

# we help you

gain clarity and insight  
on regulation and  
competition law  
in the communications sector



INTERNATIONAL

regulation made simple

# regulation made simple



**Telecoms** Americas | Europe | MENA



**Radio Spectrum** Americas | Europe



**Consumer Protection** Europe



**Digital Economy** Americas | Europe



**Media** Americas | Europe



**Postal** Europe



**Competition** Europe



**Global Trends**

# communications sector regulation is getting more complex by the day

As a regulatory or policy professional, your success rests on your ability to stay on top of the latest developments and make informed decisions.

However, as technology drives rapid and unexpected change, as new topics and challenges emerge, it can be difficult to keep up, understand the real issues and act with confidence.

At Cullen International, we're here to help you gain clarity and insight on regulation and competition law in the communications sector.

*"In a world deluged by irrelevant information, clarity is power."*

**21 Lessons for the 21st Century**  
Y.N. Harari





**It's our friendly team  
of experts that really makes  
Cullen International what it is.**



Multicultural, multilingual,  
multi-talented: we all share  
the same passion for regulation.

## about Cullen International

**We are an independent  
regulatory intelligence provider.**

Whether your role is to shape regulation in the communications sector or simply stay informed on the latest developments, you need to have the right information at your fingertips - information that you can rely on to be accurate, up to date and easy to understand.

At Cullen International, we've been helping governments, regulators and enterprises overcome this challenge for over three decades with subscription-based intelligence services, a comprehensive training and events programme, and our own independent research.

However you choose to tap into our expertise, we can help you stay up to date on the latest developments, up to speed on their implications, and able to see the bigger picture.

# a trusted voice in regulation for over three decades

Since our beginnings in the 1980s,

we've covered all major developments in communications sector regulation, and built a unique library of data in the process. Today, we continue to monitor, compare and report on national and international topics across five continents and 70 countries. Our intelligence is referenced in industry journals, used to brief ministers and top-level executives, and quoted in public consultations.

However, all of what we do is shaped by the same commitment to impartiality, clarity and insight - and that's what's made us a trusted voice in regulation for over three decades.

35+

years of  
experience



70+

countries  
covered

7,000+

Users



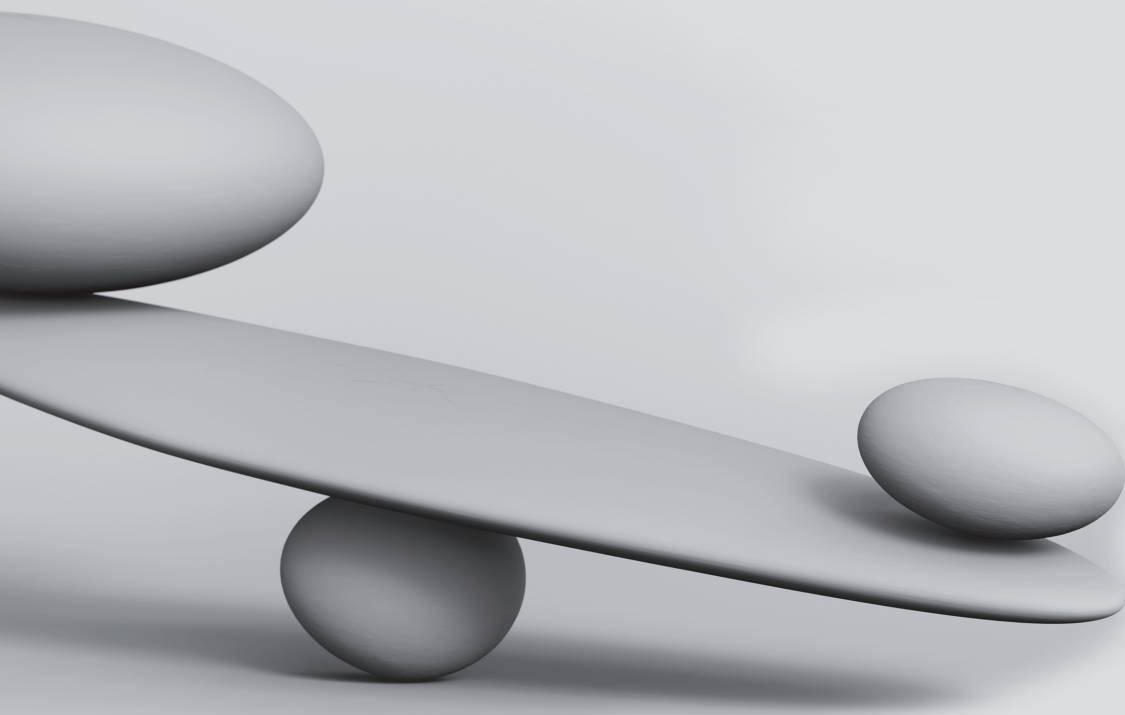
250+

satisfied  
customers

*"All you ever wanted to  
know about regulation,  
but never dared to ask."*

**Tilman Kupfer,**

Vice President, Trade & International Affairs,  
British Telecom



Whether you need to deepen your regulatory knowledge,  
gain clarity on specific topics,  
or understand the evolution of proposals and decisions,  
we're here to help.

## our services

### ANNUAL SUBSCRIPTION

Get the latest regulatory intelligence at your fingertips with our annual subscription service. Your subscription includes access to a unique online library of reports, summaries, source documents and benchmarks, as well as email alerts and a free enquiry service. You'll also be able to use our unique Legislation Navigator tool to compare developments in legislative proposals at the click of a button.

- Fast search results across three decades of intelligence
- Customise your email alerts
- No extra cost for enquiries within your subscription
- Unlimited users

## TRAINING

Deepen your professional knowledge of communications sector regulation with our in-house and classroom training programmes, delivered by our own expert instructors. Our courses are attended by a cross-section of policy-makers, regulators and industry representatives. 95% of participants would recommend us to their peers.

- Regular sector masterclasses
- Specialist training courses
- Custom on-site training
- Great for networking and inductions
- Free online webinars

## CUSTOM RESEARCH

Need a reliable independent research partner? Let us carry out a study on your behalf. Cullen International has provided custom research for a who's who of communications sector companies, national regulators and international institutions.

## SEMINARS AND CONFERENCES

Attend our regular seminars for a wider perspective on communications sector regulation. Or, if you need a speaker or moderator for your next event, talk to us about using one of our knowledgeable and engaging experts.

**Our masterclasses deliver  
all you need to know on  
sector regulation in a nutshell.**



# our history

The story of Cullen International  
starts with one man,  
one idea and three letters.

In 1986, Bernard Cullen - a British communications expert living in Belgium - sent three letters to contacts at major global companies.

Bernard's idea was to provide a uniquely independent and neutral monitoring and benchmarking service to a few subscribed clients at a reasonable price. The idea was well received by all three companies and Cullen international was born.

Today, Cullen International is a trusted part of the international regulatory community. We work with over 250 organisations worldwide, and our team is made up of more than 50 regulatory experts and business support staff.

Bernard handed over the management reins to his senior colleagues many years ago. However, we've never lost sight of the reason for Bernard's success at the beginning - his reputation for expertise and honesty. This continues to inform the way we do business today, and reflects the trust that clients have placed in Cullen International from day one.

> 1986

Cullen International founded

> 1999

Expansion to Central and Eastern Europe

> 2010

Expansion to Latin America

> 2012

Expansion to Middle East and North Africa

> 2016

Expansion to North America

> 2020

Launch of Global Trends service



# our values

What makes Cullen International different?

## NEUTRALITY

Both regulators and enterprises rely on us for the same impartial intelligence without compromise.

## CLARITY

We make regulation simple so you can focus on the implications of the latest developments - not just the interpretation.

## ACCURACY

Our intelligence is up-to-date and only ever derived from trusted public sources.

## EXPERTISE

Our friendly team is made up of some of the world's top regulation experts.

## EFFICIENCY

We're here to help you save time. Our intelligence makes it quick and simple to grasp a topic and put that knowledge into action.

*"I have used Cullen International's services for many years and, as a regulator, have always found their reports to be up-to-date, accurate and extremely useful. I am always impressed by the competence and willingness to help of Cullen's analysts."*

Vincenzo Lobianco,  
Director, AGCOM

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