

## PERSONAL INFORMATION

# Lorenzo Pupillo



Sex | Nationality Italian

## WORK EXPERIENCE

**Jan 2017–Present** **Associate Senior Research Fellow and Head of the Cybersecurity@Ceps Initiative at Centre for European Policy Studies, Brussels (Belgium)**

**Tasks** Coordinator and rapporteur of CEPS Task Forces in the field of Cybersecurity and Emerging Digital Technologies. Promotion of research, events, collaborative efforts on the economics and policy of cybersecurity with the European institutions and other think tanks and universities worldwide.

**Selected projects**

- “Cybersecurity@CEPS Summit 2022”. Organization of a yearly Cybersecurity Summit in Brussels on the most important cyber issues for the EU. Event organized each year from 2018. Organizer and chair
- “Enhancing Cybersecurity Education in the Netherlands”, European Commission, Task Leader, From January 2023.
- Study supporting the Commission preparatory work for the Cyber Resilience Act – European Commission. Task Leader, February-December 2022
- “Cybersecurity educational roadmap”, ENISA Project, Senior Expert, April-November 2022
- “Vulnerability disclosure policies and vulnerabilities databases”, ENISA Project- Task Leader, April-November 2021
- “Study on the need of Cybersecurity requirements for ICT Products”, European Commission. Task Leader, October 2020- May 2021
- “Study to support the Revision of the NIS Directive”, European Commission, Task Leader, April-November 2020
- CEPS Task Force on “Artificial Intelligence and Cybersecurity: Technology, Governance and Policy Challenges” – Coordinator and Rapporteur, March 2019- May 2021
- CEPS Task Force on “Strengthening the EU’s Cyber Defence Capabilities” - March-June 2018 - Coordinator and Rapporteur
- CEPS Task Force on “Software Vulnerability Disclosure in Europe” - September 2017-April 2018 - Coordinator and Rapporteur
- The Encryption Dilemma: a European Perspective, High-Level Seminar organized at CEPS on 26 October 2017 - Organizer and Chair
- Software Vulnerability Disclosure: The European Landscape, Workshop organized at Ceps on 23 June 2017 - Organizer and Chair
- The Encryption Dilemma 2.0: A Transatlantic Perspective, Online Conference co-organized at CEPS with Columbia Institute for Tele-Information at Columbia University May 8, 2017 - Organizer and Chair
- Internet Governance Outlook 2017: Is it time for a digital Geneva Convention? High-Level seminar organized at CEPS on 29 March 2017 - Organizer and Chair

**Nov 2004–Dec 2016**

**Tasks**

**Executive Director at Telecom Italia, Public and Regulatory Affairs - Rome (IT)**

Advising senior management on Cyber Security, Internet, and Broadband policy. Management of the relations with the OECD, ITU, and European Commission. Designing and management of ad hoc projects such as the impact of the Internet on employment; the impact of Telecom Italia Network functional separation on the Italian Economy; policy and regulatory analysis on the models of Private-Public Partnerships for broadband development; Ecube Project: policy evaluation of digital energy meters diffusion strategies and impact analysis on the energy sector of digital smart meters diffusion.

**Nov 2003–Nov 2004**

**ICT Policy Advisor, in secondment from Telecom Italia Public and Economic Affairs Division at World**

- Bank Group, Global Information and Communication Technologies Department - Washington D.C. (US)**
- Tasks** Review of telecom policy for countries of the MENA region; analysis of new technologies and open access models in developing countries; designing of the following policy toolkits: Intellectual Property Rights and ICTs for development; ICT regulation, E-Strategies Monitoring, and Evaluation.
- Sep 2003–Sep 2004** **Executive Director and Direct Report to the Executive Vice President at Telecom Italia, Learning Services Division - Rome (IT)**
- Tasks** Designing of ad hoc program for executive education such as the e-Business@Telecomitalia in cooperation with the London Business School. Feasibility study of on an ICT thematic Park in Rome
- Sep 1997–Jun 2000** **Executive Director and Direct Report to the Executive Vice President for Strategy at Telecom Italia, Strategy, Regulatory and Business Development Division - Rome (IT)**
- Tasks** Designing and managing the e-business strategy for the company. Market and financial assessment of many business development projects.
- Sep 1992 – Aug 1997** **Director Consumer Market Analysis Group and Competitive Analysis Group, Telecom Italia, Strategy Division - Rome (IT)**
- Tasks** Extensive design of market research and managing of business cases for many consumer market services. Conceiving, planning and managing the Video on Demand Trial of Telecom Italia. Designing of Telecom Italia Consumer Laboratory for testing and evaluating new services and products. Analysis of competitors' strategies, alliances, regulatory practices, relative cost positioning analysis. Benchmarking of new entrants' best practices.
- 1990–1992** **Member of Technical Staff at AT&T Bell Laboratories - Murray Hill (US)**
- Tasks** Discrete choice modeling of carrier selection. Design of optional calling plans. Design of price promotions in the long-distance markets. Designing of Price Cap regulation

## RESEARCH ACTIVITIES

- 2004–to date** **Affiliated Researcher at Columbia Institute for Tele-Information at Columbia Business School in New York**
- 1985–1989** **Research Fellow at Wharton School, Department of Public Policy and Management, University of Pennsylvania - Philadelphia (US)**
- 1984–1985** **Visiting Research Fellow at Department of Economics, University of Pennsylvania - Philadelphia (US)**
- 1982–1987** **Economist, Econometrician at ISAE (national Institute for Economic Analysis) - Rome (IT)**

## CONSULTING ACTIVITIES

- 2000–2001** **OECD at Services Experts Meeting, Relevance for Empirical Research for the Telecom Industry - Paris (FR)**
- 1989** **S. S. G. Reiss Romoli (Postgraduate School in Telecommunications): Design and Management of workshops on tariff policy - L'Aquila (IT)**
- 1987–1988** **CNR (National Research Council): Pricing Rules in the Telecommunications Sector: Theory and Applications - Rome (IT)**

**1986–1987** IRI (Istituto per la Ricostruzione Industriale): Economies of Scale, Natural Monopoly and Public Policy: The Case of Telecommunications

TEACHING ACTIVITIES

**From 2018** Adjunct professor of Digital Policy, Master in European Studies and Master in European and Global Affairs, Luiss School of Government, Rome

**From 2017** Adjunct professor of Digital Policy, Ph.D. Programm in Global Studies, University of Urbino

**From 2021** Adjunct Professor of “Economic of Cybersecurity”, Institut Mines-Telcom, Paris

EDUCATION AND TRAINING

**1985–1990** Ph.D. School of Arts and Science at the University of Pennsylvania - Philadelphia (US). Specializations: Telecommunications Economics, Industrial Organization, Applied Econometrics

**1981–1982** MBA at Istituto Adriano Olivetti (ISTAO) - Ancona (IT)

**1972–1976** MS and BA Mathematics, Statistics and Computer Science University of Rome - Rome (Italy)

PERSONAL SKILLS

**Mother tongue(s)** Italian

Other language(s)

English  
French

UNDERSTANDING		SPEAKING		WRITING
Listening	Reading	Spoken interaction	Spoken production	
C2	C2	C2	C2	C2
A2	A2	A2	A2	A2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
Common European Framework of Reference for Languages

SELECTED ACADEMIC PUBLICATIONS

**Books:**

- *Global Internet Governance in Transition*, (edited with Eli Noam), forthcoming Fall 2023
- *Digitized Labor: The Impact of the Internet on Employment* (edited with Eli Noam and Leonard Waverman), Palgrave June 2018
- *Broadband Networks, Smart Grid, and Climate Change*, (edited with Eli Noam and Johann Kranz), Springer, 2013
- *Internet Policy and Economics: Challenges and Perspectives*, (edited with William Lehr) Springer 2009
- *Peer to Peer Video: The Economics, Policy, and Culture of Today’s New Mass Medium*, (edited with Eli Noam), Springer 2008.
- *Cyber Policy and Economics in an Internet Age*, (edited with William Lehr) Kluwer Academic Publishers,

2002

Papers:

- "Multistakeholderism with Variable Geometry", (with Carolina Polito) in *Global Internet Governance in Transition*, edited by Eli Noam & Lorenzo Pupillo, forthcoming Fall 2023
- "Energy Smart Metering and Policy Issues", (with Serre Berenger) in *"Broadband Networks, Smart Grid, and Climate Change "*, edited by Eli Noam, Lorenzo Pupillo & Johann Kranz, Springer 2013
- "Verso una Nuova Governance Globale di Internet", *Notiziario Tecnico di Telecom Italia*, N. 1, 2013
- "Broadband impact on economic growth: a review of empirical evidence", in *L'Industria*, Il Mulino December 2009.
- *Guidelines for Industry on Child Online Protection*", ITU, 2009
- "Intellectual Property, Digital Technologies, and the Developing World", in *Internet Policy and Economics: Challenges and Perspectives*, edited by William Lehr & Lorenzo Pupillo, Springer, 2009
- "The Economics of Peer-to-Peer", (with Alain and E. Bourdeau de Fontenay). in *"Peer to Peer Video: The Economics, Policy, and Culture of Today's New Mass Medium"*, edited by Eli Noam & Lorenzo Pupillo Springer, 2008.
- "The Economics of Next Generation Access Networks: Towards Regional Patterns of Regulation" (with Giovanni Amendola), *Communications & Strategies* n. 68, 2008
- *Report on Innovation and Digital Technologies in Italy* (chapter on Digital Content and Cultural Heritage), Italian Minister of Innovation & Technologies, 2003
- "The Economics of Local Loop Architectures for multimedia services" (joint with A. Conte), *Information Economics and Policy* 10, 1998.
- "Open Video System as an evolution of Video Dial Tone" (joint with A. de Fontenay), *Communications & Strategies* 26: 125-140, 1997.
- "Servizi di Telecomunicazioni tra monopolio e concorrenza" (joint with F. de Massari). *Quaderni di ricerca de Università LUISS di Roma*, December 1994.
- "OCCs Modeling: Identification of OCC Users by Their Outbound and Inbound AT&T Call Detail" AT&T Bell Laboratories Technical Memorandum n. 51164-911227-19, December 1991.
- "A Targeting Model for a Weekend Price Promotion" AT&T Bell Laboratories Technical Memorandum N 51164-911216-18, December 1991
- "Relative Export Prices and Firm Size in Imperfect Markets" (joint with K. Zimmerman) in *Open Economie Review*, October 1991.
- "Determinants of Export Activity in Italian Manufacturing Industries: Results from Panel Data" (joint with K Zimmerman), in *"Empirical Studies of Export Activity and Strategic Trade Policy"*, K. Zimmermann ed Springer-Verlag, New York, 1991.