5th Annual

FTTx
& NEXT GENERATION ACCESS

Hosted By
broadband forum

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Fibre to the Home Council Europe

6th - 8th June 2011 • Mövenpick Hotel Berlin, Germany

Ensuring the future of fast, reliable and profitable broadband through deploying fibre networks

Featuring **20+** Leading Operator & Regulator Presentations Including:

Jaume Salvat,
CEO, Andorra Telecom, *Andorra*

Boris Stipetic,
Network Planning and Design / Regulatory Manager, B.net Hrvatska, *Croatia*

Matjaž Pogačnik,
Director, Telekom Slovenije, *Slovenia*

Uwe Beyer,
Head of Regulatory Fixed Business Access, Vodafone Germany, *Germany*

Aleksander Lazarević,
Team Leader Broadband Policy, European Commission

Hartwig Tauber,
Director General, FTTH Council Europe

Tore Røraas,
Director Business Development, IN|FIBER, *Norway*

Robin Mersh,
CEO, The Broadband Forum, *USA*

Eduardo Puigaznar,
Director of Corportate Regulatory Strategy, Telefonica, *Spain*

Steen Krogh Nielsen,
Chief Architect, TDC, *Denmark*

David Lewis,
Managing Director, Rutland Telecom, *UK*

Max Gasparroni,
Head of Fixed Access & Backhaul Team, Vodafone Group Services, *UK*

Focusing on the Latest Industry Issues:

- Delivering the world's first **FTTH network**

- Ensuring **Return on Investment** (ROI): Understanding what services are going to drive the market over the next five years

- Analysing the impact of **OTT video services** for broadband and IPTV operators

- Reducing the cost of fibre deployments through **extended cooperation**

- Under capacity or over capacity: The role of **dark fibre** in an operator's network

- Driving Innovation and Going Against the Trend. Deploying High-Speed Broadband Access in **Rural Areas**

- **XGPON**: The GPON technology of the future?

- Widening the Telecoms **Fibre Ecosystem**: How can Telcos form partnerships with Utilities?

PRE-CONFERENCE WORKSHOP — Morning Session
Monday 6th June 2011
Understanding the Business drivers for successfully implementing FTTx

PRE-CONFERENCE WORKSHOP — Afternoon Session
Monday 6th June 2011
Financing an FTTH project

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Welcome | FTTH for a Bright Future

The Digital Agenda of the European Commission has set clear targets: 100 Mbit are not just a "nice to have" but an urgent need for the European households to ensure competitiveness, quality of life and sustainable development in Europe.

Real broadband with FTTH provides the bandwidth that allows Europe to meet these targets. But it is important to make the necessary decisions today to ensure that the deployment of fibre based networks is finalised in time. Therefore we need to convince the involved stakeholder to make up their mind for the future of telecommunication in Europe.

The main questions of today are no longer IF we need fibre but HOW we can ensure an efficient and fast implementation. Topics like regulation, the financing of networks and the existing and future broadband services need to be addressed.

The good news is that it is no longer necessary to start from scratch when planning or implementing fibre networks. More than 250 projects in Europe have proven that FTTH and FTTB is a future proof technology which is ready for mass roll outs. New projects can benefit from their experience and success by learning from those case studies.

Conferences like the FTTx Summit in Berlin, organised by IIR provide information about the relevant questions of FTTH deployments to the involved stakeholders. The FTTH-Council Europe is happy to endorse those efforts and will deliver its messages through a special workshop on financing and a keynote in the main programme.

Hartwig Tauber, Director General,
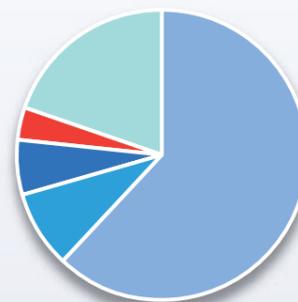bolt FTTh Council Europe

FTTx & NEXT GENERATION ACCESS

6th - 8th June 2011

Mövenpick Hotel Berlin, Germany

WHO YOU WILL MEET

BREAKDOWN BY INDUSTRY

51%	Operators
7%	Alt Providers
5%	Regulators
3%	Anaysts
16%	Equipment Vendors

BREAKDOWN BY REGION
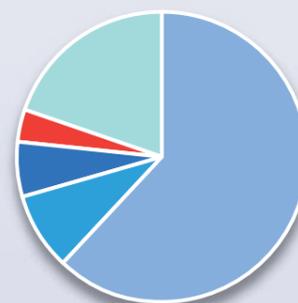
44%	Western Europe
29%	Eastern Europe
6%	Scandanavia
4%	North America
3%	LATAM

Source: FTTx 2010

Programme at a Glance

Monday 6th June 2011	Tuesday 7th June 2011		Wednesday 8th June 2011	
Pre-Conference Workshop Led by: FTTH Council	Opening Keynote Plenary Creating Profitable Fibre Networks		Opening Keynote Plenary Regulation, Investment and Rural Roll-out	
	Stream A	**Stream B**	**Stream A**	**Stream B**
	Realising the Business Case for FTTx & Creating Profitable Services	GPON & PON Evolution	The Road to Next Generation Fibre FTTx and NGN Best Approaches to Migration	DSL & Legacy Network Acceleration VDSL Bonding & Vectoring

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PRE-CONFERENCE WORKSHOP – Morning Session
Monday 6th June 2011

Understanding the Business drivers for successfully implementing FTTx

09:00 – 09:30	**Registration**
09:30 -11:00	**Session 1 – The strategy of fibre**

• Why is fibre important in the future
• Is there an opportunity?
• Understanding the opportunity?
• Why you can't deploy everywhere
  o Strategic and capex trade offs in deployment

11:15 - 11:45	**Morning Break**
11:45 - 13:00	**Session 2 – Making a successful business and avoiding the pitfalls**

• Pricing, services and marketing
• Why fibre businesses are under-performing (and some ways to fix them)
  o An overview of some of the biggest issues with fibre operations

About Ventura Team LLP
Ventura Team LLP is an investor in a number of telco startups including building our own operator in the ultra-competitive Swedish market (with 120,000 subscribers FTTH/X/xDSL and 870,000 homes passed). This operator has been ranked in the top 5 in the world by Point Topic for broadband value.

13:00-14:00	**Lunch**

PRE-CONFERENCE WORKSHOP – Afternoon Session
Monday 6th June 2011

Financing an FTTH project

Led by
Fibre to the Home Council Europe
ENDORSED BY

Led by: Hartwig Tauber
The workshop will start after lunch at 2pm and will run until 5.30pm with appropriate breaks for refreshments

Workshop Objectives
How to finance the FTTH project is one of the key questions for most stakeholders planning to build a fibre network.

This workshop zooms in on the different possibilities to finance a FTTH network with a special focus on the practical implementation and the often forgotten impact of the regulatory framework. Operators and network owners, who already benefited from external financing, will share their knowledge with the workshop participants.

The workshop will cover big FTTH deployments as well as local initiatives stimulated by the bottom-up approach.

About your workshop host:
Hartwig Tauber is the Director General of the FTTH Council Europe. He has more than ten years of experience in the broadband and ICT fields. Hartwig worked as a consultant and managed several national and international broadband projects in Austria, and he is a member of the ICT Taskforce of the Austrian government. In 2003 he became professor for e-business management at the IMC University of Applied Sciences in Krems. Hartwig Tauber holds a masters degree in economics and informatics from the University of Vienna and a postgraduate masters degree in telematics management from the Danube University Krems.

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Conference Day One - Tuesday 7th June 2011

08.15 Registration & Coffee

08:50 **Conference Welcome & Speed Networking**
Aaron R.E. Boasman, *Portfolio Director, IIR Telecoms & Technology*

09:00 **Chairman's Opening Remarks**
Hartwig Tauber, *Director General, FTTH Council Europe, Belgium*

CREATING PROFITABLE FIBRE NETWORKS

09:10 **FTTH – Creating a Brighter Future**
Latest market update and financing of FTTH networks
• FTTH market in Europe: status and analysis
• FTTH market forecast: Europe on the way towards the Digital Agenda
• Financing: how to finance a FTTH network
• Financing: success factors and best practice
Hartwig Tauber, *Director General, FTTH Council Europe, Belgium*

09:40 **Andorra Telecom, A World's First: Delivering Universal FTTH in Andorra**
OPERATOR
• The business case behind FTTH in Andorra. What commercial model was followed?
• Deployment and technical challenges of lying fibre in Andorra; challenges of climate and terrain
• How successful has the deployment been?
• Lessons learnt
Jaume Salvat, *CEO, Andorra Telecom, Andorra*

10:10 **The FTTH business case: The Optimal Design for Fibre Networks**
OPERATOR
• The impact of geographical parameters (home density, MDU sizes and presence, …), technological parameters and market behavior on your business case.
• A practical and efficient solution to eliminate the most important uncertainties from your business case.
• The business case for a real-life FTTH network
  o Understanding how cost per home passed and cost per home connected is influenced by geography and technological choices
  o Maximising return on investment by selecting the right technologies and the right areas to deploy FTTH (using Geomarketing data)
Raf Meersman, *CTO, Comsof, Belgium*

Stream A - Realising the Business Case for FTTx & Creating Profitable Services

Chairman: Hartwig Tauber, *Director General, FTTH Council Europe, Belgium*

14:15 **Telecom Slovenija: Understanding the main factors in driving and deploying FTTP in Slovenia**
OPERATOR
• Examining the key drivers behind deploying FTTx in Slovenia – was lack of copper infrastructure really the main driver?
• What business models were used, and have they been followed?
• Analysing the key challenges for deploying fibre in Slovenia – was it all plain sailing?
• Take up of services to date – is ROI being achieved, and what new services have been deployed?
Matjaž Pogačnik, *Director, Telekom Slovenije, Slovenia*

14:45 **Analysing the impact of OTT video services for broadband and IPTV operators**
• Analysing the growing demand of high-quality Internet TV services and their effect upon next generation broadband networks – does it make FTTH a must?
• Integrating communication and TV viewing: is social TV the next big thing and how it will affect broadband, mobile, and IPTV operators?
• Evaluating the new TV app stores and IPTV operators' role in the ecosystem
• Forecasting the impact of IPTV, VOD and catch-up TV on the multicast/unicast network capacity and QoS
• Case study: TeliaSonera's IPTV services
Jukka Helin, *CTO, Qbitech Ltd (former Director – TV, Content & Digital Home at TeliaSonera), Sweden*

15:15 **Ensuring Return on Investment (ROI): Understanding what services are going to drive the market over the next five years**
OPERATOR
• Understand what services and applications are currently driving the FTTx market
• Market and end user requirements that force broadband providers to move into new services
• Searching for the killer application. What applications will drive the market over the next five years?
• What will be the most important services for FTTx?
• Is IPTV, HDTV, video on demand (VOD) the answer?
Nikolaus Gieschen, *Senior Researcher, coordinator of NG optical Access Projects, Deutsche Telecom, Germany*

15:45 Afternoon Refreshments and Networking

16:15 **Make your Broadband go Further: Optical Fibre Innovation as an enabler for Next Generation Broadband Networks & Standards**
• Understanding developments in European FTTH standards and evaluating the implications for access network architectures.
• Exploring technology trends in next generation access networks and assessing the requirements for optical fibre innovation.
• Evaluating advanced fibre technology choices and assessing fibre influence on network OpEx, reliability, technology robustness, and enhancing the subscriber experience.
Merrion Edwards, *Director of Market Development EMEA, Corning Optical Fiber, UK*

16:45 **The missing link? Superfast broadband and the OTT content explosion**
• Global traffic hotspots: Where will Internet traffic growth be largest, and why?
• The video-ification of the Internet: How great an impact will video really have?
• The bandwidth impasse: Do superfast broadband speeds really lead to greater usage?
• Reality check on growth: What factors are really driving usage and traffic growth?
• A new digital divide? Will emerging markets "leap-frog" their developed counterparts?
Rob Gallagher, *Principal Analyst, Informa, UK*

17:15 **Widening the Telecoms Fibre Ecosystem: How can Telcos form partnerships with Utilities?**
• Driving new services and increasing ARPU through joint venture service creation. What are these services and what do they look like?
• How can operators and utilities take advantage of each other's networks
• Where do the boundaries lie in a telco-utility business
• Making the partnership/business model work
John Gaffney, *Managing Consultant, PA Consulting*

10:40 Morning Refreshments & Networking

11:25 **FttH in Croatia – preparation accomplished**
OPERATOR
• Proactive role of NRA in defining of construction standards for FttH
• Operators as investors and their interests – cable operators, incumbent, alternative operators
• Local community as a true stakeholder of the 21st century infrastructure
• Model for the sustainable growth and avoidance of digital divide
Boris Stipetić, *Network Planning & Design/Regulatory Manager, B.NET Hrvatska d.o.o., Croatia*

11:55 **Reducing the cost of fibre deployments through extended cooperation**
OPERATOR
• Always underground - What are the alternative solutions to underground fibre, is Arial fibre over power cables a viable option?
• Working with other telcos and utility companies – creating a unified strategy when digging up the roads
• Increasing cooperation and duct sharing. Will this have an impact on competition?
• Creating a framework to enable and manage duct sharing
Clelia Lorenza Ghibaudo, *Wireline Access & Infrastructure Innovation, Telecom Italia, Italy*

12:25 **Panel Discussion: Probe the Panel: Q & A Session**
Delegates will have the opportunity to ask senior executives from the carrier community about their views on FTTx and how they plan to meet the future challenges they face with FTTx deployment.
Boris Stipetić, *Network Planning & Design/Regulatory Manager, B.NET Hrvatska d.o.o., Croatia*
Raf Meersman, *CTO, Comsof, Belgium*
Jaume Salvat, *CEO, Andorra Telecom, Andorra*
Clelia Lorenza Ghibaudo, *Wireline Access & Infrastructure Innovation, Telecom Italia, Italy*

13:00 Networking Lunch

"Great to hear how different networks have been applied"
L. P., OFS, FTTx 2010

Stream B - GPON & PON Evolution

14:15 **What are the benefits of WDM PON and What Role Do they Play in NGA?**
OPERATOR
• What are the latest developments in WDM PON?
• Can WDM PON be developed as a cost effective solution for residential access markets?
• Understanding the use of WDM PON for mobile/access node backhauling
Max Gasparroni, *Head of Fixed Access & Backhaul Team, Vodafone Group Services, UK*

14:45 **Examining the best GPON solutions for optimising rollout**
OPERATOR
• Active and passive solutions for optimising GPON
• Optimising the filing-ratio of PON interfaces
• Increasing the reach between central offices and the customers
Ladislav Petko, *Network Infrastructure Consultant, Slovak Telekom*

15:15 **Need and requirements for NGOA solutions**
• Intro toNG-PON2
• Differences with NG-PON1 and expected benefits
• Alternative options/technologies considered for NG-PON2
  o Wavelength Division Multiplexed PONs (WDM-PON)
  o Dense Wavelength Division Multiplexed PONs (DWDM-PON)
  o Orthogonal Frequency Division Multiplexed PONs (OFDM-PON)
  o Other solutions (e.g. Hybrid options, ODMA-PONs, etc.)
• Techno-economic evaluation on expected Capex/Opex savings from NG-PON2
• Conclusions and future outlook
Dr. Ioannis Tomkos, *Associate Dean, Athens Information Technology*

15:45 Afternoon Refreshments & Networking

16:15 **XGPON: The GPON technology of the future?**
OPERATOR
• Evolution of networks – moving towards next generation GPON
• What is the role of XGPON and who will is serve? Business v's residential
• What are the key drivers of success based on the GPON experience?
• Can GPON and XGPON harmoniously coexist?
• Is there a bandwidth limit for GPON technologies?
Bruno Capelle, *Access Networks Division, Broadband Deployment on Wired Networks, Orange- France Telecom, France*

16:45 **GPON Network Topology in Uruguay**
OPERATOR
• Overview of URUGUAY, ANTEL services per capita in state competition and cellular data
• Understanding the motivation behind the installation of FTTH in Uruguay
• GPON network topology to be installed
• Scope of project
Alejandro Jorcin Raymondo, *Manager, Fibre Optics, Antel, Uruguay*

17:15 **Panel: Evaluating different strategies for GPON deployments**
• Assessing the different opportunities for WDM PON in access networks
• Evaluating the advantages Of WDM PON over GPON/10GPON
• What does a GPON network look like from a customer side?
Bruno Capelle, *Access Networks Division, Broadband Deployment on Wired Networks, Orange- France Telecom, France*
Dr. Ioannis Tomkos, *Associate Dean, Athens Information Technology*
Max Gasparroni, *Head of Fixed Access & Backhaul Team, Vodafone Group Services, UK*

17:45 **End of Conference Day One & Networking Drinks Reception**

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Conference Day Two - Wednesday 8th June 2011

08:30 Registration & Coffee

09:00 ## Chairman's Opening Remarks
Robin Mersh, *CEO,* The Broadband Forum, USA

09:10 ## Extending the reach of Broadband Access to Rural Communities: Evolving Next Generation Access
• What is the status of high speed broadband in rural areas – have there been any developments?
• What is the best approach for incorporating rural areas into national NGA networks
• Comparing and contrasting the different business models and investment strategies
• Addressing the management of hybrid fibre and copper networks
Aleksander Lazarevic, *Directorate responsible for Policy Coordination and Strategy,* European Commission, DG INFSO

09:40 ## Driving Innovation and Going Against the Trend. Deploying High-Speed Broadband Access in Rural Areas
OPERATOR
• Smallest County – Biggest Broadband: Rutland's own telecoms company
• Investing in rural broadband – do the figures add up?
• Choosing the right technology: ADSL2+, VDSL, SDSL, wireless and fibre-optics
• Deploying FTTC in Lyddington. How successful has this been?
• What is the future for Rutland Telecom and what technology choices do they face?
David Lewis, *Managing Director,* Rutland Telecom, UK

10:10 ## Next-generation fixed access in the UK: drivers for investment and the role of regulation
REGULATOR
• Introducing the UK context – current generation broadband, applications and demand for more bandwidth
• UK investment in next-generation fixed access – private and public
• A framework for promoting private investment and competition
• Perspectives and future challenges
Gideon Senensieb, *Principal, Competition Group,* OFCOM, UK

10:40 Morning Refreshments & Networking

11:25 ## Deploying Fibre in Europe
REGULATOR
• How does regulation vary between different European Countries and what impact does this have on operators operating in different countries?
• The EU Commission Recommendation on NGA: Can the proposed measures stimulate investment on high-speed broadband networks?
• Analysing the biggest challenges ahead with regulations, how can these be overcome?
• How can regulators help and encourage operators to invest in fibre?
George Georgiadis, *Head of NRA Issues,* OTE, Greece

11:55 ## Under capacity or over capacity: The role of dark fibre in an operator's network
OPERATOR
• Reducing the costs and disruption of fibre installation – is over capacity better than under capacity?
• Understanding the benefits of dark fibre – Moore's law holding true
• How much dark fibre should an operator lay?
• Leasing out capacity and network sharing – a better business case?
Tore Roraas, *Director Business Development,* Hafslund Fibernett, Norway

12:25 ## Panel Discussion: Making Fibre Pay: Understanding the Different Commercial Models for Fibre
• The true costs of deploying fibre. Will the demand for services really see operators achieving ROI?
• Who is really driving the investment of fibre? Should it only be lead by the incumbent?
• What role does the government have to play in fibre roll-out? Is joint ventures a possibility and what affect will this have on competition and regulation?
David Lewis, *Managing Director,* Rutland Telecom, UK
Gideon Senensieb, *Principal, Competition Group,* OFCOM, UK
George Georgiadis, *Head of NRA Issues,* OTE, Greece

13:00 Networking Lunch

Track A The Road to Next Generation Fibre, FTTH & Services

Chairman: Richard Jones, *Co-Founder,* Ventura Team, UK

14:15 ## FTTx Global Panorama at the End of 2010 - FTTH/B vs FTTC vs FTTLA: What are the key considerations to choose?
• Key figures on FTTx Worldwide at end 2010: Europe vs US vs Asia Pacific
• Technical and demographic parameters when selecting FTTx technology
• Advantages of Cablecos deploying FTTLA or FTTB
• Ecosystem challenges for FTTH
Roland Montagne, *Director Telecoms Business Unit,* IDATE, France

14:45 ## FTTx Deployment: Using Spatial Data to enhance your ROI.
• Benefits of geospatial based demographic and customer trend data as part of the strategic plan
• Using GIS to visualise and streamline your fibre deployment
• Recent project observations and takeaways
John Renard, *Global President N&CE,* Infotech Enterprises

15:15 ## Making the right investment choices for next generation access networks
OPERATOR
• Comparing different investment strategies for NGAN
• Considerations for financing NGAN's in uneconomical areas
• Long term v's short term: what is the impact of different strategies?
• Maximising the ROI on your NGA investment
• Driving subscriptions and quick to market strategies. How does this affect the business opportunities?
Eduardo Puigaznar, *Director of Corportate Regulatory Strategy,* Telefonica, Spain

15:45 Afternoon Refreshments & Networking

16:15 ## What does a Next Generation fibre network look like, and which technology should de deployed?
OPERATOR
• Evaluating the FTTx landscape in Turkey
• What type of fibre technology is being deployed; FTTB, FTTH, FTTC, FTTN?
• Where are the biggest growth markets?
• What has been the uptake of services to date?
Deniz Özdel, *Network – FTTx,* Superonline, Turkey

16:45 ## Creating realistic business cases for Next Generation FTTx
• Creating a start up operator (profitable with 120,000 subscribers and recently ranked number 4 in the world for broadband service value by Point Topic)
• planning or implementing millions of homes passed
• planning FTTX deployments of up to $3 billion investment
• Identifying some of the key drivers for successful rollouts
• Explaining why some FTTH operators are doing so badly and how to fix them
Richard Jones, *Co-Founder,* Ventura Team, UK

17:15 ## Delivering competitive services to support the development of FTTx
OPERATOR
• Removing the veil: What is the real customer demand for high-speed internet and triple play services?
• Managing QoS: How do you ensure you deliver a high quality of service? Is traffic management key?
• Will higher bandwidths really see higher ARPU?
• Keeping ahead of the competition: can fibre give you the upper hand?
Filipa Henriques, *FTTH Programme Manager,* Optimus, Portugal

17:45 Conference Close

Track B - DSL & Legacy Network Acceleration, VDSL, Bonding & Vectoring

14:15 ## Short-term vs Long Term Investment: Making the most out of existing legacy networks or investing in fibre
OPERATOR
• What can be achieved with current legacy networks?
• Leveraging old copper networks to increase network speed and capacity – is this a sensible short term solution or is it just putting off the inevitable capacity crunch?
• What role will the copper network play in the future? Copper + fibre?
Steen Krogh Nielsen, *Chief Architect,* TDC, Denmark

14:45 ## Improving Performance: VDSL2 + FTTC, FTTH+GPON
OPERATOR
• Brownfield versus Greenfield solutions in Latin America
• Rolling out fibre networks without government help
• Deploying FTTH + GPON in Greenfield and FTTC + VDSL2 in Brownfield areas
• Understanding how VDSL2 will enable operators to compete with cable operator service offerings
Celilla Luduena, *Technology Director,* Telecom Argentina, Argentina

15:15 ## Improving DSL Performance: Latest Developments in VDSL2
OPERATOR
• Latest VDSL developments
• How is VDSL2 being used to facilitate the rapid deployment of high-speed broadband services?
• Performance rates and reach of services over VDSL2
• Understanding how VDSL2 will enable operators to compete with cable operator service offerings
Álvaro Oliveira, *Fixed Access Network Manager,* Vodafone, Portugal (tbc)

15:45 Afternoon Refreshments & Networking

16:15 ## Advancing your network: Fulfilling the need for speed through bonding and vectoring
• What is vectoring and what impact will it have on your network?
• Performance gains from vectoring
• VDSL bonding – enabling competitive performance with cable or fibre
Please visit www.iir-telecoms.com/fttx for updates

16:45 ## Understanding the technological benefits of vectoring
• Reducing power, ensuring network robustness and reliability
• Features of a vectored solution – vectored VDSL
• Examining the technical challenges – what are they, and how can they be overcome?
• Conclusion and validations
Please visit www.iir-telecoms.com/fttx for updates

17:15 Conference Close

"Great for sharing ideas and experiences"
B.Z, Omantel, FTTx 2010

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"Learned a lot about who the players are and what the issues are"

Delegate Networking Zone

All refreshment and lunch breaks will be held within the exhibition area to maximise your exposure to the high level audience of FTTx operators in attendance

To sponsor the networking drinks please contact
Dominic Halpin,
Business Development Manager
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complete FTTX network design, duct plan, RoW details, cable plan, splice plan, and BOM\BOQ. Our domain experts play a vital role throughout the process, beginning with information collection, through to achieving the project objective. Infotech's domain experts come from diverse fields in telecommunications and have gained rich experience by working with major Telecoms service providers in executing FTTX projects. To further demonstrate this, Infotech has developed a 7 step methodology for FTTX planning and design. Contact us at www.infotech-enterprises.com

KF KeyFibre

KeyFibre is a Telecom Strategic Vendor of high-quality passive and active telecommunications infrastructure solutions, offering a wide and innovative range of FTTH products including Light Distribution, Fibre Management, Cabling Systems, and Connectivity Solutions. Scheduled demonstrations of our Key-Quick® Assembly Connector range and Mechanical Splice, will take place during the Conference. The faster, better performance and nicer design in the Industry today. No tools or jig is required and it is UNIVERSAL for 250um 900um / 2.0mm / 3.0mm / Flat Cable. It is designed for fast termination with pre-polished connector using V groove technolog, it requires no epoxy. It is highlighted their transparent body for immediate connecting confirmation. Connected in 30 seconds and relesable after connecting.
For more information, please contact us at FTTx-NGA2011@keyfibre.com

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5th Annual

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Ensuring the future of fast, reliable and profitable broadband through deploying fibre networks

Focusing on the Latest Industry Issues:

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- Analysing the impact of **OTT video services** for broadband and IPTV operators
- Reducing the cost of fibre deployments through **extended cooperation**
- Under capacity or over capacity: The role of **dark fibre** in an operator's network
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- **XGPON**: The GPON technology of the future?
- Widening the Telecoms **Fibre Ecosystem**: How can Telcos form partnerships with Utilities?
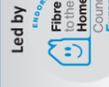
PRE-CONFERENCE WORKSHOP – Morning Session
Monday 6th June 2011
Understanding the Business drivers for successfully implementing FTTx

PRE-CONFERENCE WORKSHOP – Afternoon Session
Monday 6th June 2011
Financing an FTTH project

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Boris Stipetic,
Network Planning and Design / Regulatory Manager,
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Matjaž Pogačnik,
Director, **Telekom Slovenije**, Slovenia

Uwe Beyer,
Head of Regulatory Fixed Business Access,
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Aleksander Lazarević,
Team Leader Broadband Policy,
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Hartwig Tauber,
Director General,
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Tore Røraas,
Director Business Development,
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Robin Mersh,
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Director of Corportate Regulatory Strategy,
Telefonica, Spain

Steen Krogh Nielsen,
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I2YJH C/W

Venue & Accommodation Details
Mövenpick Hotel Berlin
Schöneberger Strasse 3, D-10963 Berlin
Tel : +49 30 23 00 6295 Fax: +49 30 23 00 6299
www.iir-telecoms.com/fttx

Delegates are responsible for the arrangement and payment of their own accommodation and travel. You can, however, take advantage of the IIR discount at the hotel. Please use the booking link that will be sent to you along with the confirmation of your conference booking. Alternatively you can access the booking page from the website at www.iir-telecoms.com/fttx

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Step 1 Decide what you want to attend *For more than one delegate please photocopy this form.*

Title	Date	Code
☐ Complete Event	Monday 6th - Wednesday 8th June 2011	I2YJH C/W
☐ Two Day Summit	Tuesday 7th – Wednesday 8th June 2011	I2YJH C

Step 2 Work out the package

Visas: If you need a visa to attend, please book early.

(Tick box)	PRICE AVAILABLE FOR REGISTRATIONS BEFORE 18/03/11	PRICE AVAILABLE FOR REGISTRATIONS BETWEEN 18/03/11 & 06/05/2011	PRICE AVAILABLE FOR REGISTRATIONS AFTER 06/05/2011
COMPLETE EVENT	☐ €1995 + Mwst@ 19% = €2,374.05	☐ €2195 + Mwst@ 19% = €2,612.05	☐ €2495 + Mwst@ 19% = €2,969.05
TWO DAY SUMMIT	☐ €1395 + Mwst@ 19% = €1660.05	☐ €1495 + Mwst@ 19% = €1,777.05	☐ €1795 + Mwst@ 19% = €2,136.05
OPERATOR PRICE	☐ €995 + Mwst@ 19% = €1,184.05	☐ €1095 + Mwst@ 19% = €1,303.05	☐ €1195 + Mwst@ 19% = €1,422.05

The conference fee includes 3 course lunch, refreshments and full course documentation. It does not include travel or hotel accommodation. Please photocopy this form for multiple bookings.

Personal details

	Mr/Mrs/Ms	First Name	Last Name	Job Title	Department
1st delegate					
2nd delegate					

To assist us with future correspondence, please supply the following details:

	Mr/Mrs/Ms	First Name	Last Name	Job Title	Department
Head of Department:					
Booking Contact:					

Company: .... Address (if different from label above) .... Postcode: ....

Tel: .... Fax: .... Email: ....

No. of employees on your site: 1) ☐ 0-49 2) ☐ 50-249 3) ☐ 250-499 4) ☐ 500-999 5) ☐ 1000+ Nature of your company's business: ....

☐ YES! I would like to receive information about our future events and services via email.
Our statement of integrity can be found on our website at www.iir-telecoms.com/feedback.

Signature ....

Step 3 Easy ways to pay All registrations must be paid in advance of the event.

Billing address if different from above: ....

☐ **Cheque.** € .... Enclosed is our cheque in favour of IIR Ltd. Please ensure that the Conference Code I2YJH W/C is written on the back of the cheque.

☐ **Credit Card.** Please debit my: ☐ Visa ☐ Amex ☐ Eurocard ☐ Mastercard Card No: ....
CCV Number: ....(three digit number on the back of most credit cards/front of American Express)
Expiry Date: .... Signature: .... Please note that cards will be debited within 7 days of your registration on to the conference

☐ **Bank Transfer.** Full bank transfer details will be sent with the invoice
Delegates are kindly requested to bring confirmation of payment with them to the event. Staff at the registration desk will request a credit card payment from delegates when payment has not yet been received.

Step 4 Five easy ways to register

Telephone: – +44 (0)20 7017 7483 Please remember to quote I2YJH W/C
E-Mail – registrations@iir-telecoms.com
Web – www.iir-telecoms.com/cloudservices
By Fax – Complete and send this registration form to: +44 (0)20 7017 7825
Post – Complete and return this registration form together with payment to: Customer Service Manager, IIR Ltd, Oyan House, 1 Canada Road, Byfleet, Surrey, KT14 7BF

Confirmation of your booking will only be sent when FULL PAYMENT is received. All posted registrations must be accompanied by a cheque or credit card details. **Please treat this form as our request for payment.**

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What Happens If I Have to Cancel? – Confirm your CANCELLATION in writing (letter or fax) before 20/05/2011 and receive a refund less a 10% + VAT service charge. Should you cancel between this date and 27/05/2011 then you will receive a refund less a 50% + VAT service charge. Regrettably, no refunds can be made for cancellations received less than one week prior to the conference. A substitute delegate is welcome at no extra charge.

Incorrect Mailing - If you are receiving multiple mailings or you would like us to change any details or remove your name from our database, please contact the Database Manager at the above address. Tel +44 (0)20 7017 7077, Fax +44 (0)20 7017 7825 or email integrity@iinltd.co.uk - quoting the reference number printed on the mailing label.
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