

CURRICULUM VITAE

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Key Qualifications:

- Mr. Edgardo Sepulveda has more than twenty years of practical experience in telecommunications policy, economic, legal and regulatory issues, including universal service, market analysis and other competition matters, interconnection, price regulation, sector liberalization, licensing and costing. Mr. Sepulveda has advised Governments, Ministries, national regulatory authorities (NRA) and operators in more than 40 countries including in North, Central and South America, the Caribbean, Eastern Europe, Africa, the Middle East and Asia. Mr. Sepulveda is Canadian citizen, fluent in English and Spanish and has a good working knowledge of French. He is President of Sepulveda Consulting Inc.
- Recently, Mr. Sepulveda is/has: participating in the universal service (BSO) regulatory proceeding in **Canada**; advised the NRA of **Mexico** in the regulatory framework for a new wholesale-only 4G operator; advised ECTEL establish a price caps regime in **ECTEL Member-States**; assisted the Government of **Rwanda** design PPP last-mile connectivity project; advised the Government of **Sao Tome and Principe** awarding PPP project; advising a cable company in **Bahamas** in series of regulatory projects, including retail pricing and USO; assisted AKEP of **Albania** in its universal service framework, assisted the NRA of **Turks & Caicos Islands** review mobile and fixed interconnection rates, implement 4G LTE licensing and fixed services pricing; assisted MOIC of **Bhutan** formulate the telecoms sector policy, assisted MPTC of **Cambodia** revise its universal service policy; designed universal service projects in **Dominica, St. Kitts & St. Vincent**; advised CITC of **Saudi Arabia** in 4 projects: review tariff procedures & abuse of dominance guidelines; define markets; review RIO/RUO; advised ADB and ITU to promote rural ICTs, including **Mongolia, Korea** and **India**; advised NRA of **Turks & Caicos** review mobile termination rates and a new price caps regime; assisted FTC of **Barbados** to prepare price caps regime; assisted ANRT of **Morocco** evaluating universal service proposals; assisted Government of **Costa Rica** design liberalization strategy and competition framework; assisted Government of **Sierra Leone** with respect to liberalization; assisted CCK of **Kenya** reform tariff & interconnection frameworks; assisted CITC of **Saudi Arabia** design regulatory framework for universal service and review the RUO; advised ECTEL establish a price caps regime in **ECTEL Member-States**; assisted USF of **India** implement the universal service programme; assisted BTA **Botswana** prepare decision on interconnection dispute; advised OUR of **Jamaica** design the universal service policy; assisted INDOTEL of **Dominican Republic** prepare competition regulation and guidelines; prepared interconnection, licensing decrees and statutes for INCM of **Mozambique**; advised NTA of **Nepal** and Government of **Sri Lanka** in minimum-subsidy auctions to select operators.

- Mr. Sepulveda is the principal author of the Universal Service and Price Regulation chapters of the *Telecommunications Regulation Handbook* (2000). In 2002 he prepared a report for the Commonwealth Telecommunications Organization (CTO) and the ITU in relation to OBA mechanisms for the extension of public telecoms services. Subsequently, this report was rewritten and included as Chapter 5 *Minimum Subsidy Auctions for Public Telecommunication Access in Rural Areas* of the ITU's 2003 Trends in Telecommunication Reform book. He co-wrote OBA Approach Note 2 *Output-based aid in Nepal: Expanding telecommunications service to rural areas*, which was published in December, 2004.
- Mr. Sepulveda has been a lecturer or presenter in a number of regulatory conferences, workshops and training seminars: He prepared and delivered an intensive 5-day universal service training seminar for ARCEP in **Burkina Faso** in February 2015; he delivered a 6 week on-line course for the ITU on USFs; prepared/delivered 4-day seminar on competition matters in **Thailand** in March, 2009; prepared/delivered two presentations at the joint Neotelis-Etisalat Academy policy and regulatory seminar in **UAE** in October 2008; prepared/delivered 5 of the 7 presentations at a seminar in **Nigeria** in January, 2005; prepared/delivered two presentations at a regional conference in **India** in December, 2004; he was a keynote presenter at the ITU's Global Symposium for Regulators (GSR) in Geneva, **Switzerland** in December 2003 and in the GSR in **Hong Kong** in December 2002; jointly prepared and delivered two 5-day seminars on competition policy (**Botswana** and **Ghana**); was a keynote presenter at the ITU Africa Regulatory Forum in **Ghana** in November 2003; jointly prepared/delivered a 2-day universal access policy seminar in **Saudi Arabia** in February 2004; prepared and jointly-delivered two 5-day workshops on universal access (**Tanzania** and **The Gambia**); jointly prepared and delivered two three-day seminars in **India** on universal service and interconnection issues; jointly prepared/delivered two 5-day seminars on interconnection (**Nigeria** and **Tanzania**).
- Prior to forming Sepulveda Consulting Inc. and becoming an independent consultant in March 2006, Mr. Sepulveda was: Senior Telecommunications Economist in the Toronto (Canada) office of **McCarthy Tétrault LLP**; Senior Economist at **Bell Canada** in Gatineau (Canada); Consulting Economist at the Canadian International Development Agency (**CIDA**) and Economic Programme Officer with the United Nations Development Programme (**UNDP**) in Santo Domingo (Dominican Republic).

Employment Record:

**President, Sepulveda Consulting Inc. Toronto, Canada
March 2006 to present**

- Under an individual contract to Edgardo Sepulveda, assisting the Public Interest Advocacy Centre (PIAC) in its submission to the CRTC of **Canada** in the review and modification of the universal service regime (the Basic Service Obligation (BSO) and contribution regime), including preparing a 35-page Expert Report and providing responses on same to over 90 discrete questions from different parties in two rounds of interrogatories. (2015)
- Under an individual contract to Edgardo Sepulveda (STC), assisted the NRA of **Mexico** (IFT) and the World Bank in designing the regulatory framework for the new wholesale-only 4G LTE operator in the 700 MHz band to be made available to MVNOs. (2014-15)

- Under an individual contract to Edgardo Sepulveda from the **ITU**, researched and prepared the comprehensive report “Improving the disbursement effectiveness of low disbursing Universal Service Funds in Developing Countries” (forthcoming) (2014-15).
- As a sub-consultant to McCarthy Tetrault of Montreal, Canada (prime project Contractor), prepared and delivered an intensive 5-day universal service training seminar for ARCEP in **Burkina Faso**. (2015)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisting Cable **Bahamas** Limited in responding to a proposed designation of significant market power (SMP) and the imposition of a series of *ex ante* regulatory obligations and a series of other regulatory issues, including interconnection, retail pricing and USO. (2013-15)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor) advised ECTEL to establish the third price caps regime in the five ECTEL Member-States (**Dominica, Grenada, St, Kitts and Nevis, St. Vincent and St. Lucia**). (2014)
- Under an individual contract to Edgardo Sepulveda, assisted the Government of **Rwanda** and the World Bank in the assessment and design of a PPP project. (2013-14)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted the **Turks and Caicos Islands** Telecoms Commission (TCI-TC) in the process to review and establish a multi-year plan for fixed and mobile termination rates and transit rates, based on benchmark and quantitative analysis. (2013-14)
- Under an individual contract to Edgardo Sepulveda, assisted the Government of **Sao Tome and Principe** and the World Bank in the formulation and awarding of a PPP-type project to promote the expansion and availability of ICTs. (2013-14)
- Under an individual contract (STC) to Edgardo Sepulveda, assisted the Agency for Post and Electronic Communications (AKEP) of **Albania** and the World Bank in the detailed analysis and public consultation process to establish an European Union (EU)-compliant universal service obligation (USO) framework (2012-13).
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted the **Turks and Caicos Islands** Telecoms Commission (TCI-TC) in the process to establish the 4G LTE licensing policy and to implement same via the issuance of two 700 MHz licenses. In another component, advised the TCI-TC to review and establish a new fixed services pricing regime. (2012-13)
- Under an individual contract (STC) to Edgardo Sepulveda, assisted the Ministry of Information and Communications (MOIC) of **Bhutan** and the World Bank in the analysis and formulation of the telecommunications sector policy, including in relation to mobile segment market structure and universal service matters. (2011-12)
- Under a direct contract to Sepulveda Consulting Inc, assisted the Ministry of Posts and Telecommunications of **Cambodia** (MPTC) and the World Bank in the review and revision of that country’s universal service policy, including a universal service decree, and the closing of the market gap via retail and interconnection reform. (2011)

- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted Cable Bahamas Limited in preparing a series of regulatory application to the **Bahamas** NRA, including the introduction of new services, tariff changes and to respond to consultation process for universal service obligations (USO). (2011-12)
- Under an individual contract to Edgardo Sepulveda from the Eastern Caribbean Telecommunications Authority (ECTEL), advised ECTEL and the respective National Telecommunications Regulatory Commissions (NTRCs) to design and prepare the tender for three projects to be awarded based on a competitive least cost subsidy under a public-private partnership (PPP) model in **Dominica, St. Kitts and Nevis and St. Vincent** to be financed via the respective universal service funds (USFs). (2009-11)
- As a sub-consultant to Great Village International Consultants Inv. of Toronto, Canada (prime project Contractor), assisted the NRA of **Moldova** (ANRCETI) in the process to review the incumbent's reference interconnection offer (RIO) (2011)
- As a sub-consultant to Intelecon Research and Consultancy Ltd. of Vancouver, Canada (prime project Contractor), assisted the CITC of **Saudi Arabia** in the review and updating of the universal service policy (2011)
- As a sub-consultant to McCarthy Tétrault LLP of Montreal, Canada, assisted the CITC of **Saudi Arabia** in the review and modification of the tariff regime and procedures and the preparation of abuse of dominance guidelines in a project with PwC of Dubai, UAE as prime project Contractor. (2009-11)
- As a sub-consultant to David N. Townsend & Assoc. of Boston, USA, undertook a regional project by the Asian Development Bank (ADB) and the ITU to benchmark and provide advisory services relating to the promotion of ICTs in rural areas to selected countries in Asia, including **Mongolia, India and South Korea**. This And to provide (2009-11)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted the Telecoms Commission of the **Turks and Caicos Islands** in a consultation and regulatory process to establish a 4-year plan of reductions in the mobile termination rates (MTRs) of the three mobile operators, based on extensive benchmark and other quantitative analysis. (2010-11)
- Under two separate individual contracts to Edgardo Sepulveda from the ITU, prepared a comprehensive review and analysis of universal service funds (USFs) in 35 countries in the **Sub-Saharan Africa** (SSA) Region (2009-10).
- As a sub-consultant to McCarthy Tétrault LLP of Montreal, Canada, assisted the Communications and Information Technology Commissions (CITC) of **Saudi Arabia** in the regulatory process to review the incumbent operator's reference interconnection offer (RIO) and reference unbundling offer (RUO). (2008-10)
- As a sub-consultant to McCarthy Tétrault LLP of Montreal, Canada, assisted the CITC of **Saudi Arabia** in the review and modification of the regulatory framework related to the definition of markets and the assessment of dominance in a project with Ovum Consulting Limited of London, UK as prime project Contractor. (2008-10)

- Under an individual contract to Edgardo Sepulveda from the ITU, assisted the National Telecommunications Commission (NTC) of **Thailand** in the policy and institutional reform of the universal service regime, including the preparation of a new propose universal service regulation. (2009)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted Cable **Bahamas** Limited in the preparation of its response to the regulatory proceeding related to the tariffs regime in that country. (2009)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted the Telecoms Commission of the **Turks and Caicos Islands** in the design of the new price caps regime for the incumbent operator's fixed services. (2008)
- Under direct contract to Sepulveda Consulting (prime Contractor), aided Fair Trading Commission (FTC) of **Barbados** review accounting separation issues (2008-2009)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted the Fair Trading Commission (FTC) of **Barbados** in the review of the current first price caps regime and the formulation of the second price caps regime. (2007-2008)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), prepared for the Telecoms Commission of the **Turks and Caicos Islands** a discussion paper on economic regulation agenda and provided strategic advice as to which items on the agenda should be addressed on a priority basis and how. (2007-08)
- As a sub-consultant to McCarthy Tétrault LLP of Montreal, Canada (prime project Contractor), assisted the *Agence Nationale de Réglementation des Télécommunications* (ANRT) of **Morocco** implement the universal service regime via the evaluation of multi-year operator proposals to provide universal service in unserved areas. (2007)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted the Government of **Sierra Leone** to implement its reform program and support dialogue on sector policy issues through a sector assessment, the evaluation and proposals of different development strategy options. (2007)
- As a sub-consultant to the Africa-based office of an international management consultant firm (prime project Contractor), provided support in the due diligence process for the possible purchase of the state-owned operator in **West Africa**. (2007)
- Under a direct contract to Sepulveda Consulting Inc (prime project Contractor), assisted the Government of **Costa Rica** in the design of its liberalization strategy (including with respect to the mobile sector) and its fair competition framework, (including with respect to institutional arrangements). (2006)
- As a sub-consultant to McCarthy Tétrault LLP of Toronto, Canada (prime project Contractor), advised the Government of **Pakistan** on Universal Service Funding practices and the design and implementation of lowest subsidy bid auction processes for the competitive tendering of specific universal service projects. (2006-2007)

- As a sub-consultant to McCarthy Tétrauld LLP of Toronto, Canada (prime project Contractor), assisted the CITC of **Saudi Arabia** in the design of the regulatory and other measures to provide the necessary guidelines and methodology for the implementation of the Policy for universal service. (2006-2007)
- As a sub-consultant to McCarthy Tétrauld LLP of Toronto, Canada (prime project Contractor), assisted the NCC of **Nigeria** in the preparation of regulations related to universal access and service. (2006)
- As a sub-consultant to McCarthy Tétrauld LLP of Toronto, Canada, assisted the Communications Commission of **Kenya** (CCK) in relation to cost-based retail and interconnection rates for fixed and mobile networks in a project with Analysys Consulting Limited of Cambridge, UK as prime project Contractor. (2006-2007)
- As a sub-consultant to Intelecon Research and Consultancy Ltd. of Vancouver, Canada (prime project Contractor), assisted the Communications Regulatory Commission (CRC) of **Mongolia** in relation to institutional restructuring and capacity building and the formulation of a new policy and regulatory framework. (2006-2007)
- As a sub-consultant to Telecommunications Management Group, Inc. (TMG) of Arlington, U.S.A. (prime project Contractor), assisted in the peer-review process of the initial diagnostic report to assist selected countries in **South and East Africa** to review current sector liberalization in the context of WTO membership/commitments. (2007)
- As a sub-consultant to McCarthy Tétrauld LLP of Toronto, Canada (prime project Contractor), assisted the CITC of **Saudi Arabia** in the regulatory process to review the incumbent operator's proposed draft reference unbundling offer (RUO). (2006-2007)
- As a sub-consultant to Analysys Consulting Limited of Cambridge, UK (prime project Contractor), undertook research and prepared analysis in relation to current price regulations and the future regulatory framework for OSIPTEL of **Peru**. (2006)
- As a sub-consultant to McCarthy Tétrauld LLP of Toronto, Canada (prime project Contractor), assisted the OUR of **Jamaica** in the consultation process to establish competitive safeguards. (2006)
- As a sub-consultant to McCarthy Tétrauld LLP of Toronto, Canada (prime project Contractor), assisted the **Eastern Caribbean** Telecommunications Authority (ECTEL) with respect to the ADR framework in the ECTEL Member-States. (2006-2007)

**Senior Telecommunications Economist,
McCarthy Tétrauld LLP; Toronto, Canada
January 1997 to February 2006**

- Advised the **Nigeria** Communications Commission (NCC) in the design and preparation of regulations related to universal access and service. (2005-2006)

- Assisted the Communications and Information Technology Commissions (CITC) of **Saudi Arabia** in the regulatory process to review the incumbent operator's proposed draft reference unbundling offer (RUO). (2006)
- Assisted the Communications and Information Technology Commissions (CITC) of **Saudi Arabia** in the preparation of the Policy for universal service and then in the design of the regulatory and other measures to provide the necessary guidelines and methodology for the implementation of the Policy. (2005-2006).
- Advised the *Agence Nationale de Réglementation des Télécommunications* (ANRT) of **Morocco** in the design and putting into effect that country's universal service regime, including with respect to policy, regulatory and economic matters. (2005-2006)
- Assisted the Office of Utility Regulation (OUR) of **Jamaica** in the consultation process to establish competitive safeguards rules for the telecoms sector. (2004-2006)
- Assisted the Government of **Costa Rica** in preparing a sector policy document, including a review and analysis of the legal, regulatory and institutional context and proposals for a new regulatory and institutional framework to facilitate the introduction of competition pursuant to Costa Rica's regional trade commitments. (2005)
- Advised ECTEL in a project to design and establish the tariff regulatory framework in the five ECTEL Member-States (**Dominica, Grenada, St. Kitts and Nevis, St. Vincent and St. Lucia**). This included detailed policy, legal, regulatory and economic advice with respect to tariff rebalancing, initial going-in rates and price caps. (2003-2004)
- Advised the Independent Communications Authority of **South Africa** (ICASA) in the review and proposed amendments of the Interconnection Guidelines and Facilities-Sharing Guidelines to facilitate the Government's liberalization objectives. (2005)
- In two different projects, advised the Universal Service Obligation Fund (USOF) of **India** with respect to the design and implementation of the universal service obligation (USO) regime. In the first project, was one of two consultants that assisted the USOF in the initial scoping and design of the USO regime, including with respect to the tender process. In the second project, Mr. Sepulveda provided strategic advice to the USOF in respect of the remaining aspects of the USO regime. (2002, 2004)
- Assisted the **Botswana** Telecommunications Authority (BTA) in the in the design and implementation of retail and interconnection price regulation. (2004-2005)
- Advised the *Instituto Dominicano de las Telecomunicaciones* (INDOTEL) of the **Dominican Republic** in the preparation of a competition policy (antitrust) regulation. As a separate but related project, advised INDOTEL in the preparation of the Guidelines document for the application of the competition regulation. (2002-2004)
- Advised the *Autorité Nationale de Régulation des Télécommunications* (ARTEL) of **Burkina Faso** in the design and licensing of a rural universal access/universal operator using a competitive minimum subsidy auction mechanism. (2005)

- In two different projects, advised the Office of Utility Regulation (OUR) of **Jamaica** with respect to the design and administration of a universal service (USO) regime. In the first project, assisted in the preparation of the First USO Consultation Document issued in December 2002. In the second project, Mr. Sepulveda assisted in the preparation of the Second USO Consultation Document in October 2003 and in the corresponding OUR recommendation to the Minister in 2004. (2002-2004)
- Assisted the Public Interest Program Unit (PIPU) of the Government of **Sri Lanka** in the economic analysis, public consultation and design and licensing of two rural universal access operators. The successful applicants in this competitive bidding process will receive a universal access subsidy. (2003-2005)
- Advised the Ministry of Science and Technology (MOST) of **Pakistan** in the design and implementation of the sector opening strategy for the introduction of competition in the international, national, and local markets in Pakistan. (2002-2004)
- Advised the **Nigeria** Communications Commission (NCC) in the design and licensing of a rural universal access/universal operator using a competitive minimum subsidy auction mechanism. (2003-2005)
- Advised the Government of **Uzbekistan** in the design and implementation of a pro-competitive legal/regulatory regime and corresponding institutional structure (2004)
- Advised the Government of **Algeria** in the design and implementation of the sector opening strategy for the introduction of competition in the international, national long distance and rural local markets in Algeria. (2003-2004)
- Assisted the Telecom Regulatory Authority of **India** (TRAI) in the design and implementation of a new interconnection regime as it pertains to access deficit (2003)
- Advised the NRA of **Botswana**, the BTA, in the design and preparation of BTA Ruling No. 1 of 2003 (February, 2003) which resolved the interconnection charges dispute between the fixed wireline operator and one of the mobile wireless operators. (2003)
- Advised the **Uganda** Communications Commission (UCC) in the design and licensing of a rural universal service operator using a competitive auction mechanism. (2003-2005)
- Advised the *Comisión de Regulación de Telecomunicaciones* (CRT) of **Colombia** on establishing a competitive regulatory framework to facilitate the development of competition. During this 6-year project, Mr. Sepulveda assisted the CRT in interconnection, tariff, competition (antitrust) issues. (1997-2001)
- Mr. Sepulveda authored the modules on Universal Service and on Price Regulation in the *Telecommunications Regulation Handbook*, published in November, 2000 published by World Bank and sponsored by the ITU. The Handbook has been translated to Chinese, Spanish, French, Arabic and Russian. (1998-2000)
- Assisted the **Botswana** Telecommunications Authority (BTA) in its review of the tariff application by the wireline operator in that country. (2003)

- Advised the Communications Regulatory Commission (CRC) of **Mongolia** in the preparation of policy and regulatory documents in relation to interconnection framework, a concession/licensing framework and the Charter of the CRC. (2002)
- Advised the *Instituto Dominicano de las Telecomunicaciones* (INDOTEL) of the **Dominican Republic** in the resolution of a series of interconnection disputes. (2003)
- Advised the National Telecommunications Authority (NTA) of **Nepal** in the design of the licensing framework and in the licensing of a rural telephony operator. (2002-2004)
- Advised the NRA of **Mozambique**, the INCM, in the licensing of a new GSM operator and the preparation and approval of three key decrees: licensing, interconnection; the INCM (structure, governance, powers, etc.). (2001-2001)
- Advised the *Superintendencia de Telecomunicaciones* (SITTEL) of **Bolivia** on the design of the sector liberalisation plan, including the new licensing regime and the preparation of a new telecommunications law and regulations. (2001-2002)
- Provided quality of service regulation and tariff advice to the Telecommunications Regulatory Commission (TRC) in **Jordan**. (1997-1999)
- Advised the Government of **Guyana** in the formulation of a national sector policy to introduce competition to the telecommunications sector in Guyana. (2001-2003)
- Assisted one of **Canada's mobile cellular operators** in the CRTC proceeding to determine the costing and contribution regime for universal service. (1999-2000)
- Provided interconnection pricing advice to the Telecommunications Regulatory Commission of **Sri Lanka** (TRCSL). (1998-1999)

**Consultant Economist,
Canadian International Development Agency (CIDA); Gatineau, Canada
August 1996 to December 1996**

- Co-authored the section dealing with telecommunications of CIDA's Infrastructure Services Policy discussion paper. This paper called for a refocusing of Canada's bilateral aid in infrastructure sectors to upstream, policy and regulatory-related interventions.

**Programme Officer – Economic Reform,
United Nations Development Programme (UNDP); Santo Domingo, Dominican Republic;
January 1994 to June 1996**

- Formulated, monitored and co-ordinated national economic and sector reform projects. Contribute substantive input into project execution. Advised the UNDP Resident Representative on all aspects of economic programme. Negotiated with Government authorities and UN agencies on project design and funding. Projects included Tax and Customs modernization, WTO implementation and Telecommunications Reform. As part of this latter project: co-ordinated the ITU missions to provide policy recommendations;

participated in consultation process to approve the Project Document to prepare a new sector law and to establish a new regulatory body.

**Consultant Economist,
Canadian International Development Agency (CIDA); Gatineau, Canada
September 1993 to December 1993**

- Performed policy analysis and undertook research on economic development issues pertaining to the relationship between the economy and the environment. Assisted in the administration of CIDA's foreign debt strategy, including co-ordination of data compilation for Paris Club reschedulings, and bilateral debt conversion.

**Senior Economist,
Bell Canada; Hull, Canada
August 1989 to August 1993**

- Analyzed economic and policy issues, specializing in regulatory economics. Researched, wrote and presented policy recommendations. Researched the effects of competition on prices and productivity. Participated in the regulatory proceeding before the CRTC to allow facilities-based long-distance competition. Studied the policy and regulatory trends in other telecommunications and utilities markets.
- Managed and executed total factor productivity study and impact simulations computer models. Managed and executed company computer models for local revenue simulations in support of tariff planning and filing. Participated intensively in the CRTC regulatory process to determine Bell Canada's local telephone rates, including design and execution of interrogatory responses.

Other selected presentations, seminars and papers:

- Prepared and delivered an intensive 5-day universal service training seminar for ARCEP (20 participants) in **Burkina Faso** (Ouagadougou, Burkina Faso – February, 2015)
- Prepared and delivered a 6 week on-line course on USFs for the ITU's Asia-Pacific Region (45+ participants). The work included preparing readings, discussion fora and PowerPoint presentations for each week and participate weekly chat sessions, as well in preparing two quizzes and the final written assignment. (March-May, 2010)
- Prepared and delivered an intensive five-day seminar on Competition Policy and related matters at a policy and regulatory seminar sponsored by the ITU and the National Telecommunications Commission (Bangkok, Thailand – March, 2009)
- As sub-consultant to Neotelis Inc. of Montreal, Canada, prepared and delivered the presentations "Selected current Regulatory and Policy issues in Telecommunications" and "Universal Access and Service" at a policy and regulatory seminar sponsored by Neotelis and Etisalat Academy (Dubai, UAE – October, 2008)

- Prepared and delivered the presentations “Universal Service”, “Interconnection”, “Consumer Tariff Regulation”, “Competition (Antitrust) Policy” and “Trends and Economics” at the two-day Regulation seminar (delivered with Curt Howard) sponsored by NCC and held at the Digital Bridge Institute (DBI) (Abuja, Nigeria – January, 2005)
- Prepared and delivered the presentations “Output-based aid in Nepal: Expanding telecommunications service to rural areas” and at the TERI Regional Conference on the Universality of Infrastructure Services (New Delhi, India - December, 2004)
- Co-wrote the Global Partnership for Output-Based Aid (GPOBA) OBA Approach Note 2 titled “Output-based aid in Nepal: Expanding telecommunications service to rural areas”, published in December, 2004.
- Co-prepared and co-delivered a WB-sponsored two day “Universal Access Policy” conference (Riyadh, Saudi Arabia – February, 2004)
- Prepared and delivered one of the keynote presentations at the ITU’s Global Symposium for Regulators (GSR) (Geneva, Switzerland – December, 2003)
- Co-prepared and co-delivered CTO-sponsored five-day “*Interconnection*” workshop to WATRA-member countries of western Africa (Abuja, Nigeria – November, 2003) and to TRASA-member countries of southern Africa (Dar-es-Salaam, Tanzania – Feb., 2004)
- Was a keynote presenter at the ITU Africa Regulatory Forum, preparing and delivering two presentations: “UA/US Funds: Collection and Distribution” and “Interconnection, Access Deficits and Universal Access” (Accra, Ghana - November, 2003)
- Authored Chapter 5 “Minimum Subsidy Auctions for Public Telecommunication Access in Rural Areas” of the ITU’s 2003 Trends in Telecommunication Reform book. (2003)
- Prepared a report to the CTO on regulatory implications that can be derived from a detailed household questionnaire on ICT use in Botswana, Ghana and Uganda. (2003)
- Co-prepared and co-delivered the CTO-sponsored five-day “Competition Policy” workshop to representatives from WATRA-member countries of western Africa (Accra, Ghana – May, 2003) and to representatives from TRASA-member countries of southern Africa (Gaborone, Botswana – February, 2003)
- Prepared and delivered one of the keynote presentations at the ITU’s Global Symposium for Regulators” (GSR) (Hong Kong, China – December, 2002)
- Delivered the presentation “Minimum Subsidy Auctions for the Provision of Public Access Telecommunications in Rural Areas” at the five-day WATRA/ITU/CTO Universal Access models Workshop for Western Africa (Banjul, The Gambia – March, 2003) at the five-day TRASA/ITU/CTO Universal Access and Rural Connectivity Regional Workshop for Southern Africa (Dar-Es-Salaam, Tanzania – July, 2002)

- Led the team that prepared a benchmark report on certain aspects of price caps regulation in different jurisdictions around the world to a telecommunications operator. (November, 2002)
- Prepared a report for the CTO and sponsored by the ITU to develop a model mechanism and procedures for the extension of public telecommunications services in rural areas of developing countries. (2002)
- Mr. Sepulveda was one of three Canadian experts that prepared and delivered a four-day seminar on Interconnection to the Telecom Regulatory Authority of India (TRAI) (New Delhi, India – March, 2002)
- Prepared and delivered the presentations “*Políticas de Telecomunicaciones*” (Telecommunication Policies) and “*Estimación de Costos con Modelos Económicos en el Dominio Público*” (Cost Estimation using Public Domain Models) at the ITU Regional Seminar for Central America (Managua, Nicaragua – November, 2001)
- One of four Canadian experts that prepared and delivered a four-day seminar on Universal Service to TRAI (New Delhi, India - April, 2001)
- Prepared and delivered a one-day course to senior CRTC telecommunications staff on the Hybrid Cost Proxy Model (HCPM) and the federal high-cost universal service support program in the U.S.A. (Ottawa, Canada - 2001)
- Prepared and delivered the paper “Setting the Productivity Factor in Price Caps” at ITU Americas Telecom (Rio de Janeiro, Brazil – August, 2000)
- Prepared and delivered the presentation “*Voz sobre IP: Retos y Opciones Reglamentarias*” (Voice over IP: Regulatory Challenges and Options) at international conference sponsored by OSIPTEL of Peru (Lima, Peru – February, 2000)
- Prepared and delivered the presentation “Telecommunications Sector Reform: Achieving Universal Access and Connectivity” at the Africa Direct conference sponsored by CIDA (Ottawa, Canada – May, 2000)
- Co-prepared and co-delivered an intensive one-week seminar on price regulation and price caps to the TRC of Jordan (Amman, Jordan – October, 1998)
- Prepared and delivered the presentation “*La Nueva Regulación en Colombia y el Acuerdo de la OMC sobre Telecomunicaciones Básicas*” (The New Regulatory Regime in Colombia and the WTO Agreement on Basic Telecommunications) at a seminar sponsored by the CRT (Cartagena, Colombia – December, 1997)
- Prepared and delivered the presentation “*La Interconexión de Servicios y Redes Convergentes*” (Interconnection of Convergent Networks and Services) at an international conference sponsored by the CRT (Bogotá, Colombia – May, 1997)

- Co-authored the academic and policy article “Industry Structure, Productivity and International Competitiveness: The Case of Telecommunications” in *Information Economics and Policy*, Vol. 6, No. 2 (1994)

Education:

- Master of Arts (M.A.) Economics, Queen’s University (Canada – 1989)
- Bachelor of Arts (B.A.) Economics, University of British Columbia (Canada – 1988)

Membership in Professional Associations:

- Canadian Economics Association (CEA)
- Toronto Association of Business Economics (TABE)
- American Economics Association (AEA)

Language Skills:

	Reading	Speaking	Comprehension	Writing
English	Excellent	Excellent	Excellent	Excellent
Spanish	Excellent	Excellent	Excellent	Excellent
French	Very Good	Good	Good	Elementary
Portuguese	Very Good	Elementary	Good	None