

CURRICULUM VITAE



Expert in regulatory and strategic planning, Partner and General Manager of *Open Gate Italia*, Technical Consultant of the TAR Lazio and AGCom, journalist.

During my professional career I have been responsible for all the activities related to regulatory support (landline or mobile) for important medium and large telecom operators as well as media companies (suppliers of transmission capacity and media companies). I also realized business development projects (i.e. the realization of several Mobile Virtual Network Operator or business plans), I supported the Local Public Administration/Public Companies/Company with public concession contract for the development of projects related to infrastructure (broadband and ultra-broadband) and research on ICT market related topics (for the *Fondazione Ugo Bordonini*). Attached to the curriculum vitae are some examples (not exhaustive) of projects and / or activities for which I had direct responsibility.

PERSONAL INFORMATION

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|---------------|---|
| Name | ANTONIO RITA |
| Address | VIA LUIGI VITTORIO BERTARELLI, 9 5 – 00159 ROMA, ITALIA |
| Telephone | +39.347.66.80.909 |
| E-mail | antoniorita.ar@gmail.com |
| Nationality | Italian |
| Date of birth | 02/07/1979 |

WORK EXPERIENCES

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|--------------------------------|--|
| • Dates (from – to) | March 2013 – ongoing |
| • Name and address of employer | Open Gate Italia (OGI) |
| • Type of business or sector | Consultancy firm, OGI is specialized in public affairs, media relations, strategy & regulation |
| • Occupation or position held | Partner & General Manager |
| • Dates (from – to) | March 2011 – March 2013 |
| • Name and address of employer | Open Gate Italia |
| • Occupation or position held | General Manager & Regulatory Manager |
| • Dates (from – to) | September 2008 – March 2011 |
| • Name and address of employer | Open Gate Italia |
| • Occupation or position held | Senior Regulatory Consultant |

- Dates (from – to) **May 2006 – August 2008**
- Name and address of employer **Valli & Associati – “Strategy & Regulation” Practice**
- Type of business or sector Law firm
- Occupation or position held Consultant
- Main activities and responsibilities Consultant of the “Strategy & Regulation” Practice

- Dates (from – to) **July 2003 – ongoing**
- Name and address of employer **SIR – Religious Information’s Service (Press Agency)**
- Type of business or sector National Press Agency
- Occupation or position held Freelance journalist
- Main activities and responsibilities Columnist on “new technologies” and I.T. in general

PUBLICATIONS

- Date **November 2012**
- Title The double award of “connected TV” (original title: “Ultra broadband and connected TV: a way for the investments”) – published in the 3rd number of Telèma2puntozero
- Editor Fondazione Ugo Bordoni

- Date **February 2012**
- Title **Mobile Payment: present or o distant future? Current environment (regulatory, technological and market’s point of view) and forward-looking perspective**
- Editor Fondazione Ugo Bordoni

- Date **December 2011**
- Title **Telco vs. "Over the Top": how balance the innovation, the level playing field and consumers’ welfare?** Proceedings of AREL Telecommunications’ Observatory
- Editor AREL (Agenzia di Ricerche e Legislazione) - Think Tank

- Date **March 2009**
- Title **The telecommunications’ infrastructures: which administrative simplification?** Proceedings of AREL Telecommunications’ Observatory
- Editor AREL (Agenzia di Ricerche e Legislazione) - Think Tank

SEMINARS, CONGRESSES, LESSONS AND SPEECHES

- Date **September 16th-18th 2013**
- Title **NGN Deployment: technical, economic and strategic issues**
- Organizer Seminar for managers and staff of Telecommunication Regulatory Commission of Jordan organized by AGCom (for a twinning program)

- Date **June 20th 2013**
- Title **Audio-visual contents and new platforms**
- Organizer Closed seminar organized by Open Gate Italia

- Date **June 10th 2013**
- Title **Italian smart communication summit 2013**
- Organizer Business International

- Date **July 4th 2012**
- Title **Italy and the future of TV**
- Organizer Closed seminar organized by Open Gate Italia

- Date **May 24th 2012**
- Title ***Radio Days. Wireless technologies in the battle against the digital divide***
- Organizer Guglielmo Marconi Foundation and Ugo Bordoni Foundation

- Date **November 23rd 2011**
- Title **Digital Agenda Going Local II – Innovation for the development and growth of Southern Italy**
- Organizer Seminar organized by the European Commission to present the European Digital Agenda to the Italian Institutions

- Date **March 30th 2011**
- Title **The road to NGN: players, roles and business models for the creation of the digital infrastructure needed for the Italian system**
- Organizer Round Table organized within the 2011ExpoCom

- Date **December 4th 2009**

- Title **Public aids to the ultra-broadband: regulatory environment and current trends**
- Organizer The seminar was organized for local public administrator by the Ministry of Public Administration and Innovation
- Date **May 9th 2008**
- Title **Italian telecommunications' market. Competition and Regulation.** (Lesson)
- Organizer University of "Roma Tre", Faculty of Political Science

PROFESSIONAL ORDERS

- Date Since May 2007
- Order **Engineers and Architects Order** (Register of Rome, Italy)
- Date Since December 2005
- Order **Journalists Order** (Journalists' Register of Rome, Italy)

EDUCATION AND TRAINING

- Dates (from – to) **September 2001 – July 2004**
- Organization University "La Sapienza" of Rome, Faculty of Engineering, 3-year degree
- Principal subjects Three main areas: economic subjects, Operational Research and other issues linked with information engineering.
Final thesis: *"Feasibility and potentiality of the unbundling of local loop. Implications of regulation for entries and investments"*.
- Title of qualification awarded *Degree* in Management Engineering
- Level in national classification 104/110
- Dates (from – to) **September 2004 – ongoing**
- Organization University "La Sapienza" of Rome, Faculty of Engineering, 5-year degree

PERSONAL SKILLS AND COMPETENCES

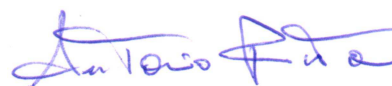
- Mother tongue Italian
- Other languages English: good level (reading, writing and verbal skills)

ADDITIONAL INFORMATION

References available upon request

PERMISSION TO USE MY PERSONAL DETAILS

According to D.lgs n. 196 / 30.06.03 (Privacy Code), I authorize the use of my personal details



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Illustrative list of projects and/or activities for which I was responsible in Open Gate Italia and Valli & Associati

Some examples of projects/activities for which I was responsible:

- Strategic analysis on the perspectives of allocation of frequency spectrum in Italy
- Support within the preparation of public funding for the construction of broadband and ultrabroadband networks (NGN)
- Cost models for development of NGN networks in Italy
- Support in the identification and definition of the business proposition and sales strategy
- Support the redefinition of the business plan and market
- Analysis and implementation of activities for the improvement of the economic and regulatory structure (structure costs and revenues)
- Consulting support for Mobile Virtual Network Operator
 - o negotiation of MoU's, Contracts (text and technical annexes)
 - o preparation of business plan for mobile virtual network operators
 - o preparation of *business plan* for MVNOs
 - o *start-up*
- Representation of the regulatory position in front of AGCom (officials, Commissioners and Council)
- Preparation of memoranda and presentation for hearings of senior management in front of AGCom/AGCM
- Due diligences of interconnection contracts (or regulation) aimed at cost saving, improvement of contract, M&A operation
- *due diligences* of strategic-regulatory *business plan*
- Preparation and participation at the executive management board
- Preparation and presentation of regulatory accounting models in front of AGCom for alternative operators of landline network (aimed at the determination of reverse termination rates)

- Preparation and implementation of strategic and regulatory positioning regarding the main regulatory issues
- Preparation of memoranda for antitrust proceedings
- Participation at technical WG at AGCom (i.e. for the review of Mobile Number Portability, procedures for the transfer of the remaining credit, etc.)
- Participation at public consultations (AGCom, ERG, EU) regarding the main regulatory issues with the definition of the position, the preparation of position papers and participation in hearings
- Construction of economic models for the economic evaluation in support of claims for damages