

## Curriculum Vita

# Eric Kodjo Ralph

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## Work Experience

- 2010- Economist, Wireline Competition Bureau, Federal Communications Commission
- 2001- President, EKonomics LLC (<http://www.ekonomicsllc.com>). In abeyance from 12 July 2010.
- 2001-09 Senior consultant Network Economic Consulting Group (NECG)/CRAI/Concept Economics
- 1998-01 Principal, NECG
- 1995-98 Assistant Professor, Graduate Telecommunications Program, George Washington University
- 1996 Visiting Scholar, Centre for Research in Network Economics and Communications, University of Auckland (June-August)
- 1988-98 Consulting for Montech, Ord Minnett, NECG (previously Ergas and Associates), Bell South NZ, World Bank
- 1990-94 TA, Duke University; private tutoring
- 1989-90 Research Fellow, Monash Information and Communication Technology Centre, Monash University
- 1988 Research Fellow, GSM, Monash University (on secondment from Telstra)
- 1985-7 Economist, Acting Senior Economist, Telecom Australia
- 1983-84 Tutor (at final year level), Monash University
- 1980-83 Research Assistant (part-time), Monash University

## Education

- 1996 PhD (Economics): Regulating an Input Monopolist with a Focus on Interconnection in Telecommunications, Duke University. Supervisors: Prof.s D. Graham, W. Magat, H. Moulin (Chair), J. Vernon, of Duke University, and H. Ergas, University of Auckland
- 1987 Master of Economics (economic theory), Monash University
- 1983 Bachelor of Economics (First Class Honours), Monash University

## Papers and Presentations

- 2010 Price squeezes and imputation tests on next generation access networks, with Henry Ergas and Emma Lanigan, *Communications & Strategies*, 78(2), 67-85
- 2009 The ACCC merger guidelines: A review, with Henry Ergas and Alex Robson, *Competition and Consumer Law Journal*, 17, November, 1-20; Also *Agenda*, 16(2)
  - Price squeezes and vertical discrimination on next generation access networks (July 13, 2009), with Henry Ergas & Emma Lanigan, <http://ssrn.com/abstract=143317>
- 2008 Is lack of competitiveness the problem? Voice services and the 1996 Act, presentation to NASUCA, 18 November 2008, New Orleans
  - A policy framework for a new broadband network (with Henry Ergas), *Growth* (60) December 32-48 CEDA; Extended version: <http://conceptnews.com.au/artman2/publish/telecommunications/index.shtml>
  - Asymmetric termination charges to support small networks (with Claudio Boreggi and Henry Ergas), Telecommunications Policy Research Conference (TPRC), George Mason University, VA; 27 September, <http://ssrn.com/abstract=1340718>
- 2007 Efficient Interconnection Charges and Capacity-Based Pricing (with Mark Kennet), *Journal of International Economics and Economic Policy*, 4(2) August, 135-158; presented to TPRC, George Mason University, VA; 30 September
- 2006 Letter: Comment on the Economics of Network Neutrality, *The Economists' Voice*. 3(1), Article 6, <http://www.bepress.com/ev/vol3/iss1/art6>
- 2005 Access competition, presented to NASUCA, 13 June, New Orleans
- 2004 Electricity generation with looped transmission networks: Bidding to an ISO, with XinMin Hu, Danny Ralph, Peter Bardsley & Michael Ferris, [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=556809](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=556809). International Industry Organization Conference, Chicago, April; Abstract EuroXXI 2006, Reykjavik, Iceland

- 2003 An Approach to Analysis of Impairment of Unbundled Switching, with David Gabel and Scott Kennedy, [www.nrri.org/members/markets/Impairment/index.php](http://www.nrri.org/members/markets/Impairment/index.php)
- 2002 The Australian public liability insurance crisis and its impact on small and diverse organisations, <http://www.ekonomicsllc.com/papers.html>. Australian Conference of Economists, Adelaide, 2 Oct; Rice University, 24 Oct
- Interconnection policy resources (paper and flowchart on interconnection pricing, with Mark Kennet; annotated bibliography with Mark Kennet and Julian Wright), [http://www.necg.com.au/pappub\\_apec.shtml](http://www.necg.com.au/pappub_apec.shtml)
- 2001 Spectrum Auctions, presentation at Elite & Shay Consulting, Taipei, Taiwan, June
- Interconnection policy, presentation at APEC-Tel, Canberra, Australia, March; also at Yuan Ze University, Taipei, Taiwan, June and APEC-Tel, Cheju, South Korea, September
- 2000 Telecommunications: bringing competition from developing countries to the developed world, Fifth Annual Conference on International Trade, Education and Research (CITER 5)—Managing Globalisation for Prosperity, 26-27 October 2000, Old Treasury Building, Melbourne, Australia
- Welfare Analysis of International and Domestic Markets for Internet Access Services, with I. Little, T. Warren and J. Wright, Third Berlin Internet Economics Workshop, June, reprinted in Berlecon Research Documents, 01/2001, [www.berlecon.de/services/en/iew3/papers/little.pdf](http://www.berlecon.de/services/en/iew3/papers/little.pdf)
- 1999 Regulation and the Convergence of the Telecommunication and Content Industries, Productivity Commission Conference on Industrial Organisation, Melbourne, Australia, July. Turned into a [paper](#) with I. Little, E. Wong, 1 March 2000.
- 1998 Universal service, with David Gabel, and Scott Kennedy, in The Froehlich-Kent Encyclopedia of Telecommunications, vol. 17, 1998, Ed. by Fritz E. Froehlich and Allen Kent (Marcel Dekker Inc.: New York)
- 1997 Competition and Telephone Penetration: An International Statistical Comparison, with Jens Ludwig, Telecommunications Policy Research Conference, Alexandria, VA, 27-9 Sep
- New Models of Foreclosure: Should Anti-trust Authorities be Concerned?, with Henry Ergas, Communications Issues in the New Telecommunications Regime (Workshop 4), Melbourne, Australia, 25 September (paper presented by Henry Ergas).
  - Interconnection Policy and the Failure of Conventional Regulatory Theory and Practice, presented to Berkeley Symposium On Policy and Strategy for Converging Information Industries, Haas School of Business, University of California at Berkeley, 27-8 June
  - Technology Institutions and Policies: Their Role in Developing Technological Capability in Industry, Papers 383, World Bank - Technical Paper, with Melvin Goldman, Henry Ergas and Greg Felker ([http://www-wds.worldbank.org/servlet/WDSContentServer/WDSP/IB/1997/11/01/000009265\\_3980312102847/Rendered/PDF/multi0page.pdf](http://www-wds.worldbank.org/servlet/WDSContentServer/WDSP/IB/1997/11/01/000009265_3980312102847/Rendered/PDF/multi0page.pdf))
- 1996 The changing face of communications: Lessons from Asia, presented to the 43rd meeting of the National Planning Association's Global Economic Council, The Breakers, Palm Beach, FL, 7-8 November
- Assets Stranded by Unanticipatable Regulatory Change, Working Paper, Centre for Research into Network Economics and Communications, Auckland University
  - Regulating an Input Monopolist with Minimal Information: the Local Cap. Mimeo
- 1994 The Interconnection Problem with a focus on Telecommunications, with Henry Ergas. Communications & Strategies, No. 16, 4th Quarter, 1994 (IDATE, Montpellier)
- Pricing Network Interconnection: Is the Baumol-Willig Rule the Answer?, with Henry Ergas. Presented to Competition and Regulation in Concentrated Industries, L'École Polytechnique, Paris, 15 June
- 1990 Reforming Australian telecommunications: A review of issues and options, A research paper prepared for the Business Council of Australia Reference Group on Telecommunications, with Henry Ergas & Siva Sivakumar, 9 July
- What's wrong with AUSTEL's draft report on cellular mobile telephone service, with Henry Ergas & Siva Sivakumar, Policy 6 (2) Winter 30-5
- 1989 Telecommunications in Australia and total factor productivity measurement: Uses and abuses, presented to the 2nd Annual Telecommunications Policy Research Conference, 28-9 August 1989, Melbourne, Australia.
- Cross-subsidy: A novice's guide to the arcane, Telecommunications Costing in a Dynamic Environment, Bellcore/Bell Canada Industry Forum, 4-7 April, San Diego, CA

- The ITU accounting rate regime - Where from here?, delivered to the International Telecommunication Society Asian Regional Forum, 5-8 March, Merrijig, Australia
  - Liberalisation of cellular mobile telephone service, AUSTEL inquiry into cellular telephony, Australia, Henry Ergas, with Eric Ralph, Sophie Cobée and Siva Sivakumar, 10 Oct
  - Submission to AUSTEL's review of common interest groups in the joint use of private networks, with Tony Newstead & Henry Ergas, 18 September
  - Regulation of private networks, with Tony Newstead & Owen Hughes, July
- 1988 International and domestic telephone provision: One monopolist or two Australian Economics Congress, 28 Aug - 2 Sep, Australian National University, Canberra, with Daniel Ralph
- 1986 Multiproduct natural monopoly and cross-subsidy, 15th Conference of Economists, Monash University, Melbourne, Australia

### Book reviews

- 2005 *The Escape from Hunger and Premature Death, 1700-2100: Europe, America and the Third World*, Robert William Fogel, Cambridge University Press, New York, in *Policy*, Autumn, 2005
- 2003 *Cost Proxy Models and Telecommunications Policy*, by Farid Gasmi, Mark Kennet, Jean-Jacque Laffont and William Sharkey, MIT Press: Cambridge MA, 2002, in the *Review Network Economics*, 2 (1) March 2003, <http://www.bepress.com/rne/vol2/iss1/5/>

### Legal Work & Regulatory Hearings

- 2009 Expert witness before New Zealand's Commerce Commission conference on mobile termination rates, Wellington, New Zealand, 2-3 September 2009
- 2005-08 Helped prepare statements, support cross-examination in a range of matters in competition law & regulation before the Australian Competition Tribunal, and Australian High Court for Telstra, Australia; Expert witness in case before National Court of Papua New Guinea (settled)
- 2004 Joint testimony (with Dr. David Gabel) in regulatory (UNE-P) proceedings in Connecticut; Prepared testimony for Dr. David Gabel in proceedings in Maryland and Maine.
- 2003 Prepared testimony for Dr. David Gabel in proceedings in Connecticut, Florida, Maryland and Massachusetts, as well as support work for Gabel Communications, Inc. in Nevada.
- 2001-02 Expert witness for Telstra Australia in an appeal before the Australia Competition Tribunal. Settled April 2002
- 1999-02 Helped prepare expert witness statements for a range of clients including several cases for Mallesons Stephens Jacques and Blake Dawson Waldron, mostly for Telstra Australia, other work in Australia including for the Australian Attorney-General (for the ACCC), Gilbert and Tobin and other leading Australian law firms; work for Chapman, Trip, Sheffield and Young, including acting for Telecommunications Corporation New Zealand; and for the Victorian Office of the Regulator General. Merger work for Freehills and Mallesons Stephens Jacques.

### Other positions

- 2001-09 Member of the editorial board, *Review of Network Economics*
- 2000-01 Executive Director, Network Economic Consulting Group

### Journals refereed

Information and Economic Policy, *Review of Network Economics*

### Awards etc.

- 1997 Junior Scholarship Incentive Award, George Washington University
- 1995 Telecommunications Policy Research Conference, 2nd prize, Graduate Student Paper
- 1993 Glasson Fellowship, Duke University
- 1990-94 Academic Scholarship, Duke University
- 1991 Summer Fellowship, Duke University
- 1990 Bronfenbrenner Fellowship, Duke University
- 1987 Most Outstanding Contribution to the Finance Directorate, Telecom Australia.
- 1984 Commonwealth Post-Graduate Research Award
- 1982 The Monash Philosophers' and British Publishers' Book Prize