



*The Telecommunications and Information
Technology Association for Utilities, Pipelines,
And Other Critical Infrastructure Companies*

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UTC and The Shpigler Group Form Research Partnership

WASHINGTON, DC - The United Telecom Council (UTC), a global trade association for utilities, pipelines, other critical infrastructure companies and their technology partners, announced this week a partnership with the telecommunications strategy management consulting firm The Shpigler Group and the retention of David Shpigler, its President, as its new Director of Research.

Shpigler will direct UTC's syndicated research projects and manage research products to benefit more segments of UTC's membership. "We are delighted to have one of the most knowledgeable experts in the field on what utilities and energy companies are doing in competitive telecom as a part of the UTC team," said UTC President and CEO Bill Moroney. "David brings a unique experience and perspective on utilities' telecom ventures to the management of UTC's research program and is an excellent addition to UTC."

Shpigler has worked with utilities, municipalities, telecom service providers, and infrastructure and technology developers in solving complex issues involving strategic assessment, market analysis, and business case development. Shpigler has been involved in a number of projects profiling the opportunities in telecommunications in a variety of platforms, including fiber, wireless, cable, powerline telecommunications, and others. "The Shpigler Group's work with the UTC has represented a very successful partnership to date," noted David Shpigler, President of The Shpigler Group. "The establishment of a formal partnership between these two organizations offers a landmark opportunity to further explore research efforts in this dynamically changing field."

Prior to founding The Shpigler Group, David was associated with a number of high profile strategy consulting firms involved in the high tech and telecom sector including Cambridge Strategic Management Group, Dean & Company, and Accenture. David has a Bachelors Degree in Business from the University of the State of New York and an MBA from the University of Chicago.

The goal of UTC Research is to provide the utility telecom industry with the tools and resources to understand the different aspects of this highly complex market segment, including highly focused Syndicated Research Projects and Benchmarking Studies, customized research and consulting, and industry targeted White Papers.

By understanding the specific conditions of the UTC membership and utilizing this knowledge in Syndicated Research Projects and Benchmarking Studies, UTC Research is able to assist utility companies better capitalize on specific industry trends. Examples include the 2003 Broadband Power Line Syndicated Research Project, which is exploring the business opportunities for utilities in regards to the delivering of broadband access over the existing electrical grid. Other examples include the Internal Utility Telecom Benchmarking Study that served as a valuable tool for utility telecom professionals seeking to better understand and benchmark costs for capital and O&M expenditures against industry peers.

Throughout the year, UTC Research produces White Papers on topics of importance to this industry. Recent White Papers include the Wi-Fi for Utilities White Paper, which serves as a primer for professionals seeking to better understand the technology and its application in a utility setting.

Founded in 1948, UTC represents the telecommunications interests of electric and gas utilities, water companies, gas pipelines and other critical infrastructure entities, along with their technology partners. UTC is a global federation of direct business members and affiliated trade associations representing over 10,000 organizations serving all corners of the world and virtually every community in the North America. More information is available at www.utc.org.

The Shpigler Group is a strategy management-consulting firm focused on the telecommunications and technology sector. The Shpigler Group works with utilities, municipalities, telecom service providers, and infrastructure and technology developers. For these clients, The Shpigler Group works to solve complex issues involving strategic assessment, market analysis, business case development, economic evaluation of network design, and competitive and partnership assessment. For more information about the firm, visit the company website at www.shpigler.com.

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