

Dr. Andreas Groehn

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SUMMARY

Dr. Andreas Groehn's practice focuses on litigation support as well as strategy in various industries, including media and information technology. He often combines client data with public statistics and data collected through surveys to answer pressing business questions. Andreas Groehn conducts economic loss estimates including conjoint analyses in false advertising and product defect cases and in intellectual property litigation, including patent litigation. In the field of antitrust, he regularly advises governmental and corporate clients in merger, abuse of dominance, state aid, and cartel cases, before the FTC, the Department of Justice, the EC and other national antitrust authorities as well as in private litigation. He has advised clients in major cartel investigations and follow-on litigation cases in Europe and class-action cases in the United States, including air cargo, financial services, hydrogen peroxide, retail, synthetic rubber and plasterboard and has been appointed as expert in court proceedings related to follow-on claims in the United Kingdom. He regularly estimates damages in the context of antitrust litigations, antidumping litigation, intellectual property litigations and other commercial disputes. He has monitored compliance with structural and behavioral commitments in the chemical, medical devices, and consumer retail industries as Trustee/Monitor on behalf of the EC and the FTC and has published on a variety of antitrust and intangible property issues. In addition, Andreas advises clients in proceedings before the International Trade Commission (ITC) and national courts in Europe and the United States and in the regulatory approval process before the U.S. Food and Drug Administration (FDA). Andreas regularly conducts economic impact assessments to assess policies and investment projects. His academic research focuses on network industries and the economic rationale for bundling, foreclosure and predation. Andreas has advised clients in North America, Europe, Africa, Australia and the Middle East out of Brussels, Frankfurt, London and Washington, DC. He currently shares his time between Europe and the United States.

EDUCATION

Ph.D., Economics, *summa cum laude*, Christian Albrecht University, Kiel, Germany
M.A., Economics, Saar University, Saarbrücken, Germany

PROFESSIONAL EXPERIENCE

2011 – present *Director*, BRG, Washington, DC & London, UK
2010 – 2011 *Partner*, Sargasso Partners, Washington, DC
2007 – 2010 *Principal*, CRA International, Washington, DC
2001 – 2007 *Director*, PricewaterhouseCoopers Advisory, in Washington, Brussels and London
1999 – 2001 *Manager*, KPMG, Global Economics Consulting Practice, Frankfurt, Germany
1999 *Visiting Fellow*, National Bureau of Economic Research, Cambridge, MA
1993 – 1999 *Research Associate*, Kiel Institute of World Economics, Kiel, Germany

DEPOSITION TESTIMONY IN THE PAST FOUR YEARS

- Lerman v. Apple Inc., United District Court, Eastern District of New York, Case No: 15-cv-07381(SJ)(LB).
- Social Technologies LLC, v. Apple INC., United District Court, Northern District of California, Case No: 3:18-cv-05945-VC.

LANGUAGES

English, German, French, Portuguese, Spanish.

SELECT EXAMPLES

False Advertising, Product Defects and Related Litigation

- Consumer products, United States, 2020: Study on damage analysis in false advertising case related to thread count in textile products.
- Savory snacks, United States, 2020: Provided pre-litigation consulting related to a false advertising case in savory snacks.
- Pet food, United States, 2020: Provided pre-litigation consulting related to a false advertising case in pet food in several jurisdictions.
- Financial industry, Canada, 2019: Expert in class action litigation against financial service provider who experienced a data breach. The case includes a survey of potential class members in English and French. Submitted report in support of class.
- Sporting goods, United States, 2019: Designed study to assess economic loss due to falsely advertised product specifications.
- Pharmaceutical industry, Canada, 2019: Expert in class action litigation against manufacturers of medication that had been recalled due to cancer risk. The case includes a survey of potential class members in English and French. Submitted report in support of class.
- Consumer electronics, USA, 2018-2020: Retained as testifying expert in a class action litigation alleging economic harm due to a product defect. Conducted a survey and conjoint analysis to assess damages due to a defective software update. Submitted report with damage estimate and responded to rebuttal report. Provided deposition testimony. Court dismissed Daubert Challenge and certified class.
- Consumer electronics, USA, 2017-2019: Conducted a survey, including a conjoint module, to assess damages due to faulty products in class action litigation.
- Consumer electronics, USA, 2018-2019: Conducted a survey, including a conjoint module, to assess damages due to false claims about the durability and related financial savings in class action litigation.
- Beverage industry, USA, 2018: Conducted survey and estimated economic loss due to false advertising claim of natural ingredients in class action litigation.
- Pet food, USA, 2018-2019: Conducted a survey, including a conjoint module, to assess damages due to false advertising in class action litigation.

- Consumer electronics, USA, 2018-2019: Conducted a survey, including a conjoint module, to assess damages due to faulty products in class action litigation.
- Automotive industry, USA, 2018-2019: Conduct survey and estimate economic loss due to a defective component in class action litigation.
- White goods, USA, 2018: Conducted survey and estimated economic loss due to a defective component in class action litigation.
- White goods, USA, 2018: Conducted survey and estimated economic loss due to a defective component in class action litigation involving high-end kitchen equipment.
- Beverage industry, USA, 2018: Conducted survey and estimated economic loss due to false advertising claim about origins of the product under consideration in class action litigation.
- Automotive industry, USA, 2015-2018: Estimated the implicit price of a defective component based on conjoint survey data, estimated impact of recall on resale prices using extensive auction data in class action litigation.
- Consumer electronics, USA, 2017-2018: Conducted a survey, including a conjoint module, to assess damages due to faulty products in class action litigation.
- Automotive industry, USA, 2017-2018: Conducted several surveys and conducted conjoint analysis to assess damages related to recalls in class action litigation.
- Consumer electronics, USA, 2017: Conducted a survey, including a conjoint module, to assess damages due to false advertising in class action litigation.
- Beverages industry, USA, 2017: Conducted a survey, including a conjoint module, to assess the damage to consumers due to false advertising. Prepared damage model and report on findings for class certification in class action litigation.
- Automotive industry, Canada, 2017: Compared two independent surveys of potential class members to assess the size of the class in class action litigation.
- Automotive industry, USA, 2017: Conducted a survey, including a conjoint module, to assess the damage to consumers due to a false advertising in class action litigation.
- Automotive industry, USA, 2016-17: Conducted a survey, including a conjoint module, to assess the damage to consumers due to a faulty component that in some instances may lead to fatal injury.
- Consumer products, USA, 2016: Conducted a survey, including a conjoint module, to assess the damage to consumers due to false advertising. Prepared damage model and report on findings in class action litigation.
- Construction material, USA, 2016: Conducted a survey, including a conjoint module, to assess the damage to consumers due to false advertising in class action litigation.

Strategic Advice/ Data Analytics

- United States, 2020: Economic research, including estimating economic impact, on a graduated state income tax in Illinois.
- Ministry of Labor, Saudi Arabia, 2019-2020: Reviewed labor force survey in Saudi Arabia and determined international best practices.
- General Entertainment Authority (GEA) Saudi Arabia, 2019-2020: Conduct consumer surveys to assess demand for entertainment options in Saudi Arabia, assess reception of events organized by GEA. Estimated economic impact of entertainment events.

- Ministry of Housing, Saudi Arabia, 2019-2020: Market research on housing market, including customer surveys to assess demand for house ownership in Saudi Arabia. Conducted economic analysis of market for real estate in Saudi Arabia. Analyzed database with designated housing beneficiaries. Conducted survey of potential house purchasers and conjoint analysis to determine drivers of demand and demand elasticity.
- United States, 2018-2019: Economic research, including estimating economic impact, on split roll property tax issues in California.
- United States, 2018: Estimated economic impact of proposed ballot initiative that would have increased privacy protection for consumers.
- United States, 2018: Reviewed macro-economic model to determine the government of Puerto Rico's ability to serve its debt.
- Ministry of Housing, Saudi Arabia, 2017-2018: Supporting the Ministry of Housing with economics and data based insight.
- Job Creation Commission (JCC), Saudi Arabia, 2017-2018: Supporting the JCC in its endeavor to reduce unemployment and to generate new employment opportunities in Saudi Arabia. Responsibilities include drafting of whitepapers related to the labor market and capacity building.
- General Authority of Statistics (GaStat), Saudi Arabia, 2016-2017: Supporting the General Authority of Statistics in advanced analytics and communication based on data insight.
- Steel industry, United States, 2016-2017: Advised a steel manufacturer and major consumer of industrial gas in pricing negotiations with its suppliers in the southern United States. Reviewed long-term pricing contracts and adjustment formulas, forecasted long-term trends of key cost drivers in the contractual adjustment formula, proposed alternative components to be included in revised adjustment formula, reviewed bids from alternative suppliers.
- Ministry of Labor and Social Development, Saudi Arabia, 2016-2017: Supported MLSD on strategic plan in line with Vision 2030 and Key Performance Indicators at the macro and micro level to measure alignment with the strategic plan.
- Ministry of Labor (MoL), Saudi Arabia, 2015-2016: Supported the MoL in developing advanced analytics capabilities for analysis of the national labor market; advising on survey capabilities to fill gaps in existing data collection. The project is ongoing.
- Ministry of Economy and Planning (MEP), Saudi Arabia, 2015: Supported MEP in developing and executing a national development plan (National Development Priorities, Vision 2030). Identified and mapped interdependencies between various projects.
- Healthcare industry, United States, 2014/15: Analyzed detailed demographic data of existing facilities to identify optimal locations for new facilities catering to similar demographics, optimal facility design and optimal payments to donors. Identified locations for new facilities based on an algorithm that predicts supplies by catchment area around specific ZIP codes.
- Entertainment industry, United States, 2015: Developed database of movies and key meta-data to help firm identify revenue opportunities.
- Cement industry, West Africa, 2014/15: Advised on strategic pricing options in a market environment with over-capacity.
- Automotive industry, United States, 2014: Advised on information technology to optimize analytics and reporting.
- Healthcare industry, United States, 2014: Analyzed physician performance using quantitative analysis and regression techniques in particular.

- Healthcare industry, United States, 2014: Provided data analysis of pharmacy dispensing fees as required by statutes in California. The project required development of a novel algorithm to identify and exclude outliers.
- Steel industry, United States, 2014: Advised a major steel manufacturer and consumer of industrial gas on pricing for in pricing negotiations with industrial gas manufacturer in the southern United States. Reviewed terms of long-term contract, reviewed price adjustment formula, estimated development of production costs over time.
- Tobacco industry, United States, 2012-2014: Advised a manufacturer on market entry and regulatory approval process in the United States, analyzed scanner data and prepared consumer surveys.
- Agriculture, Canada, 2012. Advised an agricultural marketing organization on strategic options with respect to market access and information sharing. The suggested policy had the potential to set a level playing field in this market, thereby eliminating anticompetitive constraints.
- Logistics, United States /Belgium/Netherlands, 2012: Advised a global logistics provider on pricing issues related to barge services for shipping containers in Belgium and the Netherlands. Analyzed market conditions, applicable regulations and conducted detailed cost analysis.
- Retail industry, United States, 2011: Advised a European producer of food products on entering the US market. Analyzed market conditions, applicable regulations and conducted consumer surveys.
- Construction industry, United States, 2011: Advised an engineering firm on analysis and optimization of a building-management system; set up framework for data analysis and data visualization related to “big data”.
- Medical devices industry, Europe, 2010: Advised a US based producer of medical devices identifying appropriate expansion partners in Europe to facilitate market entry in Europe.
- Energy sector, United States, 2009: Developed economic model of investment in electricity generation to assess resource requirements when transitioning to more sustainable energy sources like wind and solar.
- Political risk insurance industry, United States, 2007: Surveyed market participants and organized client workshops to assess strategic options in a changing market environment.
- Technology, United States, 2007: Surveyed consumers to assess demand for cutting edge technologies. Developed a conjoint analysis to estimate the willingness-to-pay for new product features.
- Health care industry, United States, 2006–2007: A large health care provider wanted to optimize its network of facilities in various locations while providing sufficient geographical coverage for its customers. Forecasted client population to estimate demand per facility. Optimized mix of existing and new facilities subject to target coverage and expected capacity constraints of each facility. Various simulations provided insight into solutions under different circumstances, which allowed the client to reduce costs of servicing its customers while maintaining the quality of service customers were accustomed to.
- Software Industry, United States, 2006: Assessed revenue impact of a change in the pricing structure, taking into account behaviorally differences between customer segments. The project included a market survey and an econometric analysis which fed into a financial revenue model.
- Food and beverages industry, United States, 2006: Assessed the industry’s impact on the overall US economy, taking into account direct and indirect effects along the supply chain.

- International Trade, USA, 2006: Assessed impact of the free trade agreement between the USA and a third country. Identified industries and companies most affected by the agreement.
- Public sector, Germany, 2003: Advised on incentive scheme to attract new industries and to foster economic growth.
- Economic modeling, Ministry for Energy, Belgium, 2003: Reviewed pricing scheme in the regulated part of the Belgian energy sector on behalf of the Ministry for Energy and proposed a revised pricing scheme.
- Financial sector, United Kingdom, 2002: Advised on strategic options for pricing in credit card/debit card payment systems affected by network effects and interaction between several parties.
- Financial sector, United Kingdom, 2001: Advised on the economics of remuneration schemes for Automated Teller Machine (ATM) services.
- Betting industry, United Kingdom, 2001. Advised on an economic model to assess the economic impact of a changing tax regime on the horse racing industry.
- Retail sector, Germany, 2001. Advised on a cash management system, minimizing the cost of capital. The client had more than 100 outlets across Germany with different payment modes and differing schedules for value transports. The improved cash management system provided significant cost savings.
- Transfer pricing system, logistics sector, Germany, 1999–2001. Advised on the optimal transfer-pricing regime for a pan European express parcel delivery service and developed the contractual framework for the network of companies in 19 countries. The pricing system had to be compliant with regulatory requirements in all 19 countries. The companies involved were partly full subsidiaries, partly minority stake holdings. Advised on the optimal transfer-pricing regime for a transatlantic mail forwarding service with optimal business incentives while being in compliance with regulatory requirements. Conducted survey of tax experts in different jurisdiction to deliver transfer pricing system compatible with regulations in all affected countries.

Merger Reviews

- Merger in the petroleum industry, United States, 2014: Provided economic support in merger notification.
- Merger in the waste removal industry, Canada, 2011: Provided economic support in merger notification including modeling of locational competition.
- Merger in the mining industry, Europe, 2010: Provided economic support in antitrust notification of a merger in the mining industry. Simulated the effect of a joint venture on competition in the effected market.
- Merger in the electronics industry, USA, 2009: Provided economic support in antitrust notification of a merger in the electronics industry. Reviewed potential market impact of the concentration and estimated closeness of merging parties and competitors by analyzing diversion ratios.
- Merger in the automotive industry, USA, 2008: Provided economic support in antitrust notification of a merger in the automotive industry. Analyzed diversion ratios and developed a merger simulation model to estimate the market effects of the proposed merger.
- Jointed venture of internet search engines, USA, 2008: Provided economic support in antitrust notification of an outsourcing agreement between two leading search engines. Developed a welfare analysis to estimate the impact of the agreement on online advertisers.

- Joint venture in the beverages industry, USA, 2008: Developed a merger simulation model to estimate the market effects of the proposed joint venture. Analyzed closeness of products offered by parties and their competitors and developed measures of diversion. Development of an efficiency defense based on linear programming model of plant optimization.
- Merger in the chemical industry, USA, 2007-2008: Efficiency defense modelling.
- Merger in construction industry, Germany, 2003: Advised on the economic implications of a merger in proceedings before the German antitrust authorities (Bundeskartellamt).

Cartel/Price Fixing Investigations and Litigation

- Price-fixing in air cargo industry, USA and Europe, 2011-2018: Providing economic support related to ongoing private antitrust litigation, including class certification, quantification of harm and pass-on. Submission of witness statements in proceedings in England. Nominated as expert in proceedings in Germany.
- Price-fixing in retail industry, Europe, 2014: Providing economic support related to private antitrust litigation, including quantification of harm and pass-on.
- Price-fixing in air cargo industry, USA, 2009-2010: Provided economic support in a price fixing investigation in the air cargo industry, assessing the potential impact of the alleged cartel, estimating potential liability, affected commerce and fines likely to be imposed by Department of Justice.
- Price fixing in the chemical industry, USA, 2008-2010: Assessed the potential impact of the alleged cartel, estimated damages due to overcharges.
- Price fixing in the waste management industry, USA, 2007. Following past price-fixing convictions, conducted survey of customers to identify pricing trends and potential for continuous price-fixing.
- Price-fixing case in the chemical industry, USA, 2006. Assessed damages in private antitrust litigation after the client had pleaded guilty to participation in an international cartel.
- Price-fixing in the chemical industry, USA, 2004–2005: Provided expert support in an alleged price-fixing case, analyzing economic and quantitative evidence for effective price-fixing behavior, quantification of harm to major customers.
- Price-fixing in the construction industry, France/Germany, 2002–2003: Supported the appeal to the European Court of Justice in an alleged cartel case involving several European producers and combined fines of more than 400 million Euros. The analysis included an economic review of information exchanges, as well as an assessment of overcharges.

Other Antitrust Investigations and Litigations

- Breach of Article 101 in financial industry, UK and other European countries, 2013-2018: Appointed as damage expert in private antitrust litigation following the Decision by the European Commission that certain business practices were in breach of EC Treaty rules on restrictive business practices. Developed economic foundation of the claim and quantified damages as well as pass-on related to interchange fees.
- Abuse of dominance in TV cable industry, US, 2013/14: Advised defendant in class action certification during private antitrust litigation, assessed analysis of but-for prices and of overcharges.
- Bundling accusation in private antitrust litigation in the pharmaceutical industry, USA, 2008: Modeled the purchasing decision of customers absent the alleged bundling.

- Patent infringement in the chemical industry, USA, 2007: Reviewed options available to defendant in a patent infringement case. Advised on antitrust counter-claim.
- Abuse of dominance in software industry, USA/Europe, 2004–2007: Supported design of a compulsory licensing program and valuation of intellectual property rights required as a remedy in an abuse of dominance case.
- Logistics industry, Germany, 2002: Assisted in an appeal to the European Court of Justice, establishing economic arguments against accusations of predatory pricing and cross-subsidization in a state aid case, application of private investor test.
- Financial sector, Australia/European Union/United Kingdom, 2001–2002. Modeled the economic implication of change in regulatory framework. The economic model included demand estimates based on conjoint surveys. Provided support in competition inquiries in Australia and the United Kingdom related to credit card and debit card networks and interchange fees.

Monitor/Monitoring Trustee

Many antitrust authorities rely on outside experts to monitor compliance with commitments. At the European Commission these outside experts are called trustees. The Federal Trade Commission in the United States uses the term interim monitor. In each of these assignments corporate governance, including stakeholder rights and internal controls, feature prominently.

- Medical devices, United States, 2017-2020: Acting as monitoring trustee on behalf of the Federal Trade Commission, monitoring compliance with structural commitments offered by merging parties.
- Medical devices, United States, 2016-2019: Acting as monitoring trustee on behalf of the Federal Trade Commission, monitoring compliance with structural commitments offered by merging parties.
- Consumer goods, Europe/United States, 2005–2007: Acted as interim monitor on behalf of the Federal Trade Commission, trustee on behalf of the European Commission, monitoring the implementation of and compliance with structural remedies involving assets in the United States and Europe. This was the first merger case where the FTC and the European Commission relied on the same team to monitor compliance with commitments offered to both authorities.
- Chemical industry, France/Germany, 2004: Acted as trustee on behalf of the European Commission, monitoring the implementation of and compliance with structural remedies involving assets in Germany.
- Software Industry, Europe/United States, 2004: Advised a respondent on search criteria for a trustee in an Abuse of Dominance case that required the respondent to suggest appropriate trustee candidates to the European Commission.
- Medical devices, Finland/United States, 2003–2004: Acted as trustee on behalf of the European Commission, monitoring the compliance with structural and behavioral remedies in a merger case. These remedies were agreed in a landmark case involving the US Department of Justice as well as the European Commission. The trustee was asked to monitor the compliance with the behavioral remedies for more than five years.
- Chemical industry, Italy, 2002: Acted as trustee on behalf of the European Commission, monitoring the implementation of structural remedies in a merger case. The acquired company had entered into a joint venture with a competitor of the acquiring company. The trustee needed to ensure that the divested entities were carved out, sufficiently viable as stand-alone businesses and that no business secret leaked to the acquiring company.

Intellectual Property Right Litigation

- Trademark infringement in mobile phone apps, United States, 2019: Provided expert testimony, including report and deposition on reverse trademark confusion. Conducted survey to estimate reverse confusion.
- Patent infringement in mobile phones, United States, 2018: Rebutted opposing expert report on antitrust claims related to FRAND licensing in the context of Standard Setting Organizations (SSO).
- Patent infringement in mobile phones, United States, 2012: Rebutted opposing expert report on antitrust claims.
- Patent infringement in mobile phones, Germany, 2012: Rebutted opposing expert report and estimated FRAND royalty rates.
- ITC patent litigation in electronics industry, United States, 2011–2012: Rebutted patent misuse claim.
- ITC patent litigation in chemical industry, United States, 2009: Rebutted patent misuse claim.
- Patent infringement case in health care industry, United States, 2006–2007: Estimated adequate royalty rates and lost profit.
- Patent infringement case in online business, United States, 2006: Rebutted an expert report claiming lost profits and price erosion.
- Patent infringement in food industry, United States, 2006: Rebutted an economic expert report on patent infringement in food products.
- Patent infringement in the manufacturing industry, USA, 2004–2005: Estimated adequate royalty rates and lost profit.
- Litigation support in the media sector, Belgium, 2002: Provided expert report in the mediation process between cable operators and a content provider in Belgium. Provided an economic analysis of intellectual property in broadcasting, an economic valuation of intellectual property rights and an economic analysis of willingness to pay for broadcasting rights. The mediator followed the recommendations made in the report.

Economic Impact Assessments & Business Valuations

Economic impact assessments and Business Valuations are required for a variety of investment projects and policy reviews in the United States and Europe. The European Union for example requires applicants for grants co-financed by the Structural Fund and exceeding a certain threshold to submit an economic impact assessment to the European Commission. The economic impact assessment estimates the investment's impact on the regional economy, on employment, and the environment. Since 2002, I have supported clients investing a total of more than \$1.5 billion and applying for approximately 330 million Euros of governmental grants co-financed by the Structural Fund of the European Union. The economic impact assessment builds on a detailed business valuation and discounted cash flow (DCF) cost model of the investment project as well as a sophisticated macro model of regional economic activity, taking into account employment effects as well as environmental effects along the value chain.

I have conducted economic impact assessments in the following industries: telecommunications, energy generation and distribution, coal and mining, food processing, renewable energy, pharmaceuticals, retail distribution, and chemicals. Most recently, I assessed the economic impact of proposed changes to tax regimes in California and Illinois and the economic impact of entertainment events in Saudi Arabia.

Financial Economics

- Financial services, Saudi Arabia, 2020: Econometric analysis to distinguish alleged insider trading from normal market activity.
- Financial services, United States, 2012-2013: Report on appropriateness of due diligence performed with respect to stock issuances.
- Financial services, United States, 2012: Rebutted opposing expert report in dispute over timely disclosure of material information related to a major fixed income fund.
- Financial services, United States/United Kingdom, 2012: Rebutted opposing expert report in tax dispute related to structural finance instruments.

Other Litigation

- Software industry, USA, 2019: Expert witness in trademark dispute over reverse confusion between the senior and junior user of the trademark. Developed a consumer survey in the Eveready format to empirically assess the level of confusion in the market.
- Industrial gas industry, USA, 2019: Designated expert in commercial dispute over alleged misappropriation of trade secrets.
- Information industry, USA, 2017-2018: wage discrimination claim analysis.
- Petroleum industry, Colombia, 2016-2017: Prepared expert report on economic concepts of indexing in litigation related to major investment project in the petroleum industry.
- Government contracting, USA, 2015: Conducted Monte Carlo simulation and Latin Hypercube analysis in bid protest to model risk and possible outcomes.
- Health care industry, USA, 2015: Review of random sampling processes.
- Construction industry, USA, 2015: Statistical analysis and Monte Carlo simulation in bid protest.
- Health care industry, USA, 2015: Statistical analysis in false-claim act litigation.

PUBLICATIONS

- “Sollte das Verbot der vertikalen Preisbindung abgeschafft werden? Ein Plädoyer für mehr Freiheit im vertikalen Marketing.” With Peter Kenning, *Absatzwirtschaft*, November 2012.
- “Accounting for the Internet.” With A. Vögele, and M. Pinkus. *Managing Intellectual Property*, 2000.
- “The Internet’s Economic Challenges.” Kiel Working Paper 949. Kiel Institute of World Economics, 1999.
- “Prices, Brands and Quality in the Consumer Good Industry.” Kiel Working Paper. Kiel Institute of World Economics, mimeo.
- “Network Effects in PC-Software: An Empirical Analysis.” Kiel Working Paper. Kiel Institute of World Economics, mimeo.
- “Network Effects and Competition Policy: An Economic Analysis of the International Software-Market.” *Kiel Studies* 296. Tübingen: J.C.B. Mohr, 1999.
- “The Microsoft Case 98: Network Effects at Work.” With M. Holler a. E. Niskanen: *EURAS Yearbook of Standardization* 1998, Helsinki, 1999.
- “Network Effects — A New Argument for Strategic Trade Policy?” Kiel Working Paper 826. Kiel Institute of World Economics, 1997.
- “Market Concentration in the PC Software Industry. A Case for Antitrust-Policy?” *Die Weltwirtschaft* 1, 1997, pp. 84–105.

“A Model of Network Effects in the Software Industry.” Kiel Working Paper 790. Kiel Institute of World Economics, 1996.

“The Value of Brand Names in the Consumer Goods Industry: An Application of the Hedonic Price Approach to the Windsurfing Industry.” Kiel Working Paper 768, Kiel Institute of World Economics, 1996.

“Network Effects in the Software Industry. A Review of the Empirical Literature.” Kiel Working Paper 743, Kiel Institute of World Economics, Kiel, 1996.

“Social Policy in the Transformation Process of Central and Eastern European Countries.” With R. P. Heinrich, M. J. Koop, A. Boss, A. Kopp, A. Rosenschon, and R. Schmidt. Kiel Studies 273, Tübingen: Mohr, 1996.

“The German Market for Continuing Vocational Training.” With H. Dicke and H. H. Glismann. Kiel Studies 269. Tübingen: J.C.B. Mohr, 1995.

“The Antidumping Policy Rules in the European Community—Setting a Level Playing Field Or Strategic Market Entry Barriers?” 1992.

AWARDS

- Wissenschaftsgemeinschaft Gottfried Wilhelm Leibniz (WGL) Award for an exceptional Ph.D. thesis, 1999. The WGL is the umbrella organization for 80 German research institutes with 12.500 scientists in various fields.
- Erich Schneider Award 1998 for an outstanding Ph.D. thesis at the faculty of economics at Kiel University.
- Bernhard-Harms Young Economist Prize 1998. The recipients are economists of the Kiel Institute for World Economics who have conducted distinctive scientific research and are not older than 33 years. The aim of the Prize is to foster young, qualified scientists by making it possible for them to visit an internationally renowned university or research institution.

INDUSTRY EXPERIENCE

Credit cards, banking, finance, insurance, energy, sustainable energy, bio-fuels, chemicals, medical devices, health care, retail, food & beverages, grocery, consumer goods, consumer electronics, betting industry, software industry, industrial gas, interchange fees, construction materials, logistics, airlines, air cargo, agriculture, food processing, education, renewable energy, pharmaceuticals, media, manufacturing, online media, mobile phones, automotive, electronics, mining, waste removal, white goods, internet, online, white goods, government, public sector, network industries.

METHODOLOGIES

Analytics, auction data, econometric analysis, estimating diversion rates, merger simulation, market simulation, modeling, micro-economics, macro-economics, international trade, economic theory, analysis of big data, economic impact assessment, CGE models, input-output models, damage assessment, lost profit analysis, profit disgorgement, surveys, focus groups, panel data, conjoint analysis, patent analysis, false advertising, false claims, class action, class certification, scanner data, “significant impediment of effective competition” (SIEC) test, discounted cash flow, DCF, business valuation, game theory, pricing, forecasting, machine learning, wage discrimination.