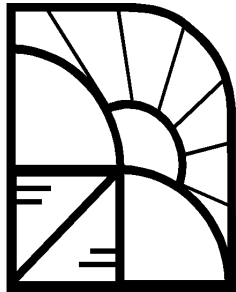


PHOENIX CENTER 2002 U.S. TELECOMS SYMPOSIUM

20 November 2002
Hyatt Regency Capitol Hill
Washington, D.C.



PHOENIX FOR ADVANCED
C E N T E R LEGAL & ECONOMIC
PUBLIC POLICY STUDIES
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Personal Remarks of
Lawrence J. Spiwak
President

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What's New at the Phoenix Center?



Activities:

- Six new Policy Papers since the last Symposium.
 - One of which was reprinted in the Federal Communications Law Journal.
- Started Congressional Briefing Series.
- Members asked to participate in prestigious academic conferences.
- Web page traffic continues to rise.
 - Lots of hits from the developing world.
- Increased press coverage.
- Receiving awards and recognition.



The “Phoenix Center is a small but well connected pro-consumer public policy think tank” that “deserve[s] credit for providing the best proof yet” for “detail[ing] exactly why the 1996 Telecommunications ... Act didn’t open up local markets as intended.”

– San Francisco Chronicle



Conference Theme:

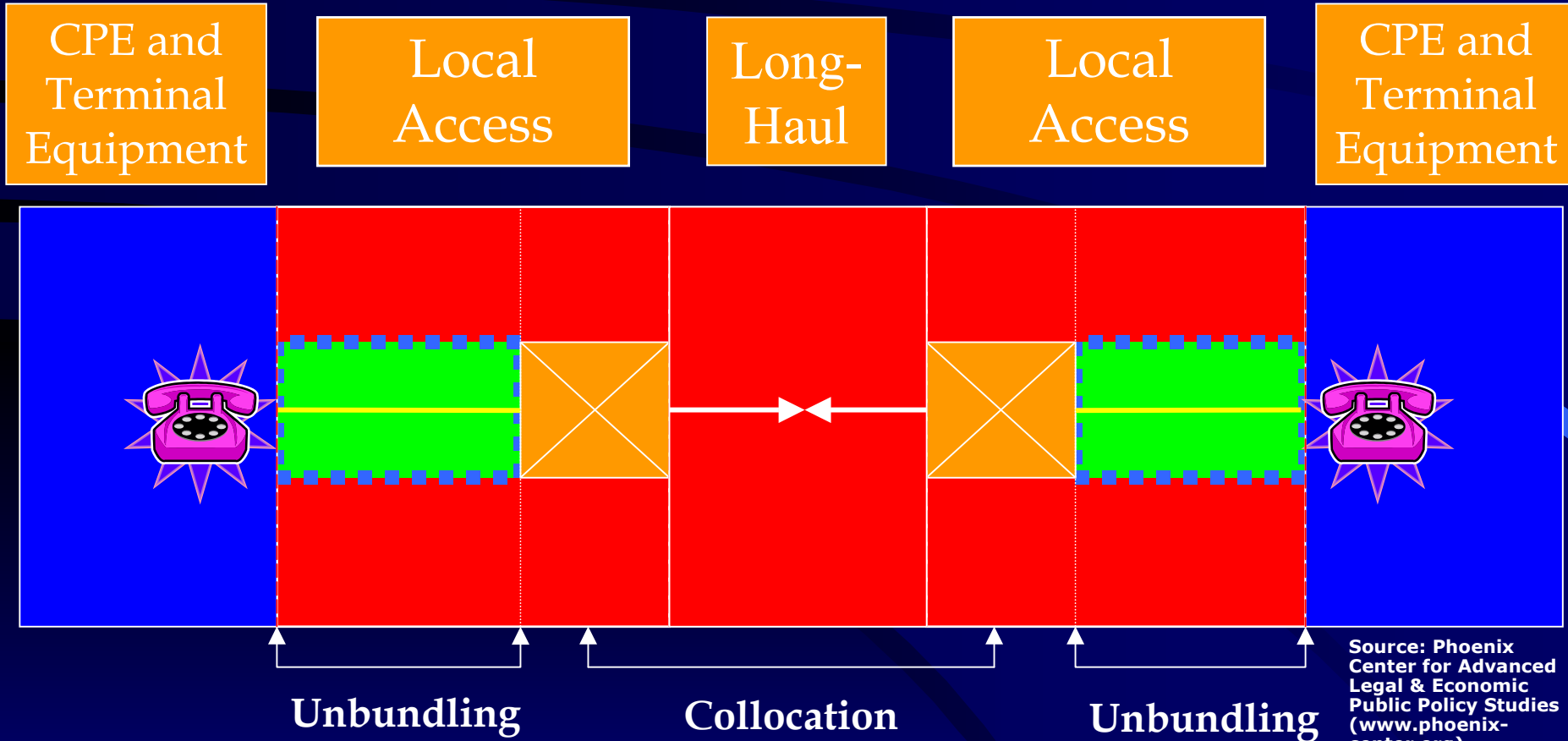
How Do We Go From “One” to “Many”?

What Do We Need to Do to Create a Vibrant
Market for Wholesale “Last Mile” Access?

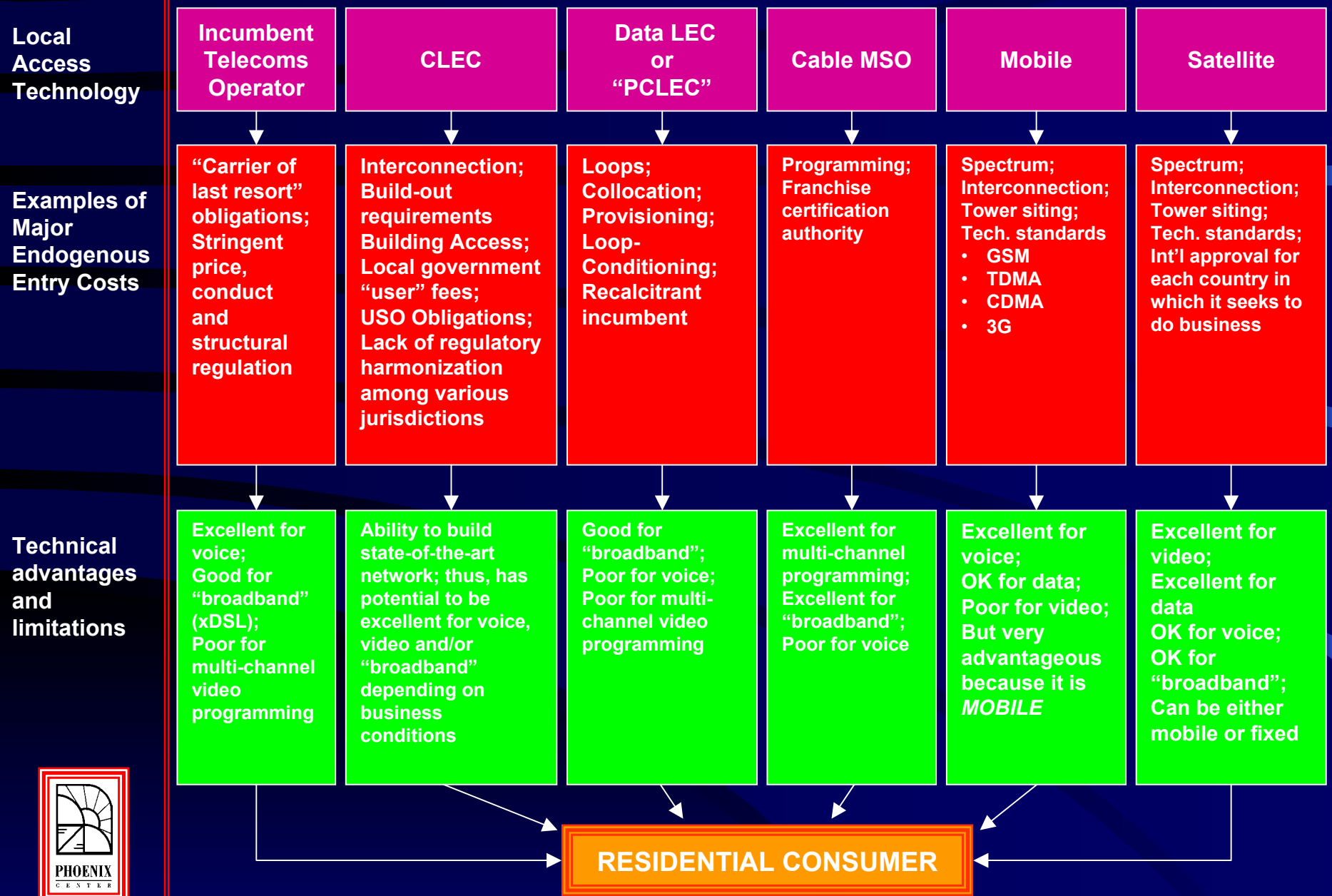


A Brief History of Telecoms Restructuring

- All Segments of Network are **Not Homogeneous**
- Telecoms Companies are **Multi-Product** Firms
- No such thing as a homogeneous customer



Substitutes or Complements? The "Myth of Convergence"...

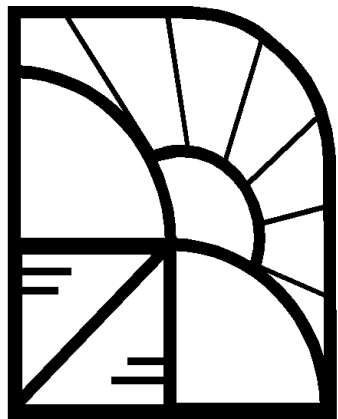


“The Four Horsemen of the Broadband Apocalypse”[©]



Lawrence J. Spiwak, Communications Week International, *Opinion: U.S. Competition Policy – The Four Horsemen of the Broadband Apocalypse* (01 April 2002) available at:

<http://www.phoenix-center.org/commentaries/CWIHorsemen.pdf>



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