

## **Jeffrey S. Bernstein**

*Email:* j\_s\_b@jsbernstein.com

*Web page:* www.jsbernstein.com

Jeffrey Bernstein is Business, Technology and Regulatory Advisor for Telecommunications Management Group, Inc. (TMG). Among other duties, Mr. Bernstein analyzes telecommunications business and regulatory environments around the world and advises clients on relevant regulatory and strategy issues. He has recently analyzed telecommunications issues and services including spectrum management, broadband wireless access, convergence, mobile termination rates and domain name management, and has experience evaluating the impact of telecommunications and information technology policies on business and economic development. In addition, Mr. Bernstein evaluates new business opportunities tendered by U.S., European, and multilateral organizations and drafts appropriate proposals or expressions of interest.

### **Experience**

Mr. Bernstein's experience includes:

- Preparing materials on approaches to spectrum management and coordination of government and commercial spectrum usage for a white paper, *Key Regulatory Issues in an Era of Convergence*, presented at the National Seminar on Regulatory Issues in the Age of Convergence organized by the Confederation of Indian Industry in New Delhi, India.
- As part of a U.S. Trade and Development Agency-sponsored project providing advice on the telecommunications sector to the Government of Colombia, providing advice on current and future spectrum policies and suggestions for improving the competitiveness of the mobile sector, as well as evaluating technologies with the potential to expand access to broadband services.
- Providing examples of international best practices in flexible spectrum use policies for the Government of the Maldives.
- Conducting an analysis of spectrum licensing for broadband wireless access services in the Asia-Pacific region and around the world.
- Drafting comprehensive reviews of international 3G (IMT-2000) technology, spectrum usage and licensing best practices to assist the Government of Vietnam in developing a 3G licensing policy.
- Drafting a case study on Slovenia's migration to 3G (IMT-2000) technologies and services.
- Researching hiring, staffing, remuneration and outsourcing principles of national telecommunications regulatory authorities for the Legal and Institutional Aspects of Regulation module of the ICT Regulation Toolkit, a joint *infoDev* and International Telecommunication Union project.
- Conducting analyses of telecommunications policy, regulatory environments and market developments in a number of countries, including several in Latin America as well as Croatia, Hong Kong, Japan, Jordan, and Kenya.
- Managing and contributing to the development of an evaluation and analysis of the public relations capacity of the Jordanian telecommunications regulator. The report recommended

short- and long-term actions to improve the effectiveness of the regulator's public communication efforts as well as international examples of best practices.

- Investigating and summarizing developments in telecommunications business trends, spectrum management, and the current state of telecommunications around the world, with particular emphasis on Asia and Latin America.
- Conducting a thorough comparison of mobile communications pricing information around the world.
- Researching and drafting a briefing paper on European mobile termination rates including relevant policies and regulation, and effects on the mobile community, U.S. international carriers, and consumers.
- Conducting an in-depth evaluation of Peru's telecommunications and information technology environment, including diffusion of telecommunications services, universal service requirements, telecommunications infrastructure, policy and regulation.
- Contributing to *Asia Pacific Mobile Multimedia Outlook 2004*, a comprehensive overview of mobile data developments in the Asia-Pacific region.
- Performing statistical analyses of the telecommunications markets in countries and regions around the world in order to gauge penetration, pricing, and market structure.
- Researching and writing submissions to the International Telecommunication Union and the Federal Communications Commission on advanced wireless technologies.
- Advising a global communications company on issues related to domain name management, Internet governance, and other associated issues.
- Researching best practices in country code top-level domain (ccTLD) management and outsourcing as part of a larger regulatory reform project for the Government of the Maldives.
- Researching and writing streaming media and ENUM case studies for a report on media convergence for the Asia Pacific Economic Cooperation (APEC).
- Collecting and interpreting survey data from governments and operators regarding domestic and international leased line pricing as part of a project for the Asia-Pacific Economic Cooperation Telecommunications & Information Working Group.
- Participating in an International Telecommunication Union task group studying the compatibility of ultrawideband devices and radiocommunication services.
- Managing TMG's participation in an Institute of Electrical and Electronics Engineers (IEEE) working group developing a new mobile broadband wireless technology standard.
- Member of team redesigning and implementing TMG's marketing strategy in conjunction with the launch of the company's Reports service.

### **Professional Background**

Prior to joining TMG, Mr. Bernstein worked as a strategic management consultant for CompassRose International, an international telecommunications consulting firm, developing product and marketing strategies for a proposed new telecommunications consulting service, as well as assessing the firm's strengths and weaknesses. In addition, he has investigated

telecommunications regulation for the International Government Affairs unit of AT&T's Federal Government Affairs office, where he drafted briefing materials on Japanese telecommunications regulation for a coalition of U.S. and Japanese business leaders.

As a graduate student, Mr. Bernstein worked as a research assistant to Dr. Edward A. Comor at American University, researching transnational media corporations.

### **Educational Background**

Master of Business Administration with emphases on Management of Global Information Technology and International Business, Kogod School of Business, American University, Washington, DC, 2001.

- Relevant Research: Analysis of the impact of the Peruvian information technology environment on business
- Relevant Coursework: Foundations of Telecommunications for Managers; Impacts of National Information Technology Environments on Business; Strategic Management in Multinational Corporations; Analysis of International Business Expansion; Strategic Management of Global Information Systems; Global Telecommunications

Master of Arts in International Communication, including coursework in communication and social and economic development as well as quantitative analysis, School of International Service, American University, Washington, DC, 2001.

- Relevant Coursework: International and Comparative Communication Policies; Political Economy of International Communication; Communication, Social & Economic Development
- Honors/Awards - Dean's Scholar Award - 1999-2001; Outstanding Contributions to the School of International Service, 2000-2001

Bachelor of Arts in International Relations and Economics, University of California, Davis, 1997. University of California Education Abroad Program at Hebrew University of Jerusalem, Israel, 1995-1996.

- Honors/Awards - National Merit Scholar; Dean's List - 1994 and 1995

### **Publications**

"Updating Regulatory Frameworks in an Era of Convergence," with Mindel De La Torre, Charles Rush, Victor Mulas and Christopher Dean, *IETE Technical Review*, Volume 23, Number 4, July-August 2006, The Institution of Electronics and Telecommunications Engineers (IETE), New Delhi, India.

*A Primer on Mobile Termination Rates*, with Michael Minges, TMG Reports, January 2006.

"Intercultural Management: An Analysis of the IMQ Literature," with Hamilton Bean and Ian Larsen, *Intercultural Management Quarterly*, (Volume 5, Number 2, Summer 2004).

### **Activities and Affiliations**

Member - IEEE Working Group 802.20 - Mobile Broadband Wireless Access, March 2003-Present.

Board Member and Student Liaison - Capitol Telecommunications Professionals, October 2000-June 2002

Chair and Treasurer - International Communication Student Forum, American University, April 2000-May 2001

### **Personal**

Mr. Bernstein reads, writes, and speaks intermediate Spanish and has a basic knowledge of Hebrew.