

Carriers World

Opportunity ^{AND}
strategy
FOR wholesale
carriers

17th annual event
24-25 September 2012
ETC Venue St Pauls
London, UK

co-located with

TelecomWORLD
Congress

created by

terrapinn
use your brain

TOP 10 reasons to attend



NEW: 1-to-1 Partnering Portal

Secure 30 on-site meetings with new potential partners in our exclusive Partnering Zone. (see p6)

NEW: Recession-busting prices

Carriers World now delivers more value-for-money than any other wholesale event in the world. (see p7)

- 1** Secure 30 one to one meetings with global carriers using our new Carriers World Partnering Portal
- 2** Learn how to commercialise 100gig ethernet from NTT America
- 3** Debate the best way to monetise content delivery with Cogent Communications, du and Deutsche Telekom ICSS
- 4** Network with carriers from across 4 continents including PCCW, Jazztel and Telekom Argentina
- 5** Learn how to redefine your role in the telecoms market from global carrier Verizon
- 6** Assess the real remaining value of voice with major European carriers including BICS and Orange
- 7** Hear how Telefonica Czech Republic manage risk and exposure in carrier to carrier partnerships
- 8** Network with mobile and fixed line operators from our co-located Telecom World Congress
- 9** Understand the changing needs of mobile operators and learn how Telekom Austria are meeting these demands
- 10** Learn how to reduce operational costs through strategic collaborations

speakers 2012

"London's Carriers World is becoming a key event for high level executives in the Wholesale world."

You can meet and strengthen your partnerships with colleagues not only from Europe but also from US, Americas and around the world."

Maximo Lema | Director of Wholesale | Telecom Argentina

Keynote speakers



Mike Millegan
President, Global
Wholesale
Verizon



Kathryn Morrissey
EVP Wholesale
AT&T



Erik Hallberg
CEO
TeliaSonera ICS

Wholesale carriers



Daniel Kurgan
CEO
BICS



Stefan Amon
Head of Wholesale
Telekom Austria
Wholesale



Gavin Jones
Director of Fixed
Operations
BT Wholesale



Mike Van Den Bergh
CEO
Gateway
Communications



Maximo Lema
Director of Wholesale
Telecom Argentina



Bruce Garrison
VP and Head of
International Services
GTS CE



Willem Offerhaus
President & CEO
iBasis



**Luisa Fernanda
Santamaria**
Wholesale Director
Orbitel



Bernd Hoogkamp
Sales Director Mobile
and New Business
TeliaSonera ICS



Marc Overton
VP Wholesale
Everything
Everywhere



Alexandre Pébureau
EVP International
Carriers
Orange



Joe Crawford
Executive Director of
Cloud Services
Verizon



Luis Suner
Head of Wholesale
Jazztel



Ying Liang
SVP Europe
PCCW



Daniel Sjoberg
CMO
Level 3

A NEW DIRECTION FOR CONNECTION

08.50 **Chairman's opening address**



Stephan Beckert
Vice President of Strategy
TeleGeography

09:00 **Keynote: Redefining business models to exploit future services**



Mike Millegan
President, Global Wholesale
Verizon

09:20 **Keynote: The wholesale market - enabling innovation at the speed of fibre**



Erik Hallberg
CEO
TeliaSonera ICS

09:40 **Keynote interviews: How will new products and services impact partnerships?**

Moderator: **Stephan Beckert**, Vice President of Strategy, **TeleGeography**
Willem Offerhaus, President and CEO, **iBasis**
Mike Millegan, President, Global Wholesale, **Verizon**
Erik Hallberg, CEO, **TeliaSonera ICS**

10:20 **Morning refreshments and start of 1-2-1 partnering meetings**

MAKING YOUR VOICE HEARD

11:00 **How can carriers ensure sustainable growth and profits in voice?**



Daniel Kurgan, CEO, **BICS**

11:25 **How to develop a successful strategy to build volumes across your network**



Alexandre Pébereau
EVP International Carriers
Orange

11:50 **Debate: Is it worth trying to turn up the volume of your voice?**

Moderator: **Catherine Haslam**, Analyst, Wholesale, **Ovum**
Maximo Lema, Director of Wholesale, **Telecom Argentina**
Bjorn Iversen, CEO, **Telenor Global Services**

12:30 **Networking lunch with Telecom World Congress attendees**

RE-INVENTING STRATEGIC PARTNERSHIPS

14:00 **How to transform past competitors into future allies**



Ying Liang
SVP Europe
PCCW

14:20 **How to deliver sustainable growth through cloud based meeting collaboration**



Carol Hilliard
SVP – Partner Channel
PGI

14:40 **Interviews: How is large scale consolidation impacting the carrier market?**

Moderator: **Stephan Beckert**, Vice President of Strategy, **TeleGeography**
Luisa Fernanda Santamaria, Wholesale Director, **Orbitel**
Chandan Ghosh, Head of Carrier Wholesale and Enterprise Business, **Aircel**
Ying Liang, SVP Europe, **PCCW**

15:20 **Speed Networking and afternoon refreshments with Telecom World Congress attendees**

COST CUTTING COLLABORATIONS

16:30 **How to reduce costs through network sharing or network outsourcing - and what does the future of network investment look like?**



Gavin Jones
Director of Fixed Operations
BT Wholesale

16:50 **How can carriers maintain control of their business when entering into partnerships?**



Pavel Jirousek
Chief Wholesale Officer
Telefonica Czech Republic

17:10 **What offers the greatest opportunity for growth - partnerships or competition?**

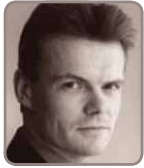


Mike Van Den Bergh
CEO
Gateway Communications

17:30 **Drinks reception**

INNOVATION IN CONTENT DELIVERY

08.50 **Chairman's opening address**



David James
Principle Analyst, Wholesale Telecoms
Ovum

09.00 **Keynote: How to recoup revenues lost from traditional services**



Kathryn Morrissey
EVP Wholesale
AT&T

09.20 **Keynote: How to capture more of the content value chain and develop your own CDN**



Daniel Sjoberg
CMO
Level 3

09.40 **Interviews: How can content providers and carriers form mutually beneficial partnerships?**

Moderator: **David James**, Principle Analyst, Wholesale Telecoms, **Ovum**
Dave Schaeffer, CEO, **Cogent Communications**
Mahesh Jaishankar, Vice President – Investments, **du**
Senior Executive, **Deutsche Telekom ICSS**

10:20 **Morning refreshments and start of 1-2-1 partnering meetings**

UPGRADING NETWORKS

11.00 **How to become the carrier of choice: What services can carriers offer to mobile operators?**



Stefan Amon
Head of Wholesale
Telekom Austria Wholesale

11.20 **TeliaSonera ICS case study: IPX carrying tomorrow's services?**



Bernd Hoogkamp
Sales Director Mobile and New Business
TeliaSonera ICS

11.40 **Debate: Is IPX the best way to meet the needs of 4G mobile operators?**

Moderator: **David James**, Principle Analyst, Wholesale Telecoms, **Ovum**
Marc Overton, VP Wholesale, **Everything Everywhere**
Luis Suner, Head of Wholesale, **Jazztel**
Bernd Hoogkamp, Sales Director Mobile and New Business, **TeliaSonera ICS**

12:20 **Networking Lunch with Telecom World Congress attendees**

THE NEED FOR SPEED

14.00 **Case study: How GTS CE developed a commercial Ethernet offering as a carrier**



Bruce Garrison
VP and Head of International Services
GTS CE

14.20 **Case study: How Cogent Communications extended Ethernet over optical fiber directly to the WAN and end users**



Dave Schaeffer
CEO
Cogent Communications

14.40 **What can be achieved right now using high-speed computer network standards and 100gig ethernet?**



Michael Wheeler
VP Global IP Networks
NTT America

15:00 **Afternoon refreshments with Telecom World Congress attendees**

CREATING CAPACITY WITH CLOUD

16.00 **How can carriers make the most of cloud opportunities?**



Joseph Crawford
Executive Director of Cloud Services
Verizon

16.20 **Delivering cost efficient enterprise network services using cloud**



Chandan Ghosh
Head Business Solutions
Aircel

16.40 **Is Ethernet able to solve the dramatic shift in network data that Cloud is causing, and how should carriers respond?**



Justin Fielder
CTO
Easynet

17:00 **Close of conference**

your carriers world partnering portal

Dedicated 1-2-1 partnering system

30 pre-planned meetings per delegate

20 hours networking time

Take advantage of Carriers World Partnering Portal, our new dedicated networking system which allows you to pre-schedule meetings with the key wholesale executives you want to meet. Arrive at the conference with a personalized agenda of up to 30 pre-planned meetings taking place in our exclusive Partnering Zone.

Before the show

Carriers World Partnering Portal will go live before the event allowing you to view all registered attendees.

Invite key prospects to meet with you in our dedicated partnering booths.

Create a personalized event agenda that includes your meetings and conference activities.

At the show

Re-schedule meetings, contact new attendees and plan ad-hoc meetings with our Carriers World Partnering Portal smartphone app.

View the updated programme and make sure you don't miss key speakers and presentations.

After the show

Follow up with new contacts and attendees for up to a year after the show.

Missed a speaker? Download conference presentations.



REGISTER NOW

Go to www.terrapiinn.com/carriersworld and click register now.

reserve your place today

The earlier you book the more you'll save.

It's really easy to register online.

Use the brochure code BM0205 with our online calculator to ensure you take advantage of the best deal.

Go to www.terrapinn.com/carriersworld and hit register now.

Standard Price

Days	Before 22 July 2012	Before 17 August 2012	Before 7 September 2012	After 7 September 2012
2 day Conference	£1165 + 20% VAT £233 = £1398 SAVE £260	£1295 + 20% VAT £259 = £1554 SAVE £130	£1360 + 20% VAT £272 = £1632 SAVE £65	£1425 + 20% VAT £285 = £1710

Wholesale Carrier Price

Days	Before 22 July 2012	Before 17 August 2012	Before 7 September 2012	After 7 September 2012
2 day Conference	£985 + 20% VAT £197 = £1182 SAVE £440	£1095 + 20% VAT £219 = £1314 SAVE £330	£1150 + 20% VAT £230 = £1380 SAVE £275	£1205 + 20% VAT £241 = £1446 SAVE £220

*To receive the discount on the registration price for wholesale carriers, you must be a wholesale carrier. Your booking is not confirmed until you have received confirmation from Terrapinn. VAT is charged at the current rate and subject to VAT legislative changes. All bookings will be invoiced at the rate applicable when the booking is made.

Remember to quote voucher code BM0205 when booking to get the exclusive price QR:



Register now - on your phone

Scan this QR pattern with the camera on your smartphone to register.

Don't have a QR reader app? You can download one for free from the App Store.

Don't have a smartphone? You can register on our website: www.terrapinn.com/carriersworld - quote voucher code BM0205.

BOOK NOW

Go to
www.terrapinn.com/carriersworld
and click register now.

Or call +44 (0) 207 242 2324

Bring your team.

There's so much great content, you can't possibly cover it all alone! Bring your team.

There are special group packages available call +44 (0) 207 242 2324 for more details or go to www.terrapinn.com/carriersworld

2012 sponsors & exhibitors

Gold Sponsor



Associate Sponsors



Media Partners



For sponsorship and exhibition opportunities, please contact Oliver Healy on
+ 44 (0) 207 092 1347 or oliver.healy@terrapinn.com

www.terrapinn.com/carriersworld