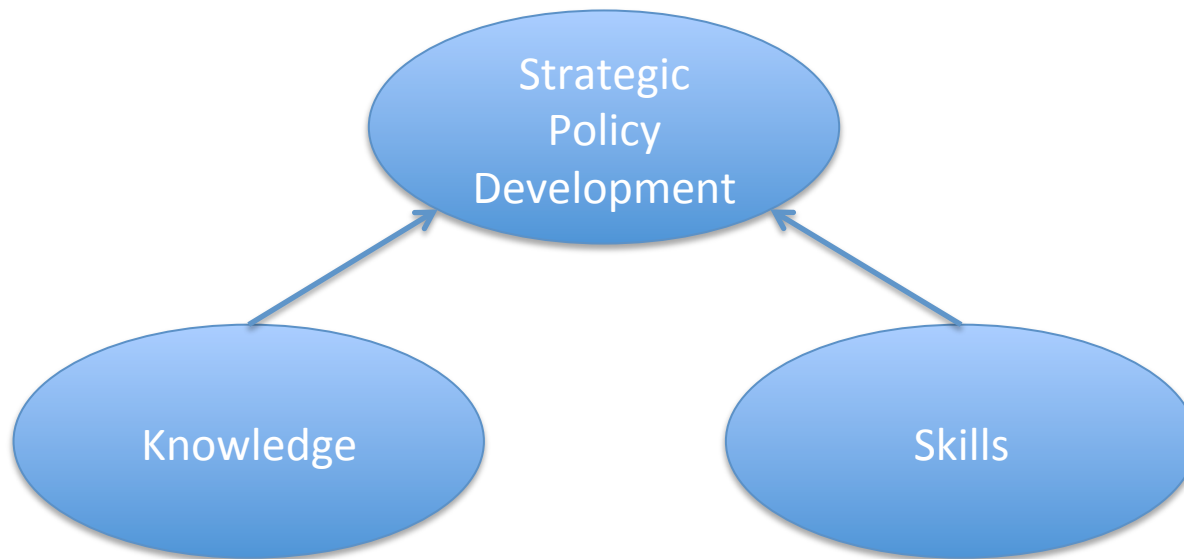


SPC Network

*Winning the Policy and Regulatory
Debate*



SPC Network undertakes **Strategic Policy Development** for clients by combining the knowledge of our consultants with specific and valuable skills to ensure rigorous analysis and exceptional advice.



Since founded in 2003, we have worked for over 25 clients around the world ...

Strategic
Policy
Development



Rigorous Analysis
Exceptional Advice



... on many key policy issues,

Issue	Sample Projects	Clients
How to ensure firms with market power cannot harm competition and consumers	Benchmark regulation and develop regulatory strategy for market reviews and draft responses	ECTA, UKCTA, Zain, BTGS, Virgin Media, Cable & Wireless, Easynet
How to deter specific anti-competitive behaviour by dominant firms	Research and write policy “White Papers” on specific competition problems	BOT (Margin Squeeze) BTGS (Discrimination) Optus (Discrimination)
How to promote investment in regulated sectors	Write policy paper based on economic assessments	ECTA, Virgin Media, Arqiva
How do consumers help markets work effectively?	Consider consumer behaviour in light of policy changes	Virgin Media Ofcom
How to regulate competition in small economies	Draft papers on general and specific issues of smaller countries	Cable & Wireless Government of Bermuda





Strategic
Policy
Development

... and our clients have appreciated the value of our work.

“SPC Network produced a cogently argued and well informed analysis of the background to the adoption of Equivalence and Functional Separation in the UK and the circumstances in which they would be appropriate elsewhere. SPC Network's paper makes a significant and valuable contribution to the debate about these remedies and we are very pleased with the work they did.”



“SPC Network's model of rural broadband rigorously analysed the comparative costs of the three access methods. We have shown the model to various independent parties who have been as impressed as we were. We are therefore very happy with the results of the project”

arqiva



Skills & knowledge

Our consultants and network of partners bring unique skills in, for example ...



Rigorous Analysis
Exceptional Advice



SPC Network



Our core team has advanced academic training and over 20 years' experience each.

- **Richard Cadman MA** is a senior strategy, policy, and market consultant specialising in the electronic communications industry. He has a Masters Degree (with distinction) in Competition and Regulation Policy from the ESRC Centre for Competition Policy at UEA, where he is researching his PhD, and a degree in Politics and Economics from York University. Richard has 25 years work experience in both large and small businesses, including fifteen years as a consultant. His clients include major telecommunications companies, mobile phone networks, industry associations satellite and cable companies as well as national and supra-national government bodies.
- **Richard Carter** is an economist, with a PhD from Cambridge University, who has worked in the telecommunications industry for 20 years. He has worked both for telephone companies, Cable and Wireless and Mercury Communications, and as an economic consultant with Touche Ross Management Consultants and more recently as a freelance economist. He has experience of working in both the fixed and mobile environments. He has worked on a very wide range of issues and projects, including privatisations, retail and network price caps, interconnection arrangements, the access deficit regime, the universal service obligation, proposals for restructuring the telecommunications industry and regulators' market reviews.





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For further information contact us at enquiry@spcnetwork.eu
Or call on +44 1603 871162

