

# Dr. Rainer Schnepfleitner



English	Full professional proficiency
German	Educated native speaker
French	Limited proficiency

- **Regulation • Public Policy • Economics • ICT • TMT •**
- **It's not complicated - it's only complex •**

I have generated business for private enterprise, set up regulatory frameworks for the wider communications environment and managed regulatory and competition proceedings. I have a strong track record of delivery in the most difficult of environments. My products are robust, "first time right", implementable, future-proof and withstand legal challenge.

## Professional experience

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### 2019 - now **Amt für Kommunikation • Vaduz • Liechtenstein**

The Office for Communications is the regulatory authority for electronic communications in the Principality of Liechtenstein. It is also responsible for electronic signatures and acts as the office of the media commission

#### **President**

- I am leading the Office for Communications

### 2014 - 2019 **Communications Regulatory Authority • Doha • Qatar**

The CRA is the converged regulatory authority for IT, Telecommunications, Access to Digital Media and Post in Qatar

#### **Department Manager - Regulation Affairs and Competition**

- Design and implementation of regulatory frameworks
- Sector analysis and market reviews resulting in targeted policies and liberalisation measures
- Market regulation including Regulatory Accounting Systems, Market Definition and Dominance Designation, Reference Offers, market indicators and benchmarking, licensing and compliance frameworks

### 2008 - 2014 **ictQATAR • Doha • Qatar**

#### **Department Manager - Policy and Economic Affairs**

- Policy development
- In depth sector analysis and market reviews
- Market regulation

#### **Assistant Secretary General (acting)**

- Head of the Regulatory Authority

#### **Chief Economist**

- Developed and implemented the wider regulatory economic framework from scratch

2006 – 2008	<b>Swisscom Mobile AG • Bern • Switzerland</b>
	<b>Senior Product and Project Manager</b>
	<ul style="list-style-type: none"> <li>▪ Designed and implemented navigation solutions, as e.g. TomTom High Definition Traffic, which enabled Swisscom to enter the B:B market (CHF 4 million p.a.)</li> </ul>
	<b>Senior Regulatory Manager</b>
	<ul style="list-style-type: none"> <li>▪ Design and rapid implementation of a cost model (top-down and bottom up) for mobile wholesale and retail services, which led to the overturning of a CHF 333 million fine by the Competition Commission</li> <li>▪ Cost analysis for strategic decision support (e.g. fibre backhaul scenario for the RAN)</li> </ul>
2003 – 2005	<b>Swisscom Fixnet Wholesale AG • Bern • Switzerland</b>
	Swisscom Fixnet Wholesale was the functionally separated wholesale arm of Swisscom Fixnet
	<b>Department Manager - Regulatory Accounting</b>
	<ul style="list-style-type: none"> <li>▪ Developed the cost model and audit framework for regulatory and management accounting (HCA and FL-LRAIC), including USO</li> <li>▪ Successfully defended the results in legal proceedings</li> <li>▪ Provided key input in various wholesale proceedings</li> <li>▪ Support of CxOs with financial analysis and in due diligence</li> <li>▪ Team lead, staff development and knowledge transfer</li> </ul>
2000 – 2001	<b>European Commission DG Competition • Brussels • Belgium</b>
	<b>Case Handler - Detached National Expert (END)</b>
	<ul style="list-style-type: none"> <li>▪ Practical application of competition law by managing notifications, complaints and Commission's own-initiative procedures</li> <li>▪ Key cases covered book price fixing, access to content/portal and complaints against public broadcasters</li> </ul>
1998 – 2003	<b>RTR GmbH (Regulatory Authority for TC) • Vienna • Austria</b>
	<b>Senior Business Analyst</b>
	<ul style="list-style-type: none"> <li>▪ I headed the Austrian Broadband Initiative to develop strategies for ubiquitous broadband coverage in Austria and chaired the IRG Working Group "Fixed Network" (29 countries)</li> <li>▪ Development of cost models (ULL, IC, number portability, carrier pre-selection, Universal Service) to support sector liberalization</li> </ul>

### Prior experience

To finance University I set up an IT consultancy. Prior to this various internships in IT and finance departments (e.g. Hilti AG in FL)

### Academic Qualifications

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2010 – 2011	Postgraduate Diploma/Masters in <b>EU Competition Law</b> , King's College, London
2001	<b>Engineering Degree</b> Dipl.-HTL-Ing. "Aspects of Analytical Bottom-Up Models and Geographical Information Systems"
1998 – 2000	<b>PhD (Hons)</b> in Economics from Vienna University of Economics and Business Administration. Thesis on "Economic and Business Aspects of ULL"
1990 – 1997	<b>Master of Business Administration</b> from Vienna University of Economics and Business Administration 1994/1995: ERASMUS student at UMIST Manchester, UK

1985 – 1990

**Engineering Degree (HTL-Ing.)** from the Technical College for IT & Business Organisation in Vienna

## Professional Qualifications

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<b>Public Policy</b>	Formulation and implementation of policies, liberalization frameworks
<b>Licensing</b>	Development of individual and class licenses (fixed/mobile/satellite/VSAT service licenses, private networks, passive infrastructure)
<b>Economics</b>	Regulatory and competition economics, advanced statistics, benchmarking, network access, regulatory impact analysis, market definition and dominance designation, remedies
<b>Costing &amp; Models</b>	Specification, implementation, documentation, quality assurance, audit and reconciliation of top-down and bottom-up models for fixed and mobile IC, ULL and Universal Service Obligation
<b>Business &amp; Finance</b>	Product and project management; wholesale network access (Broadband VULA/Bitstream, Leased Lines, Interconnection) and development of wholesale and retail products; wholesale and retail pricing; impact assessment
<b>Legal</b>	Ex-ante and ex-post frameworks, sector specific laws of Austria, Switzerland and Qatar; EU anti-trust provisions; EC case handling; negotiation, draft and execution of contracts with vendors and partners; expert witness
<b>Technology</b>	Deep understanding of fixed and mobile networks, IT engineering

## Miscellaneous

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<b>Communicative skills</b>	Strong communicator and engaging international public speaker
<b>IT skills</b>	IT engineering degree, excellent SW skills (MS Office, GIS, databases ...)
<b>Private interests</b>	Wide range of sports, art and cooking

## Papers and publications

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**A global challenge** "Setting out a framework for coherent policy and regulation for the digital economy is our major challenge, especially for countries outside of the EU and US" InterMEDIA, April 2017 Vol 45 Issue 1 [www.iicom.org](http://www.iicom.org) - Schnepfleitner

**Economic and Legal Aspects of Interoperability** "Network and Antitrust Issues of Computer Operating Systems (OS)" for the Helsinki Workshop on Antitrust Issues in Network Industries Aug 2001 - Knaul, Schnepfleitner

**Geographically averaged rates in the context of Local Loop Unbundling** Vienna, Sep 2000 prepared for the 11<sup>th</sup> European Regional Conference in Lausanne, Switzerland - Groebel, Schnepfleitner

**Using GIS at the Austrian NRA** Darócz, Kalasek, Schnepfleitner Salzburg AGIT Jul 2000

**Economic and Business Aspects of Unbundling the Local Loop** PhD Thesis Vienna 2000 (Austrian National Library) - Schnepfleitner

**Unbundling the Local Loop in Austria** Belfin, Lukanic, Pisjak, Schrems, Vienna Aug 1999 - Schnepfleitner

**Liberalisation in the Telecommunications Sector and Chances for Market Entry for Electricity Suppliers** Diploma Thesis Vienna 1996 (Austrian National Library) - Schnepfleitner