

## INTRODUCTION

ComReg is the statutory body responsible for the regulation of the postal and electronic communications (telecommunications, radiocommunications and broadcasting transmission) sectors in Ireland. Each year it hosts a prestigious conference on a subject of national importance.

The theme for this year's conference is **Postal Services for the 21st Century**.

This year's conference will focus on the postal services that consumers such as businesses, administrative bodies and private individuals will need in the future, and how best these services can be provided in terms of price quality and services.

The conference will also focus on the positives in the postal industry and particularly the growth opportunities which themselves suggest that the industry is in anything but terminal decline. Further, the conference will highlight the impact of convergence between postal services and e-commerce.

The Conference will be addressed by the Minister for Communications, Energy and Natural Resources, Mr Eamon Ryan TD. In addition to attracting many notable speakers from the industry, ComReg has commissioned LECG Ltd of London to prepare a report on **"Ensuring that consumers benefit from the opening of postal markets to competition"** and a précis will feature at the Conference.

The conference will be facilitated by Ms Miriam O'Callaghan, a prominent presenter of current affairs programmes on Irish television. There will be a short questions and answers session after each individual presentation.

**Morrison Hotel, Ormond Quay, Dublin 1.  
Thursday, 18<sup>th</sup> October 2007.**

## AGENDA FACILITATOR – MS MIRIAM O'CALLAGHAN

- 08.00** Registration/Coffee
- 08.45** Opening Address  
Commissioner Mike Byrne, Chairperson, ComReg
- 09.00** Eamon Ryan, TD  
Minister for Communications, Energy and Natural Resources
- 09.25** Mike Critelli  
Executive Chairman, Pitney Bowes Inc.
- 09.50** Q&A
- 09.55** Dónal Connell  
Chief Executive, An Post
- 10.20** Q&A
- 10.25** Håkan Ohlsson  
Deputy Managing Director, CityMail Group AB
- 10.50** Q&A
- 10.55** Tea/Coffee
- 11.15** Alex Smith  
Director of Strategy, Royal Mail
- 11.40** Q&A
- 11.45** **"Ensuring that consumers benefit from the opening of postal markets to competition"**  
Consultancy Report by LECG Ltd commissioned by ComReg and presented by Chris Osborne, European Managing Director of LECG Ltd.
- 12.45** Closing Address  
Commissioner John Doherty, ComReg
- 13.00** Lunch

## SPEAKERS



### Eamon Ryan TD

Minister  
Department of  
Communications, Energy  
and Natural Resources

Minister Eamon Ryan was first elected to Dáil Éireann in 2002.

Prior to his appointment as Minister for Communications, Energy and Natural Resources, he was the Green Party spokesperson for Transport and Enterprise, Trade and Employment and opposition convener on the Joint Oireachtas Committee for Communication, Marine and Natural Resources.

Prior to his election to the Dáil he set up and ran two businesses, Irish Cycling Safaris and Belfield Bike shop. He was an active member and chairman of the Dublin Cycling Campaign, and from 1995 to 2002 he served on the Advisory Committee of the Dublin Transport Office.



### Mike Byrne

Chairperson  
The Commission for  
Communications Regulation

Mike Byrne was appointed Chairperson of the Commission for Communications Regulation in December 2006.

As Chairperson, Mike leads ComReg's work in the promotion of the interests of consumers and end-users, the promotion of competition and in encouraging innovation in Ireland's electronic communications and postal sectors.

Prior to joining ComReg, Mike was a Director of Vision Consulting, the international technology consulting firm. Mike holds a Masters of Science (Management Practice) Degree from Trinity College, Dublin, and a Bachelors of Science Degree from University College, Galway.



### Michael Critelli

Executive Chairman  
Pitney Bowes Inc.

Michael Critelli was appointed Executive Chairman of Pitney Bowes Inc. in May 2007.

As Executive Chairman, Mr. Critelli leads the company's focus on the emerging opportunities in the external environment. This includes postal reform and transformation in the U. S. and globally, and market opportunities arising from the company's innovation and leadership in areas such as health care, government services and corporate social responsibility.

He was educated at the University of Wisconsin and was awarded a J.D., cum laude at Harvard Law School.



### Dónal Connell

Chief Executive  
An Post

Dónal Connell was appointed as Chief Executive of An Post in 2006.

He began his career in the former Department of Post and Telegraphs, and has held senior managerial positions in Unirode Ireland, 3Com Ireland and Maxtor Ireland where he was General Manager prior to joining An Post.

He is a non-executive director of Xilinx Corporation European Board and Chairman of the Institute of Technology, Blanchardstown. He is also Chairman of An Post National Lottery Company.



### Håkan Ohlsson

Deputy Managing Director  
CityMail Group AB

Håkan Ohlsson co-founded CityMail, the main competitor to the Swedish Post Office, in 1991.

He is now Deputy Managing Director of the CityMail Group. Prior to founding CityMail, Håkan worked for McKinsey & Company from 1989 to 1991, and for Unilever from 1986 to 1989.



### Alex Smith

Director of Strategy  
Royal Mail

Alex joined Royal Mail in 2004 and is responsible for helping the Group develop and deliver its strategy.

Prior to joining Royal Mail, Alex was a consultant with McKinsey & Company from 1987 until 2004 in the UK and East Asia. During that time he served clients across a range of industries on matters of strategy, organisation and operations.

Alex has degrees in Mathematics from London and Cambridge, and an MBA from Stanford's Graduate School of Business.



### John Doherty

Commissioner  
The Commission for  
Communications Regulation

John joined the Commission for Communications Regulation (ComReg) in 2001 as Director of Market Operations, before becoming a Commissioner in 2002.

Before joining ComReg, John held a number of senior management positions in the Industrial Development Authority. As Head of New Business Development John focussed on identifying and developing new business opportunities in areas such as eCommerce, Biotechnology and International Services.

He is an economist by background with an MSc in Informatics and a Graduate Diploma in Business Administration.



MORRISON



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# POSTAL SERVICES FOR THE 21<sup>st</sup> CENTURY



Commission for  
Communications Regulation

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