



# FT World Telecoms CONFERENCE

*Smart Moves for Changing Times*

16 & 17 November 2010 | Marriott Grosvenor Square, London

[www.ftconferences.com/telecoms](http://www.ftconferences.com/telecoms)

**Chairs:**

**Andrew Parker**, Telecoms Editor, *Financial Times*

**Richard Waters**, West Coast Managing Editor, *Financial Times*



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# Agenda

## DAY 1: TUESDAY 16 NOVEMBER

08.00 Registration and networking breakfast

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08.50 **Chairs' welcome and introduction**

**Andrew Parker**, Telecoms Editor, *Financial Times*

**Richard Waters**, West Coast Managing Editor, *Financial Times*

### REGULATORY OUTLOOK AND IMPACT ON COMMERCIAL STRATEGIES

08.55 **Regulatory outlook: Global opportunities and challenges for ICT**

**Ed Richards**, CEO, *Ofcom*

**Leong Keng Thai**, Deputy Chief Executive and Director-General (Telecoms & Post), *Infocomm Development Authority of Singapore*

09.55 **Reflections on the role of regulation for a global communications business**

**Matthew Key**, Chairman and CEO, *Telefónica Europe*

**David McCourt**, CEO, *Skyware Global*

10.35 Refreshments and networking

### REINVENTING BUSINESS MODELS TO ACHIEVE REAL ROI

11.00 **Operating in high speed**

**Ian Livingston**, CEO, *BT Group*

11.30 **The industry's role in shaping a greener, more sustainable future**

**Gabriele Galateri di Genola**, Chairman, *Telecom Italia*

11.50 **Creating the conditions for win-win business models**

**Adolfo Hernandez**, EVP and President EMEA, *Alcatel-Lucent*

12.05 **Changing the DNA of rural telecom**

**Rajiv Mehrotra**, Founder, CEO and Chairman, *VNL*

12.25 **Q&A SESSION**

12.30 Networking lunch

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14.00 **Capitalising on the growth story in emerging markets**

**Nick Read**, CEO, Africa, Middle East and Asia Pacific Region, *Vodafone*

14.25 **Monetising the cloud: Gold rush or gold mine?**

**Bhaskar Gorti**, SVP and General Manager, Communications Global Business Unit, *Oracle*

14.50 **Q&A SESSION**

15.00 Refreshments and networking

### NEXT GENERATION CONNECTIVITY

15.20 **Spotlight on Japan: Lessons from the Japanese broadband market**

**Naohide Nagatsu**, General Manager, R&D European Representative Office, R&D Planning Department, *NTT*

15.40 **Navigating the complexities of network and service delivery transformation**

**Rick Halton**, VP of Worldwide Marketing for Communications and Media Solutions, *HP*

16.00 **PANEL: Reinventing next generation networks**

**Laurie Bowen**, President – Sales and Strategy, Global Data and Mobility, *Tata Communications*

**Stephen Bates**, Managing Director, UK, *RIM*

**Malin Frenning**, Deputy Head of Business Area Broadband Services, *TeliaSonera*

**Rick Halton**, VP of Worldwide Marketing for Communications and Media Solutions, *HP*

**Stephen Howard**, Head of Global Telecoms, Media and Technology Research, *HSBC*

### KEY INSIGHTS

16.55 **PANEL: Global Leaders' "Question Time"**

**Ahmad Julfar**, Group COO, *Etisalat*

**William So**, Former President, *China Unicom (Europe)*

**Simon Weeden**, Head of European Telecoms Research, *Citigroup*

17.40 **Chair's closing comments for Day 1**

**Richard Waters**, West Coast Managing Editor, *Financial Times*

17.45 Networking drinks reception



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HP invite you for drinks and canapés at the Network Reception, from 17.45 until 19.00, in the Whitehall Suite.

YolanDa Brown – back by popular demand. After last year's success at the Network Reception, HP is delighted to welcome back Saxophonist and double *MOBO Award Winner* YolanDa Brown. YolanDa has performed in a range of platforms from the London Jazz Festival to an audience with the President of Russia and is playing at London's O2 on 19 November.

*Winners of the HP Mini Prize Draw will be announced at 18.30.*

## DAY 2: WEDNESDAY 17 NOVEMBER

08.30 Registration and networking breakfast

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08.55 **Welcome back by the Chair and introduction to Day 2**

**Richard Waters**, West Coast Managing Editor, *Financial Times*

09.00 **Delivering the Digital Economy**

**The Hon. Ed Vaizey, MP**, Minister for Culture, Communications and Creative Industries, *Department for Culture, Media and Sport, UK Government*

09.25 **The future of media on mobile**

**Erik Huggers**, Director, Future Media and Technology, *BBC*

### CREATING VALUE IN THE NEW COMMUNICATIONS ECO-SYSTEM

09.50 **PANEL: Achieving differentiation in a shifting competitive landscape**

**Michael Antieri**, President, Advanced Enterprise Mobility Solutions, *AT&T*

**Shaun Collins**, Managing Director, *CCS Insight*

**Olaf Swantee**, EVP, Europe and Sourcing, *Orange France Telecom*

10.35 Refreshments and networking

11.00 **PANEL: Revenue growth through mobile innovation**

**Russell Buckley**, AdMob Evangelist, *Google*

**Roberto di Pietro**, VP Product Marketing and Business Development, *Qualcomm CDMA Technologies*

**Jon French**, Executive Director UK, Ireland and South Africa, *HTC*

**Faisal Galaria**, Global Head of Business Development, *Spotify*

**Emma Lloyd**, Director of Mobile, *BSkyB*

11.45 Refreshments and networking

### GROWING VALUE THROUGH COST OPTIMISATION

12.10 **PANEL: Leaps in efficiency – a strategic approach to cost optimisation**

**Wolfgang Kniese**, CFO, *T-Mobile Austria*

**Hannes Wittig**, Telecoms Analyst, *JPMorgan*

### CONNECTING WITH THE CONSUMER

12.50 **Global Leaders' Session: Advancing the digital lifestyle**

**Andrew Barron**, COO, *Virgin Media*

**Stewart Easterbrook**, CEO, *Starcom MediaVest Group UK*

**Mike Fairman**, CEO, *giffgaff*

**Gerd Leonhard**, Media Futurist, Author and CEO, *The Futures Agency*

13.35 **Chair's closing comments, followed by networking lunch**

**Richard Waters**, West Coast Managing Editor, *Financial Times*

15.00 Close of conference



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