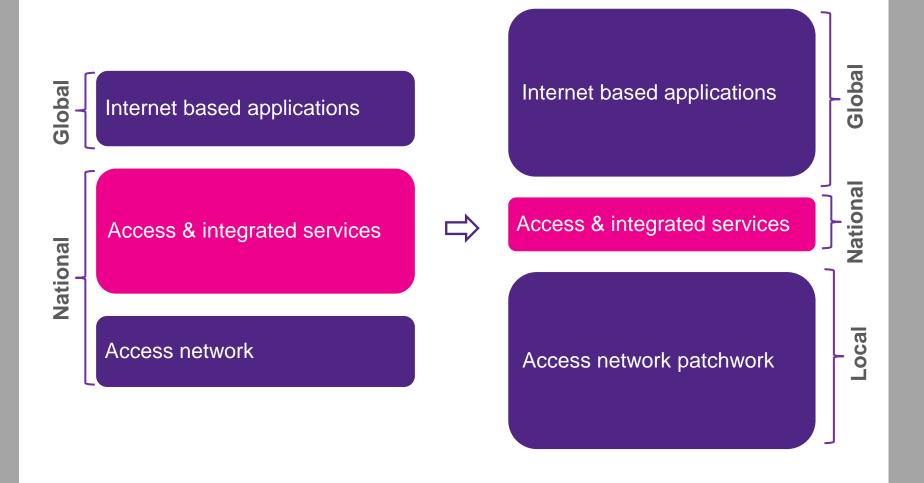
Market: homogenous (legacy) ⇒ heterogeneous (internet)



More like a normal market, but policy - Digital Agenda - less like a normal market?

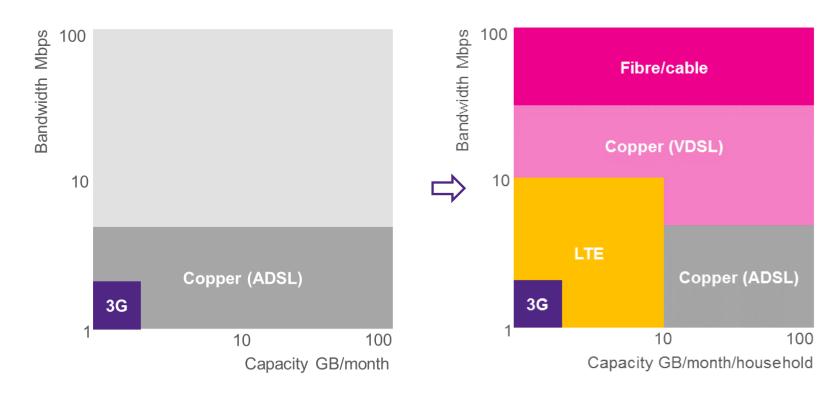
Competition: national ⇒ global/local plum











From 1/2 ⇒ 3/4 platforms (including anchor product & LTE) during transition

Open access: passive ⇒ active



Active access

Passive access

Price differentation supports investment & inclusion

Lower entry costs for retailers

Ease of customer switching

More scope for control by access seeker

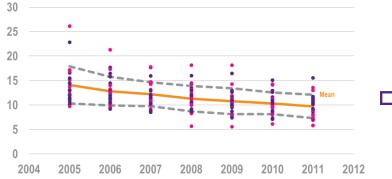
Access based competition across more value added

Balance arguably tipping towards active layer – VULA (plus anchor product)



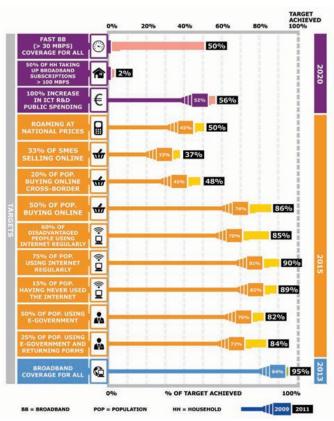
Focus: same for less ⇒ more for more (e.g. smartphone)

European LLU Prices including connection charge, EU 27, € per month



Note: 2011 data is from a different source and therefore may not be consistent Source: Plum Consulting, EC. Accession countries in magenta.

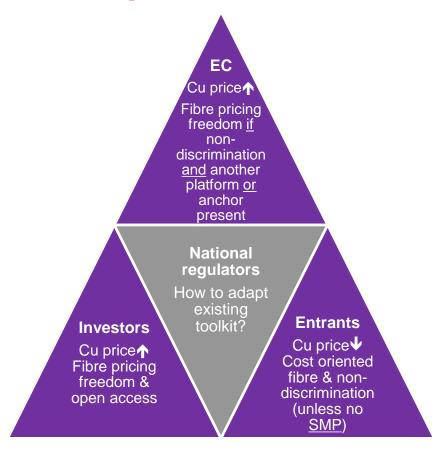
Vice President Kroes: Convergent real copper price (FT-ETNO Summit) ⇒ rising nominal price



What do consumers want and value?

New approach required





Lessons to learn from consensus building approach to European spectrum policy?