

Telecom Policy Services



Raising the voice of telecom providers

Influencing Services:

- * Package your evidence in a way that justifies the change you need.
- * Present the case to the forums in a way that can be accepted.
- * Develop acceptable ways forward.
- * Policy alignment with the best outcome.

Stages of Conformity Assessment:

- * Identify the applicable regulatory regime.
- * Check the conformity of the completed design.
- * Administrative processes for Placing on the Market.
- * After-sales.

The Benefits to Your Organisation

The telecom sector continues to experience significant change to the arrangement of the radio spectrum and in the regulation applied to products. Several Key EU Directives are to be 're-cast' for example. Smaller organisations may be unable to devote the time and effort necessary to effectively contribute to the formation of these changes yet these same companies may be more directly affected than others in the telecom sector.

The consequences to business of having insufficient input to the policy making process or even not knowing what is going on could include:

- missing out on new opportunities opened by changes in the spectrum regulation or experiencing new commercial challenges if radio spectrum is to become even more difficult to access.
- becoming subject to new regulation covering products you handle or finding that processes you have in place already are inadequate to meet the new requirements.
- Finding that changes will fundamentally affect the services you are able to provide.

Telecom Policy Services provides support to smaller organisations for their influencing needs and assistance in product conformity matters. This includes taking the case forward to key policy makers on your behalf.



Good Regulation is Good for Business

Regulators and policy makers want a regime that supports the overall greatest benefits. New regulation is often the key to opening new opportunities.

Getting the changes you need for your company is not just a matter of 'asking' for it ... louder and louder. That simply doesn't work.

Creating a clear, evidenced-based case that justifies the desired change is a vital first stage when progressing a policy objective.

Putting the case forward in clear, relevant terms to the right people in the right forums is the way to succeed. Telecom Policy Services can build a representational programme and execute it on your behalf.

**R&TTE
EMC
LVD
Auto
ErP
Reg 765
WEEE
RoHS**

Conformity Assessment

Whether you make products or import products for sale, you have a duty to ensure that those products conform to all applicable regulation. In the future there will be increased emphasis on compliance from the authorities in most EU Member States. Regulations are now either implemented or soon will be implemented that will provide significantly more resource to the Market Surveillance Authorities to check compliance and pursue non-compliance with severe penalties.

Problems with product conformity can cause months of lost sales, additional costs and even exclusion from exciting new opportunities. It is bad business.

Conformity Assessment:

- * You have to do it anyhow!
- * Reduced time to market and better able to keep the product on the market.
- * Competitive disadvantage if there are concerns over non-compliance.
- * Insurance against competition vulnerabilities.
- * Periodic "health" checks to ensure success at audit.

- Imagine you have a contract to supply internet connectivity to offices using wireless. You obtain and install the access points all around your customer's premises only to find three months later that authorities in Germany have demanded the withdrawal of the product from the EU market. You have to replace the APs with a compliant type (at your cost).
- Or, using the internet you find an excellent price for equipment supply from a different region. How can they quote such a low price? It may not be legal to place it on the market in the EU. It will be your responsibility if you do import it then market it.
- Perhaps your products cannot use a piece of newly available spectrum because they do not execute the mandatory access protocols. Thus your company is excluded from the entire market.

If you are a user of product you may wish assurance that the product you are receiving conforms to the regulation, especially if you are making a significant investment.

TPS can provide a check on product conformity and if problems are discovered, work can be undertaken to remedy the problem.

Telecom Policy Services Ltd. has been formed to provide regulatory, spectrum and product conformity support to clients operating in the telecom arenas. The services are offered on a contracted or consultancy basis. **This means that you can have the job done for you rather than merely being given advice on how to do it.**

Contract or consultancy telecom regulation/spectrum / conformity services

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