



A4AI-NIGERIA EXPERT WORKSHOPS

25th February 2015

Speaker Bios

Spectrum Policy & Regulation Workshop

Prof. H Sama Nwana, Executive Director, the Dynamic Spectrum Alliance

As Executive Director of the Dynamic Spectrum Alliance, Nwana assists with the development and execution of the organization's strategic initiatives and outreach to and recruitment of potential partners and members across the private, public and non-profit sectors.

Prior to joining the Alliance, Nwana was Group Director of Spectrum Policy at Ofcom, where he ran the UK's Spectrum Policy work and spearheaded the UK's dynamic spectrum management activities, specifically focusing on TV White Spaces for broadband and other applications. While at Ofcom, Nwana was responsible for multi-million pound policy projects including the UK's Digital TV Clearance Programme (part of UK's digital switchover programme), which concluded in 2013. Nwana also oversaw the UK 4G auction that raised billions and concluded in February 2013.



Before this, Nwana was Managing Director at Arqiva and earlier in his career he worked at Quadriga Worldwide Ltd. where he was instrumental in the introduction of digital technology and services to the hospitality industry across Europe, the Middle East and Africa. Before Quadriga, he was a venture capitalist for two years and, even earlier, a senior award-winning and published technologist at BT plc for five years. He also holds university professorial visiting appointments. Nwana has just published an authoritative book entitled *Telecommunications, Media & Technology (TMT) for Emerging Economies: How to make TMT Improve Developing Economies for the 2020s* – published in April 2014.

Infrastructure Sharing & Open Access Workshop

Jose Marino Garcia, Telecommunication Policy Advisor, Ministry of Industry, Energy and Tourism in Spain

Jose Marino Garcia is currently finishing a Ph.D. in Applied Economics at Complutense University in Madrid. His dissertation and professional background focuses on the regulation of telecommunication markets, the design and implementation of public policies to increase the access and inclusive use of ICT, and the generation of the appropriate environment for the development of infrastructures.





Garcia earned a Master of Public Administration at Columbia University in New York, and a Master of Science in Telecommunication Engineering from Alfonso X University in Madrid. Currently, Garcia works as Telecommunication Policy Advisor in the Ministry of Industry, Energy and Tourism in Spain. In his role, he was Delegate of Spain in working groups of the International Telecommunication Union (ITU) and the European Conference of Postal and Telecommunications Administrations (CEPT) and has collaborated with the OECD in groups dealing with the regulation of telecommunication markets.

Previously, Garcia worked as an independent consultant at the World Bank doing research about infrastructure sharing and is still collaborating with the Bank on that matter. A talented pianist, Garcia also received a superior degree in music for piano from the Higher Conservatory in Madrid.

Guillermo Alarcón, Director of Government Broadband Initiatives, Alcatel-Lucent

As Director of Government Broadband Initiatives at Alcatel-Lucent, Alarcón defines solutions and provides assistance to sales and business development worldwide on best practices related to the promotion of Broadband. He also articulates technical requirements towards the Business Lines and provides support related to best policy and regulatory practices in the field of broadband promotion.

For the last five years, Alarcón has been advising governments and national regulators in Latin America and Africa regarding open access strategies. He has worked particularly intensively in LTE wholesale using digital dividend in public-private partnership (PPP) mode.



His 25-year experience spans from sales and business development to operations and regulation. He was invited to join the Alcatel-Lucent Headquarters in Paris, France in 2011 as Public Affairs Director Public Infrastructure Projects. Previously he worked in Mexico and the CALA Region in various positions including in Sales (as Telmex GAM, Carrier Accounts Sales Leader and Customer Account Team Leader with Latin American responsibility for +300 MUSD per year sales); Marketing, Solutions, Strategy and Business Development (As CALA Strategy, Network Evolution Director, Solution Design and Integration and Marketing Director); and Operations (Project Manager, Tendering Manager and Systems Engineer).