The Internet of Things (IoT) is a disruptive and rapidly developing technology. Many regulators are choosing to address IoT within existing regulatory frameworks, treating IoT in a similar way to traditional telecommunication services, as opposed to creating regulation designed to support the technology and business cases that will drive its widespread adoption. IoT players must be aware of the risks and opportunities presented by this approach in order to shape the dialogue surrounding their offering. Access Partnership assists players in the IoT value chain to understand the legal and policy landscape, to design and implement advocacy campaigns, and engage with policymakers to influence regulation.

**Key Policy & Technical Considerations**

**Applicability of the Telecommunications Regulatory Framework** – National telecommunications regulatory frameworks apply to IoT players if their service qualifies as a telecommunications service. However, regulators do not have a common understanding of how to make such a determination. This leaves IoT players at risk of regulatory fragmentation as each regulator develops its own definition of IoT, which will result in increased administrative costs.

**Data Privacy** – There is little guidance on how IoT players should address privacy obligations. Formal advice on how to interpret the rules for the IoT environment should be considered as IoT players obtain large amounts of data from their customers. Due to the development of IoT in various verticals seen as crucial for national economies, multilateral rulemaking on this issue is likely in the coming years.

**Security and Safety Issues** – Technical vulnerability of IoT networks is a major concern for regulators. The enhancement of security and integrity obligations will continue as telecommunication regulators determine how to update both type-approval processes, technical standards, and get to grips with formerly ‘tech-only’ issues such as cybersecurity. Policy for IoT security is being introduced globally and further guidelines and technical standards can be expected in the coming years.

**Spectrum Allocation** – Wireless deployment of IoT services relies on the availability of spectrum to enable connectivity. IoT players should participate in discussions with national telecommunication regulators to ensure the IoT perspective is taken into account when spectrum policy is under review. Given the range of maturity levels of the IoT market from country to country, it is essential to
monitor the market and policy developments in all key markets to support business decisions around market entry and offer early warning of potential regulatory fragmentation.

**Numbering and Addressing** — Although only some IoT devices require telephone numbers or IP addresses as identifiers, many countries hesitate assigning identifiers to IoT devices as they are treated as a scarce resource. Regulators are addressing this individually by opening a dedicated IoT/M2M numbering or addressing range or by increasing resources dedicated to existing ranges. However, IoT players are facing complications and additional costs due to outdated policy practices in this area.

**IoT Service Offering**

Through our public policy and market access expertise, Access Partnership has developed a reputation as a technology policy resource. Our team of experts offer the following services:

**Monitor and analyse policies and standards for their impact on your business** — We conduct policy monitoring and regulatory analysis globally to identify best practices and regulatory barriers, recognising the peculiarities of the IoT ecosystem. Our Compliance and Market Intelligence Practice identifies how existing regulatory frameworks apply to IoT players and compares jurisdictions based on their market access difficulties.

**Design and implement advocacy campaigns** — We develop campaigns and drive outcomes of policy debates, advocate on behalf of clients and introduce their services to regulators and policymakers. Our campaigns promote industry perspective and shape the policy environment.

**Spectrum management** — Our Infrastructure Practice identifies and advocates for spectrum access by considering licenced incumbents in particular frequency bands, demand for bands from other operators, and the availability of national licensing products for IoT products internationally.

**Numbering and addressing** — We campaign for an IoT friendly regulatory framework and ensure that clients understand procedures and requirements of identifiers allocation and use.

**Drive outcomes of data protection and privacy debates** — Our Data and Trust Practice identifies relevant privacy rules and assists clients in ensuring compliance with cross-sectoral and cross-border data protection rules.

**Promote technology standards and development** — We promote standards in key organisations, including the EU, the ITU and the European Telecommunications Standards Institute (ETSI).

**Engage with multilateral organisations** — Our Multilateral Organisations Practice supports all other services by monitoring and influencing decision making processes that impact the IoT sector at a global and multisectoral level.

**About Access Partnership**

Access Partnership is the world’s leading public policy consultancy within the technology sector. We monitor and analyse global trends for the risks and opportunities they create for technology businesses; identifying strategies to mitigate those risks and drive opportunities to our clients’ advantage. Our team uniquely mixes policy and technical expertise to optimise outcomes for companies operating at the intersection of technology, data and connectivity. Our global team of 60 members of staff work in London, Brussels, Washington, Dakar, Abu Dhabi, and Singapore. If you are interested in our services, please contact:

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