The 15th ITS Biennial Conference, entitled “Connecting Societies & Markets: Communication Technology, Policy and Impacts”, is fast approaching. Hosted by Humboldt University of Berlin, the conference will take place September 4th to 7th in association with the 31st European Association of Research in Industrial Economics (EARIE) conference which will be held September 2nd to 5th.

The ITS conference will feature four plenary sessions:

- Telecommunications Technology and Market Forecasts
- Telecommunications Regulatory Policies
- Telecommunications Industry in the Developing Nations: Problems and Issues
- Mobile Services

as well as parallel sessions from more than 180 contributed submissions from regulators, scientists, academics, policy makers, economists and telecom officials from around the world.

Parallel session themes include:

- Competition and Emerging Market Structure;
- Innovation, Investments and Regulation;
- Internationalization and Regional Issues, the Internet and e-business;
- Harnessing ICT to Sectoral Development;
- Macroeconomics of the Telecommunications Sector; and Broadcasting in the Digital Age.

Abstracts for these, and other parallel sessions, can be found at www.ITSEurope.org.

As with all ITS conferences, the Berlin conference will offer abundant networking opportunities. A pleasure boat tour along the rivers and canals of Berlin highlights a robust social program with many pleasant surprises.

EARIE is a leading forum for the discussion and analysis of research and policy on industrial economics. Bringing EARIE and ITS delegates together in Berlin should spur members of each organization to further investigate common business, policy and research issues.

Anyone interested in attending the conference, or in booking delegate rooms, can visit the ITS Europe website or contact Prof. Dr. Juergen Mueller at jmueller@fhw-berlin.de or call the conference office at + (49) (30) 85789-145.

Come join us. There’s still time to register.

A registration form is provided on page 3 inside.
Glenn A. Woroch

GLEN A. WOROCHE, Ph.D.
Adjunct Professor of Economics
Executive Director,
Center for Research in Telecommunications Policy (CRTP)
University of California, Berkeley

Dr. Woroch was one of the founding members of the ITS Board of Directors. He was also a member of the local organizing committee for the biennial conference in Cambridge, MA in 1988, and a member of the program committee for the Cannes meeting in 1992. He was the chair of the original Journal Committee and remains a member of the Publications Committee today. Working with other Committee members, he forged the original partnership with North-Holland Publishing and its journal, Information Economics & Policy.

Dr. Woroch received his B.A. in economics from the University of Wisconsin-Madison, and his M.A. in statistics and Ph.D. in economics from the University of California Berkeley. Before assuming his current position at Berkeley, he taught at the University of Rochester and Stanford University and was a senior member of the technical staff of GTE Laboratories.

Dr. Woroch has published numerous articles in the fields of industrial organization, antitrust and regulation in scholarly journals including the Rand Journal of Economics, the International Journal of Industrial Organization, the Review of Industrial Organization, Telecommunications Policy, and the Antitrust Bulletin. He recently published a chapter on local network competition in the Handbook of Telecommunications Economics. He has served on the editorial boards of Information Economics & Policy and the Journal of Regulatory Economics.

As Executive Director of the Center for Research on Telecommunications Policy (groups.haas.berkeley.edu/imio/crtp/), Dr. Woroch organizes workshops and conferences on various topics in telecommunications policy and strategy and oversees the funding of on-campus research projects in these fields. Dr. Woroch’s own research focuses on theoretical and empirical investigations of competition in and regulation of network industries, with particular application to the telecommunications and computer sectors. His research also examines antitrust policy toward intellectual property protection and various business practices.

Dr. Woroch has been an economic advisor to government agencies including the U.S. Departments of Energy and Justice and the Office of Technology Assessment. He is a Principal of The Brattle Group (www.brattle.com), an economic consulting company, on behalf of which he advises private-sector clients and provides expert testimony on matters involving monopolization claims, mergers, intellectual property infringement, and economic damages.

Dr. Woroch makes his home in the San Francisco Bay Area with his wife and son. When not teaching at Berkeley and managing CRTP, he enjoys biking, running and skiing, as well as cooking and wine tasting.

Dr. Woroch will be presenting two papers at this year’s Biennial Conference in Berlin: “Usage Substitution Between Fixed and Mobile Telephony in the U.S.”, co-authored with Professor Michael R. Ward of the University of Texas at Arlington, and “Who Signed Up for the Do-Not-Call-List”?, co-authored with Professors Hal Varian and Fredrik Wallenberg of the University of California, Berkeley. In addition, Dr. Woroch will be speaking at a tutorial session in Berlin on the tensions VoIP is creating with regulatory institutions that came into being in the age of circuit-switched technology.

The ITS listserv has recently moved. Effective June 2004, the listserv is being hosted from San Jose State University (SJSU) in the heart of Silicon Valley. ITS wishes to thank Dr. Tim Hill of the SJSU MIS Department for kindly agreeing to host the listserv at SJSU.

The new e-mail address for the ITS-L is: ITS-L@listproc.sjsu.edu

Gene Mesher will continue to serve in the capacity of ITS-L manager and administrator. He may be contacted at genemesher@yahoo.com

Suzanne Chambliss Neil, the ITS Secretariat, has recently taken on the added role of ITS-L Subscription Manager. All additions and deletions of ITS members from the ITS-L master list must first be approved by Suzanne. She may be reached at chambliss_neil@yahoo.com.

ITS’ policy on eligible content for the listserv remains unchanged. ITS-L remains open for postings from ITS members announcing new publications, conferences, meetings, seminars, research interests and inquiries, and related matters. All questions with respect to information which may be posted should be directed to Gene Mesher.

Commencing with this issue, Interconnect will be published solely in electronic form and will be accessible only through the ITS website at www.itsworld.org. ITS members will no longer receive hard copies of Interconnect with their subscription to Communications & Strategies, ITS’ quarterly journal. Notification of each new issue of Interconnect will be sent to ITS members via e-mail from the ITS listserv. The ITS-L e-mail will include a direct link to the ITS website from which the latest issue of Interconnect may be accessed. Any ITS member whose e-mail address has not yet been registered on the ITS-L master list should contact Suzanne Chambliss Neil immediately at the e-mail address provided above.
ITS 15th Biennial Conference - Registration Form

September 4-7, 2004 • Berlin, Germany

To register for the conference please use our new online registration under www.itseurope.org or fill out the form below and forward it per fax, per e-mail or per mail. For those paying by credit card, registration will be accepted only by fax or mail (no e-mails please). A letter of confirmation will be sent upon receipt of your registration form and fee.

1. Participant

First Name __________________________ Last Name __________________________ Prof. ___ Dr. ___ Mr. ___ Ms. ___

Position __________________________ Department ____________ Affiliation __________________________

Address _______________________________________________________________________________________

Telephone __________ Fax ______________ Email __________________________

2. Accompanying Person (s)

First Name __________________________ Last Name __________________________

First Name __________________________ Last Name __________________________

3. Registration Fees

Category Until July, 2004 From August, 2004 Amount Due

Industry € 480 € 560 ____________

Regular € 380 € 460 ____________

Full-Time Student € 185 € 250 ____________

Accompanying Person € 90/Person € 150/Person ____________

Full-Time students must submit a copy of their student ID card to the secretariat by airmail in order to qualify for the reduced fee.

4. Social Programs (IMPORTANT! PLEASE FILL OUT!)

Programs Dates Participation fee/person

Welcome reception Sept 4 ____________ free

Reception Sept 5 ____________ free

Dinner Sept 6 ____________ free

5. Payment for registration

by Bank Transfer

To: ITS, BERLINER VOLKSBANK e.G., 10892 Berlin

Account#: 5152171040

Bank Code: 100 900 00

Please indicate the participant’s name

by Credit Card (Please add 6% credit card fee)

Card: Visa □, Amex □, Euro/Mastercard □

Name of Card Holder __________________________

Card Number __________________________

Card ID __________________________

Expiration Date (MM/YY)____________________

Signature of Card Holder __________________________

by Bank Draft: payable to the 15th ITS Conference Office

Total Amount: €___________

Conference office: Fachhochschule für Wirtschaft Berlin
Badische Straße 50-51, D-10825 Berlin, Germany
Tel: +(49) (30) 85789-145 • Fax: +(49) (30) 85789-199 • email: ekor@fhw-berlin.de
## Preliminary Conference Schedule

### Saturday, September 4, 2004
- **16:00-19:00** Registration at Foyer, Humboldt University, Berlin (HU Berlin)
- **18:00-20:00** Welcome reception at HU Berlin

### Sunday, September 5, 2004
- **08:30** Registration at Foyer, Humboldt University
- **08:45-10:00** Opening ceremony with Loretta Anania, Chair ITS and European Commission, DG Information Society; Joachim Schalbach, Dean Economics and Business Admin., HUB; Alfred Tacke, State Secretary in the Federal Ministry of Economics and Labour, Germany
- **10:00-12:00** Parallel sessions (joint EARIE/ITS)
- **12:00-13:30** Lunch at Foyer, Humboldt University
- **13:30-15:30** Parallel sessions
- **16:00-17:30** Plenary session: Telecommunications Technology and Market Forecasts with Jozef Cornu, Member of the Board of Directors, Alcatel; Jyunichi Kishigami, Senior Research Engineer, Content Commerce Project, Cyber Solutions Laboratories, NTT; Michael Meyer, Senior VP Strategic Planning and Communication, Siemens; Mikko J. Salminen, Director, Fixed-to-Mobile Substitution, Nokia Networks; Dr. Wehmeier, Vice President, Regulation Principles and Strategy, Deutsche Telekom AG; Yves Gasset, Director General, IDATE (Session Chair); (E. Bohlin and H. Fuks, coordinators)

### Monday, September 6, 2004
- **09:00-10:30** Parallel sessions
- **11:00-12:30** Parallel sessions
- **12:00-14:00** Lunch sponsored by AOL
- **14:00-15:30** Plenary Session: Telecommunications Regulatory Policy with M. H. Au, Director-General of Telecommunications, Telecommunications Authority, Hong Kong; Eric van Heeswijk, President of the Belgian Telecom Regulator and Chairman of the European Regulator’s Group; Ms. Henseleit-Unger, Vice-President of the German Telecom Regulatory Authority; Ernest Ndukwu, Executive Vice Chairman, Nigerian Communications Commission (invited); Martin Perry, Chief Economist, FCC, USA (invited); Mr. Suzuki, Director Regulation, Japanese Ministry of Posts & Telecommunications; (K. H. Neumann coordinator)

### Tuesday, September 7, 2004
- **09:00-10:30** Plenary Session: Telecommunications Industry in the Developing Nations: problems and issues, with Bram Moerman, Analysis, Cambridge, UK (invited); Christian Nicola, Subsecretario de Telecomunicaciones, Santiago, Chile (invited); David Townsend, David N. Townsend & Associates, Swampscott, MA, USA (invited); (L. Pupillo and M. Vagliasindi, coordinators)
- **11:00-12:30** Parallel sessions
- **14:00-16:00** Parallel sessions
- **16:00-17:30** Plenary Session: Mobile Services with Magnus Madfors, Director, Research and Development, LM Ericsson; Jean-Claude Burgelman, Senior Scientist, IPTS, DG Joint Research Centre (JRC), European Commission; Tingjie Lu, Professor, Beijing University of Posts and Telecommunications; Brigitte Cardinael, Vice President, France Telecom R&D (invited); Hatim Zaghloul, Chair, Wi-LAN Inc. (invited); Chang-Ho Yoon, Professor, Korea University (Session Chair); (E. Bohlin coordinator)

### Closing ceremony
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Poland: is regulation in place? The status of regulation and competition in Poland on the advent of the accession to the EU
Sallai, Gyula; Budapest U Tech & Econs (Hungary)

A quadratic method for evaluating an Act on electronic communications with respect to the policy and regulatory objectives
Szilagy, Sandor; NCAH (Hungary)
Implementation of the new regulatory framework in an accession country: case study
Hungary
Koppányi, Szabolcs; Hungarian Acad Sc (Hungary)
Possible limits of the new EC concept of significant market power: the case of Hungary

1.6. - Universal Service
Ilie, Laura / Losada, Ramiro; U Complutense Madrid/U Carlos 111
Madrid (Spain)
Endogenous financing of universal service
Kan, Kaili; Pol & Dev Inst of Info Ind (China)
Questioning the principle of universal service
Tanaka, Ema / Sugaya, Minoru; RITE (Japan)
Universal service to universal access and web accessibility - government vs. governance
van Eijk, Nico; U Amsterdam (Netherlands)
Universal service: a new look at an old concept
Calzada, Joan / Dávalos, Arturo; U Barcelona (Spain/ Bolivia)
Cooperatives in Bolivia: customer ownership of the local loop

1.7. - Institutional Aspects of Regulation
Barendse, Andrew J.; Delt U of Tech (Netherlands)
Supranational organizations of telecom regulators and the harmonization of regulatory practices
Castro, Raúl; U Pompeu Fabra (Spain)
Explaining institutional arrangements in telecommunications regulation: an empirical analysis
Confraria, João; Catholic U (Port.) (Portugal)
Power and discretion in independent regulation
Freytag, Andreas / Winkler, Klaus; U. Jena (Germany)
The economics of self-regulation in telecommunications under sunset legislation
Wu, Irene; International FCC (Japan)
Traits of an independent communication regulator: a search for indicators

1.8. - Review of regulatory practice under the new EU framework
Stumpf, Ulrich; WIK (Germany)
Definition of markets susceptible to ex-ante regulation
Alexiadis, Peter; Gibson, Dunn & Crutcher (Belgium)
Designation of operators with SMP
Cave, Martin; University of Warwick (UK)
Selection of remedies

02 Competition and Emerging Market Structure

2.1. - Evolution of Market Structure
Fuke, Hidenori; Kansai U (Japan)
Managing structural changes in telecommunications
Kaspar, Christian / Goos, Phillip; U Goettingen (Germany)
Resources for sustainable competitive advantages in the mobile data service market
Shukunami, Tatsumi; Keio U (Japan)
Expanding market and competition of 5G in Japan
Vesa, Jarko; Helsinki U Tech (Finland)
Regulatory framework and industry clockspeed: lessons from the Finnish mobile services industry
Yan, Xi; HK U Sc and Tech (China)
Type III interconnection: key to sustainable local network competition

2.2. - New Entrants and Incumbent Strategies
Gideon, Carolyn; Tufts U (USA)
The potential for network competition: a game theoretic approach
Lal, David / Strachan, Peter A. / Raj, Mahendra; Robert Gordon U (UK)
Key determinant of environmental change in UK telecommunications: empirical evidence
Saraiva, Ernani Viana / de Pádua Carrieri, Alexandre; U Fed. Minas Gerais (Brazil)
Strategy construction: a case study of the cell phone industry
Sülzle, Kai; IFO (Germany)
Duopolistic competition between independent and collaborative business-to-business marketplaces

2.3. - Infrastructure against Service Competition
Baranes, Edmond / Cortade, Thomas; U Montpellier (France)
Horizontal mergers in Internet
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2.4. - Assessing the Effects of Liberalization

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Res/Warsaw U (Poland)

Competition or entry deterrence: the case of Poland’s first MVNO

Gião, Paulo Roberto / Vargens Filho, José Rogério; U Rio de Janeiro (Brazil)

Competition in the Brazilian telecom market: an emerging market experience five years after privatization

Gupta, Rajni; (India)

Assessing the effects of liberalization on India’s telecommunications industry

Kuznetsova, O.K. / Draskova, M.A.; LONII (Russia)

New “old” telecom companies in Russia: reforms in the holding-company “Svyazinvest”

Liew, Sonja / Heisz, Janina; Rajes
Hisham Piallai & Gopal / Velten Franz
Jaboy Rechtsanwälte (Malaysia/Germany)

“Assessing the effects of liberalization and industry restructuring so far” - a comparison of main policies and regulatory issues of liberalization and restructuring of the telecommunications industries in an EU and an Asian country.

2.5. - Internet Services

Ahn, Jae-Hycon / Oh, Jungsuk / Shim, Sunghee; AT&T Labs/GSM/Dept. Econs (USA)

Incentives for service bundling and the role of access charges in the broadband Internet access service market

Lee, Joo-Suk / Yoo, Seung-Hoon / Kwak, Seung-Jun; Korea U/ Hoseo U (Korea)

Consumers’ preference about the attributes of post PC: results of a contingent ranking study

Yoon, Chang-Ho / Jun, B.H. / Song, Y. W.; Korea U/Nat Computerization Ag. (Korea)

The role of switching hub in global Internet traffic

Cern, Leonel / Pérez Amalar, Teodosio; U Europea Madrid/U Complutense Madrid (Spain)

An empirical analysis of the determinants of the Internet services demand in Spain

2.6. - Sector Crisis

Harmantzis, Fotios; Sc of Tech Mgt (USA)

Inside the telecom crash: bankruptcies, fallacies and scandals

Krafft, Jackie / Ravix, Jacques-Laurent; CNRS-IDEFI (France)

Corporate governance and the governance of knowledge: lessons from the telecoms industry

Pohler, Matthias / Grübling, Jens; Dresden U of Tech (Germany)

Capex to sales trap

03 Investment Incentives and Regulation

3.1. - Costing and Financial Issues

Alleman, James / Rappoport, Paul; U Colorado/Temple U (USA)

Modelling regulatory distortions with real options

Alleman, James / Rappoport, Paul / Suto, Hirofumi; U Colorado/Temple U/NTT (USA)

An investment decision-making criterion incorporating real options

Calabrese, Armando / Gastaldi, Massimo / Ghiro, Nathan L.; U Rome / U of “LaAquila” (Italy)

Real options approach in the interconnection of multi-sided platform industries

Macpherson, Alastair; PWC (UK)

Implications of new developments in financial theory: OCM vs. FCM concepts

Pillkahn, Ulf; Siemens AG, CT SM ICA (Germany)

Technology Forecast

3.2. - Investment Decisions

Garrone, Paola; Politecnico Milano (Italy)

Network investment at the firm level

Pereira, Pedro / Brito, Duarte; Aut.Concorrência/ U Nova de Lisboa (Portugal)

Incentives to upgrade cable networks

Gentzoglanis, Anastassios; U Sherbrooke (Canada)

Regulatory risk, cost of capital and investment decisions in the telecommunications industry: international comparisons

Battistoni, Elisa / Campisi, Domenico / Mancuso, Paolo; U Studi di Roma (Italy)

European integration and telecommunication productivity convergence

Alkas, Hasan / Gonzalez, Florentin; Deutsche Telekom / Swisscom (Germany)
Preliminary Conference Schedule (cont’d)

Costing and investment incentives in the telecommunication access market

04 Management & Business Strategy

4.1 - Strategic Alliances and Expansion

Collico Savio, Daniel; Telefonica (Arg.) (Argentina)

A theory of everything: An integral vision of fixed and mobile broadband

Lee, Jay; U Pittsburgh (USA)

Formulating competitive repertoires – telecom strategic alliance activities

Whalley, Jason / Curwen, Peter; Strathclyde BS (UK)

Acquisitions, partnerships and alliances: strategies for gaining subscribers and expanding footprints

Whalley, Jason / Curwen, Peter; Strathclyde BS (UK)

The strategic implications of European Union expansion on mobile telecommunication companies

4.2 - Bundling Services and Other Operator Strategies

Ahn, Jae-Hyeon / Hsu, Wen-Ling / Sichel, Lynn / Skudlark, Ann; AT&T Labs (USA)

Effect of bundling new telecommunications services: a customer life cycle perspective

Kumar, K.R. Renjish / Hämäinen, Heikki; U Tech (Finland)

Assessing the value of roaming over mobile networks

Madden, Gary / Coble-Neal, Grant; Curtin U of Tech (Australia)

Service bundles and pricing in telecommunications markets

Monteiro, Rui; U Tecnica de Lisboa (Portugal)

Michrom - a revenue assurance model for mobile operators

Scol, Seong Ho; ETRI (Korea)

Review of economic analysis for telecommunication tariff plans and rational policymaking of TFP

4.3 - When to Launch a New Service?

Harmanantzis, Fotios / Tanguturi, Venkata P.; Sc of Tech Mgt (USA)

Delay in the expansion from 2.5G to 3G wireless networks: a real options approach

Jakobs, Kai; Aachen U (Germany)

How to select the best platform to develop an ICT standard?

Kim, Hak Ju / Weiss, Martin; U of Penn (USA)

Strategic options for managing technology evolution in the wireless industry

Rieck, Olaf; Nanyang Tech U (Singapore)

The impact of service innovation on corporate performance: an investigation into the mobile telecommunications service industry

4.4 - Mobile Phone Industry Strategies

Andersson, Per / Mölleryd, Bengt G.; Stockholm SE/Evl Bank (Sweden)

The distribution of mobile handsets: connecting global and local distribution

Daoud, Fawzi / Hämäinen, Heikki; Helsinki U Tech (Finland)

Market analysis of mobile handsets subsidies

Dewenter, Ralf / Haucap, Justus / Luther, Ricardo / Rötzel, Peter; U Fed Armed Forces (Germany)

Hedonic prices and the German market for mobile phones

4.5 - Learning from Strategy Case Studies

Andersson, Kjetil / Foros, Øystein / Stehen, Frode; Telenor/NSEBA (Norway)

The SMS bandwagon in Norway: What made the market?

Bonnin, Gaël / Segard, Olivier / Vialle, Pierre; EDHEC Lille/Inst Nat Télécom (France)

An analysis of the role of relational assets from a resource-based view: the case of the failure of wireless local loop providers in France

Epinette, Olivier / Iskia, Thierry / Vialle, Pierre; Inst Nat Telecom (France)

Management and procurement of international telecommunications services by large French firms: How global is it?

Song, Minzheong; Korea Telecom (Korea)

The wireless broadband strategy of common carrier & emerging business models - based on the case of KT - Weber, Arnd / Wingert, Bernd; ITAS (Germany)

Cultural factors in technical development: “i-mode” in Japan

4.6 - Pricing Strategies

Ralph, Eric Kodjo / Gabel, David; Ekonomics LLC/Queens Col. (USA)

Rebalancing and Ramsey optimality

Sohn, Yong Y.; Chonnam Nat U (Korea)

Strategic price discrimination of information goods over different consumer groups

Parker, Geoffrey / Van Alstyne, Marshall; Tulane U/U Mich (USA)

Mechanism design to promote free market and open source software innovation

de Fontenay, Alain / Liebenau, Jonathan; Columbia U / LSE (USA / UK)

A reconsideration of competition and the marginalist revolution for telecommunications
Preliminary Conference Schedule (cont’d)

05 Internationalisation & Regional Issues

5.2. - Long Distance and Internationally Interconnected Networks
Doganoglu, Toker / Lange, Kerstin; Ludwig-Max. U/U Kiel (Germany)
Estimating models of long-distance carrier choice and cost of using alternatives
Gerpott, Torsten J. / Jakopin, Nejc M.; U Duisburg-Essen (Germany)
Internationalization trends of mobile network operators – empirical findings
Tschoepe, Sven; Inst for Leg. Informatics (Germany)
Interconnection and regulation of IP-networks
Bagazo, Tania / Phumpiu, Paul; OSIP-TEL (Peru)
Inertia, switching costs, and competitive dynamics. The case of long distance services in Peru.
Brousseau, Eric / Pénard, Thierry; U Paris (France)
Digital assemblers: the economics of new business models

5.3. - WTO and ITU: Trade and Regulation
Bressie, Kent / Kende, Michael / Williams, Howard; Harris, Wiltshire & Grannis / Analysys Consulting / World Bank (USA)
Evaluating the WTO telecommunications trade agreements: issues for developing countries
Choi, Daewon / Ghernaouti-Hélic, Solange; UNESCAP/ U Lausanne (Thailand/Switzerland)
An analytical point of view of emerging issues of e-commerce for the multilateral trading system
Hwang, Jae-Hyun / Lee, Seung-Hwan / Park, Myeong-Cheol; Info & Comm U/ETRI (Korea)
A study on the measurement of standardization levels in information and telecommunications technology: multi-attribute utility theory approach

5.4. - Competition and Privatization: Regional Solutions
Klimenko, Mikhail / Saggi, Kamal; U Cal./Southern Methodist U (USA)
Technical compatibility and the mode of foreign entry under network externalities
Nandi, Banani / Chakraborty, Chandana; AT&T / Mont Clare SU (USA)
Privatization, telecommunications adoption and growth in developing countries: a cointegration approach
Williams, Howard; World Bank (USA)
From fiscal imperatives to market reform: the transition of telecommunications policy development in eastern Europe and central Asia.

06 Infrastructure & Services

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Lee, Jeong-Dong/Lyo, Tae-Ho/Jeong, Jong-Wook; Seoul Nat U (Korea)
Optimal spectrum policy: a real option and game theoretic approach
Lehr, William; MIT (USA)
Economic case for dedicated unlicensed spectrum below 3GHz
Weiss, Martin; U Pittsburgh (USA)
Secondary use of spectrum: a survey of the issues

6.2. - Spectrum Economics
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Hazlett, Thomas W.; Manhattan Inst (USA)
Avoiding a tragedy of the telecommons: finding the right property rights regime for telecommunications
Doyle, Chris; Warwick BS (Great Britain)
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Chartier, Mike; Intel - Regulatory Policy (USA)
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Bazelon, Coleman; Analysis Group, Washington D.C. (USA)
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Neto, Isabel / Best, Michael L. / Gillett, Sharon E.; MIT/Georgia Inst Tech (USA)
Unlicensed spectrum and wireless technologies in Africa: opportunities for a low-cost decentralized approach in the developing world
Hazlett, Thomas W. / Muñoz, Roberto E.; Manhattan Institute / Columbia Institute for Tele-Information / U Maryland (USA)
What really matters in spectrum allocation design
Ting, Carol / Wildmann, Steven S. / Bauer, Johannes M.; Michigan SU (USA)
Modeling the efficiency properties of spectrum management regimes
Leighton, Wayne A.; FCC (USA)
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6.4. - Infrastructural Bandwidth to the Customer

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Building up fiber Infrastructures.

International analysis and assessment
Magen, Jacques; Alcatel Paris (France)
Convergent solutions for Broadband services
Doeblin, Stefan; Network-Economy Brussels (Belgium)
Shift in the telecommunications industry: Capital and business process outsourcing for fiber access infrastructure

07 Convergence, Technology and Innovation

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Lind, Jonas; Stockholm SE (Sweden)
The convergence hype cycle: usage in management practice during an impending market re-definition
Loural, Claudio de A. / de Holanda, Giovanni M. / Menezes, Esther / Ogushi, Cristiane M.; Fundação CPqD (Brazil)
A service-oriented approach for modeling telecommunications value-networks
Nyström, Anna-Greta; Abo Akademi U (Finland)
The influence of technological convergence on business networks in the mobile telecommunications sector
Villamayor, Victor Pavón; Oxford U (UK)
Competitive equilibrium and regulatory bias in converging technologies

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Mandatory bitstream access from a European network operator’s perspective
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Bitstream access in Germany - Implementation considerations from an alternative network-based operator
Schwarz Schilling, Cara; Reg TP (Germany)
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Erber, Georg; DIW (Germany)
Disruptive versus incremental innovations in broadband communication: What’s going to happen next?

7.3. - Broadband II

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Technological mediation as a driving force for value creation in the broadband Internet access market
Montanye, James; Econs Council (USA)
Hermes shrugged: U.S. public policy’s failure to deliver on the promise of broadband technology
Falch, Morten / Saugstrup, Dan; Tech U of Denmark (Denmark)
How to achieve the goal of broadband for all

Wang, Xuejun / Tan, Zixiang (Alex); Syracuse U (USA)
China’s march into broadband Internet

7.4. - Network Architectures & Technology

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A comparison of ENUM field trials: objectives, main issues and an assessment of challenges ahead
Howell, Bronwyn; Victoria U (New Zealand)
Building a national ICT strategy: prioritizing infrastructural, organisational and human capital investment in New Zealand
Longstaff, Pat; Syracuse U (USA)
Security in complex, unpredictable systems: the case for resilience planning
Caetano, Ricardo Elías / Couto de Moraes, Cícero; U Sao Paulo / Teles Brasil (Brazil)
Analysis of reliability and maintainability of topologies of the system of fixed telephony
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Managing IT service quality as perceived by the customer
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Describing parameters of traffic generated by users of multimedia services offered by telco operators
Nickel, Gunter / Recker, Stephan / Pohler, Matthias; Tech U Dresden / IMST (Germany)

Enhanced cost accounting for quality of service in data networks

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Taylor, Lester / Kridel, Don;
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(France)
Is it worth billing new IP services?
The cases of VoD and GoD
Hollenstein, Heinz / Wörter, Martin; Swiss Fed Inst Tech (Switzerland)
The decision to adopt Internet-based e-commerce: an empirical analysis based on Swiss firm-level data
Preissl, Brigitte; DIW Berlin (Germany)
On the use of synergies between online and offline distribution: empirical evidence from Berlin and Vienna
Schedl, Hans / Sülzle, Kai; U Munich (Germany)
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Kim, Jin Ki; SUNY (Buffalo) (USA)
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Simpson, Richard; Industry Canada (Canada)
From electronic commerce to the e-economy - strategies for a digital world
Gao, Cong / Kan, Kaili / Lu, Tingjie; BUPT (China)
Study on the protocol of e-commerce for China
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Group - U Crete / Nat Hellenic
Res Found / Athens U Econs & Bus. (Greece)
Preparing for information-based competition by managing complex self-evolving portfolios of customer profiles
Kühl, Rubens; Camps USP (Brazil)
Perspectives for the dial-up Internet access market in Brazil

8.4. - Mobile Internet
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An empirical study on the Internet techno-characteristics under portable Internet service
Fife, Elizabeth / Pereira, Francis; U South. Cal. (USA)
Adoption of mobile data services: towards a framework for analysis
Ryu, Mun-Hyun / Yoo, Seung-Hoon / Kwak, Seung-Jun; Korea U / Hoseo U / Korea U (Korea)
Using a conjoint analysis to elicit potential willingness to pay for portable Internet service
Stenio, Franco Silva; Link Cons. (Brazil)
Analyses of B2B and B2C models in m-business: outlook for the Brazilian mobile services market
Ahn, Ji-woon / Lee, Jongsu / Lee, Jeong-Dong; Seoul Nat. U. (Korea)
The future of wireless data communication: an analysis of consumer preferences between alternative technologies

8.5. - Regulation and the Internet
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Walter von, Benedikt / Quiring, Oliver; U Munich (Germany)
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Ünlü, Vural; LMU Munich (Germany)
Functional reference model for digital rights management systems
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Lee, Hyeongjik / Nam, Changi / Kim, Seongcheol; Info & Comm U (Korea)
Filling the gaps in fixed-mobile converged services: an analysis of PIS (portable Internet service)
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Houpis, George / Valetti, Tommaso M.; Michigan SU / Penn SU (USA)

Mobile termination: What is the “right” charge?
Ruhle, Ernst-Olav; Piepenbrock Schuster (Germany)
The impact of (non)-reciprocal interconnection fees in fixed and mobile markets

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Björkroth, Tom; Abo Akademi U (Finland)
Mobile number portability - lower charges or increased product variety, or perhaps both?
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Mobile number portability in Europe
Moon-Koo, Kim / Jong-Hyun, Park / Jong-Hyun, Paik / Seong-ho, Seol; ETRI (Korea)

An empirical study of the factors influencing customer behavior with respect to mobile number portability in the Korean mobile telecom market

9.4. - Demand Substitution
Ahn, Hyuntaik / Lee, Jonghwa; Dongguk U/KISDI (Korea)
Estimation of a fixed-mobile substitution model in Korean voice telephony markets
Saether, Jan-Petter; Norwegian P&T (Norway)

Fixed mobile substitution – current situation, and potential future developments
Takashima, Yuichi; Iwate Prefectural U (Japan)
Natural monopoly and demand substitution in the early stage of mobile communications: radio paging and cellular telephone service
Taubman, Chris / Vagliasindi, Maria; EBRD (UK)

Fixed and mobile competition in transition economies
Ward, Michael R. / Woroch, Glenn A.; U Texas/UC Berkeley (USA)
Usage substitution between fixed and mobile telephony in the U.S.

9.5. - Empirical Studies in Mobile Markets
Campi, Cinthia; U Roma (Italy)
Market analysis and demand forecast for mobile telephony services: the case of Italy
Kim, Soon-Yong / Park, Myeong-Cheol; Info and Comm U (Korea)

Efficiency of asymmetric access charge regulation in an asymmetric mobile telecommunication market
Lee, Duk Hee / Lee, Dong Hee; Sch IT Bus. (South Korea)
Introducing competition and its social welfare impact in Korean mobile telecommunications services
Yoon, Young-seog / Choi, Mun-kee; Info & Comm Uni (Korea)

An empirical study on the adoption of mobile games in the Korean market
Garbacz, Christopher / Thompson, Jr., Herbert G.; Mississippi Public Utilities Staff / Ohio U (USA)

Universal telecommunications service: a world perspective

9.6. - Mobile Market Studies
Limkeatcherdchoo, Sarunya; Strathclyde BS. (UK)
Analysis of 2G and 3G mobile service developments: an innovation system approach
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Impediments in mobile telecommunications markets and the new EU regulatory framework: a comparative study of the regulatory interventions by NRAS in the United Kingdom, the Netherlands and France 1997-2002
Tiago dos Santos, Ediane Cristina; (Brazil)

Competition in the mobile sector in Brazil: a study of the competitive evolution of the mobile sector, from duopoly to the complete opening of the market
Bazelon, Coleman; Analysys G. (USA)

U.S. government wireless license revenues: bids, collections, and expenditures
Fredebeul-Krein, Markus; Aachen U App. Sc. (Germany)
Towards a 4G environment: future regulatory challenges for content provision in mobile markets

9.7. - Costing of Mobile Service
Giles, Tim; Charles River Assoc. (Great Britain)

The cost of capital for regulated firms
Hackbarth, K. D. / Portilla, J.A / Finnana, D. / Kulenkampff, Gabriele; U Cantabria/WIK (Spain/Spain/Spain/Germany)

Models and methods for strategic studies of GSM networks oriented to techno-economical analysis
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**Note:** The text includes references to various topics such as economic aspects, information society issues, and specific contributions from authors from different countries and institutions. The schedule is structured to provide insights into the diverse topics covered at the conference, including market dynamics, service development, and various aspects of telecommunications and their impacts on economic growth and sustainability.
11.3. - Country Studies I
Chen, Yi-Hao; Yuan-Ze U (Taiwan)
China’s regulation policy and impacts evaluation on mass media industry
Han, Sang-Young / Jun, Yoo-duk; The Institute of Information Technology Assessment (Korea)
The determinant factor of international cooperative research: A case study of Korea
Hong, Wu; BUPT (China)
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Komandur, Sowri Rajan; Indian Telecom (India)
The growth of telecommunication-dynamic changes in India and opportunities
Tahir, Nor Hayati Bin / Mitomo, Hitoshi; Waseda U (Japan)
Knowledge captured as an innovation factor: the application and usage of ICT in the Malaysian public sector

11.4. - Country Studies II
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Fundação CPqD (Brazil)
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Jagun, Abiodun; Strathclyde BS (UK)
Telecommunications and the structure of economic organizations: an investigation of the impact of telecommunications on the economic structuring of a Nigerian fabric weaving micro-industry
Lee, Jungmann / Ahn, Daesup / Kim, Juno; IITA (Korea)
Demand-driven human resource policy of information technology in Korea using supply chain management model

12. ICT and Sectoral Development

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Thijssen, Thomas / Maes, Rik / Huizing, Arid; Hamilton Int/U Amsterdam (Netherlands)
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Edenius, Mats / Westelius, Alf; Stockholm SE (Sweden)
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Informatics as a secure resource for sustainable development of transition countries
Yu, Young Shin / Lee, Sungduck; IITA (Korea)
Strategy on university-industry research cooperation in the Korean IT industry
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Econometric modelling of business
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13 Broadcasting in the Digital Age

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Consolidation in European digital
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Varney, Eliza; U Hull (UK)
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context. Did the 2003
Communications Act remedy
the mistakes of the past?
Wang, Eunice Hsiao-hui / Yu, Jimmy
Chun-Ying; Yuan Ze U (Taiwan)
Market structure and competitive
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Adda, Jerome / Ottaviani, Marco;
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The transition to digital television
Poel, Martijn; TNO (Netherlands)
Digital TV Switchover policies in
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13.2 - Integrating Broadcasting and
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Digital broadcasting, what exists,
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Broadband audio-visual services:
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Berlin: A City of History, Beauty and Culture

Berlin is called the city that never stands still. A cultural centre since the 12th century, Berlin presents itself to visitors as an open city once more. Brandenburg Gate – once a symbol of the divided Germany – has again become the emblem of the German capital.

Built in 1961 and maintained by the former German Democratic Republic until 1989, the Berlin Wall was a highly visible symbol of the Cold War. The Berlin Wall is now commemorated by a few remaining sections and by a museum and shop near the site of the most famous crossing point, Checkpoint Charlie.

Modern Berlin offers visitors over 150 theatres and stage companies, 800 choirs, 170 museums, about 300 communal and private galleries, over 250 public libraries, 265 cinemas and numerous other cultural institutions.

For years, festivals such as the Bach Festival, the Berlin Festival and the Jazz Festival have occupied a firm place in the cultural calendar of the city.

Berlin and Brandenburg are themselves a landscape of palaces and gardens, established over the course of several centuries of Brandenburg and Prussian monarchy. The harmonic ensembles of architecture and baroque garden art enchant visitors with the charm of past times.

Nights in Berlin are live and unplugged. The music plays around the clock. Whether on the Badeschiff Spreebrücke, or in one of the beach bars...whether in one of the open air cinemas or lounging in one of Berlin’s famous beer gardens, you’ll find laughter, relaxation and hospitality.

The City has been developing its health and wellness industries and is now one of the world’s premier wellness centres. Many visitors indulge themselves in exotic baths, saunas, fitness facilities, wellness-centres or turkish hamams.

Berlin has more waterways than any other European city, and more bridges than Venice. The Havel and Spree rivers make Berlin a water capital, and in summer the many lakes such as the famous Wannsee or the expansive Müggelsee attract countless bathers.

Golf, boat cruises, fashion and world class shopping are all part of the Berlin mystique. Various one, two or three days tours can be arranged upon your arrival in Berlin, or you can pre-arrange a tour through www.ITSEurope.org.

Be sure to make the ITS Conference in Berlin a part of your travel plans this summer.