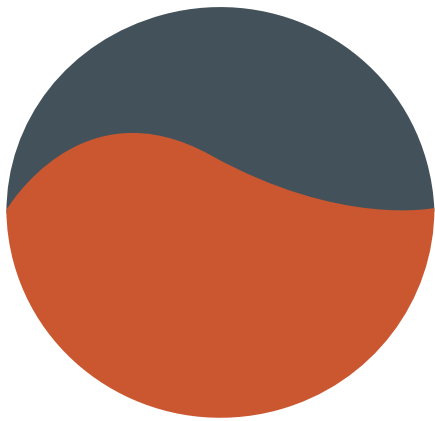


14th annual



Carriers World

Asia 2012

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and operators in Asia

28 – 29 March 2012

Westin Grande Sukhumvit Bangkok, Thailand

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10 reasons



Strengthening core revenue streams as well as accessing new customers are key challenges for carriers given the competition from over-the-top providers and the costs required to future-proof their networks. In a growing industry, partnering with operators in the carrier space for increased competitive advantage is the most effective strategy for long-term profitability.

Carriers World Asia 2012 is the platform where C-level telecoms professionals develop business strategies to drive profitability and optimise costs. Brainstorm on practical solutions with leading carriers and gain firsthand information on business opportunities in Asia's fast-growing markets.

s to attend

- 1** Multiply revenue streams by strengthening core product offerings
- 2** Implement the right innovations to improve the flexibility and scalability of your business operations
- 3** Learn how to migrate seamlessly from legacy systems to 4G
- 4** Brainstorm with industry front-runners to deliver best practice IP interoperability solutions
- 5** Maximise ROI on your LTE deployments by enhancing the customer experience and driving ARPU
- 6** Align your VAS offerings with market demands to combat declining voice revenues
- 7** Build the business case to capitalise on the high-growth opportunities in the content provision industry
- 8** Streamline internal processes for targeted system efficiencies and resource allocation
- 9** Optimise network resilience through robust business continuity management
- 10** Learn how to increase your points of presence globally through strategic partnerships



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08:45 **Organiser's welcome remarks**

08:50 **Chairperson's opening remarks**



David James
Principal Analyst, Wholesale Telecoms
Ovum, UK

TELCO 2.0: REASSESSING THE CARRIERS BUSINESS MODEL

09:00 **Keynote Opening Panel: Adopting 3G international best practices in Thailand**

Kajornsak Singhaseni, Senior Executive VP, Corporate Strategy, **CAT Telecoms, Thailand**

Supoj Mahapan, Group GM, International Services Business, True Corporation, MD, **True International Gateway & True International Communication, Thailand**

Interviewer:
Pichai Chuensuksawadi, Editor in Chief, **Bangkok Post**

09:45 **Strategies for business continuity management for seamless service provision**



Dr Anotai Klampaiboon
Executive VP (e-Business), Broadband Business
CAT Telecoms, Thailand

10:15 **Refreshments and bilateral meetings**

11:15 **Optimising total cost of ownership in a content-centric world**

Ricky Chau, VP, Carrier Services & GM, APAC, **Level 3 Communications, Hong Kong**

Siddhartha Kohli, Regional Director of Asia, **BICS**

Interviewer:
Vishal Sharma, Principal Technologist, **Metanoia Inc**

12:00 **Re-establishing the carrier business case in digital media delivery**

Alon Sobol, Head of Mobile Partnerships, **Facebook, Singapore**

Mohammed El Sayad, MD, **Anayou, UAE**

Interviewer:
Ville Kumala, Chairman, **Mobile Monday, Thailand**

12:45 **Networking lunch and bilateral meetings**

STRATEGIC PARTNERSHIPS FOR INCREASED PROFITABILITY

13:45 **Strategic investments into managed services to streamline the carrier business**



Alvin Chung
VP, Wholesale Data
China Unicom, Hong Kong

14:05 **Case Study: Partnerships with financial institutions for ancillary revenue growth**

Mauricio Romao
Director of Financial Products
Vivo, Brazil

14:25 **Value-added services as a new revenue stream**

Pradeep Rao, Head, VAS, **Aircel, India**
Mohamed Masoud, Technology Development Director, **Orascom Telecoms, Vimplecom Asia and Africa**

Interviewer:
Avijit Dutta, CEO and Co-founder, **Vocable, Indonesia**

CAPITALISING ON CONTENT

15:10 **Strategies for successful network planning**

Kranphol Asawasuwana, President, **Symphony Communications, Thailand**

Interviewer:
David James, Principal Analyst, Wholesale Telecoms, **Ovum, UK**

15:55 **Achieving market leadership through CDN partnership opportunities**

David Rich, VP, Asia Pacific, **Akamai Technologies**
Nitipong Boon-Loong, VP, Carrier and Roaming Solutions, **DTAC, Thailand**

Naoki Wakai, Senior Director, Global IP Network, Networks Services, **NTT Communications, Japan**

16:40 **Chairperson's closing remarks and end of conference day one**

16:50 **Networking cocktail**

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08:50 Chairperson's opening remarks



Sompol Chanprasert
Senior Executive VP, Broadband Business
CAT Telecoms, Thailand

09:00 Keynote Panel: Capitalising on the emerging data deluge in key markets

Michael Cluzel, CEO, GTEL-Mobile, Vietnam, Head, IndoChina Cluster, **Vimplecom**

Interviewer:

Matthew Healy, National Executive, Regulatory and Government, **Macquarie Telecom, Australia**

09:45 IT as a business-enabler for increased competitiveness and market share

Rezaul Kabir, Chief Information Officer, **Novotel, Bangladesh**

Sebastian Jammer, Deputy VP, IT Transformation, **PT Telkomsel, Indonesia**

10:30 Morning Refreshments

TRACK 1: HIGH-GROWTH MARKETS

11:30 Capitalising on opportunities in the North Asia region
Wu Ying Mian, President, **Donghwa Telecoms, Hong Kong**

11:50 Capturing market share through network expansion in South Asia

Nidup Dorji, Managing Director, **Bhutan Telecoms, Bhutan**

K. Vidyasagar, Business Head, APAC, SAARC & China, Enterprise Services, **Bharti Airtel**

Rezaul Kabir, Chief Information Officer, **Novotel, Bangladesh**

Interviewer:

Narinder Chhibber, President, **Telescan Global Connect**

12:35 Networking lunch and bilateral meetings

13:35 Strategic investments in the Indo-China region

Simon Perkins, CEO, **Hello Axiata Company Limited, Cambodia**

Michael Cluzel, CEO, **GTEL-Mobile, Vietnam**, Head, IndoChina Cluster, **Vimplecom**

U Tin Win, CEO, **Yatanarpon Teleport, Myanmar**

Sompol Chanprasert, Senior Executive VP, Broadband Business, **CAT Telecoms, Thailand**

14:20 Successful service-oriented carrier models in SEA

Janewit Kraprayoon, GM, **True Internet Data Center, Thailand**

14:40 Re-defining the carrier business in Thailand through cloud computing

Idris T. Vasi, CEO, **DST Group, Brunei**

THE CARRIER BUSINESS OPPORTUNITY

15:00 Country-specific Roundtables:

1) **Partnerships opportunities: Myanmar**
Tint Lwin, Deputy Minister, **Ministry of Communications, Posts and Telegraphs, Myanmar**

2) **Innovative business strategies: India**
K. Vidyasagar, Business Head, APAC, SAARC & China, Enterprise Services, **Bharti Airtel**

3) **Growing market share: Thailand**
Somyot Tanapirunthorn, Executive VP, (Corporate Customers), Marketing Business, **CAT Telecoms, Thailand**

4) **Connecting to the Asia-Europe backbone: Middle East**
Karim El Helaly, General Counsel, MEA, **Reliance Globalcom**

16:00 Chairperson's closing remarks and refreshments

OR

TRACK 2: MOBILE/LTE

THE TECHNOLOGY OF THE FUTURE

11:20 Chairperson's opening remarks
Viroj Tocharoenvanith, Senior Executive VP, Wireless Business, **CAT Telecoms, Thailand**

11:30 Keynote panel: The LTE business case

Yali Z. Liu, Executive Director, International Network Planning, Corporate Technology, **Verizon**

Dato Rosman Ridzwan, Deputy Chairman, **U Mobile, Malaysia**

Interviewer:

Amrish Kacker, Partner, **Analysys Mason, Singapore**

11:50 Consolidating market leadership in the ecosystem

Andres Pineros, CTO, **G-TEL Mobile, Vietnam**

Tanveer Ehsanur Rahman, CTO, **Novotel, Bangladesh**

12:35 Networking Lunch and bilateral meetings

THE GLOBAL DIGITAL VILLAGE

13:35 International roaming agreements to drive data consumption
Karim El Helaly, General Counsel, MEA, **Reliance Globalcom**
Simon Perkins, CEO, **Hello Axiata Company Limited, Cambodia**

14:20 Redefining the business through cloud computing
Janewit Kraprayoon, GM, **True Internet Data Center, Thailand**

14:55 Growing market share through customer retention and loyalty strategies

Chris Eappariello, VP, Specialty Personal Lines, **ACE Overseas General, United Kingdom**

15:05 Capitalising on the smartphone revolution

Pradeep Rao, Head, VAS, **Aircel, India**

TOWARDS A GLOBAL IP SYSTEM

15:25 Creating a smart network to enhance mobile IP service
Naoki Wakai, Senior Director, Global IP Network, Networks Services, **NTT Communications, Japan**

Ajay Joseph, CTO, **iBasis**

Tanveer Ehsanur Rahman, CTO, **Novotel, Bangladesh**

Interviewer:

Nitipong Boon-Loong, VP, Carrier and Roaming Solutions, **DTAC, Thailand**

15:50 Accelerating IP adoption rate to redefine the ecosystem

Rodrigo Donazzolo, Head of Interoperability, **BT Global Telecom Markets, Asia Pacific**

Mohamed Masoud, Technology Development Director, **Orascom Telecoms, Vimplecom Asia and Africa**

THE FUTURE OF THE CARRIERS BUSINESS

16:35 New customers, revenue and the future business model

Munir Hasan, Director, Corporate Affairs and Strategy, **Grameenphone, Bangladesh**

16:55 Chairperson's closing remarks and refreshments

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Bilateral Meetings

During refreshment breaks there will be a meeting room available for you to discuss business with your potential partners. Use our online contact system to set up appointments before the event, and book a table with the organisers. Don't leave meetings to chance.

Networking Cocktail

Wednesday, 28 March 2012
Westin Grande Sukhumvit Bangkok, Thailand

To close the first day of the conference, all attendees are invited to the networking cocktail reception. It is the perfect opportunity to continue the peer-to-peer interaction in a relaxing environment.

Business Matchmaking

Use our unique business-matchmaking services to boost your networking opportunities – the online networking tool for the event, ensures more of your time is spent on valuable conversations and meetings with the right people for your business.

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