

"The speakers are remarkable and add a lot to one's knowledge"  
(Past Delegate, TRC)

# Telecommunications Law and Regulations in the Middle East 2008

Wednesday 15th and Thursday 16th October 2008  
Sheraton Jumeirah Beach Resort & Towers, Dubai, UAE

Register by 18th July to save £200

IBC's annual event **Telecommunications Law and Regulations in the Middle East** is the forum to discuss the most crucial legal and regulatory issues affecting the telecoms industry and exchange practical experiences with colleagues in a unique collaborative atmosphere.

### Attend to:

- **Examine** the **regulatory environment** with its varying levels of maturity and development throughout the Middle East
- **Analyse** crucial **customer protection and fair trading issues**
- **Explore** the rights and legal challenges to build networks
- **Discover** the **legal framework for MVNOs** 
- **Assess** how to deal with **regulatory intervention, dispute resolution and enforcement of regulations**
- **Learn** how to draft watertight contracts
- **Discuss** the main **regulatory implications of convergence**
- **Review** how to drive and master **competition policies and challenges** in the region
- **Take advantage** of the opportunity to quiz and debate with leading experts from the region

Leading you through the two days will be

**Rory Macmillan**, Managing Partner at **Macmillan & Co**, Switzerland and  
**Chris Watson**, Partner at **CMS Cameron McKenna**, UK.

### Our distinguished speaker faculty:

- Eman Ahmed**, Legal Counsel, **Mena Telecom**, Kingdom of Bahrain
- Hoda Barakat**, Managing Partner, **Al Tamimi & Company**, UAE
- Bernadette Baynie**, Group General Counsel, **Batelco**, Kingdom of Bahrain
- Peter Burge**, Legal Affairs Department, **Telecommunications Regulatory Authority (TRA)**, UAE
- Bonnie Burns**, Director Regulatory Affairs, **Telecommunications Regulatory Authority (TRA)**, UAE
- Louay Abou Chanab**, Associate, **Booz | Allen | Hamilton**, Lebanon
- Mark Hill**, Managing Partner, **The Rights Lawyers**, UAE
- Eamon Holley**, Director of Legal Affairs, **Telecommunications Regulatory Authority (TRA)**, Kingdom of Bahrain
- James Ibbetson**, Regulatory Lawyer, **Batelco**, Kingdom of Bahrain
- Rory Macmillan**, Managing Partner, **Macmillan & Co**, Switzerland
- Agne Makauskaitė**, Lawyer, **Trowers & Hamlins**, Kingdom of Bahrain
- Anneliese Reinhold**, Vice President – Legal, **Du**, UAE
- Phil Reynolds**, Chief Legal Officer, **Friendi Mobile**, UAE
- Samir Satchu**, General Counsel & Head of Government Affairs, **Roschan**, Afghanistan
- Andrew Sharpe**, Partner, **Charles Russell LLP**, Kingdom of Bahrain
- Philippe Vogeleer**, Chief Strategy Officer/Secretary General, **Orange**, Jordan
- Chris Watson**, Partner, **CMS Cameron McKenna**, UK
- Meegan Webb**, Manager Legal & Regulatory General Counsel, **Supreme Council of Information and Communication Technology (ictQATAR)**, Qatar

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SRA and Bar Council CPD: 13 hours



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# 4th annual event Telecommunications Law

Wednesday 15th and Thursday 16th October 2008 Sh

*IBC Legal Conferences* has assembled leading in-house counsel and practitioners as well as influential thinkers, regulators and advisors from throughout the region to discuss key legal developments, challenges and regulatory issues in the telecommunications arena throughout the Middle East.

This two-day conference will cover a wide range of topical legal issues such as regulatory and licensing developments, dispute resolution, convergence, competition, content agreements, interconnection issues, pricing and technical innovations that have a direct impact on regulatory affairs and practices.

Through provocative, relevant and timely information sharing, this conference will provide you with business information and practical tools needed to plot a successful path through the legal minefield and carve out essential business opportunities.

## 12 Critical Areas of Focus:

- Consumer protection and fair trading
- Licensing and the authorities
- Legal framework for MVNOs
- Regulations and best practice
- Access and interconnection issues
- Wholesale contracts
- Competition and anti-trust law
- User-generated content
- Telecoms and broadcasting
- Mobile distribution
- Court procedures
- IPR protection and enforcement

## Key benefits of attending:

- Keep yourself fully up to date with the latest regulations and remedies in the telecoms industry
- Assess the impact of the latest regulations and licensing policies in the region on the telecoms industry
- Enhance your insight into this market through knowledge sharing with our assembled leading experts
- Debate current contentious topics, complex regulations and crucial licensing issues
- Learn how to ensure compliance with legal requirements
- Embrace and discuss best practice
- Prepare for problem areas
- Learn how to negotiate and tailor watertight contracts to protect your rights & ensure your ROI

## Who should attend:

- Telecoms & IT Lawyers
- In-House Counsel
- Legal Advisors
- Legal Directors
- Heads of Legal & Regulatory Affairs
- Regulatory and Government Affairs Directors, Managers & Officers
- Legal Consultants
- General Managers
- Directors of Communications and Consumer Affairs
- Senior Managers
- Managing Partners
- Senior Consultants
- Strategy Directors
- CEOs
- COOs
- CTOs

## Day One: Wednesday 15 October 2008

- 08.40** Registration and Arabic Coffee
- 09.10** **Chairman's Welcome**  
**Rory Macmillan**, Managing Partner, **Macmillan & Co**, Switzerland
- 09.20** **Liberalisation: The New Wave**
  - Liberalisation to-date: Achievements and shortfalls
  - The constantly evolving industry: What is next
  - Adapting regulations: Challenges and opportunities**Louay Abou Chanab**, Associate, **Booz | Allen | Hamilton**, Lebanon
- 09.50** **Consumer Protection and Fair Trading**
  - Consumer Transactions – representations, terms and conditions, customer service management
  - Fair trading with customers
  - Customer complaints and the dispute resolution process
  - Enforcement and Remedies
  - Privacy and the use of customer information**Meegan Webb**, Manager Legal & Regulatory General Counsel, **Supreme Council of Information and Communication Technology (ictQATAR)**, Qatar
- 10.40** Arabic Coffee and Networking Break
- 11.00** **Licensing and Authorities**
  - Rights to build networks
  - Use spectrum
  - Provide services
  - Supply equipment
  - Service provision (for fixed and mobile operators)
  - Legal update - the upcoming licensing laws for 2009**Agne Makauskaitė**, Lawyer, **Trowers & Hamlins**, Kingdom of Bahrain
- 11.50** **MVNOs in the Middle East**
  - Legal framework
  - Legal challenges
  - Licensing issues in the region**Phil Reynolds**, Chief Legal Officer, **Friendi Mobile**, UAE

### Panel Discussion

- 12.30** **Discussing Current Key Regulatory Issues and Best Practice**
  - Content and broadcast regulation:
    - Is convergence an issue?
    - Is there a need for converged regulators in the region?
  - How to influence the regulators?
  - How to improve regulations?
  - In-flight telephony – is it possible in the Middle East?
  - Mobile services/network distribution
  - Cross-over regulatory issues (competition policy, convergence, consumer protection, etc)Moderator:  
**Rory Macmillan**, Managing Partner, **Macmillan & Co**, Switzerland
- Panellists include:  
**Meegan Webb**, Manager Legal & Regulatory General Counsel, **Supreme Council of Information and Communication Technology (ictQATAR)**, Qatar  
**Peter Burge**, Legal Affairs Department, **Telecommunications Regulatory Authority (TRA)**, UAE  
**Mark Hill**, Managing Partner, **The Rights Lawyers**, UAE

**13.00** Lunch

### Panel Discussion

- 14.00** **Regulatory Intervention, Dispute Resolution and Enforcement of Regulations**
  - Best practice – how to enforce compliance with sector policy, laws and regulatory decisions, including dispute resolution decisions?
  - How to tackle practical obstacles to improve enforcement practices and procedures
  - Industry self-regulation
  - Dispute resolutions – key developments
  - What are efficient alternative approaches to resolve disputes?Moderator:  
**Andrew Sharpe**, Partner, **Charles Russell LLP**, Kingdom of Bahrain
- Panellists include:  
**Bonnie Burns**, Director Regulatory Affairs, **Telecommunications Regulatory Authority (TRA)**, UAE  
**Bernadette Baynie**, Group General Counsel, **Batelco**, Kingdom of Bahrain  
**Samir Satchu**, General Counsel & Head of Government Affairs, **Roschan**, Afghanistan  
**Rory Macmillan**, Managing Partner, **Macmillan & Co**, Switzerland  
**Eamon Holley**, Director of Legal Affairs, **Telecommunications Regulatory Authority (TRA)**, Kingdom of Bahrain  
**Eman Ahmed**, Legal Counsel, **Mena Telecom**, Kingdom of Bahrain

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# Law and Regulations in the Middle East 2008

Marathon Jumeirah Beach Resort & Towers, Dubai, UAE

## 14.30 Wholesale and Retail Pricing Intervention Revenue – a case study – Afghanistan

- The importance of cost based interconnection pricing in emerging and low penetration markets
  - Interconnection dispute resolution frameworks in emerging markets
  - Retail pricing in a competitive market – when to intervene?
- Samir Satchu**, General Counsel & Head of Government Affairs, **Roschan**, Afghanistan

15.20 Arabic Coffee and Networking Break

## 15.40 Wholesale Contracts

- Understanding the concept of wholesale
- Opportunities, obligations and liabilities
- Strategic and legal challenges
- What are the key differences to standard contracts
- Privacy and security issues

**Anneliese Reinhold**, Vice President – Legal, **Du**, UAE

## 16.30 The Impact of the WTO and FTAs on the Region's Telecoms Sector

- GATS & the Annex of Telecommunications
- The Basic Agreement and Reference Paper
- Negotiating FTAs
- Dispute procedures

**Bonnie Burns**, Director Regulatory Affairs, **Telecommunications Regulatory Authority (TRA)**, UAE

## 17.10 Nomadic Services and Convergence of Technologies

- From theory to practice
- Evolution to 'All Play'
- Convergence and interconnection
- Convergence and efficiency
- New possibilities

**Eman Ahmed**, Legal Counsel, **Mena Telecom**, Kingdom of Bahrain

17.45 Chairman's Closing Commentary and Close of Day One

## Day Two: Thursday 16 October 2008

08.40 Registration and Arabic Coffee

## 09.10 Chairman's Welcome

**Chris Watson**, Partner, **CMS Cameron McKenna**, UK

## 09.20 Regulation of the Broadcasting Industry in the Context of a Converged Environment

- International norms
  - Basic concepts
  - Relevance of competition law to the regulation of broadcasting
  - Converged licensing and regulation
- Regulation in the UAE

**Peter Burge**, Legal Affairs Department, **Telecommunications Regulatory Authority (TRA)**, UAE

## 10.05 Interconnection, access and resale in Bahrain - towards NGN

- Underlying regulatory principles
- Incentives to offer more than the minimum
- Non-pricing issues - processes, SLAs, balance of liability for regulated contracts
- What is a fair and reasonable price?
- Facilities and infrastructure sharing

**James Ibbetson**, Regulatory Lawyer, **Batelco**, Kingdom of Bahrain

10.50 Arabic Coffee and Networking Break

## 11.10 Regulatory Policy for Telecom and Media in an NGN World

- Paradigms: Regulating vertical versus horizontal markets
- Interoperability: Openness and walled gardens
- Institutions: Structure of the regulatory regime
- Culture: Regulating the electronic media environment

**Rory Macmillan**, Managing Partner, **Macmillan & Co**, Switzerland

12.00 Lunch

## 13.00 Mobile Services and Network Distribution

- Making the most of new technologies - 2G + Edge etc, 3G, WiMAX and 4G/LTE
- New revenue streams
- Legal framework and challenges

**Andrew Sharpe**, Partner, **Charles Russell LLP**, Kingdom of Bahrain

## 13.40 Court Procedures in the Middle East and Europe - a Comparison

- Developments in the Middle East
- Key legal challenges
- Overview of European Court procedures
- What can be learned from Europe to improve legal procedures in the Middle East?

**Chris Watson**, Partner, **CMS Cameron McKenna**, UK

14.25 Arabic Coffee and Networking Break

## 14.45 Enforcing Intellectual Property Rights

- Defining IP rights
- What is enforceable and how
- Discussing key challenges

**Hoda Barakat**, Managing Partner, **Al Tamimi & Company**, UAE

## 15.30 Competition Laws as Applicable to the Regulation of the Telecoms Industry

- International norms
  - Basic concepts
  - Why we need competition law?
  - Sector-specific regulation of telecoms markets versus regulation using competition law – *ex ante* and *ex post* regulation
- Review of regulation in the UAE

**Peter Burge**, Legal Affairs Department, **Telecommunications Regulatory Authority (TRA)**, UAE

## 16.10 Strategic Review

- TRA Bahrain's Strategic Review 2007/2008
- Existing competitive environment of Bahrain's telecommunications industry
- TRA Bahrain's approach and measures to improve regulatory and competitive environment

**Eamon Holley**, Director of Legal Affairs, **Telecommunications Regulatory Authority (TRA)**, Kingdom of Bahrain

## Panel Discussion

### 16.30 The Future of Telecommunications Regulations in the Middle East

- Legal challenges due to further liberalisation of the market
- What is the next stage in competition?
- Emerging services and key regulatory issues – what do we have to prepare for?
- Emerging services and key regulatory issues – what do we have to prepare for?

Moderator:

**Chris Watson**, Partner, **CMS Cameron McKenna**, UK

Panelists include:

**Phil Reynolds**, Chief Legal Officer, **Friendi Mobile**, UAE  
**Agne Makauskaite**, Lawyer, **Trowers & Hamlins**, Kingdom of Bahrain  
**Eamon Holley**, Director of Legal Affairs, **Telecommunications Regulatory Authority (TRA)**, Kingdom of Bahrain  
**Mark Hill**, Managing Partner, **The Rights Lawyers**, UAE  
**Andrew Sharpe**, Partner, **Charles Russell LLP**, Kingdom of Bahrain

16.50 Chairman's Closing Commentary and Close of Conference

*"Interesting topics, excellent quality presentation"*  
(Past Delegate, Etisalat)

*"An outstanding legal conference on a highly timely topic"*  
(Past Delegate, Al Tamimi & Co)

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*"Good coverage of both legal and regulatory issues"*

(Past Delegate, Oman Mobile)

*"The networking opportunities were invaluable"*

(Past Delegate, Du)

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# Telecommunications Law and Regulations in the Middle East 2008 **KM8010**

Wednesday 15th and Thursday 16th October 2008, Sheraton Jumeirah Beach Resort & Towers, Dubai, UAE

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## HOW MUCH?

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<input type="checkbox"/> Telecommunications Law and Regulations in the Middle East 2008 two-day conference	KM8010	£1199

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## WHEN AND WHERE

**KM8010**  
**15th & 16th**  
**October 2008**

### Venue:

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Tel: +971 (4) 3995533

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