FTTH COUNCIL
ASIA PACIFIC | FIBER TO THE HOME APAC

10th Annual

FTTH CONFERENCE & EXHIBITION 2015 | ASIA-PACIFIC
19-21 MAY 2015, SHANGRI-LA HOTEL, JAKARTA

THE EXECUTIVE MEETING FOR ASIA-PACIFIC AND INTERNATIONAL FTTH COMMUNITIES

✓ **50+ SPEAKERS**

✓ **20+ NETWORKING HOURS**

✓ **12+ INTERNATIONAL CASE STUDIES**

2005 - 2015
10TH ANNIVERSARY

SPEAKERS

Minister Rudiantara
Communications and Informatics Minister
MINISTRY OF COMMUNICATION AND INFORMATION, REPUBLIC OF INDONESIA

Hironori Tanada
Executive Manager, Access Networks Division
NTT WEST

Dian Rachmawan
CMO
PT TELEKOMUNIKASI INDONESIA

Gilberto A. Guitarte
Broad Band Connectivity Director, Latam
TE CONNECTIVITY

Abdus Somad Arief
CTO
PT TELEKOMUNIKASI INDONESIA

Nor Akmar Shah Minan
Head of Content and Program Coordination Division
MCMC

Sokvantha Youk
Senior Manager Technical Operations
EZECOM

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FTTH 2.0 – Connecting the next 100 million

PRE-EVENT WORKSHOPS – 19 MAY 2015

2-5pm (Networking break: 3:50-4:10pm)

WORKSHOP A – 2:00PM - 5:00PM

**The fundamentals of FTTH network deployment
– training, testing, connectivity**

Workshop leader:
Dr Takuo Kikuchi, Assistant Professor, POLYTECHNIC UNIVERSITY JAPAN

Workshop speakers:
Takayoshi Sumitani, Manager, Access Network Division
Network Department Plant Headquarters,
NIPPON TELEGRAPH AND TELEPHONE WEST CORPORATION
Tom Ronan, Marketing Manager, JDSU
Wes Oxlee, Principal Customer Architect, TE CONNECTIVITY
Ramon L. Gonzales, Network Access Training, Technical Training Division, PLDT

WORKSHOP B – 2:00PM - 5:00PM

English-Bahasa Simultaneous translation available

**The practicalities of FTTH network rollout in
Indonesia (in Bahasa)**

Workshop leader:
Revolin Simulsyah Nasution, Executive General Manager,
Broadband Division, PT TELEKOMUNIKASI INDONESIA

Workshop speakers:
Ade Tjendra, Commercial Director, MNC PLAY MEDIA
Yuen-Kin Wong, SVP, Strategic Partnership Projects, Engineering, HKT

5:30 pm **Welcome drinks reception**
All delegates are welcome to attend

DAY ONE – 20 MAY 2015

8:00 am **Registration and networking breakfast**

8:45 am **FTTH Council Asia-Pacific Opening Remarks**

Anil Pande, Chairman, FTTH COUNCIL ASIA-PACIFIC CONFERENCE AND EXHIBITION 2015
Dr. Bernard Lee, President, FTTH COUNCIL ASIA-PACIFIC

9:00 am **Keynote welcome**
Mr Rudiantara, Communication and Informatics Minister,
MINISTRY OF COMMUNICATIONS AND INFORMATION, REPUBLIC OF INDONESIA

9:15 am **DRIVING INDONESIA'S FOCUS ON EXTENDING BROADBAND SUBSCRIBERS**
- Key factors to be taken into account when deploying FTTH
- Reaching the masses - the infrastructure, tools, process and people required
- Strategies for gaining subscribers - where does FTTH deployment fit?

Dian Rachmawan, CMO, PT TELEKOMUNIKASI INDONESIA

9:35 am **PANEL DISCUSSION: BUILDING ON THE YEAR TO MAINTAIN GREATNESS: IDENTIFYING BUSINESS OPPORTUNITES FOR FTTH IN INDONESIA**
- Assessing the progress of connecting 20 million homes with FTTH
- Understanding the regulatory policy in place to aid the deployment of fiber optic technology
- Cost and pricing – building a sustainable business model
- Predicting the growth of the FTTH market in Indonesia over the next 12months

Moderator: **Dr. Setyanto P. Santoso**, Chairman, MASTEL

Muhammad Danny Buldansyah, President Director, ICON+
Craig Price, SVP, International Projects, PCCW GLOBAL

10:20 am **Morning break and networking opportunity**
Sponsored by: iNNO INSTRUMENT™

10:55 am **KEYNOTE ADDRESS – FTTH: A BETTER BUSINESS MODEL**

Gilberto A. Guitarte, Broad Band Connectivity Director, Latam, TE CONNECTIVITY

11:15 am **PANEL DISCUSSION: DISCOVER THE KEY TO REACHING THE NEXT 100 MILLION CUSTOMERS**
- Mapping the market – how are operators, regulators and service providers working together to provide super speed internet?
- What challenges are anticipated to deploy next generation network upgrades?
- Are customers fully educated on the mechanisms and benefits of FTTx?
- The up and coming regions to keep an eye on – what plans are in place for the roll-out of fiber-optic networks?
  - Cambodia, Fiji and Indonesia

Moderator: **Vladimir Kozlov**, Founder & CEO, LIGHTCOUNTING MARKET RESEARCH

Sokvantha Youk, Senior Manager Technical Operations, EZECOM
Mothilal De Silva, Group CEO, TELECOM FIJI
Abdus Somad Arief, CTO, PT TELEKOMUNIKASI INDONESIA
Tim Takala, Technical Director, TE CONNECTIVITY

12:00 pm **REGIONAL INTERVIEWS**
Moderator: **Yoshiaki Miyajima**, Chair of Membership Committee, FTTH COUNCIL ASIA-PACIFIC

SRI LANKA - INHERENT PROBLEMS FACED DURING THE TRANSFORMATION FROM COPPER TO FIBER (Access network)

Tilak De Silva, Chief Innovation Officer, SRI LANKA TELECOM

JAPAN - FTTH DEPLOYMENT - GROWING WITH THE TIMES
- Matured FTTH and growing mobile/wireless broadband
- Expected typical services in the age of Cloud, Big Data and IoT
- FTTH technologies co-existing with future mobile/wireless broadband

Hirofumi Amano, Vice President, Head of Access Network Service Systems Labs, NTT

INDIA - NATIONAL OPTIC FIBER NETWORK - DEPLOYMENT CHALLENGES

P.K. Agarwal, Director Planning, BBNL

12:45 pm **Lunch and networking opportunity** *Sponsored by:* TE connectivity

TRACK A

Monetising FTTH and Exploring New Business Models

Moderator: **Shoichi Hanatani**, Chair, Market Intelligence Committee, FTTH COUNCIL ASIA-PACIFIC

1:45 pm **BUILDING LONG TERM REVENUE GROWTH AND PROFITABILITY**
- How are operators managing the costs of deployment with rate of return?
- What margins constitute a profitable return?

TRUE CORPORATION – Speaker to be confirmed

2:05 pm **THE DEPLOYMENT OF OPTICAL ACCESS NETWORK AND ITS COST MANAGEMENT IN NTT WEST**
- Deployment of Optical Fiber Access Network in response to the market trend
- Efforts in reducing the total cost of Optical Fiber Access Network
- FTTH technical training activities
- Example in Asia

Hironori Tanada, Executive Manager, Access Networks Division, Network Department Plant Headquarters, NIPPON TELEPHONE AND TELEGRAPH WEST CORPORATION

2:25 pm **SHAPING THE RIGHT BUSINESS MODEL FOR GROWTH**
- What are the driving factors for FTTH adoption?
- Is there enough competition in the market to drive growth?
- Best practices in terms of services worldwide
- Pricing strategies for FTTH

Roland Montagne, Principal Analyst/Director Market Development, IDATE CONSULTING & RESEARCH

2:45 pm **Afternoon break and networking opportunity**
Sponsored by: Fujikura

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Moderator: **Rafael A. Jaron,** Member – Membership Committee, FTTH COUNCIL ASIA-PACIFIC

3:20 pm **PANEL DISCUSSION: SUCCESS STORIES AND CHALLENGES IN NETWORK DEPLOYMENT ACROSS THE REGION**
- Identifying global best practices and mapping out a strategy to apply them in the APAC region
- Which regions are lagging behind in the evolution of fiber and how to help them get connected?
- How were infrastructure challenges overcome and what lessons were learned?

Akter Ul Alam, CTO, FIBER@HOME, Bangladesh
Tom Ronan, Marketing Manager, JDSU
Graham Mitchell, CEO, CROWN FIBRE HOLDINGS
Jung Yo Moon, Overseas Sales Manager, INNO INSTRUMENT

4:05 pm **ROUNDTABLE: LAST MILE TECHNOLOGY TRENDS AND VALUE ADDED SERVICES**
- Overview of the latest technologies and innovations to deploy fiber to the home
- CDNs using fiber to reach the consumer
- Where is the industry headed and what technologies are on the horizon?

Gillian Mailman, MD, FIBRE OPTICS NQ
Kiminori Sato, Executive Officer, FUJIKURA LTD
Wajeeh Anwer, Executive Vice President (Technical), PAKISTAN TELECOMMUNICATION COMPANY LTD

TRACK B

Implementing FTTH to Power Smart Homes, Communities & Cities

Moderator: **Steve Foster,** Chair, Emblem Committee, FTTH COUNCIL ASIA-PACIFIC

1:30 pm **GEARING UP FOR QUAD-PLAY**
- Understanding the market drivers for commercial success
- What government initiatives are in place to assist with network deployments?
- Educating the work force about the benefits of fiber in promoting quad-play services

Roland Certeza, EVP, GTA

1:50 pm **SMART HOME: LEVERAGING SERVICES TO ENHANCE FIBER ACCESS**
- Helping the customer to have a simplified user experience with fiber
- Improving home network connectivity
- Improving connected device integration
- Building new business models between OTTs & telcos

Thierry Valette, CTO - WEU Access Network, HUAWEI TECHNOLOGIES

2:10 pm **PANEL DISCUSSION: PROMOTING SMART CITIES THROUGH SMART APPLICATIONS**
- Managing demand in smart applications
- Understanding the role of fiber in promoting interactive services such as bus stop advertising and digital shopping experiences
- Using 10G EPON technology to connect cities and add a new dimension for connectivity
- Which countries have the infrastructure available to support this?

Mohamed Shajahan bin Mohd Iqbal, CEO, THREE-OPP (M) SDN. BHD.
Christoph Zilian, CTO, VOLKSBAHN TECHNOLOGIES (VBT)
Ridwan Kamil, MAYOR OF BANDUNG

2:50 pm **Afternoon break and networking opportunity** *Sponsored by* **Fujikura**

Moderator: **H. Munasir Choudhury,** Director General, FTTH COUNCIL ASIA-PACIFIC

3:20 pm **PANEL DISCUSSION: FIBER TO THE CLOUD**
- Role of FTTH in the evolution of the networks to deliver content back to the end user?
- Optimising operator and cloud service provider partnerships to provide consumers with bandwidth demanding services
- Increasing customer retention through cloud based services

Jeffrey Yan, Director Technology Policy, MICROSOFT CORPORATION
Fermin Fautsch, VP for Global Enterprise, TELEKOM MALAYSIA

4:00 pm **FTTH User Behaviour and Perception of Quality**
Benoit Felten, CEO, DIFFRACTION ANALYSIS

4:20 pm **PANEL DISCUSSION: REVOLUTIONISING E-SOLUTIONS WITH FTTH**
- Government regulatory initiatives and guidelines to incorporate e-solutions
- Paving the way for e-commerce, e-government, e-health and e-education
- Future proof infrastructure to deploy e-solutions
- Vision for digital smart cities

Dr. Mohamed b. Awang Lah, Executive Director, NEUTRAL TRANSMISSION MALAYSIA (MY.NeuTrans)
Benoit Felten, CEO, DIFFRACTION ANALYSIS
Vipin Tyagi, Executive Director, C-DOT CENTRE FOR DEVELOPMENT OF TELEMATICS

5:00 pm **Closing remarks from Chairman**

5:30 pm **10th Anniversary drinks reception** *Sponsored by:* **IndiHome FIBER** *by Telkom Indonesia*
Join us to celebrate

Luxury 5-star conference venue: Shangri-La Hotel, Jakarta

DAY TWO – 21 MAY 2015

8:00 am **Registration and networking breakfast**

8:25 am **Opening remarks from Chairman**
Yoshiaki Miyajima, Program Chair, FTTH COUNCIL ASIA-PACIFIC CONFERENCE & EXHIBITION 2015
Moderator: **Dr. Bernard Lee**, President, FTTH COUNCIL ASIA-PACIFIC

8:30 am **Keynote welcome**
Aurora Adecer Rubio, Head of Area Office for South East Asia, ITU REGIONAL OFFICE

Aamir Riaz, Programme Officer, Asia and the Pacific, ITU REGIONAL OFFICE

8:50 am **INDIA - THE BIG PICTURE**
Aruna Sudararajan, Chairman cum Managing Director, BBNL

9:10 am **THE GREAT FIBER DEBATE: LTE FRIEND OR FOE?**
- Are operators seeing a reduction in fiber deployment in wake of LTE demands
- Can LTE and fiber optic networks exist together?
- What is the future of LTE and fiber?

9:30 am **INTERVIEW: LESSONS LEARNED FROM THE 'BROADBAND CHINA' INITIATIVE**
- Best practice strategies for lowering costs whilst increasing revenues
- Update on 'Broadband China' – what were the objectives and have they been met?
- Growth predictions: is the demand for 3G and 4G going to drive growth in LTE or FTTH in the region?
- What new business avenues has the project given rise to?
- Opportunities for local content players and vendor/operator opportunism to create new content reaching a larger demographic

Dr. Xiongyan Tang, Chief Expert, Network Technology Research Institute, CHINA UNICOM

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9:50 am **CASE STUDY: AN INSIGHT INTO ROLLING OUT BRUNEI'S HIGH SPEED BANDWIDTH SERVICE**
- What challenges were met and how were they overcome?
- Managing infrastructure upgrades
- What are the next stage plans for HSBB?

Edwin Lim, Project Manager FTTH, TELEKOM BRUNEI BERHAD

10:10 am **REGIONAL REGULATORY ROUNDTABLE: FTTH PRIORITIES**
- Overcoming the regulatory hurdles inhibiting fiber deployment
- How are emerging market regulators promoting and pushing forward network upgrades optimised for fiber services?
- How well do operators, vendors and regulators work together?
- Where are the gaps in funding and how are they being addressed?

Moderator: **Andrea Faggiano**, Associate Director, TIME practice (Telecommunications, Information Technology, Media and Electronics), ARTHUR D. LITTLE

Nonot Harsono, Commissioner, BRTI INDONESIA
Nor Akmar Shah Minan, Head of Content and Program Coordination Division, MALAYSIAN COMMUNICATIONS AND MULTIMEDIA COMMISSION (MCMC)
Graham Mitchell, CEO, CROWN FIBRE HOLDINGS
Giang Van Thang, Director of Infrastructure and Interconnection Division, VIETNAM TELECOM AUTHORITY

10:50 am **Morning break and networking opportunity**

Moderator: **Mohamed Shajahan bin Mohd Iqbal,** Treasurer & Director, FTTH COUNCIL ASIA-PACIFIC

11:20 am **A SMART SOLUTION FOR LAST MILE FTTH DEPLOYMENT**
Abdul Rashid, Field Application Engineering Manager, TE CONNECTIVITY

11:40 am **ASIA V. REST OF THE WORLD – OVERCOMING CHALLENGES FACED WHEN DEPLOYING FTTH**
- Outlining and navigating regional obstacles associated with rolling out FTTH
- Specific case studies from Asia and internationally – opportunity to compare and contrast
- Lessons for the future – how to keep ahead in FTTH deployment

Arief Mustain, VP Infrastructure Service and Governance, PT TELEKOMUNIKASI INDONESIA
Juan Castaño Colina, Strategic Initiatives and Geo. Expansion, Global Carrier Networks, CORNING

12:10 pm **INSIGHTS FROM THE DEPLOYMENT OF MALAYSIA'S FIRST HSBB EXPERIENTIAL CENTRE**
- Live in action: MDU and SDU technologies
- Has the initiative promoted interest from customers – what has been the ROI?
- Feedback from consumers and potential customers on the hands of experience of UniFi and HyppTV services at the centre – what impact has it had on sales figures?

TELEKOM MALAYSIA – Speaker to be confirmed

12:30 pm **Lunch and networking opportunity**

TRACK A
Fiber and Mobile Backhaul

Moderator: **Anil Pande,** Chairman, FTTH COUNCIL ASIA-PACIFIC CONFERENCE AND EXHIBITION 2015

1:45 pm **INTERNATIONAL CASE STUDY: SMALL CELLS CONNECTIVITY – WHAT CAN BE LEARNT?**
- What strategies are fiber companies in the United States employing to enhance small cell connectivity
- Best practices adoptable by Asian operators
- Managing the high demand of mobile internet through fiber networks
- Role of small cells in wireless backhaul

2:15 pm **EXAMINING HOW FIBER CAN ENHANCE SMALL CELL DEPLOYMENT**
- What are the key trends for small cells?
- Cloud RAN and FTTH
- Role of FTTX in the future of wireless infrastructure
- Promoting next generation wireless backhaul through fiber networks

2:35 pm **USING FIBER TO ENHANCE SDN**
- Improving QoE with fiber
- Enhancing and modifying data services

- How are different services available to enhance broadband using SDN?

CYIENT – Speaker to be confirmed

TRACK B
Future of Entertainment

Moderator: **Wataru Katsurashima,** Secretary, FTTH COUNCIL ASIA-PACIFIC

1:45 pm **REVOLUTIONISING CONTENT DELIVERY**
- Broadband access services and bandwidth trends
- Local and international content and delivery mechanisms
- CDN and operator partnerships to deliver content through FTTH

Mark Barron, Senior Director, Network Business Development, AKAMAI

2:05 pm **SUPER FAST GAMING WITH FTTH**
- Enhanced user experience through fiber powered gaming
- What is the impact of high-speed broadband on the gaming industry?
- Is there increased reliance on online distribution for the delivery of content?

Craig Thomas, Director, International Head of Marketing, CALIX

2:25 pm **DEBATING THE CASE FOR G.FAST TECHNOLOGY VERSUS FTTH TO MEET CONSUMER DEMAND**
- Can G.fast aid the installation of bandwidth-intensive services such as ultra-HD 4K or 8K streaming and IPTV?
- How are advanced cloud-based storage and HD video communications managed through G.FAST vs FTTH?
- Copper and fiber networks - should they remain mutually exclusive or can an amalgamation enable more end users to have access to ultra-broadband services

Dr. Werner Heinrich, Director of Product Management, EMEA & APAC, ADTRAN

2:45 pm **Afternoon break and networking opportunity**

CLOSING PLENARY

Moderator: **H. Munasir Choudhury,** Director General, FTTH COUNCIL ASIA-PACIFIC

3:15 pm **CLOSING PANEL: FTTH COUNCIL ACROSS THE WORLD**
As a final summary to the FTTH Council Asia-Pacific Conference, join the leaders of FTTH from Americas, Europe, Africa and the Middle East as they form a global picture of the future of fiber deployments.

Topics for discussion in the panel:
- What lessons have the different Council's learnt by way of the presentations heard at the Asia-Pacific branch conference?
- What are the main challenges faced by Government and private organisations when deploying FTTH globally? Draw on regional differences
- What are the most successful business models that the different regions have seen within their constituencies?
- How great an impact does regulatory development have on the deployment of FTTH throughout the different regions?

Dr. Bernard Lee, President, FTTH COUNCIL ASIA-PACIFIC
Nelson Hiroshi Saito, President - LATAM Chapter, FTTH COUNCIL AMERICAS
Gilberto A. Guitarte, Finance Chairman - LATAM Chapter, FTTH COUNCIL AMERICAS
Edgar Aker, President, FTTH COUNCIL EUROPE

Panelists to be confirmed:
FTTH COUNCIL AFRICA

3:45 pm **Closing remarks from Chairman**

4:00 pm **End of FTTH Asia-Pacific Conference 2015**

5:30 pm **Drinks Reception**

7:30 pm **FTTH Asia-Pacific Conference Gala Dinner**

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TBC

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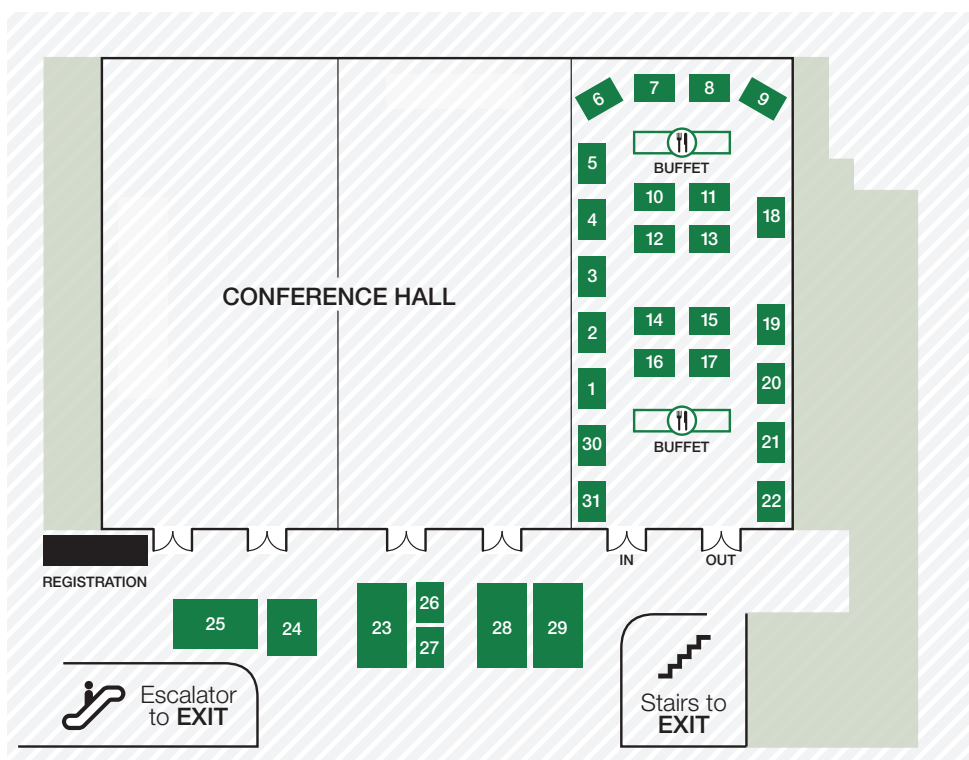
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CONFERENCE HALL

Buffet — 6 | 7 | 8 | 9

5

4 — 10 | 11 — 18

12 | 13

3

2 — 14 | 15 — 19

16 | 17

1 — 20

30 — BUFFET — 21

31 — 22

REGISTRATION

IN / OUT

25 | 24 | 23 | 26 / 27 | 28 | 29

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19	Marais Groupe
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21	Duraline
22	FTTH Council Asia-Pacific
23	Inno Instrument
24	Telkom Indonesia
25	TE Connectivity
26	JDSU
27	Fujikura
28	Corning
29	Available
30	ITU
31	FTTH Indonesia

ABOUT THE CONFERENCE:

The 10th annual **FTTH Asia-Pacific conference and exhibition** will gather Asia's leading experts in Fiber to the Home. It is the ideal platform for operators and vendors to meet, do business and learn about the latest innovations and strategies driving forward FTTH connectivity in Asia-Pacific and beyond.

A historic milestone was reached this year when 100 million customers were connected to FTTH in the Asia-Pacific region. The conference will look at how fiber network roll out has progressed across Asia-Pacific. Learn from regional and international case studies and those countries that are leading the way. Discover how the next 100 million customers will be connected, what is driving this growth and how to achieve the most cost effective rollout.

EXPECTED IN 2015:

500+
EXECUTIVES EXPECTED

40+
COUNTRIES REPRESENTED

200+
COMPANIES REPRESENTED

3 EASY WAYS TO REGISTER:

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	FTTH Council Members	Non-members
Early Bird Price Ends 10 April 2015	US$ 500	US$ 650
Standard Price	US$ 600	US$ 750
3 for 2 price	US$ 1200	US$ 1500

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