

# INTERCONNECT

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INTERCONNECT



INTERNATIONAL TELECOMMUNICATIONS SOCIETY

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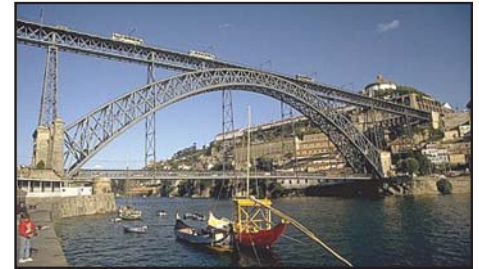
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VISIT OUR WEBSITE AT  
[www.itsworld.org](http://www.itsworld.org)

## Porto, Portugal Set To Host ITS Europe 2005

The 16th ITS European Regional Conference (ITS Europe 2005) will be held September 4-6, 2005 in Porto in association with the 32nd EARIE Conference being held September 1-4, 2005. The joint ITS/EARIE sessions will be held at the Faculdade de Economia, Universidade do Porto. The ITS-only sessions will be held at the Universidade Católica Portuguesa, also in Porto.

Simply to whisper the name "Porto" is enough to conjure up images of the Duoro Valley which begins some 50 miles due east and upstream of Porto along the Duoro River (the River of Gold) in north-eastern Portugal. It is here in this rugged and desolate valley, reminiscent more of a moonscape than anything terrestrial, and where



summer temperatures can easily exceed 40 degrees Celsius, that the grapes which produce the world's greatest vintage port are grown. And more than anything else, it is vintage port, the fortified wine of kings and connoisseurs, upon which the legendary reputation of Porto has been built. To pair a glass of fine vintage port with a strong cheese (stilton or perhaps gorgonzola), ripe fruit and a handful of walnuts or pecans is to define one of those rare combinations of food and drink which transcend nearly all earthly experience and allow one to grasp, if only fleetingly, the true meaning of sublime.

And so, for those ITS members with more than just a passing acquaintance with the glories of a great bottle of port, what better place on earth to hold an ITS conference than Porto, the heart of the premier vintage port producing region of the world.

The organizers of ITS Europe 2005 are Joao Confraria Silva, Assistant Professor, Economics Department, Catholic University of Portugal, in Lisbon, and Dr. Brigitte Preissl, Senior Researcher, German Institute for Economic Research, Berlin. Both Professor Confraria Silva and Dr. Preissl are

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## Message from the Chair

Dear ITS Members,  
Part of ITS' mission is to "...provide a forum where academic, private sector, and government communities



can meet to identify pressing new problems and issues, share research results, and form new relationships and approaches to address outstanding issues." As I review our recent activities, I am struck by the many different ways in which we are doing just that.

Consider, for example, our web site: [www.itsworld.org](http://www.itsworld.org). Not only does it provide information about ITS conferences, programs and publications but, following an extensive and just-completed overhaul of the Links section (which now includes nearly nine

hundred links), it is becoming an increasingly valuable resource for research on telecom activities around the world. I encourage you to visit and explore the Links section of our web site and to let us know of other useful links you'd like to see added.

In this regard, please see the article on page 8 of this issue of *Interconnect* on how to win a free two-year ITS membership valued at \$200 U.S. just for submitting new links that can be added to the ITS web site.

Another important activity for us is our annual online membership survey, conducted by ITS Vice Chair, Lucy Firth, with the assistance of our Strategic Planning Committee. The aim of this survey is to provide ITS members an effective and in-depth means of sharing with the Board their ideas on how to continue improving ITS and the services it delivers to

*continued on page 3*

## Porto, Portugal Set To Host ITS Europe 2005 (cont'd)

members of the ITS Board of Directors. Conference sponsors include: Catholic University of Portugal, DIW Berlin, ANACOM and Deutsche Bank.

The process of reviewing abstracts submitted in response to the Conference Call for Papers has only recently been completed. A total of 105 papers have been accepted for presentation at the Conference. Speakers from 26 countries will be in attendance.

Conference papers will address the following themes:

- Regulatory Practice in Europe
- Competition and Market Performance in Telecommunications
- Improving Telecommunications Infrastructure



- Structural Change in Telecommunications Industries
- Internationalization of Telecommunication Markets: the Enlarged EU and Beyond
- Broadband: Promises and Perspectives
- Internet: Regulatory and Strategic Issues
- Mobile Services: What next?
- Information Society Issues: Winners and Losers
- Broadcasting: Technology and Content

Please check the conference web site at [www.itseurope.org](http://www.itseurope.org) for the conference program which should be posted by mid-July. Hotel and registration information is also available on the Conference web site.

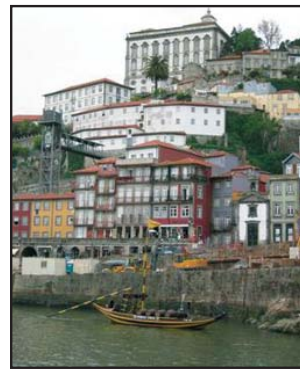
For the latest information about the EARIE 2005 Conference, please [click here](#). Further information about EARIE (European

Association for Research in Industrial Economics) may be found at [www.earie.org](http://www.earie.org).

The ITS Board of Directors will hold its annual meeting in Porto immediately prior to the commencement of the Conference. A full report of the the Board's deliberations and major decisions will be provided in the next issue of *Interconnect* to be published in the late Fall or early Winter of 2005.

The strength of the Conference program and the location of the proceedings make this one conference you will definitely not want to miss.

Just remember. Leave some room in your suitcase to bring back a bottle or two of the elixir known as vintage port. You'll not regret it.

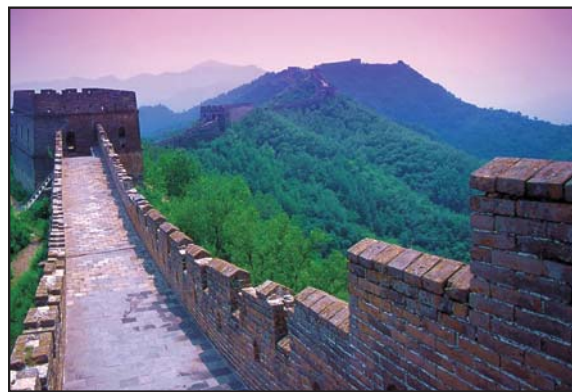


## ITS Sets Sights on China for 2006 Biennial Conference: Call for Papers Issued

China beckons.

Home to the most populous nation on earth, and such historical, cultural and architectural wonders as the Great Wall, the Forbidden City, the Temple of Heaven, the Mogao Caves, the Terra Cotta Army, the Ming Tombs and scores of other national treasures, China has been selected to host the 16th ITS Biennial Conference June 12-16, 2006. The Conference will be held in the Chinese capital of Beijing and promises to be among the best in ITS history.

To think of China is to envision everything on a grand scale. There are the Himalayas, the world's tallest mountains, in the far south-



west of the country. Traversing China west to east are the third and fourth longest rivers in the world, the Yangtze and Yellow Rivers, respectively. On the former is the site of the world's largest construction project, the Three Gorges Dam. Two of the world's most important commercial and financial centres can be found in

China: Shanghai on the east coast, and Hong Kong on the South China Sea. For the past several years, the Chinese economy has been a global leader in growth. Currently the sixth largest in the world, the Chinese economy is expected to surpass all but the U.S. economy within a generation. Buoyed by its significant and rapidly growing exports to the rest of the world, especially the United States, China has used its U.S. dollar reserves to become the second largest holder of U.S. debt in the world, behind only Japan. Among the most significant internal manifestations of the economic transformation of China is the largest rural to urban migration in a single country in all of human history. It is estimated

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## ITS Sets Sights on China for 2006 Biennial Conference: Call for Papers Issued (cont'd)

that some 25 million people a year are abandoning rural China in search of higher incomes and a better life in that country's burgeoning cities. The resulting demand for raw materials with which to build essential infrastructure has contributed to a significant increase in the world price of commodities such as oil, coal, iron ore, copper, nickel and zinc, among others. These days, everyone is paying attention to China. And for good reason.

China, however, will be the focus of the world's attention in the next few years for reasons beyond economics. Beijing, for example, was selected to host the 2008 Summer Olympic Games (the second most popular sporting event in the world) and Shanghai was chosen to host the 2010 World's Fair. Both events are expected to draw millions of visitors to the country. It will come as no surprise that China is doing all that it can to make itself as welcome and presentable to the world in advance of these two mega-events when the world's eyes will be squarely upon it.

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## Message from the Chair (cont'd)

members. This year's survey will be conducted in July and August. A summary of the survey results will be published in the November-December issue of *Interconnect*. See also page 10 of this issue of *Interconnect*.

I am also pleased to announce that we have extended our arrangement with IDATE for another year for the publication of our quarterly journal, *Communications & Strategies*. Without question, the annual subscription to C&S each member receives remains one of the most valuable benefits of belonging to ITS. Providing our members with a world-class, refereed journal that focuses on both theoretical and empirical economic research in the telecom, IT and media sectors of the economy also fulfills one of the central tenets of our mission statement.

The central focus of ITS activity, however, remains the sponsorship and organization of regional and global conferences on themes and subjects of relevance to our members. This year is no exception.

In the eleven months between July 2005 and June 2006, ITS will hold five major conferences on three continents including the 16th ITS Biennial Conference in Beijing, China.

For full details on all of these upcoming conferences, as well as a summary of the recently-held Hong Kong Mobility Roundtable, please see inside this issue of *Interconnect*.

Turning to other business, it is my pleasure to announce the appointment of Don Romaniuk as the new ITS Secretariat effective May 1, 2005. All correspondence with Don in his new role as Secretariat should be directed to [secretariat@itsworld.org](mailto:secretariat@itsworld.org). On behalf of ITS - welcome Don, to your expanded role in ITS! We look forward to working with you in your new capacity. At the same, please allow me to extend my sincerest thanks and appreciation, on behalf of the entire organization, to Suzanne Neil, our outgoing Secretariat. Suzanne held the position of ITS Secretariat for nearly three years, and during that time served our organization diligently, faithfully and with much spirit and enthusiasm. Thank you Suzanne for your dedicated service to our organization.

I am also very pleased to welcome our newest board member: Mr. Ki Youl Kim. Mr.

Kim is Head of the Management and Research Lab for Korea Telecom (KT). At the same time, I am delighted to welcome the arrival of a new corporate sponsor, the Regulatory Authority of Turkey, and to express our appreciation to Deutsche Telekom and KT for recently renewing their corporate memberships. Joining them as corporate sponsors for 2005 are BT, France Telecom, IDATE, NTT DoCoMo, TELUS, Arnold & Porter, BAKOM and InfoCom Research, Inc. The support of corporate sponsors makes the work of ITS possible, and we are grateful to them all. Finally, I wish to extend my warmest thanks to retiring Board Member Richard Simnett of Telcordia Technologies for his service to ITS and to offer him best wishes in his future endeavours from all of us.

As should be self-evident from our various activities, ITS is fundamentally a service organization -- focused on serving you, our members, and through you, others in the field. To be effective, we depend on hearing from you. Please let us know how we can continue to most effectively serve your professional interests and ambitions. I look forward to working with you and hope to see you at a future ITS event.

Sincerely,  
*Erik Bohlin*  
ITS Chair

**Win a  
Free  
Two-Year  
ITS  
Membership**

For details please see  
page 8 inside this issue  
of *Interconnect* or  
visit the ITS web site at  
[www.itsworld.org](http://www.itsworld.org)

# ITS Sets Sights on China for 2006 Biennial Conference: Call for Papers Issued (cont'd)

This, then, is the context in which ITS will be holding its 16th Biennial Conference in Beijing next year.

The theme of Beijing 2006 is "Information Communication Technology (ICT): Opportunities and Challenges for Telecommunications". The Conference will be hosted by the Beijing University of Posts & Telecommunications (BUPT) and the China Institute of Communications. Support for the Conference is being provided by the Ministry of Information Industry, the National Natural Science Foundation of China and the China Association of Communications Enterprises. The Conference Program Co-Chairs are Lu Tingjie, Dean, School of Economics and Management, BUPT; Liang Xiongjian, Professor, BUPT; and Xu Yan, ITS Board member and Professor, Hong Kong University of Science and Technology.

Conference sponsors include: China Telecom, China Mobile, China Satcom, Lucent Technologies, UTStarcom, Qualcomm, NEC, Samsung and Nokia.

The Call for Papers for Beijing 2006 was issued early in June 2005. Prospective authors are requested to submit abstracts on any topic relating to the Conference theme. Suggested topics include, but are not limited to, the following:

- Next generation networks and convergence
- Emerging telecommunications technologies: RFID, Wi-Max, HSDPA and others
- Licensing frameworks in the age of convergence
- Spectrum regulation and spectrum transaction
- Market access and the WTO



- Implications of ICT for universal access and universal service
- Interconnection of next generation networks
- Regulatory implications of VoIP
- From VoIP to EoIP: Opportunities and Challenges
- E-Commerce and E-Government
- E-Entertainment
- Mobile commerce and mobile payment systems
- ICT and IPR
- Market and service innovation
- ICT and value co-creation
- Effects of telecommunications standards

Abstracts should be in English, no more than 500 words in length, and should include the author's affiliation and e-mail address. Abstracts should be submitted online via the Beijing 2006 Conference web site at <http://www.its2006bupt.org>.

Authors may submit abstracts by e-mail to [its@its2006bupt.org](mailto:its@its2006bupt.org) if problems are encountered with online submission. The deadline for submitting abstracts is November 25, 2005. Notification of acceptance or

rejection will be provided no later than February 1, 2006.

Distinguished papers may be considered for publication in an edited book or special issues of relevant academic journals.

To view the Beijing 2006 Conference Call for Papers in its entirety please [click here](#).

Further details about Beijing 2006, including hotel, registration and social program information, are available on the conference website at <http://www.its2006bupt.org>.



Conference updates will also be posted on the main ITS web site at [www.itsworld.org](http://www.itsworld.org).

Questions about the Conference in general, and the Call for Papers in particular, should be directed to Ms. Renee Kim, Conference Secretariat, at [its@its2006bupt.org](mailto:its@its2006bupt.org).

An excellent resource for persons planning to travel within China as part of their trip to Beijing 2006 may be found at [www.travelchinaguide.com](http://www.travelchinaguide.com).



# Final Touches Being Put Into Place for Pontevedra Regional Conference

Preparations for ITS' first Regional Conference of 2005 to be held July 20-22 are nearing completion. The host city for the ITS Conference on Regional Economic Development is Pontevedra, located in picturesque Galicia, Spain. The theme of the Conference is "Telecommunications and the Information Society: Opportunities for Regional Enterprise and Development".



The main conference sponsor is Xunta de Galicia (regional government).

Other conference sponsors include: Concello de Pontevedra (municipal government), Embajada de los Estados Unidos en España (US Embassy), Cátedra Telefónica de Telemedicina de la Universidad de Santiago de Compostela, Cátedra Telefónica de Economía de las Telecomunicaciones de la Universidad Carlos III de Madrid, COIT (Colegio Oficial de Ingenieros de Telecomunicación), EG (Estrategia Global), Centro Internacional Carlos V de la Universidad Autónoma de Madrid and EECOTEL (Escuela de Economía de las Telecomunicaciones) de la Universidad Complutense de Madrid.

After reviewing several dozens of abstracts submitted in response to the Call for Papers, the Program (International Scientific) Committee, comprised of academics, officials from government agencies, independent industry experts, and senior business executives from more than a dozen different countries selected over 50 papers for presentation at the Conference. Subject areas range from Wi-Fi and Broadband, Mobile Telephony in the Information Society, Telemedicine, E-Learning, VoIP, the Role of Venture Capital in Regional Economic Development to several individual country case studies examining every aspect of how to measure, model and implement economic policies to promote the advancement of the Information Society on a regional basis.



A fascinating cultural program also awaits conference attendees. On the evening of July 21 an audio-visual presentation on the monuments, cultural history and religious aspects of the Camino de Santiago will be offered followed by a guided walking tour through the historic Old Town of Pontevedra. The next day a guided

tour of the city of Santiago de Compostela awaits conference participants. A gala dinner will follow. For guests staying on in Pontevedra after the Conference, a guided tour of Cambados, Ria de Arousa and Vilanova de Arousa (places in which the great Galician writer Ramon Maria del Valle Inclan lived) will be offered on July 23. The tour includes a boat trip through the Ria de Arousa, a visit to the museum of Valle Inclan, a stop-over at the museum of orujo (white liquor) and a reception in the City Hall of Cambados.

ITS members wishing to attend this Conference will receive a members-only 17% discount off the registration fee. Full details about the Pontevedra Conference, including information on registration, hotels, the conference and cultural programs, and local sights of interest may all be found on the excellent conference web site at [www.itsgalicia.com](http://www.itsgalicia.com).



Another very useful source of information on the many other places to see and things to do in Galicia either before or after the Conference may be found at [www.turgalicia.com](http://www.turgalicia.com). This includes a number of mineral baths, spas and resorts, not to mention several beautiful and accessible beaches along the Galician coast (including a handful of secluded nude beaches for the more adventurous or simply swimsuit-less).

All Conference-related inquiries should be directed to Fernando Gallardo, the principal Conference organizer, at [fgallar@attglobal.net](mailto:fgallar@attglobal.net).

# Sunny Perth Awaits Regional Conference Delegates

If it's sunshine you like, then Perth, among the sunniest cities in the world, is where you'll want to be

August 28-30 this year when the capital of Western Australia hosts the ITS Africa-Asia-Australasia Regional Conference. Besides a first-rate Conference program, visitors to Perth will be greeted with an

impressive array of indoor and outdoor activities to partake in when they're not listening to or presenting papers at the Conference, or mingling with their peers between sessions.

Perth and nearby Fremantle on the Indian Ocean (site of the 1987 America's Cup Yacht Race) offer visitors everything from dazzling, white sandy beaches to river cruises up the Swan Valley with wine tasting excursions along the way. Nature lovers can experience up-close encounters with friendly pods of dolphins just off the coast, or visit wildlife parks and reserves that are home to animals found nowhere else on the planet, except perhaps the occasional zoo. Swimming enthusiasts can surf, snorkel or scuba, while the Swan River and Indian Ocean are an anglers dream. There are miles upon miles of bicycle paths throughout Perth to entice those who prefer to sight-see at a slightly faster pace than walking affords, while the cities' cafes and restaurants beckon those more gustatorially inclined with a dizzying array of world-class wines, beers and seafood.

History buffs should make a point of visiting the infamous Fremantle Prison (which closed its doors only in 1991) as well as the Perth

Mint, one of the oldest such institutions in the world. There is even a Telecommunications Museum for aficionados of the subject which,



it goes without saying, should include pretty much the entire ITS.

The ITS Africa-Asia-Australasia Regional Conference is being hosted by the Communications Economics and Electronic Markets Research Centre (CEEM), Curtin

University of Technology. The Conference theme is "ICT Networks: Building Blocks for Economic Development". There are nine separate tracks to this theme:

- B2B and B2C E-Commerce Markets
- Current Development and the Prospects for Mobile Networks
- Digital Divide
- Global Corporate Strategy
- Grid Computing and Networks of Innovation
- Innovations in Electronic Banking and Financial Markets
- Network Investment Evaluation and Real Options
- Product Bundling and Lessons for the Internet
- Virtual Education and Digital Libraries

Confirmed Keynote Speakers include: Graham Vickery, OECD, France; Jerry Hausman, MIT, USA; Abraham



Hollander, University of Montreal, Canada; Jean-Michel Sahut, Institute National des Telecommunications, France; Aniruddha Banerjee and Christian Dippon, NERA Economic Consulting, USA; Tom

Hird and Jennifer Fish, NERA, Australia; Lee Boldeman, Information Economy Section DCITA; David Lal, Robert Gordon University, UK; Ian

Harper, Melbourne Business School, Australia; and Duane Varan, Interactive Television Research Institute, Australia.

The principal conference organizer and Program Co-Chair is Gary Madden. The other two Program Co-Chairs are Ashley Lloyd, also of Curtin University of Technology and Russel Cooper of the Australian Expert Group in Industry Studies.

The primary sponsors of the Conference are NERA Economic Consulting, CRA International (Asia Pacific), OPTUS and the Australian Government Department



of Communications, Information Technology and the Arts. The conference is also endorsed by Asia Pacific Journal of Economics and Business, Edward Elgar Publishing, Elsevier Science, Telecommunications Policy Journal, Journal of Universal Science and Technology of Learning, and

Physica-Verlag, Springer.

Please [click here](#) for further details about the Perth Regional Conference, including hotel and registration information and the preliminary Conference program. The excellent Conference web site also provides several links to other very useful travel and tourism-related sites focussing on Perth and Fremantle.

Individuals planning to attend the Africa-Asia-Australasia Regional Conference should pay close attention to the very significant discount in registration fees available to ITS members, Early Bird registrants, and especially both.

All Conference inquiries should be directed to Michael Schipp, CEEM, Curtin University of Technology at [michael.schipp@cbs.curtin.edu.au](mailto:michael.schipp@cbs.curtin.edu.au).

# Montpellier to Host First Transatlantic Telecom Industry Forum

Situated on the south coast of France, just at the edge of the Mediterranean Sea, Montpellier has been selected as the host city for the 1st Transatlantic Telecom Industry Forum.

Montpellier has a particularly rich and varied history. Founded in the 8th century, it is one of only a handful of major French cities not to have a Roman back-



ground. By the 13th century, Montpellier was a thriving centre of commerce – its narrow streets bustling with traders from Greece, Egypt, North Africa, Gaul, Spain and the city states of Italy. Best known for its University and medical faculty, both of which were founded early in the 13th century, Montpellier remains a “university town”. Fully one quarter of its 250,000 inhabitants are students. Among the most famous graduates of the University of Montpellier are such historical figures as Francois Rabelais and Nostradamus.

Today, Montpellier is an emerging centre of high tech activity and one of the fastest growing cities in France. Visitors to the city will find an eclectic mix of history, culture and all things modern, as might be expected of a 1200 year-old city the average age of whose inhabitants is barely 25 years. Conference goers will find everything from the 14th century Cathedral of Saint Pierre, the 16th century Jardins des Plantes (France’s oldest botanical gardens), and the 17th century Aqueduct St. Clement to museums and galleries of every description and a lively cafe, restaurant, bar

and nightclub scene to satisfy the most discriminating to the most decadent of epicures and bon-vivants. And with Montpellier’s average 300 days of sunshine each year, chances are good that ITS members planning

to attend the Transatlantic Forum will encounter pleasant weather.

ITS is proud to be a co-sponsor of the 1st Transatlantic Telecom Industry Forum along with CITI, the IDATE

Foundation, C&S, and the University of Colorado at Boulder. It is in every respect an international collaborative initiative. The principal organizers of the Forum are James Alleman (University of Colorado at Boulder, USA), Martin Cave (University of Warwick, Coventry, UK), Yves Gassot (IDATE, France), Eli Noam (CITI, USA) and Ulrich Stumft (WIK, Germany).

The theme of the one day event is “Market Trends, Competition and Regulation”. Confirmed speakers to date include: Jens Arnback, Chairman OPTA, Netherlands; Scott Charney, Chief Security Strategist, Microsoft, USA; Richard Feasey, Public Policy

Director, Vodafone Group Plc, UK; Michel Feneuyrol, Membre du Collège ART, France; Marc Fossier, CTO France Telecom, France; Gabrielle Gauthey, Membre du Collège, ART, France; Bruno Jullien, Economist IDEI –Gremaq, Université de Toulouse, France; Wolfgang Kopf, Executive Vice President Public & Regulatory Affairs, T-Mobile International, Germany; Eric van Heesvelde, Président du Conseil, BIPT, Belgium; Howard Shelanski, Professor, Berkeley University, USA; and Dennis Weller, Chief Economist, Verizon, USA.

The Transatlantic Telecom Industry Forum will be one of several workshops and seminars being held on November 22, 2005 as part of



IDATE’s much larger three-day 27th International Conference, also being held in Montpellier, November 22-24. The general theme of IDATE’s 2005 Annual Conference is “Content Industries & Broadband Economics”.

ITS members wishing to attend the Forum will be offered a 15% discount on their registration fee. It’s an opportunity not to be missed.

For further information about the Transatlantic Telecom Industry Forum, please contact James Alleman at [james.alleman@colorado.edu](mailto:james.alleman@colorado.edu) or Yves Gassot, General Director, IDATE at [y.gassot@idate.org](mailto:y.gassot@idate.org). Additional information about IDATE’s 2005 Annual Conference and the Transatlantic Telecom Industry Forum may also be found on IDATE’s web site at [www.idate.org](http://www.idate.org).



# ITS Announces Free Membership Draw

ITS is pleased to announce a draw for a free two-year individual membership in connection with the recent significant expansion in the scope of the LINKS section of the ITS web site found at <http://www.itsworld.org/links/links.htm>. This section of the web site now includes well over 800 telecom industry related links and is becoming an increasingly valuable resource for research on telecom industry related subjects. New links are being added on an almost continual basis.

The links are organized alphabetically on a country-by-country basis, with trans-national entities being placed under the country in which the headquarters are located or in which most of the entity's operations are conducted.

Anyone submitting one or more suggested new links for the ITS web site will be eligible for the draw. A separate entry will be issued for each link accepted for inclusion on the web site. The more links an individual submits (and that are accepted), the greater are that individual's chances of winning the free two-year membership.

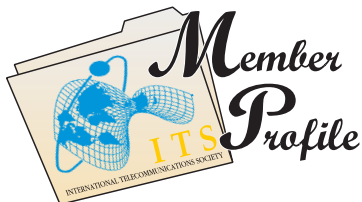
Submissions for new links are being sought in the following telecom industry categories:

- Regulatory Agencies/Government Ministries and Departments
- Corporations/Telecom Operators
- Consultants/Research Institutes/Online Telecom Industry Information Sources
- Organizations/Associations
- Equipment Manufacturers

Submissions may be sent to [don.romaniuk@telus.net](mailto:don.romaniuk@telus.net) or to [secretariat@itsworld.org](mailto:secretariat@itsworld.org). Each submission will be acknowledged by return e-mail.

The free membership draw will take place on December 1, 2005 and the winner will be announced on the ITS-L Listserv. The winner's name will also be published in *Interconnect* and on the ITS web site. The two-year membership valued at \$200 U.S. will commence January 1, 2006 unless the winner is already an ITS member. In that case, the winner will receive a two-year extension to his or her existing membership term.

Although ITS Board members are strongly encouraged to submit suggested new links for the ITS web site, they will not be eligible to enter the free membership draw.



## Brigitte Preissl

Brigitte Preissl has studied the impact of telecommunication technology on firms, markets and national economies for almost 20 years. She holds a diploma in economics from the University of Frankfurt am Main and a PhD in economics and economic history from the same university. After five years of teaching and university research, Dr. Preissl joined the German Institute for Economic Research in Berlin where she works as a Senior Researcher. From 1993 to 1996

she held Visiting Fellowships at Warwick University, UK. In the latter two of those years (1994-1996), she was granted a scholarship within the Human Capital and Mobility scheme of the European Commission for a stay at Aston University in Birmingham, UK, where she did part-time research on the impact of telecommunications in service industries.

Recently Dr. Preissl's research has focused on IT and innovation, the effects of electronic trading on regional economics and cluster phenomena as well as on e-business issues. She is currently involved in projects studying e-business uptake in European countries in a comparative perspective (on behalf of DG



Enterprise and Industry), and in research on regulatory practice across Europe. Apart from this, her research interests span such subjects as the changes induced in service industries by advanced communication technology to virtual clusters and economic and cultural perspectives of the information society.

Dr. Preissl has attended various International and European ITS conferences and was actively involved in organizing the Berlin conference in 2004. She is now one of the organizers of the European regional conference that will take place in Porto, Portugal in September 2005.



Commencing with this issue of *Interconnect*, ITS will regularly feature an article on one of its Corporate Sponsors under the heading, "Spotlight on Sponsors". The purpose of these articles is to provide ITS members with additional informational about the companies, organizations and institutions that provide important funding for their organization. Members will have an opportunity to learn more about what Corporate Sponsors do, why they decided to join ITS and what ongoing benefits they realize from their continued association with ITS.

## SPOTLIGHT ON SPONSORS



### ***TELUS Corporation - Description of the Business***

TELUS Corporation ("TELUS" or the "Company") is the largest telecommunications company in western Canada and the second largest telecommunications carrier in Canada. TELUS is the parent company of TELUS Communications Inc. ("TCI") which provides a full range of communication products and services through its two business segments: TELUS Communications and TELUS Mobility.

### ***TELUS Corporation - Corporate History***

TELUS has built a national presence throughout Canada from its original serving areas in the two western-most Canadian provinces of British Columbia and Alberta.

#### ***British Columbia***

BC TEL was incorporated by a special Act of Parliament in 1916 as the Western Canada Telephone Company. It changed its name to British Columbia Telephone Company in 1919 and adopted the name BC TEL in 1993 when it was reorganized as the wholly-owned

subsidiary of its new parent company, BC TELECOM Inc.

#### ***Alberta***

TCI was initially incorporated as AGT Limited through the privatization of the Alberta Government Telephones Commission on October 4, 1990. In March 1995, TCI acquired ED TEL Communications Inc., the largest municipally-owned telephone company in Canada.

### ***Merger of BC TELECOM Inc. and TELUS Communications Inc.***

On January 31, 1999 BC TELECOM and TCI merged to become BCT.TELUS. On May 3, 2000, BCT.TELUS changed its name to TELUS Corporation.

### ***TELUS Communications - wireline business segment***

Today, TELUS Communications provides comprehensive local, long distance, data, Internet and information services as an incumbent local exchange carrier ("ILEC") in Alberta, B.C. and eastern Quebec, and as a competitive local exchange carrier ("CLEC") in central Canada. TELUS Communications' ILEC operations service a population of approximately 7.4M people in its incumbent western Canada service territory, and a population of more than 0.5M people in its incumbent eastern Quebec territory. TELUS

Communications generated sales of \$4.8B Cdn. in the year ended December 31, 2004, representing 63% of TELUS' total revenue.

### ***TELUS Mobility - wireless business segment***

TELUS Mobility is a major Canadian facilities-based wireless service provider. It is licensed to operate a national digital personal communications services ("PCS") network

and analogue/digital cellular facilities in Alberta, B.C. and eastern Quebec. TELUS Mobility also operates Canada's only enhanced specialized mobile radio ("ESMR") network. For the year ended December 31, 2004, TELUS Mobility had sales of \$2.8B Cdn., representing 37% of TELUS' total revenue.

### ***TELUS' national growth strategy***

For the past six years, TELUS has been pursuing a national wireline and wireless growth strategy outside Alberta and B.C. into the rest of Canada, with a strong focus on Central Canada. TELUS has been building national capabilities both by way of acquisition and through major investments in facilities infrastructure in Ontario and Quebec.

For example, in 2000, TELUS acquired control of The QuebecTel Group Inc., the second largest telecommunications provider in Quebec with offices in Montreal, Quebec City and Rimouski and assets totaling \$500 million. In that same year, TELUS also acquired Clearnet Communications, a full service wireless carrier, in what remains the largest acquisition in Canadian telecommunications history. The Clearnet acquisition instantly provided TELUS with a national digital wireless communications network and subscriber base, experienced management, employees, infrastructure and sales distribution channels in central and eastern Canada

***continued on page 10***

## Spotlight on Sponsors: TELUS Corporation (cont'd)

### *TELUS in the Regulatory Arena*

TELUS' telecommunications operations are subject to sector-specific regulation by the Canadian Radio-television and Telecommunications Commission ("CRTC"). Where the CRTC has forborne from regulation, TELUS is subject to competition law as enforced by the Canadian competition authority (the Competition Bureau). TELUS' participation in the regulatory arena - whether before the CRTC or the Competition Bureau - is significantly influenced by the fact that it provides services as both an incumbent and an entrant and that the Company invariably provides those services over its own infrastructure. As a result, TELUS has consistently advocated policies that support facilities-based competition.

### *TELUS' Membership in ITS*

TELUS became a major sponsor and corporate member of ITS in 1997, although its interest in ITS preceded that by several years. In 1997, TELUS became the principal corporate sponsor of Global Networking '97, a North American Regional Conference jointly sponsored and organized by ITS and ICC (International Council for Computer Communication) and held in Calgary, Alberta. TELUS' total contribution to the Conference in terms of sponsorship monies, conference facilities and labour exceeded \$100,000 Cdn. TELUS has been a corporate member of ITS ever since.

To understand TELUS' interest in and involvement with ITS requires further insight into the pivotal role played by TELUS and its predecessor companies as a catalyst for regulatory reform in Canadian telecommunications. In particular, from the day the Alberta Government Telephones Commission was privatized, AGT Ltd. took a determined free market approach to all aspects of the regulatory

infrastructure that governed its operations. Thus, TELUS was the first Canadian telecom carrier to petition for market-based auctions of radio spectrum in place of the secretive administrative process governing the allocation of this scarce resource at that time. TELUS was the first Canadian carrier to advocate and aggressively pursue the introduction of price cap regulation in place of rate base rate of return regulation for telecom carriers in Canada. TELUS was the first Canadian telecom carrier to advocate and pursue facilities-based competition in the provision of local services. And TELUS was the driving force in Canada behind what came to be known as the New Regulatory Framework.

In order to present as principled, rigorous and persuasive a case in the regulatory arena for the economic policies it advocated, TELUS required access to a very deep and talented pool of leading-edge thinkers and researchers in the fields of telecom law, economics and regulatory theory and practice. It found this reservoir of expertise in ITS.

As long as ITS continues to advance the frontiers of economic research in the telecommunications, information and technology fields, with a focus on how productivity and social welfare can be maximized through the economical use of scarce resources, TELUS has every reason to continue supporting the work, aims and aspirations of ITS.



## 2005 ITS Member Survey: A Message from the Strategic Planning Committee

The Strategic Planning Committee is looking at the future of ITS over a 3 to 5 year planning horizon. The 2004 Member Survey suggested that members have been happy with recent activities (regional and biennial conferences) and publications (the newsletter and the journal). While that was great news, we want to develop our offerings into the future. In particular, we want to find innovative ways to serve, energize and involve our members between events and in less formal ways than the journal. Our passion for ICT suggests that there may be many ways in which this might be accomplished. For example, in the virtual world we could have online forums to analyse and explore topical or pressing issues in real time. We could dedicate a section of our web site to host 'work in progress' articles on timely and strategically important topics. In the physical world, we could hold impromptu meetings of subject matter experts on highly specialized topics as they begin to emerge. These are just three ideas that come to mind, and none of them has a business model. We know that there are many more and better ideas out there. So, we are preparing a survey that will be sent over the ITS-L Listserv. We want you to tell us what excites you in the world of ICT and what activities would most interest, attract and engage you as a member of ITS.

Look for the 2005 ITS Member Survey in your inbox in late July.

## ITS Welcomes New Board Member

ITS is pleased to announce the election to the Board of Directors in May 2005 of Mr. Ki Youl Kim. Mr. Kim is Head of the Management and Research Lab for Korea Telecom (KT). Mr. Kim holds a Bachelors degree in Telecommunications Engineering and a Masters degree in Electrical Engineering which he obtained at the University of Illinois in Chicago.

After being employed for a year as an assistant junior official

in the South Korean Ministry of Communications, Mr. Kim served as an officer in the South Korean Armed Services for a period of three and a half years. Over the past fifteen years, Mr. Kim has held a series of increasingly senior positions in Korea Telecom both in the United States and South Korea.

ITS looks forward to a long and productive tenure for Mr. Kim on the ITS Board.

## ITS Announces Appointment of New Secretariat

In a letter to the ITS Board of Directors, dated April 28, 2005, ITS Chair, Erik Bohlin, announced the appointment of Bohdan (Don) Romaniuk as the new ITS Secretariat. Don has been an active ITS board member for many years, and was instrumental in the development and launch of the ITS web site five years ago. Don is also Chair of the Marketing and Promotions Committee, in which capacity he writes and publishes the ITS Newsletter (*Interconnect*) and ITS brochure, and continues to maintain and update the content of the ITS website. (Don is also an officer of ITS and holds the similar sounding, but operationally very different, position of ITS Secretary). His appointment as ITS Secretariat took effect May 1, 2005. All correspondence with Don in his capacity as Secretariat should be directed to [secretariat@itsworld.org](mailto:secretariat@itsworld.org).

See also Dr. Bohlin's expression of thanks on behalf of the entire ITS to Suzanne Neil, the out-going Secretariat, in the Message from the Chair at page 2 of this issue of *Interconnect*.

## MOVING? KEEP IN TOUCH!

To ensure uninterrupted delivery of ITS materials, members are asked to please keep the Secretariat updated and send their new coordinates to:

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## Re-Cap of Hong Kong Mobility Roundtable

The Hong Kong Mobility Roundtable was held June 1-3 of this year in association with ITS. This was the fourth annual Mobility Roundtable, the previous three having been held in Tokyo in 2002, in Stockholm in 2003 and in Austin, Texas in 2004.

The Mobility Roundtable series of global conferences on mobile communication and computing has the following objectives:

- To build and support a sustainable international network of research and industry best practices for the mobile communication and computing business, market and industry
- To exchange research and knowledge about best practices for different mobile modes of business
- To facilitate communication and collaboration among global researchers, practitioners and policy makers

Conference Co-Chairs for the 2005 Mobility Roundtable were Kar Yan Tam and ITS Board member, Xu Yan, both of the Hong Kong University of Science and

Technology (HKUST) and Sirkka Jarvenpaa of the University of Texas at Austin, USA. The Conference was hosted by HKUST.

The theme of this year's Roundtable was "Mobile Communications in the Knowledge Society".

There were thirteen sub-themes:

- Market Restructuring
- Mobile Transactions
- Industrial Trends
- Adoption of Mobile Applications
- Mobility and Quality of Life
- Mobile Community
- Wireless Access
- Mobility in China
- Customer and Value Co-Creation
- Business Strategy
- Policy and Regulation
- Mobility and Innovation
- Industrial Dynamics

In all, 53 papers were delivered at the Mobility Roundtable in addition to presentations by 12 keynote speakers, with 148 delegates from 20 different countries attending the three day event.

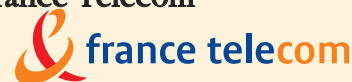
For further details about the recently-held Mobility Roundtable, please visit the Conference web site at <http://www.hongkongmobility.ust.hk>.

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