

**Legal Briefing**  
**'Mobile Virtual Network Operators'**  
**5<sup>th</sup> December 2013**

*This SIG is championed by **Anthony Waller** of **Olswang LLP***

**Venue – Olswang LLP, 90 High Holborn, London, WC1V 6XX**

## AGENDA

<b>17:00</b>	Registration & Networking
<b>17:30</b>	Welcome & Introduction by <b>Louis Glass</b> , Partner of <b>Olswang LLP</b>
<b>17:35</b>	<b>'MVNO's'</b> <b>Phil Auld, Vodafone Limited</b>
<b>18:05</b>	<b>'Roaming, Wi-Fi offload and 4G'</b> , <b>Purvi Parekh</b> , Partner of <b>Olswang LLP</b>
<b>18.20</b>	<b>'MVNA's - Why use them and what should MNO's, MVNO's and other partners be looking for?'</b> <b>Karl Booth, Cognatel</b>
<b>18:35</b>	Round table discussion chaired by <b>Louis Glass</b> , Partner of <b>Olswang LLP</b>
<b>19:15</b>	Drinks & Canapés
<b>20:00</b>	Event Closes

*With the permission of the speakers, presentations will be loaded to the Cambridge Wireless website on the day following the event*

## Profile of Organisers

### Cambridge Wireless

Cambridge Wireless is a leading industry forum and vibrant community with a rapidly expanding network of companies actively involved in the development and application of wireless technologies. In addition to high level networking dinners, educational events and business development activities, Cambridge Wireless runs an annual Future of Wireless International Conference along with the Discovering Start-Ups initiative to support emerging, innovative wireless companies. Over 15 Special Interest Groups focused on specific technologies and market sectors, also provide opportunities for members to meet, form partnerships to exploit new commercial opportunities, and share knowledge and information about the latest industry trends and hot topics. Cambridge Wireless has partnerships with other leading industry clusters and organisations around the world to extend its international reach and to keep members up to date with the latest global developments and business opportunities. For further information, please visit [www.cambridgewireless.co.uk](http://www.cambridgewireless.co.uk)

## Profile of SIG Champion

### Anthony Waller, Olswang LLP

Anthony has been a Partner at Olswang since 2008 and has been at the firm since the year 2000. Anthony deals with all aspects of corporate work, including private company and business acquisitions and disposals, public takeovers, schemes of arrangement, fundraisings, venture capital investments and IPOs, joint ventures and reorganisations. Anthony works alongside Olswang's international corporate team that extends across offices in Germany, Spain, France and Singapore. Anthony is head of the firm's Corporate Technology practice having advised clients in the technology sector for a number of years. As well as advising established international companies in the technology sector on a variety of transactions and public company issues, Anthony is a leading member of the team at the firm focused on high growth technology companies, acting for both the companies themselves and investors into the sector. According to Legal 500 2012, Anthony provides "consistent, high-quality, pragmatic advice"

Olswang's celebrated Corporate Group is ranked Tier 1 in Legal500 2012 for its M&A: Mid-Market work and recently received the Law Firm of the Year award at the 2011 M&A Awards. This reputation for excellence relies

on the team's consistent provision of a first class commercial service complemented by advice from specialist areas such as Tax, Employee Incentives and Pensions.

Anthony is a founder of the firm's +TECHNOLOGY network +TECHNOLOGY addresses the need to understand and harness the impact of technology across a broad range of sectors, such as banking, retail, advertising, mobile and publishing. The network brings together a range of stakeholders and builds communities who explore the benefits and maximise the potential of new technologies.

Anthony is a regular speaker at technology seminars and an active participant in a range of forum groups in the sector. For further information, please visit [www.olswang.com](http://www.olswang.com)

## Profile of Speakers

### **Louis Glass, Partner of Olswang LLP**

Louis is a Partner in Olswang's Corporate Group, based in our London office. Louis deals with all aspects of corporate law including private company and business acquisitions and disposals, private and public fundraisings, joint ventures and reorganisations. He focuses closely on transactions in the technology, telecoms and e-commerce sectors.

The 2013 edition of Legal 500 recommends Louis as part of Olswang's first-tier rated IT and Telecoms team, describing him as 'a thoughtful corporate lawyer, with a candid approach and sense of humour'. Louis is listed by Thomson Reuters in its 2013 London Super Lawyers list. Louis is a Trustee of the Raspberry Pi Foundation, a charitable foundation established to promote the teaching of computer science and related topics to children by developing and marketing an ultra-low-cost compute. For further information, please visit [www.olswang.com](http://www.olswang.com)

### **Karl Booth, Cognatel**

As a founding member of the Vodafone wholesale team, Karl was the driving force in taking the company from market entry to the No 1 position in the wholesale market. A strategic trailblazer having signed Vodafone UK's first MVNO deal with Asda, alongside the management of numerous multiple retail accounts over the last ten years including Tesco, Sainsburys and Phones4u. Karl takes a partnership **approach** with a focus on making each customer successful and fully supported from pre launch onwards. Incentivizing his team not on the number of customer's signed up but by the level of success for each and every Cognatel customer. Karl holds a BSc (Hons) degree in Chemistry from the University of Surrey and an MBA from Lancaster University. For further information, please visit [www.cognatel.com](http://www.cognatel.com)

### **Purvi Parekh, Partner of Olswang LLP**

Purvi is an international telecoms and technology lawyer and is co-head of Olswang's telecoms practice. Her experience spans all kind of network and platform, including mobile, fixed, cable and satellite, and the converged aspects of where telecoms meets technology (and vice versa). She has advised on some of the most innovative projects affecting the market today, including network sharing (active and passive, light and deep), MVNOs, Machine 2 Machine, mobile payments, convergence and 4G/LTE. Purvi also advises on the regulatory aspects of telecoms and technology work. Her experience in telecoms regulation includes proposals for the EU single market, network access, MVNO regulation, leased lines, net neutrality, big data issues and security. Purvi also specialises in outsourcing and procurement work across the telecoms and technology sectors. She has extensive experience in both private sector and public sector outsourcing and offshoring where she has acted for both customers and suppliers. For further information, please visit [www.olswang.com](http://www.olswang.com)

### **Phil Auld, Vodafone Limited**

Phil has worked as a lawyer in the mobile telecommunications industry for over 10 years. He is currently the Lead Counsel for Vodafone responsible for both the Wholesale and Consumer Business Units. He regularly negotiates contracts with MVNOs and MVNAs (including BT, Lebara, Asda, Talk Talk and Talk Mobile) and most recently led the legal team that designed and created Mobile by Sainsbury's. He has also advised on all aspects of Vodafone's consumer portfolio, including the recent 4G network launch and it's sales and distribution agreements with Carphone Warehouse and Phones 4u. Phil has also advised Vodafone Group and was involved in the acquisition of Cable & Wireless in the UK and TelstraClear in New Zealand. Prior to working at Vodafone, Phil was an in-house lawyer at Virgin Mobile, the first commercially successful MVNO in the UK, which he joined in 2002. He was heavily involved in all legal support for Virgin Mobile including the flotation on the London Stock Exchange and subsequent sale in July 2006 to the NTL:Telewest Group. Phil was appointed Deputy Company Secretary on the flotation of the Virgin Mobile. For further information, please visit [www.vodafone.co.uk](http://www.vodafone.co.uk)