

LIZ WILLIAMS

BA MA PHD



OVERVIEW

Highly experienced international policy expert with decades long involvement in Internet governance. Specialist expertise in technology and law, digital communications and electronic commerce. Comprehensively networked with key international decision makers, academic thought leaders & active entrepreneurs in global communications industries across all key business areas.

Excellent project management skills on complex, multi-site technology projects, underpinned by strong corporate governance and contract compliance. Practical application of deep subject matter expertise in the domain name system (cryptology & network security, privacy protection and Internet regulation), telecommunications regulation (universal service obligations, service standards and competition policy) and Internet governance (technical protocols, contract conditions & consumer protections).

Client [profile](#) includes entrepreneurs & legacy registry operators, multinational corporations, international donor agencies and city administrations. Highly capable author and presenter with comprehensive publications and presentations [history](#) that embraces innovation & development through rigorous analysis and research.

Confident objective executive, trusted positive influencer on boards & industry committees with post-graduate qualifications in information technology and law.

- Internet architecture and applications expert
- Cross-cultural international business practitioner
- Strategic open-minded thinker
- Active in ICANN, ISOC, IGF, .auDA, APEC, OECD

EXPERIENCE

Towerhouse LLP: Of Counsel

Current

Retained to provide advice to clients on legal and regulatory issues in the digital economy industries, focused on Internet governance, competition policy and regulation and consumer protections.

TL Domain Solutions: Consultant Advisor

Jan 2014 - Nov 2015

Specialist business development advisory service focused on raising private equity (+£12M min per client), sourcing technical service providers (+£3M minimum annual spend), building technical and operational business capabilities for new registry operations (£40K minimum monthly bill run rate). Clients across Europe, North America & Asia Pacific.

Project management including sourcing strategic regulatory advice, development of operational manuals and transition plans, development of intellectual property protection and trademark control regimes, contract negotiation with third party technical service platforms and customer service providers.

Active in international policy committees on new top-level domain operating procedures and business implementation. Manage teams of distributed technology, finance & business experts for acquisition of innovative domain name system-dependent businesses.



Sedari: Chief Executive Officer

Jan 2011 - Dec 2013

Based in Brussels, the company served global clients across North America, Europe, Asia and Australia. Subject matter expert in domain name system technical solutions, policy development and project management.

Key responsibilities:

- Full suite of CEO functions including sourcing 40+ international clients (average annual spend +£500K); 95% client retention; majority of clients from word of mouth recommendation. Technology focused clients in Finland, Ukraine, Russia, Austria, USA, Canada, Singapore, Japan, France & UK.
- Led fifteen globally distributed team members across North America, Europe and Asia Pacific for multiple discrete projects, meeting all service level targets, timelines and budgets.
- Developed bespoke technical and operational inputs to meet stringent evaluation requirements from [ICANN](#), delivered financial and strategic analysis, participated in industry policy development processes.
- Envisioned and launched all elements of a registry services shared platform system.

Williams Consultancy: Principal

Jul 2008 – Jan 2011

Based in United Kingdom, worked with key technology providers to carve out new industry niche. Sedari acquired Williams Consultancy in 2011, and retained as equity stakeholder and CEO. Sample client list includes:

Global technical services provider: retained to develop new top-level domain clients worldwide. Delivered ten new clients through understanding business issues, creating innovative solutions that drove ROI in first 12 months +€500,000 contract value. Ongoing revenues now in place.

Trademark domain name services business: retained to develop and market professional services offering in Internet expansion. Produced new products and guidelines, developed revenue model, drove customer acquisition in highly competitive marketplace +€1.5M contract value.

London entrepreneur: retained to source £500k investor capital for digital business to launch second stage operations of global professional women's network; prepared business strategy, operational targets, financial statements, staffing plan & office establishment. Managed content partnerships & channel distribution agreements; sourced content and conducted market research to prioritise content use & dissemination.

[ICANN](#) Nominating Committee: elected to ICANN's 2009 Committee to place board directors & other leadership positions.

Internet Corporation for Assigned Names & Numbers, Los Angeles & Brussels

Senior Policy Director, Brussels

Jul 2005 – Jun 2008

Seconded by Australian CEO for senior management position in key projects.

Key responsibilities:

- Subject matter expert retained to design, develop and manage multi-stakeholder policy development process for the introduction of new top-level domains to drive next generation Internet use. Worked with wide range of stakeholders to reach consensus recommendations.
- Developed and delivered 18 month policy development exercise on contractual conditions and pricing arrangements for registry services focused on competition policy, pricing and contract terms and conditions.
- Prepared Board-directed terms of reference and managed to completion a comprehensive organizational review in conjunction with London School of Economics.

Key achievements:

- Negotiated highly volatile policy development process to reach Board-directed resolutions that were the foundation for a multi-million dollar process to expand the global name space.
- Delivered negotiated resolution on contested contractual conditions.



Williams Consultancy: Principal

Nov 1999 – Jun 2005

Based in Australia, directed an Australian management consultancy sourcing contracts and delivering multinational projects for technology entrepreneurs, donor agencies and government departments, working across Asia Pacific & North America. Sample client list:

ICANN

Retained to advise the CEO and senior management team on three separate occasions from 1999 - 2007: Designed and implemented a global on-line tendering and evaluation process for the introduction of new sponsored top-level domain names (sTLDs). Managed implementation of Board resolutions to attract global applicants including .post, .tel and .xxx. Chaired legal and regulatory committee to evaluate ten applications for new top-level domains. All transitioned to operational businesses. Directed workflow of evaluation team, wrote reports and recommendations delivering evaluations on time and within budget.

Gilbert + Tobin Lawyers, Sydney

Advised clients on international telecommunications including regulatory frameworks, legislative harmonisation & structural development. Provided expert advice for training and skills development in developing countries. Developed tender responses for international projects (\$AUD1M+) including budgets and work programs; directed business development initiatives and prepared strategies for market expansion in Asia Pacific.

Neustar is a Washington DC NYSE-listed (NSR) technology and communications corporation

Retained to give long-term strategic, regulatory policy and external relationship advice on the reassignment of the \$US40M .net registry service contract. Bid ranked equal first of five. Managed inputs from 20-member team from tender concept to submission. Met all Requests for Tender specifications, focusing on implementation of competition policy and competitive service provision on a global basis. Delivered highly specific technical advice on engineering and innovation, implementing competition in a global market place and the design of new products and services.

Asian Development Bank is major regional aid agency

Tendered for and won an in-country regulatory harmonization project for the Governments of Vietnam, Cambodia and Laos (\$US1m contract). Managed 12-member domestic & international expert team in four countries delivering telecommunications capacity building and skills transfer advice. Drafted new telecommunications laws, develop regulatory authority structure and identified skills gaps on a country-by-country basis.

British Telecom Asia Pacific: Senior Regulatory Advisor 1997 – 1999

Managed all regulatory matters in Australia and New Zealand including government relations and public affairs, during acquisitive entry into Australia.

Researched development of Internet and multimedia strategy for Australia /Asia Pacific. Managed numerous arbitrations, tariff and contract negotiations. Responsible for interconnection negotiations & developing inter-industry collaborative research for interconnection rates. Developed long term relationship with competition regulator and managed change program in newly liberalizing markets in Australia & New Zealand.

Australian Federal Parliament

1988 – 1992

Worked across shadow ministerial offices on health, environment and telecommunications. Served in the Parliamentary Library writing research reports and delivered Senate Committees Offices reports on telecommunications.



EDUCATION

Masters of Education (Learning Technology)

2014 (in progress)

Bath Spa University, Bath, UK. Dissertation "Assessing ICT investment in education and measuring learner outcomes"

Doctor of Philosophy (IT & Law)

[REDACTED]

Queensland University of Technology, Brisbane, Centre for Network Security and Cryptography

Dissertation "The globalization of regulation and its impact on the domain name system: Domain Names and a New Regulatory Economy"

Master of Arts (Communication),

[REDACTED]

University of Canberra, Distinction Student.

Dissertation "Regulating the Internet: Privacy under the microscope"

Bachelor of Arts, (International Relations & Political Science)

[REDACTED]

Australian National University, Canberra

BOARDS OF DIRECTORS & COMMITTEES

2011-2013

British School of Brussels, Belgium

Co-opted industry expert responsible for a three year strategic & operational program to introduce handheld devices into classrooms; to upgrade the school technology & curriculum platform; support teacher & parent integration. +€45M annual budget; 1800 K-12 students; 72 nationalities in blended international curriculum. Elected parent governor focused on risk management, legal compliance, market positioning and future technology impacts.

2009-2013

Board Director for diverse range of privately held technology and electronic commerce companies. Specific focus on financial management, compliance and strategic development.

2009-2010

ICANN Nominating Committee, USA

ICANN is responsible for the coordination of the Internet's system of unique identifiers used for critical infrastructure management & Internet applications. \$USD350M budget, 300+ global staff.

Elected to ICANN's 2009 Committee to place board directors & other leadership positions. Advised on the appointment of multicultural set of high-level executives into leadership roles. Influenced the creation of a continual balance of skills, reflecting the attitudes within the company mission and core values to reflect and embrace cultural differences in a multi-stakeholder environment.

2000-2002

.au Domain Administration, Melbourne, Australia

.auDA is responsible for managing the domain name system in Australia. Elected board director for two year term during liberalization of Australian domain name market.