

FTTH CONFERENCE 2012 PROGRAMME

15 February 2012

08:15	Registration & Welcome Coffee in the Exhibition Hall
09:15-09:30	Welcome
09:30-10:10	<p>Official Opening The 9th edition of the FTTH Conference will be opened by high-level officials from Germany and the FTTH Council Europe.</p> <p><u>Moderators:</u> Hartwig Tauber, Director General, FTTH Council Europe Nadia Babaali, Communications Director, FTTH Council Europe</p> <p><u>Speakers:</u></p> <p>Christian Ude, Lord Mayor of the city of Munich</p> <p>Stefan Kapferer, State Secretary at the Federal Ministry of Economics and Technology of Germany</p> <p>Chris Holden, President of the FTTH Council Europe</p>
10:10-11:00	<p>Keynote Speech by Dr. Peter Cochrane, futurist, entrepreneur, business and engineering advisor to international industries and governments <i>"FTTH at Long Last"</i></p>
11:00-11:45	Coffee Break in the Exhibition Hall
11:45-13:00	<p>Opening Plenary Session: Entertainment Industry in the FTTH Era This plenary session will give an exciting insight into the new world of entertainment enabled or enhanced by FTTH networks. Top speakers from the film and entertainment industry will talk about the existing and upcoming opportunities for end users to experience a new dimension in home entertainment.</p> <p><u>Moderator:</u> Paul Schwartz, Member of the Board, FTTH Council Europe</p> <p><u>Speakers:</u> -Uwe Placzek, CEO, Acetrax <i>"FTTH and OTT – Friends or Foes?"</i> -Danny Vossen, Strategic Marketing Manager, Connected Home Division, Technicolor</p>
13:00-14:30	Lunch in the Exhibition Hall
14:30-15:45	<p>Sessions</p> <p>Session 1: Socio-Economic Benefits of FTTH Networks Room 14 FTTH networks will enhance the quality of life, boost economic growth and bring public services to a new level. The presentations in this session will prove that this statement is not just a headline but facts and models clearly show that FTTH has a huge impact on the further development of Europe.</p> <p><u>Moderator:</u> Karin Ahl, Treasurer, FTTH Council Europe</p> <p><u>Speakers:</u> -Tom Lindström, Director Government & Industry Relations, Ericsson</p>

	<p><i>"Socio-economic Effects of Broadband Speed"</i> -Dr. Marco Forzati, Senior Scientist, and Crister Mattsson, Senior Advisor, ACREO <i>"The Uncaptured Values of FTTH"</i> -Michael Curri, Founder and CEO, Strategic Networks Group <i>"Beyond Step One... Driving Economic Development through Meaningful Use of Broadband"</i></p> <p>Session 2: FTTH Networks – Lessons Learned and Outlook Room 01 Deploying a FTTH network does not only mean providing fast internet. It is a strategic decision that paves the way for a sustainable development of the city or region where FTTH is available. This session will present case studies and scenarios that show the practical impact of FTTH networks.</p> <p><u>Moderator:</u> Edgar Aker, Member of the Board, FTTH Council Europe</p> <p><u>Speakers:</u> -Astrid Wisse, Director, Ernst & Young Advisory <i>"Future Scenarios for the Telecommunications Industry 2020"</i> -Takashi Uematsu, Senior Manager, Next Generation Network Office, Technology Planning Department, NTT <i>"NTT's Initiatives for FTTH and Next-Generation Services"</i> -Dave Carter, Head of Manchester Digital Development Agency (MDDA) <i>"The Digital Strategy of Manchester"</i></p> <p>Session 3: Voice of the Industry Room 13 Leading vendors will present their point of view on the need for FTTH, the fibre enabled services and the business case and financing of fibre networks.</p> <p><u>Moderator:</u> Roland Montagne, Director Telecoms Business Unit, IDATE</p> <p><u>Speakers:</u> -Ulf Avrin, VP Broadband Management Solutions, PacketFront <i>"How to Attract End-Users in FTTH Networks in a Competitive Environment"</i> -Tomo Bogataj, Iskratel <i>"Managing Subscriber Services in FTTH Networks"</i> -Robert Whitman, Vice President, Global Carrier Systems, Corning <i>"Marketing of Fibre-to-the-Home Networks"</i> -Olaf Storaasli, Global Marketing Manager for Fiber Optic Materials, DSM <i>"Fiber – Enabling our Broadband Based Social Life and High Speed Application Needs"</i></p>
15:45-16:30	Coffee Break in the Exhibition Hall
16:30-18:00	<p>Sessions</p> <p>Session 4: The End User Revolution Room 14 What does it mean for an end user to have a FTTH connection? This question will be answered by this session. Several end users will share their experience with FTTH and how this changed their life. After this, analysts will give a broader view on how customers use FTTH connections already today.</p> <p><u>Moderator:</u> Wolfgang Fischer, Chair Content & Applications Committee, FTTH Council Europe</p> <p><u>Speakers:</u> -Benoît Felten, CEO, Diffraction Analysis <i>"Service Strategies in Fibre to the Home"</i> -Joe Savage, Managing Director, Telecom Think-Tank Co.</p>

	<p><i>"The Gigabit Experience – An End-User Experience"</i> -Nadia Babaali, Communications Director, FTTH Council Europe <i>"Presentation of End User Video Clips"</i></p> <p>Session 5: FTTH – The Analyst View Room 01 In this session well-known analysts will share their view on FTTH. How does the FTTH market look like in Europe and Middle East today? How will it develop in the next years? What are the trends and topics in FTTH deployments in the near future?</p> <p><u>Moderator:</u> Jan Schindler, Chair Market Intelligence Committee, FTTH Council Europe</p> <p><u>Speakers:</u></p> <p>-Roland Montagne, Director Telecoms Business Unit, IDATE <i>"FTTH in Europe – Market Update and Analysis 12/2011"</i> -Kerem Arsal, Senior Analyst, AME, Pyramid Research <i>"FTTH in MENA Region – Market Update and Analysis 12/2011"</i> -Frans Van Camp, Director/Owner, XS Insight <i>"Fibre Moves the Market"</i></p> <p>Session 6: Voice of the Industry Room 13 Leading vendors will present their point of view on the need for FTTH, the fibre enabled services and the business case and financing of fibre networks.</p> <p><u>Moderator:</u> Paolo Sebben, Chair Business Committee, FTTH Council Europe</p> <p><u>Speakers:</u></p> <p>-Martin Kellenberger, Head of Consulting Public Networks, Reichle & De Massari <i>"FTTH Complexity as a Challenge"</i> -Phil Edward, Executive Vice-President Telecom, Prysmian Group <i>"Linking the Future with FTTH"</i> -Dr. Wolfgang Spahn, CTO, KEYMILE <i>"Hybrid VDSL-FTTH Access Solutions"</i> -Luc Herminjard, Product Unit Manager Fiber - Fiber Management Systems and Closures, HUBER+SUHNER <i>"FITH - Fibre in the Home"</i> -John George, Director, Systems and Applications Engineering, OFS <i>"Global Service Provider Perspectives on Evolving Fibre in the MDU Installation Technologies and Practices"</i></p>
18:00-19:00	Welcome Cocktail in the Exhibition Hall

16 February 2012

08:30	Registration & Welcome Coffee in the Exhibition Hall
09:15-10:30	<p>Sessions</p> <p>Session 7: Panel Debate: Europe's Policy for FTTH Room 14 This session will be a panel debate discussion on the key relevant issues around policy of FTTH deployments. This will include copper pricing, net neutrality, increasing take rates and consumer demand, state aid issues and the role of the digital agenda.</p> <p><u>Moderator:</u> Pastora Valero, Member of the Board, FTTH Council Europe</p> <p><u>Panellists:</u> -Roland Doll, Vice President International Governmental Affairs, Deutsche Telekom -Gabrielle Gauthey, Executive Vice President Global Government and Public Affairs, Alcatel-Lucent -Reinald Krüger, Head of Unit, Information Society and Media Directorate-General, Procedures related to National Regulatory Measures (INFSO.B.5), European Commission -Cara Schwarz-Schilling, BNetzA -Matthew Braovac, Head of Public Policy, Fixed Services, Vodafone</p> <p>Session 8: Financing FTTH Networks (I): Models & Players Room 01 Financing FTTH deployments is a hot topic in Europe. Private operators as well as municipalities, utility companies and PPP projects need proper financing to implement their fibre plans. This session will discuss possible solutions for the financing issue.</p> <p><u>Moderator:</u> Jouni Heinonen, Member of the Board, FTTH Council Europe</p> <p><u>Speakers:</u> -Dr. Raul Katz, President, Telecom Advisory Services & Roland Montagne, Director Telecoms Business Unit, IDATE <i>"Financing FTTH Networks"</i> -Stefan Stanislawski, Partner, Ventura Team LLP and Jacek Krauze, Partner, Portland Advisors <i>"Impact of and Scenarios of Fibre Stimulus Packages and Financing Tools"</i> -Anna Krzyzanowska, Head of Evaluation and Monitoring Unit, Directorate C - Policy Coordination and Strategy, DG Information Society & Media, European Commission <i>"Funds for Broadband Networks in the EU Budget 2014-2020 - Status and Opportunities"</i></p> <p>Session 9: Voice of the Industry Room 13 Leading vendors will present their point of view on the need for FTTH, the fibre enabled services and the business case and financing of fibre networks.</p> <p><u>Moderator:</u> Sophie Pautonnier, Member of the Board, FTTH Council Europe</p> <p><u>Speakers:</u> -Jay Borer, Global Business Manager, 3M <i>"Evolutions in Network Components Impacting FTTH Deployment in Brownfield MDUs"</i> -Thierry Valette, Access CTO, HUAWEI <i>"Solutions to Accelerate the Fibre Development"</i> -Ronny Priemer, Product Management, Elcon Systemtechnik <i>"The Demand for Bandwidth Increases - Prospects for the FTTH Rollout"</i> -Dr. Ir. Michael Peeters, CTO Wireline Division, Alcatel-Lucent <i>"Efficient Fibre Networks"</i></p>

10:30-11:15	Coffee Break in the Exhibition Hall
11:15-12:45	<p>Sessions</p> <p>Session 10: FTTH in Germany Room 14 Germany is the host country of this edition of the FTTH Conference. This session will take a close look at the German fibre market, including a historical overview and the plans for further FTTH deployments. The discussions will also cover the policy makers' point of view.</p> <p><u>Moderator:</u> Eric Festraets, Member of the Board, FTTH Council Europe</p> <p><u>Speakers:</u></p> <ul style="list-style-type: none"> -Johannes Pruchnow, Vice President, BREKO Verband <i>"FTTH in Germany – The BREKO Point of View"</i> -Wolfgang Heer, CEO, BUGLAS <i>"FTTH in Germany – The BUGLAS Point of View"</i> -Jens Prautzsch, CEO, M-net Telekommunikations <i>"M-net Case Study"</i> -Dr. Andreas Lischka, Head of Program Management Broadband Connection FTTH, Deutsche Telekom <i>"FTTH – Together towards Profitable Coverage!"</i> <p>Session 11: Financing FTTH Networks (II): Calculation Models & Practical Examples Room 01 This session will present practical examples on how FTTH projects were financed in Europe. It will also present a new approach in calculating the costs of fibre deployments to fiberise most of Europe with FTTH.</p> <p><u>Moderator:</u> Martin Hatas, Member of the Board, FTTH Council Europe</p> <p><u>Speakers:</u></p> <ul style="list-style-type: none"> - Albert Grooten, Owner, Grooten FTTH Consultancy and Tony Shortall, Director, Telage <i>"Fiberising Europe – The FTTH Council Europe Cost Model Approach"</i> -Stefan Glusa, Executive Director, Telekommunikationsgesellschaft Südwestfalen <i>"Building a Regional Broadband Network in Public-Private-Partnership"</i> -Olaf Tölke, Head of Public Sector and Infrastructure Financing, Investitionsbank Schleswig-Holstein <i>"Success through Cooperation: How Several Small Fibre Projects Can Be Financed through EIB in Schleswig-Holstein"</i> <p>Session 12: Voice of the Industry Room 13 Leading vendors will present their point of view on the need for FTTH, the fibre enabled services and the business case and financing of fibre networks.</p> <p><u>Moderator:</u> Benoît Felten, CEO, Diffraction Analysis</p> <p><u>Speakers:</u></p> <ul style="list-style-type: none"> -Dr. Robert Pepper, VP Government Affairs, Cisco Systems <i>"Consumer Demand Driving Demand for Fibre"</i> -Werner De Wolf, Vice President EMEIA, Network Solutions, TE Connectivity <i>"Can We Achieve EU's Goal to Increase Bandwidth?"</i> -Christophe de Saint-Martin, Director of Marketing for Europe for Fixed Network Products, ZTE <i>"Benefits & Challenges of Next Generation FTTx Networks"</i>

	<p>-Eng. Christian Kimell, Head of Marketing & Sales, Ericsson Cables & Interconnect, ERICSSON <i>"All Roads Need to Lead to FTTH"</i></p> <p>-M. Sebastian Schick, Sales Manager Market Line Utilities & Operators, Nexans <i>"Potentials and Synergies for DSOs in Energy and Telecommunication Network Enlargement Activities"</i></p>
12:45-14:15	Lunch in the Exhibition Hall
14:15-16:00	<p>Closing Plenary Session</p> <p><u>Moderator</u>: Nadia Babaali, Communications Director, FTTH Council Europe</p> <p>European industry associations present their point of view on FTTH</p> <p><u>Speakers</u>::</p> <ul style="list-style-type: none"> -Dr. Leonidas Kanellos, Incoming Chair 2013, BEREC -Ilsa Godlovitch, Director of the Brussels Office, ECTA -Luigi Gambardella, Executive Board Chairman, ETNO -Robin Mersh, Chief Executive Officer for the Broadband Forum -Chris Holden, President of the FTTH Council Europe <p>Announcement Winners FTTH Council Europe Awards The FTTH Council Europe will award an individual and a FTTH/B network operator with the FTTH Council Europe Award.</p> <p>Presentation Global Ranking Update The global FTTH market update will be presented in this short session. Speakers from all 5 global FTTH Council organisations will be on stage to give a quick overview on the progress of FTTH around the world.</p> <p><u>Speakers</u>:</p> <ul style="list-style-type: none"> -Chris Holden, President of the FTTH Council Europe -Heather B. Gold, President of the FTTH Council North America -Frank Jaffer, President of the FTTH Council Asia Pacific -Faris Awartani, President of the FTTH Council Middle East & North Africa -Juanita Clark, Managing Director of the FTTH Council Africa <p>The FTTH Market in Europe in 2016 The presentation of the market forecast 2012-2016 will give an outlook how Europe will progress on FTTH deployments in the next 5 years. by Graham Finnie, Chief Analyst, Heavy Reading</p>
16:00-17:00	Closing Cocktail in the Exhibition Hall