



Telecom Policy Services Ltd.

Timothy Cull

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General

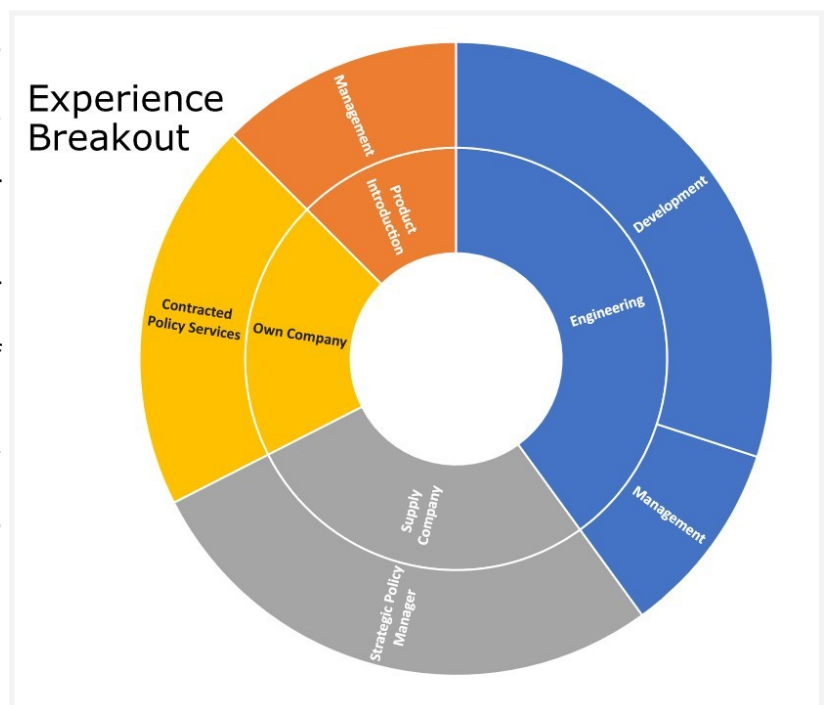
A committed, self-motivated and proficient technical management professional with extensive experience in regulation and spectrum matters. Previous success in managing engineering teams, including specialist functions undertaking large numbers of business-critical projects demanding timely resolution. A strategic thinker and an agent-of-change who has focus on providing real-world solutions to actual problems.

Key Skills & Experience

- 20 years of experience of influencing regulatory policy-making in the radiocommunications sector with particular reference to Business Radio issues. Attendance of various EU and CEPT forums.
- Excellent hardware and software technical radio product development skills acquired through actually developing new products and accessories and managing development hardware and software teams.
- Long experience in obtaining access to markets in the Europe (including many ex-Soviet republic arena) for new products through National Type-Approval procedures and then technical and administrative support for local market actors.
- Key-Note speeches at the Federation of Communication Services (FCS) Business Radio Conference.
- Clear understanding of UK regulatory and policy issues with personal experience of providing workable solutions. This includes the authorship of:
 - Technical Papers to be provided to regulators.
 - Consultation Responses.
 - Information Sheets.

- Industry Schemes to address specific issues.

- Management consultation to organisations in the radio and rail industries.
- Management of product R&D development teams and departments.
- Providing advice on UK product conformity issues in radiocommunications design, sales, product launch and manufacturing environments for products.
- Transformational development of administrative and engineering teams to complete large projects and/or hundreds of concurrent small technical and non-technical projects through the introduction of new processes and automation.
- Managed large software development projects to very high quality levels for key operational needs through to successful completion.



Detailed Employment History

Telecoms Policy Services Ltd.

2010 to Present

Policy/regulatory assistance to users, supply and distribution companies operating in the radiocommunications sector.

This is my main interest now.

Motorola Ltd.

1980 to 2009

UK Telecoms Policy Manager 1998 to 2009

Responsibility to open new commercial opportunities for Motorola by negotiating changes to spectrum policy arrangements in the United Kingdom and Europe on behalf of customers, to arrange business-improving changes to specific regulations and to facilitate access to relevant markets for the company's products.

- Personal experience of resolving technical issues in Business Radio products and installations.
- Public advocacy of wireless broadband solutions in a variety of applications
- Provided strategic solution to the spectrum management concerns about digital modulation in Business Radio by defining key technical characteristics of the DMR standard in ETSI
- Elevated priority of the future broadband spectrum needs of the emergency services in CEPT FM PT3 and EU B4 (CEPT Conference on this in Q1 2010).
- Represented Motorola at the UK Trade Association "Intellect" as a Board Member and as chairman of the "Wireless Council".
- Excellent contact with business radio licence holders through attendance of the Business Radio Council of the Federation of Communications Services.
- Responsible for Motorola for company responses to consultations.

Type Approvals Manager EMEA 1993 to 1998

The management of a group tasked with obtaining all necessary certification to permit products to be placed onto the European, Middle Eastern and African markets. It required strong project management because of the large number of concurrent projects in progress. The role was business-critical because of the large backlog that had built up. Full budgetary control of process including type-approval projects was included.

- Reduced a back-log of ~4000 models down

to 380 (yearly run-rate)

-The specification, creation and introduction of a bespoke automated process to enhance and control progress on projects.

-Introduced improved Automatic Test Equipment that permitted pre-assessment and so dramatically reduced re-testing costs and cycle-time.

-Outsourced key tasks to improve throughput.

- Negotiation of new regulation and practical arrangements for initial type approvals and licensing in ex-USSR countries.
- Internal communications procedures to highlight business impacts.

Engineering Manager 1989 to 1993

Managed the development of software for products and supporting equipment. Products were major system elements such as Trunking System Controllers down to individual hand sets and associated ancillary equipment. Introduced the SEI quality regime to the software development process.

- Channel Tunnel Concession System & Track to Train systems software suites.

Engineering Development 1980 to 1989

Several hardware and software development roles for products destined for market. Invented novel decoding methods for pager software, handset receiver design with low-cost varicap leakage compensation for local oscillators, transmitter designs and logic were all undertaken. Products were for mainstream sales but some special products such as cryptographic controllers were also successfully completed.

Early Career

Marconi Space and Defence Ltd & EMI Ltd. 1977 to 1980

Defence electronics (mostly related to radars).

Qualifications

Reading University:

BSc Hons. Elec. Eng.
(First Kandioti prize winner).

BSc Mathematics.

Witney Grammar School:

Four A-Levels
(3 Mathematics and Physics).