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

Source: Phoenix Center for Advanced Legal & Economic Public Policy Studies (www.phoenix-center.org)
### Substitutes or Complements? The “Myth of Convergence”...

<table>
<thead>
<tr>
<th>Local Access Technology</th>
<th>Incumbent Telecoms Operator</th>
<th>CLEC</th>
<th>Data LEC or “PCLEC”</th>
<th>Cable MSO</th>
<th>Mobile</th>
<th>Satellite</th>
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<tbody>
<tr>
<td>“Carrier of last resort” obligations; Stringent price, conduct and structural regulation</td>
<td>Interconnection; Build-out requirements Building Access; Local government “user” fees; USO Obligations; Lack of regulatory harmonization among various jurisdictions</td>
<td>Loops; Collocation; Provisioning; Loop-Conditioning; Recalcitrant incumbent</td>
<td>Programming; Franchise certification authority</td>
<td>Spectrum; Interconnection; Tower siting; Tech. standards • GSM • TDMA • CDMA • 3G</td>
<td>Spectrum; Interconnection; Tower siting; Tech. standards; Int’l approval for each country in which it seeks to do business</td>
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| Technical advantages and limitations | Excellent for voice; Good for “broadband” (xDSL); Poor for multi-channel video programming | Ability to build state-of-the-art network; thus, has potential to be excellent for voice, video and/or “broadband” depending on business conditions | Good for “broadband”; Poor for voice; Poor for multi-channel video programming | Excellent for multi-channel programming; Excellent for “broadband”; Poor for voice | Excellent for voice; OK for data; But very advantageous because it is MOBILE | Excellent for video; Excellent for data OK for voice; OK for “broadband”; Can be either mobile or fixed |

RESIDENTIAL CONSUMER

“The Four Horsemen of the Broadband Apocalypse”
