

DANTE QUAGLIONE

Managing Director

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BIOGRAPHICAL SUMMARY

Dante Quaglione is a Managing Director in BRG's London office. He holds a PhD in economics and has worked as an economist and strategist for over twenty-five years, primarily as a senior expert with leading global economic and strategy consulting companies. He has advised clients in the European Union, Africa, the Americas, Asia, and the Middle East. His expertise spans the entire realm of applied economics (i.e., economic regulation, competition policy, competition litigation, macroeconomics, microeconomics, innovation economics, and public policy).

Dr. Quaglione's expertise also extends to business strategy and implementation, with emphasis on complex and uncertain business environments (i.e., modern business ecosystems) prompted by fast-paced innovation, which he addresses through David Teece's Dynamic Capabilities framework.

Dr. Quaglione leverages advanced modeling capabilities, which he tailors to the client and specifics of the case, to help address complex problems at the intersection of business strategy, ecosystem analysis, and public policy. To this purpose, he has developed a quantitative strategy practice involving the creation and calibration of partial and general equilibrium models in support of fully informed business and policy decisions. Such models have been used to assess the impact on value creation prompted by different national regulatory authorities' provisions, regulatory strategies, market developments, business scenarios, technology choices, and cross-border transactions.

Dr. Quaglione has extensive experience in giving evidence, having been appointed as a testifying expert before regulatory, civil, and criminal courts. He has been also involved in proceedings adopting a concurrent evidence format (colloquially known as "hot tubbing").

As an instructor, Dr. Quaglione has taught many economics courses (e.g., microeconomics, macroeconomics, economic policy, industrial organization, money and banking, development economics) for over a decade at New York University, the University of Rome "Tor Vergata," and the LUISS University of Rome.

EDUCATION

New York University

PhD, Economics, 2001

MA, Economics, 1998

LUISS – Rome

Laurea, Business and Economics (*magna con Laude*), 1991

PRESENT EMPLOYMENT

2012–present, Managing Director, Berkeley Research Group, LLC, London

PREVIOUS POSITIONS

2009–2017	Founder and Director, Kennedy&Castro Worldwide Ltd, UK
6/2011–2/2012	General Manager, Kennedy&Castro Worldwide Ltd, United Kingdom
2002–2011	Associate Director (previously Consultant, then Senior Consultant), NERA Economic Consulting, Rome
2000–2002	Consultant and strategist, Bain&Co., Rome and Milan offices
1997–2000	Instructor, Microeconomics, Macroeconomics, Economic Development, New York University, New York
1998	Instructor, Economics and Banking, Stern School of Business, New York

PRACTICE AREAS

- Antitrust and competition policy: abuse of dominance, margin squeeze and predation, competition issues around innovation and dynamic efficiency
- Economic regulation: incentive based regulation, cost based regulation, cost accounting, tariff design, investment incentives design, economic static and dynamic efficiency assessment
- Private antitrust litigation: financial services, mobile communications, heavy duty detergents, big data
- Business strategy: competitive strategy, strategy design and execution, ecosystemic modeling and analyses, regulatory strategy, M&A strategy
- Innovation economics: FRAND licensing, economics of standardized technologies
- Economic policy: industrial policy, macroeconomic policy, and labor policy
- Risk management: risk mapping, assessment, mitigation, diversification and sharing
- Economic modeling: econometrics (time series, cross section, panel regressions), stochastic partial and general equilibrium model, model calibration

INDUSTRY EXPERTISE

- Telecommunications and media
- Mobile communications technologies
- Mobile payments
- Automotive
- Advertising
- Payment systems

- Financial services
- Energy
- Transport
- Network industries
- Meteorological services
- Retail.

EXPERT APPEARANCES BEFORE TRIBUNALS, REGULATORY COURTS, AUTHORITIES, AND OTHER GOVERNMENTAL BODIES

- Appointed as testifying expert before the Procura della Repubblica in Milan for the case OPL245, 2019
- Testifying expert on the case ITV vs. PRS, Copyright Tribunal in London UK, November 2015.
- Expert on Fully Distributed Costing, under historical and current cost accounting, applied to mobile voice call termination services before the Italian authority for telecommunications, Autorità per le Garanzie nelle Comunicazioni (AGCOM).
- Expert on LRIC based access charges to fixed networks before AGCOM.
- Expert on comparative cost-efficiency benchmarking study in the provision of voice services over fixed telecommunications networks before AGCOM.
- Expert on regulated charges to access airport infrastructure before the Italian governmental body in charge of economic regulation, Ente Nazionale per l'Aviazione Civile (ENAC).
- Expert on regulatory regimes and accounting in the provision of airport services before ENAC.
- Expert on regulated charges to access airport infrastructures before the South African Regulating Committee of the Ministry of Transport.
- Expert on regulated charges to access meteorological services infrastructures before the South African Regulating Committee of DEAT.

RESEARCH AREAS

- Competition policy and regulation applied to ecosystems
- Pass-on and umbrella damages in private antitrust litigation
- Innovation-based competition and dynamic efficiency in network industries
- FRAND licensing and policy
- Economic regulation of differentiated services
- Incomplete investment contract design and investment treaty litigation
- Class certification in collective redress

ACCEPTED CONTRIBUTIONS AND PARTICIPATIONS TO INTERNATIONAL EVENTS, SEMINARS, AND WORKSHOPS

- CDR Winter Competition Litigation Symposium, A new horizon: Part II: Cartels and beyond, London, 2019.
- Westminster eForum Keynote Seminar: Next steps for the UK telecoms sector: growth, consolidation and regulation, London, 2016.
- Global Forum 2015, “Dynamic competition and its impact on ecosystems development and the digital life of consumers” – in Digitalization: from disruption to sustainability, Oulu.
- East Africa Environmental Risk & Opportunities Summit, “Efficiency, Innovation, Risk and Investment: The Role of Economic Regulation,” The Republic of Djibouti, 2015.
- Annual Insurance Skills Jam, “L’avvento del digitale nell’evoluzione dell’ecosistema assicurativo globale,” November 2014.
- Enel Cascade, “New Challenges and Value Creation Opportunities in Regulated Industries,” December 2012.
- AAC, “Fostering the development of NGA networks through services’ differentiation,” 22nd Annual Communications and Competition Law Conference, Palais Auersperg, Vienna, Austria, May 2011.
- 3rd I-date Workshop on Open Innovation: Paris, November 2009.
- ITS Europe, “The Determinants of Broadband Growth: insights to reconsider regulation and policy approaches to the deployment of broadband infrastructures,” 2008.
- LUISS University of Rome: “Strategy, competition and regulation in the telecommunication industry,” June 2008.
- LUISS University of Rome: “The challenges arising in implementing best practice regulation in regards to airport and meteorological services,” June 2008.
- Qualcomm: “European Future of Telecommunications and Media.” Rome (Italy), 2007.
- ICom: Roundtable on “La gestione dello spettro delle frequenze e gli scenari concorrenziali,” 2007.
- LUISS University: “Workshop on Next Generation Networks,” 2007.
- AICA – International seminar on the Digital Divide: “Il Digital Divide in Italia: cause strutturali e ambiti di intervento,” 2003.
- Villa Mondragone Seminar XII Villa Mondragone International Economic Seminar, “Knowledge Economy, Information Technology Revolution and Regional Development,” 2000.
- Society of Economic Dynamics, Alghero, Italy - International seminar: presented the paper *Information Technology, Spillover Delay and Economic Growth*, 1999.

PAPERS

- “Practicality and Accuracy: A “Blended” Approach to Competition Damages Calculations,” Competition Litigation 2018, ICLG.
- “On the arising of a Telecoms & Media ecosystem: what implications for regulatory and competition policy?” mimeo, 2018.
- “A Novel Approach to Incentive-Based Regulation for Dynamic Industries,” mimeo, 2018.
- “Wireless Technology and the Mobile Revolution: Evidence and Implications for the Viability of the Mobile Ecosystem” (with K. Gupta and P. Grindley), mimeo, 2017.

- “The Mobile Ecosystem and Platform Competition: Implications for IP Licensing and Competition” (with D. Teece, and P. Grindley), mimeo, 2017.
- “Anticompetitive pricing and service differentiation,” mimeo, 2017.
- “FRAND practice and coordination failures,” mimeo, 2017.
- “The advantages of a multi-disciplinary approach in competition damages,” in *Private Antitrust Litigation Global Guide*, Thomson Reuters, 2016.
- *An introduction to the economic theory and empirical findings on pass-on in private antitrust litigation*, BRG white papers, 2015.
- “Wanted: A New Competitive Paradigm,” *InterMEDIA* 42(4/5), Winter 2014/15.
- “Innovation and the evolution of the industry when the incumbent has the option to wait before innovating,” mimeo, 2012.

ACADEMIC LECTURING

- New York University (NYU): Money and Banking (2000), Economics and Society in the Third World - East Africa (1999), Macroeconomics (1998), Microeconomics, (1997–1998).
- University of Rome: Doctoral Program, Mathematics for Economists, (1995–1996).
- University of Rome and ANICA: “Industrial Organization,” MBA (1992–1994).
- University of Rome and Finmeccanica: “Company valuation,” MBA (1992–1994).