



Book by
11th August 2017
and save \$100 per delegate

ASIA TELECOMS INNOVATION SUMMIT & AWARDS

19 September 2017, Swissotel Merchant Court, Singapore

A review & celebration of
Asian telecommunication projects

8:30am - 3:00pm
GTB Asia Telecoms Innovation Summit & Showcase

6:00pm - late
GTB Asia Telecoms Innovation Awards

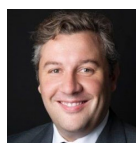
MEET THE INNOVATORS



Mike Ang
President
ATIS



Winston Qiu
Head of Products &
Applications Dept
CHINA UNICOM GLOBAL



Jerzy Szlosark
CEO
EPSILON



Ricky Chau
VP, Asia Pacific
LEVEL 3 COMMUNICATION



Nan Chen
President
MEF



Martin Nygate
CEO
NANU



Vegard Aas
Head of Innovation
TELENOR GROUP SINGAPORE



Henri Setiwan Wyatno
VP Innovation & Business
Development
TELIN

ASSOCIATE SPONSOR



EXHIBITORS



A CELEBRATION OF ASIAN TELECOMS PROJECTS

Our **Global event** is now in its tenth year and in response to demands from our readership we are launching our **Asian Innovation Summit and Awards** to celebrate and recognise the industry's most innovative & successful project partnerships between the operators and vendors over the last 12 months and showcase the very best projects featuring entries from every corner of industry to reveal the latest innovations, be it application, design, network or product.

YOUR BUSINESS CASE TO ATTEND:

- ▶ **MEET 150+ EXECUTIVES FROM THE TELECOMS COMMUNITY**
Only at GTB Asia Innovation Summit 2017 will you have the opportunity to meet with peers to share knowledge and hear from organisations who have implemented successful telecommunications projects across Asia.
- ▶ **ATTEND A SENIOR CONFERENCE:**
The GTB Asia Innovation Summit 2017 prides itself in delivering a speaker line-up packed with world renowned experts representing companies at the forefront of innovation.
- ▶ **EXPERIENCE EXHIBITION & NETWORKING:**
Recognised businesses and innovative vendors will showcase their latest services and solutions.
- ▶ **BENCHMARK PROGRESS AT THE PROJECT SHOWCASES:**
This is a unique platform for companies to present the very latest telco projects to attendees with Q&A sessions ensuring you have the chance to speak directly to those managing projects and driving innovation.
- ▶ **EVENING RECEPTION & LUXURY GALA DINNER:**
The Gala Dinner brings together the most prominent leaders across the telco community for an exclusive evening of networking, fine dining and local entertainment. A truly unmissable opportunity to make new and top industry connections in an exciting and social environment.

ABOUT THE SUMMIT

The Summit & Project Showcase offers delegates the opportunity to learn more about the nominated projects, real-world, practical solutions and cutting-edge case studies that focus on key issues facing the industry in the development, management and execution of telecoms projects. These sessions offer delegates the opportunity to benchmark their own project success against their peers. Topics to be discussed include:

- **Learn how to create** an innovation programme to inspire your team
- **Gain guidance on implementing** innovative business models to maximise ROI
- **Drive growth** by leveraging internal and external strategies
- **Collaborate successfully** across the operator/vendor relationship
- **Experience a unique exchange** of ideas with peer-to-peer networking
- **Foster innovation** by bringing a cross-functional team to the summit

AGENDA

19 SEPTEMBER 2017,
SINGAPORE

8:45 **OPENING REMARKS FROM THE CHAIR**

9:00 **VIEW FROM THE TOP**

ADDING VALUE THROUGH INNOVATION: CALCULATING THE ROI OF THE NEXT BIG THING

Successful organisations know the significance of innovation in business, but the words evaluation and innovation are not often put together in one sentence. Most companies believe that measurement has a negative effect on creativity and innovation — it is seen as a control tool that harms, rather than supports, reflection and learning. It is more in hope than certainty that companies continue to throw good money after bad to discover the next big thing. This session will examine how to measure innovation results and outcomes to motivate the organization in current and future projects.

Moderator: **Mike Ang**, President, **ATIS**

Winston Qiu, Head of Products & Applications Dept,
CHINA UNICOM GLOBAL

Nan Chen, President, **MEF**

Vegard Aas, Head of Innovation, **TELENOR GROUP
SINGAPORE**

Ricky Chau, VP, Asia Pacific, **LEVEL 3
COMMUNICATIONS**

9:45 **MEET THE INNOVATORS**

DISRUPTING THE DISRUPTORS: WHAT NEXT FOR TELCOS

The telecoms industry is in an incredible state of flux – that is a given. Revenues are down, traditional carriers are re-inventing themselves as technology companies while technology companies go OTT and are encroaching more and more on traditional telecoms revenues. We've all got used to, and probably sick of, talk about disruption and disruptors. This session brings together the innovators from other industries, the well known and the unknown to better understand how organisational agility can be the key to success and what it means for the economy at large.

Jerzy Szlosark, CEO, **EPSILON**

Martin Nygate, CEO, **NANU**

Michael Higgins, Vice President of Mobility Product,
TATA COMMUNICATIONS

Henri Setiawan Wyatno, VP Innovation & Business
Development, **TELIN**

Vegard Aas, Head of Innovation, **TELENOR GROUP
SINGAPORE**

10:30 **Networking Coffee**

11:00 **PROJECT SHOW CASE**

Comprises parallel interactive sessions featuring nominated projects that have achieved recognition for innovation. Focusing on key issues facing the industry in the development, management and execution of telecoms projects these sessions offer delegates the opportunity to benchmark their own project success against their peers.

TRACK ONE

Wholesale
Service
Innovation

TRACK TWO

Consumer
Service
Innovation

TRACK THREE

Software &
Applications
Innovation

12:30 **Lunch**

13:30 **PROJECT SHOWCASE**

TRACK FOUR

Enterprise
Service
Innovation

TRACK FIVE

Infrastructure
Service
Innovation

TRACK SIX

Software &
Applications
Innovation

15:00 **CLOSING REMARKS FROM THE CHAIR**

18:00 **PRE-AWARDS DRINKS RECEPTION**

19:00 **DINNER AND AWARDS CEREMONY**



GTB DINNER AND AWARDS CEREMONY

This pioneering event will bring over 150 global telecoms leaders together to celebrate the collaboration and partnership between operators and vendors.

The awards provide a fantastic opportunity to entertain your customers, recognise your teams achievements and have some fun!. Previous winners include **Amazon Web Services**, **BT**, **Cellcom Israel**, **Cisco**, **Ericsson**, **Huawei Technologies**, **Nokia**, **Ooredoo Group**, **Ricoh**, **Shell**, **Sigma Systems**, **Syniverse Turkcell**, **Uber**, **Vodafone Group**, **Wipro** and many more.

ABOUT THE AWARDS

The GTB Asia awards celebrate the most innovative and successful project partnerships in the following categories:

INFRASTRUCTURE INNOVATION

Normally be a partnership between an operator – fixed, wireless or satellite – and an equipment vendor, data centre or OTT that brings a significant advance in connectivity at any part in the network, in terms of bandwidth, quality of service, access, reliability, cost or other factor.

SOFTWARE & APPLICATIONS INNOVATION

Normally a partnership between an operator – fixed, wireless or satellite – and a software or apps vendor or a systems integrator that brings a significant advance in the management of a service. This could include billing, analytics, operations or monitoring, or it could include the development of a software-defined or virtualised service.

ENTERPRISE SERVICE INNOVATION

Normally a project by a telecoms operator – fixed, wireless or satellite – or Data Centre, or an equipment or software vendor or a systems integrator to develop a new service for a particular enterprise customer. Or a project by an operator and a vendor to develop a new service offering for the enterprise sector.

CONSUMER SERVICE INNOVATION

Normally a project by a telecoms operator – fixed, wireless or satellite – or an equipment or software vendor or a systems integrator to develop a service offering that is aimed at the consumer market: it could be a direct consumer offering, an improvement to a service that is aimed at consumers, or a technology investment that facilitates a consumer service.

WHOLESALE SERVICE INNOVATION

Normally a project involving two or more telecoms operators aimed at improving or extending coverage or service; one operator would be providing a white-labelled service to another, long-distance or satellite-delivered connections to one or more others, or interconnecting a number of service providers.

NOMINATIONS RECEIVE THE FOLLOWING BENEFITS:

- ▶ Public recognition of outstanding business success and achievement
- ▶ Independent feedback from expert judges
- ▶ Your company's progress and achievements benchmarked against competitors
- ▶ An opportunity to celebrate their businesses' many strengths and qualities
- ▶ Prestigious trophy for category winners.

EXECUTIVES WHO ATTEND THE SUMMIT AND AWARDS INCLUDE:

- | | | |
|----------------------|--------------------------|-------------------------------------------------|
| ▶ Project Manager | ▶ Head of Infrastructure | ▶ Research and Development |
| ▶ Portfolio Director | ▶ Business Managers | ▶ Product Development |
| ▶ Program Manager | ▶ Head of Technology | ▶ Innovation Officers |
| ▶ CTOs | ▶ Head of Mobile | ▶ Commercial Directors and Business Development |

PAST WINNERS & ATTENDEES INCLUDE:



GET INVOLVED

For speaking opportunities or to receive a copy of the programme please contact:

Claire Tranah, Programme Manager, **GLOBAL TELECOMS BUSINESS**

+44 (0) 7747 012 119 | ctranah@globaltelecomsbusiness.com

For sponsorship opportunities please contact **GLOBAL TELECOMS BUSINESS**

+44 (0)20 7779 7227

Richard Baker, International Sales Manager: richard.baker@globaltelecomsbusiness.com

Gareth Morris, Sales Director: gmorris@globaltelecomsbusiness.com



AWARDS CATEGORIES

This year's awards will celebrate the most innovative projects in a number of key categories:

INFRASTRUCTURE INNOVATION
SOFTWARE & APPLICATIONS INNOVATION
ENTERPRISE SERVICE INNOVATION
CONSUMER SERVICE INNOVATION
WHOLESALE SERVICE INNOVATION

**LIMITED
ROOMS
LEFT!**



LOCATION:

Swissotel Merchant Court
20 Merchant Road, Singapore 058281,
Singapore

W: <http://www.swissotel.com/hotels/singapore-merchant-court/>

T: +65 6337 2288

ROOM RATES:

A limited block of rooms are available at a discounted rate of S\$230 Singapore Dollars per room, per night for a Premier room inclusive of breakfast (excluding a 10% service charge and 7% goods & service tax). Delegates will receive the accommodation booking link in the registration confirmation email and are responsible for the booking and payment of their room & incidental charges.

The booking deadline is Friday 18 August 2017.

ASIA TELECOMS INNOVATION SUMMIT & AWARDS 2017 FEES (BOOK BY 11 AUGUST 2017 AND SAVE \$100 PER DELEGATE!)

SINGLE DELEGATE SUMMIT PASS	Includes 1 pass to the Innovation Awards Gala dinner	\$775
5 DELEGATE PASSES	Includes 1/2 table to the Innovation Awards Gala dinner	\$3,500
10 DELEGATE PASSES	Includes Full table to the Innovation Awards Gala dinner	\$6,400

AWARDS

SPONSORED TABLES NOW AVAILABLE FOR THE AWARDS	Includes prime position, branding on table and signage, 2 bottles of Champagne & 10 Day passes	\$7150
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*The fees include participation in both the Summit and Awards Ceremony

For sponsorship enquiries please contact:

Richard Baker, International Sales Manager, Global Telecoms Business

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