



*ITU Centres of Excellence Workshop on*

## **Telecommunication and Media Sectors Convergence: Implications for Policy Makers and Regulators**

*Agency for Electronic Communications, Monitoring Centre,  
Skupi street, BB, 1000 Skopje, Former Yugoslav Republic of Macedonia*

*14-16 December 2009*

### **Agenda**

**Day 1: Monday, 14<sup>th</sup> December**

**Focus: Policy and Regulation for Convergence**

Time	Lecturer	Title and content of the session	Doc
09:30 – 10:00	<b>REGISTRATION</b>		
10:00 – 10:45	<b>Ministry of Information Society</b>	Welcome Note by Minister Ivo Ivanovski	
	<b>Ministry of Transport and Communications</b>	Welcome Note by Minister Mile Janakieski	
	<b>Petar Ivanoski, Director, Agency for Electronic Communications (AEC)</b>	Welcome Note by Director of Agency for Electronic Communications	
	<b>Despina Anastasiadou, Director, INA Academy</b>	Welcome Note by Director of INA Academy	
10:45 – 11:00	<b>COFFEE BREAK</b>		
<b>Section A: View of Regulators &amp; International Organizations – Chaired by V. Ristevski, AEC</b>			
11:00 – 11:30	<b>Victoria Gerus, Regulatory Affairs Manager, ETNO</b>	Regulatory policy issues for the emerging Internet eco-system	
11:30 – 12:00	<b>Vyara Mincheva, Communications Regulation Commission (CRC), Bulgaria</b>	Convergent environment in Bulgaria	
12:00 – 12:30	<b>Sinisha Apostoloski, Adviser for Telecommunications, Agency for Electronic Communications (AEC)</b>	Definition of Next Generation Access and the Challenge for Regulation	
12:30 – 13:00	<b>Pavle Mijuskovic, Agency for Electronic Communication and Postal Services (EKIP), Montenegro</b>	Convergence in Montenegro	
13:00 – 14:00	<b>LUNCH BREAK</b>		
<b>Section B: View of ICT Stakeholders – Chaired by D. Anastasiadou, INA Academy Director</b>			
14:00 – 14:30	<b>Venceslav Kafedziski, Professor, Faculty of Electrical Eng. and IT, Ss. Cyril and Methodius University</b>	Broadband communications systems – Impact on Media	
14:30 – 15:00	<b>Toni Janevski, Ass. Prof., Faculty of Electrical Eng. and IT, Ss. Cyril and Methodius University</b>	Multimedia Technologies for the Media	
15:00 – 15:30	<b>Despina Anastasiadou, Director, INA Academy</b>	Migration to the Telco 2.0 Future Model	
15:30 – 16:00	<b>COFFEE BREAK</b>		
16:00 – 16:30	<b>Dragan Chepejunoski, Regulatory Manager, Regulatory Department, ONE</b>	The purpose of the regulation forces in the convergent markets	
<b>Section C: Roundtable Discussion</b>			
16:30 – 17:00	<b>Coordinator: D. Anastasiadou, INA Academy &amp; V. Ristevski, AEC</b>	Telecoms and media sectors convergence in Southeast Europe: hype or reality?	



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**Day 2: Tuesday, 15<sup>h</sup> December**

**Focus: NGA Challenges in a Converging market**

Time	Lecturer	Title and content of the session	Doc
<b>Section A: View of Fixed Operators and Industry Players – Chaired by V. Gerus, ETNO</b>			
10:00 – 10:30	<b>George Dimov, Senior Regulatory Strategy Interconnection &amp; Access Manager, MAKEDONSKI TELEKOM</b>	NGA Challenges for incumbents	
10:30 – 11:00	<b>Igor Bimbiloski, Executive Director of Strategy &amp; Business Development Area, MAKEDONSKI TELEKOM</b>	Media Convergence services by incumbents	
11:00 – 11:30	<b>Sasho Srbakov, Product and Services Manager, ONE</b>	Path to Converged Product Portfolio	
11:30 – 11:45	<b>COFFEE BREAK</b>		
<b>Section B: View of Mobile Operators and Industry Players – Chaired by L. Gavrilovska, Professor</b>			
11:45 – 12:15	<b>Liljana Gavrilovska, Prof.. Faculty of Electrical Eng. and IT, Ss. Cyril and Methodius University</b>	Flexible Platform for Future Generation Wireless Networks	
12:15 – 12:45	<b>Viktor Nastev, Director, NT Development &amp; Strategy Department, T-Mobile AD</b>	Mobile broadband strategies	
12:45 – 13:15	<b>Vladimir Nikolic, MSc, MBA, Head of Regulatory affairs &amp; Inter- Operators Relations, VIP-Operator DOOEL Skopje</b>	Business and Regulatory Challenges of the late Entrant on the country's Communications Market	
13:15 – 14:30	<b>LUNCH BREAK</b>		
<b>Section C: View of Telecommunication Vendors – Chaired by V. Mincheva, CRC</b>			
14:30 – 15:15	<b>Razvan Pirvu, Marketing &amp; Strategy Manager, Ericsson CU North Balkan</b>	IPTV and Mobile TV - regulatory aspects	
15:15 – 16:00	<b>Klaus Dechet, Director, Global Account Deutsche Telecom, Alcatel - Lucent</b>	Media Awareness through Application Enablement in a High Leveraged Network	



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**Day 3: Wednesday, 16<sup>th</sup> December**

**Focus: New convergence Services, New Regulatory Levers**

Time	Lecturer	Title and content of the session	Doc
<b>Section A: View of Policy Makers and Industry Players – Chaired by V. Ristevski, AEC</b>			
10:00 – 10:30	<b>Tedi Conevski, Business Development Manager, NEOTEL</b>	WiMax throughout the country	
10:30 – 11:30	<b>Boris Arsov, MsC, Agency for Electronic Communications (AEC)</b>	Regulation for Next Generation Access	
11:30 – 12:00	<b>Vladislav Bidikov, CTO, NEXT – EM</b>	Future for Next Generation Networks and Media Services in the country	
12:00 – 12:30	<b>COFFEE BREAK</b>		
<b>Section B: View of Policy Makers and Industry Players – Chaired by E. Dvojakova, AEC</b>			
12:30 – 13:00	<b>Irena Bojadzievska, Secretariat for European Affairs, Government of Former Yugoslav Republic of Macedonia</b>	Progres in Electronic Communications in the country folowed by the European Commission	
13:00 – 14:00	<b>LUNCH BREAK</b>		
<b>Section C: Roundtable Discussion</b>			
14:00 – 15:00	<b>Round Table Discussion</b> <b>Coordinator: V. Ristevski, AEC</b>	NGA & NGN Impact on Telecoms Market Structure and Dynamics	
<b>Workshop Conclusions</b>			