

At A Glance

Communications, Media, and Internet

Overview

NERA's Communications, Media, and Internet experts are global leaders in applying economic expertise to critical challenges faced by private and public entities in the rapidly converging digital communications and content marketplace. Our team includes economists who have worked for broadcasters, cable and satellite operators, digital content creators, fixed and mobile network operators, equipment manufacturers, search engines, social networks, software and hardware producers, telecommunications operators, academic institutions, and regulatory agencies around the world. We often work with interdisciplinary teams of engineering, finance, and legal experts. Our experience and reach is global, with significant ongoing work in the Americas, Europe, Asia, Australia, and the Middle East.

Key Areas of Expertise

Competition, Intellectual Property, and Business Litigation — Our economists have an unmatched reputation for producing authoritative analyses based on rigorous economic and quantitative methods, grounded in a thorough understanding of the industry, market forces, and the facts of the case. We work with our clients at all stages of competition and litigation matters, ranging from pre-merger analyses and pre-complaint counselling through discovery, direct and rebuttal testimonies (as testifying or consulting experts, as appropriate), cross-examination, and oral testimony.

When engaged early in a case, NERA economists can make an important contribution to a legal team's efforts to craft an appropriate strategy. We assist counsel in developing the theory of the case, compile extensive research on relevant market conditions, and prepare testimony and expert reports during the discovery and trial phases of a case. Our work has earned us an outstanding reputation for compelling quantitative analysis, persuasive testimony, and skill under cross-examination.

Regulation and Public Policy — NERA's experts have extensive experience assessing the impact of regulatory decisions on market outcomes, designing and evaluating the design of wholesale and retail regulatory schemes, and resolving complex regulatory challenges often brought on by the convergence of the computing, communications, and media sectors. We help clients understand the key regulatory issues and implications for their businesses, devise appropriate regulatory strategies, and inform the regulatory decision-making process.

Our experience in regulation and public policy matters includes defining regulatory and policy frameworks, providing expert testimony in high-profile regulatory proceedings, working with clients to assist in competition reviews of mergers and acquisitions, providing strategic advice on new business initiatives and market opportunities, and preparing expert reports and white papers in support of public policy initiatives.

Spectrum Policy and Management — NERA's team of spectrum experts is among the most experienced in the world. We are at the forefront of integrating economics into spectrum management decisions, and are deeply involved in international allocation, pricing, trading, and re-farming efforts, including the development of secondary markets. We combine our regulatory and telecommunications market expertise with our auction background to advise on a wide variety of spectrum policy and management issues.

Auctions — Our auction experts have participated in many of the largest mobile spectrum auctions conducted in recent years. We advise government sellers and private buyers in spectrum auctions, as well as auctions of other communications assets, such as broadcast licenses, sports rights, and corporate asset transfers. NERA integrates game theory with traditional corporate finance methods in order to help bidders develop and execute bidding strategies, and we assist authorities in the design of auctions and markets, providing advice on all phases of the auction.

About NERA

NERA Economic Consulting (www.nera.com) is a global firm of experts dedicated to applying economic, finance, and quantitative principles to complex business and legal challenges. For over half a century, NERA's economists have been creating strategies, studies, reports, expert testimony, and policy recommendations for government authorities and the world's leading law firms and corporations. We bring academic rigor, objectivity, and real world industry experience to bear on issues arising from competition, regulation, public policy, strategy, finance, and litigation.

NERA's clients value our ability to apply and communicate state-of-the-art approaches clearly and convincingly, our commitment to deliver unbiased findings, and our reputation for quality and independence. Our clients rely on the integrity and skills of our unparalleled team of economists and other experts backed by the resources and reliability of one of the world's largest economic consultancies. With its main office in New York City, NERA serves clients from more than 25 offices across North America, Europe, and Asia Pacific.

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