

## **Jeffrey S. Bernstein**

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Jeffrey Bernstein is Senior Business and Policy Analyst 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 investigates and summarizes developments in telecommunications business trends, spectrum management, and the current state of telecommunications around the world.

Recently, Mr. Bernstein has analyzed telecommunications issues and services including key aspects of 3G licensing, 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, he evaluates new business opportunities and drafts appropriate proposals or expressions of interest.

### **Experience**

Mr. Bernstein's experience includes:

- 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.
- Drafting reviews of several bands identified for IMT by the International Telecommunication Union, including information on band planning, channelization, compatibility between IMT services and other services, and international harmonization.
- 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.
- Developing TMG's [\*3G Licensing Around the World\*](#), a collection of data sets detailing the operators, spectrum awarded and other conditions associated with 3G mobile licenses in the 1.9 GHz/2.1 GHz and 1.7 GHz/2.1 GHz spectrum bands in 40 countries. The data sets include information on license fees and valuation data, additional fees, assigned spectrum bands, as well as information about licensees, license obligations and deployment status.
- For a project assisting the Telecommunications Regulatory Authority of Bahrain with the award of its third mobile license, carrying out a review of mobile license awards and award processes in the Middle East and in comparable markets around the world.
- 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.
- Carrying out an analysis of the current Egyptian market for voice and data services, including major players, penetration rates and tariffs.
- For a white paper on 3G licensing, analyzed best practices in evaluation criteria for mobile licensing beauty contests as well as in licensee obligations.
- Conducting a review of the regulatory frameworks and relevant indicators related to interconnection and mobile termination in several countries in the Middle East and Africa.
- 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.
- 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.
- For a global handset vendor, developed analyses of mobile telecommunications technologies and services, key global markets and issues related to handset locking and customer preferences and drafting monthly reports on key global regulatory and market issues.
- Providing regulatory and market updates and strategic advice to an association representing mobile communications operators and vendors.
- 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.
- 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.
- Participating in an Institute of Electrical and Electronics Engineers (IEEE) working group developing a new mobile broadband wireless technology standard.
- Researching and writing submissions to the International Telecommunication Union and the Federal Communications Commission on advanced wireless technologies.
- 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.

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.

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.

### **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-  
November 2007.

***Personal*** \_\_\_\_\_

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