

WORKSHOP

The market players' views on international submarine connectivity in the European Union

Date: 21 September

Time: 09:00 – 16:45 CEST

Location: Online

In this workshop different stakeholders will share their views on the current state of play of the international submarine connectivity business in the European Union, with a focus on the competition and market dynamics following the entry of new actors, the challenges faced in the installation and operation of submarine cables (including those related to cable resilience, security and sustainability), and the expectations regarding the evolution of the European and national regulatory frameworks, institutional organisation and public policies in this area.

AGENDA

09:00 – 13:00 **Morning session**

09:00-09:10 Opening statement

Speaker: Annemarie Sipkes, BEREC Chair 2022 (ACM, Director of the Telecommunications, Transport and Postal Services Department)

09:10-09:25 Introduction by the European Commission

Moderator: Margarida Santos (Co-chair of BEREC Digital Markets Working Group)
Speaker: Georgios Tselentis, European Commission (Policy and Programme Officer at European Commission)

09:25-09:35 Q&A

09:35-09:50 Evolution of the submarine cable international market and main challenges

Moderator: Margarida Santos (Co-chair of BEREC Digital Markets Working Group)
Speaker: Ciarán Nevin, PwC Ireland (Senior Manager (Economist), Capital Projects and Infrastructure)



09:50-10:00 Q&A

10:00-11:00 Panel 1 | Investments, competition and future trends: case studies

Moderator: Chiara Caccinelli (Co-chair of BEREC Digital Markets Working Group)

Speaker 1 (20 mins): Gary Waterworth, Meta (Network Investments team)

Speaker 2 (20 mins): Jean-Luc Vuillemin, Orange (Special technical advisor to the CEO on new technologies)

Speaker 3 (20 mins): Norman Albi, Medusa (Chief Executive Officer)

11:00-11:30 Q&A

11:30-11:45 Break

11:45-12:25 Panel 2 | Presentations on the challenges faced in the installation of submarine cables and in authorisation related procedures in the European Union

Moderator: Filipe Prista Lucas (BEREC Regulatory Framework Working Group)

Speaker 1 (20 mins): Jean-Jacques Sahel, Google

Speaker 2 (20 mins): Agustín Gutiérrez, Telxius (Head of Wet Plant)

12:25-13:00 Q&A

13:00-14:00 Lunch break

14:00 – 16:45 Afternoon session

14:00-14:40 Panel 3 | Presentations on the challenges faced in the operation of submarine cables, including in what concerns access to stations and to terrestrial backhaul and resilience, security and sustainability

Moderator: Filipe Prista Lucas (BEREC Regulatory Framework Working Group)

Speaker 1 (20 mins): Tomas Jakimavicius, Microsoft (Director of European Government Affairs)

Speaker 2 (20 mins): Giuseppe Valentino, TI Sparkle (VP Product Management Backbone & Infrastructure Solutions)

14:40-15:15 Q&A

15:15-15:30 Break

15:30-16:10 Panel 4 | Expectations on future measures to promote international connectivity



at European Union and national levels, including in what concerns the regulatory framework, the institutional organisation and public policy making

Moderator: Ervin Kajzinger (Co-chair BEREC Regulatory Framework Working Group)

Speaker 1 (20 mins): Maarit Palovirta, ETNO (Senior Director of Regulatory Affairs)

Speaker 2 (20 mins): David Abecassis, Partner at Analysys Mason

16:10-16:30 Q&A

16:30-16:45 Closing statement

Speaker: Antonello De Tommaso (Co-chair BEREC Regulatory Framework Working Group)

16:45

End of workshop

