



HOSTED BY



THE TELECOM LEADERS' SUMMIT 2014



19th June 2014

The Armani Hotel, Burj Khalifa, Dubai, UAE

THE RISE OF THE BROADBAND ECONOMY

"SHAPING EXCELLENCE IN COOPERATION
... GOVERNMENT, OPERATORS, INTERNET PLAYERS..."



Chairman's Keynote



Dr. Nasser Marafih
Group Chief Executive Officer
Ooredoo

As Chairman of the Board of SAMENA Council, I was extremely gratified by the excellent attendance and participation at our Telecom Leaders' Summit held in Dubai on June 19, 2014, and I wish to extend my sincere appreciation to all attendees. The Summit had over 100 participants from the Middle East, North Africa and South Asia, including 6 Ministers, 14 telecom regulators and 69 operators – a record attendance. Throughout the Summit, we had excellent and productive engagement from our panelists and the audience as we collectively addressed the challenges and opportunities of the Rise of the Broadband Economy – Shaping

Excellence in Cooperation. I believe that there was very fruitful dialogue as we explored the issues from three different stakeholder perspectives: the customer, the operators/service providers and the telecom regulators and ministries. However, although excellent progress was made in articulating the challenges and opportunities related to broadband, it is clear that there is still a lot of work to be done, especially as regards the release of much needed cost effective spectrum, reduction of burdensome tax regimes, more transparent regulatory frameworks and improvement in the quality and availability of local content.

I urge all of you not to lose the momentum achieved at the Summit and to continue the dialogue and engagement amongst us. I look forward to reconvening next year in order to share and evaluate the progress that we have made.



Introduction



Bocar A. BA
Chief Executive Officer
SAMENA Telecommunications
Council

The Rise of the Broadband Economy – Shaping Excellence in Cooperation – Government, Operators, Internet Players

The year 2014 has so far been very productive for SAMENA Council for it has been maintaining the momentum toward achieving excellence in generating value for its membership and in strengthening the industry-support and advocacy mechanisms. Since its inception in 2006, the Council is making a huge effort to provide its Members the forum to actively learn the dynamics of telecom markets in the three high-growth regions. Our recently held (annual) Telecom Leaders' Summit is no exception. The Summit was held under the theme "The Rise of the Broadband Economy – Shaping Excellence in Cooperation – Government, Telecom Operators, Internet Players".

Today, the Council is considered to be the leading regional platform to provide a unified voice and collaborative approach for industry stakeholders in the SAMENA region and beyond. The goal is to position the telecoms operators to be the partner of choice in driving region-wide digitization wave.

We are grateful to all stakeholders for the kind support in organizing the region's largest Telecom Leader's Summit where visionaries and dignitaries of the telecoms & ICT industry from among the regional markets and beyond shared vital business insights, policy & regulations knowledge, market experiences, and SAMENA region's potential. Cooperation and collaboration is the key to success in today's telecoms & ICT industry where the demand for advanced digital services is constantly on the rise which necessitate us all to recognize the importance of creating new enabling

policies. Telecoms operators and Internet players are and will remain a major stakeholder in the industry and it is important that they be equipped to deal with emerging business challenges. I am happy to share with you all that our successful concluded Telecom Leader's Summit will help accelerate excellence in cooperation among industry stakeholders within the SAMENA region and that will create a positive impact for the society.

I would like to share that our organization retains its focus on broadband which is by far the key enabler of digitization. The rise of the broadband economy propped by broadband proliferation on both fixed and mobile basis, as we know, is essential and in high demand. What is important, however, is that, while devising digitization strategies and ICT policies, and while building futuristic broadband networks, appropriate and innovative business models are considered through the use of investment concepts that'd incentivize greater participation of all the key players.

With broadband access approaching ubiquity, policymakers' next challenge is to promise that the consumers are making the best possible use of connectivity, applications and content.

Mr. Charles Ding

Senior Vice President Public Affairs & Communications
for the Middle East, Africa & the United States - Huawei



Huawei is a leading global ICT solutions provider. Through our dedication to customer-centric innovation and strong partnerships, we have established end-to-end capabilities and strengths across the carrier networks, enterprise, consumer, and cloud computing fields. We are committed to creating maximum value for telecom carriers, enterprises and consumers by providing competitive ICT solutions and services. Our products and solutions have been deployed in over 170 countries and regions, serving more than one third of the world's population.

Huawei's vision is to enrich life through communication. By leveraging our experience and expertise in the ICT sector, we help bridge the digital divide by providing opportunities to enjoy broadband services, regardless of geographic location. Contributing to the sustainable development of society, the economy, and the environment, Huawei creates green solutions that enable customers to reduce power consumption, carbon emissions, and resource costs.

Mr. Shi Yaohong
Regional President - Huawei



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Abstract



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SAMENA Telecommunications Council announced a successful conclusion to the Telecom Leaders' Summit 2014 which attracted key industry visionaries from the global and regional telecoms & ICT landscape including:

- **H.H. Sheikh Nahyan Bin Mubarak Al Nahyan** - Minister of Culture, Youth and Community Development
- **H.E. Mohamed Al Ghanim** – Director General, TRA UAE
- **Dr. Mohamed Ahmed Al Amer** – Chairman, TRA Bahrain
- **Dr. Hamad Bin Salim Al-Rawahi** - Chief Executive Officer, TRA Oman
- **H.E. Hamadoun Toure** – Secretary General, ITU
- **Dr. Nasser Marafih** – Group CEO, Ooredoo - Chairman of Board of Directors, SAMENA Council
- **Mr. Walid Irshaid** – Vice Chairman of Board of Directors, SAMENA Council, CEO & President PTCL
- **Mr. Osman Sultan** – Chief Executive Officer, du
- **Mr. Charles Ding** – Senior Vice President Public Affairs & Communications for the Middle East, Africa & the United States, Huawei
- **Mr. Shi Yaohong** – Regional President, Huawei
- **Mr. Bocar A. BA** – Chief Executive Officer, SAMENA Telecommunications Council, UAE

Abstract

The SAMENA Telecommunication Council organized its Leaders Summit 2014, hosted by Huwaei, under the theme: "The Rise of the Broadband Economy – Shaping Excellence in Cooperation – Government, Telecom Operators, Internet Players". The Summit aimed at identifying areas of further business growth and means to sustain investment in the future through SMART regulations. The Summit spanned three sessions featuring discussions on various topics including Mobile Data Growth and Spectrum Needs, Convergence of Telecom, Media and OTTs – Regulating for the Future and Broadband Investment.



On this occasion, H.H. Sheikh Nahyan Bin Mubarak Al Nahyan, UAE Minister of Culture, Youth and Community Development addressed the assembled leaders focused on the subject of net neutrality and said, "Under the wise leadership of our President, H.E. Sheikh Khalifa bin Zayed Al Nahyan, our country values the proper use of the Internet to advance human welfare. We must be both responsive and visionary as we discover how to best use and apply modern technology in a global context. In that context, the role of compromise looms large when various parties try to reach consensus on net neutrality. We must discuss and try to understand the value of everything that is at stake in regard to net neutrality. As leaders of the telecom & ICT industry are convened here, you have a duty to Internet users to work together through tolerance, compassion, and dialogue. I am confident that the dialogue here is fulfilling that duty and that you are all aware of its importance."



Abstract

The debate also highlighted the need for building a sustainable internet business model to be able to effectively rollout broadband to boost the digitization wave in the region. Telecom markets in the SAMENA region are approaching saturation level and the revenue growth appears to be a challenge for the service providers. Following the world-wide technological development, industry evolution, and its continuously increasing contribution to the telecoms & ICT sector of the region, SAMENA is committed to focus on the Internet policy dynamics, digitization and broadband investment policies, and aims to support investment & investor friendly policies as well as cooperation among industry stakeholders.



Mr. Bocar Ba, CEO, SAMENA Telecommunications Council in his welcome speech said, "We need a transparent dialogue with our operators so we can exchange ideas to foster growth and develop new opportunities for digitization in the region and beyond, especially in an environment that is witnessing huge investments in broadband infrastructure. He added that we are experiencing unprecedented transformation in the telecoms & ICT sector of the region which has led to a new kind of a competition that we need to deal with. To overcome this, we need to facilitate discussions between operators, policy makers, regulators and private sector entities. The Telecom Leaders' Summit 2014 thus serves as a vital platform that will help shape this conversation to provide us with the answers we need to move a step further into the digital world."



H.E. Mohamed Al Ghanim – DG, Telecommunications Regulatory Authority (TRA) UAE, in his speech said, "In 2014, we have witnessed significant events in terms of encouraging the on-going debate on industry issues and opportunities such as the recently concluded World Telecommunication Development Conference (WTDC) in Dubai, which was very successful. The Telecom Leaders' Summit 2014 is another important initiative organized by the SAMENA Telecommunications Council that brings together key industry stakeholders to facilitate strong cooperation across the sector." He added that, "the discussions at The Telecom Leaders' Summit 2014 highlighted the role of government bodies in developing investment friendly policy frameworks for broadband development, balancing the costs of broadband network upgrades and regulatory frameworks and enabling a favorable environment by reducing regulatory burdens on operators."



Abstract

Mr. Charles Ding – Senior Vice President, Huawei, in his welcome speech highlighted the Next Wave of Digital Services (Adoption of Digital Mindset / Mobile-First new standard / new wisdom of connection & sharing / Impact of Social Media). He also talked about the need for a Proactive Policy (National Broadband / Active Spectrum Policy / Infrastructure Synergy) in the Healthy ICT Industry. He said that “we are always keen on collaborating with key industry players to drive the development agenda of not only the telecom sector, but also the overall regional ICT industry.”



Key panelists and attendees of The Telecom Leaders' Summit 2014 comprised a strong line-up of industry leaders from around the SAMENA region and beyond. The panels discussed the significance of the evolving trends in digital governance, in addition to the importance of cooperation in digital governance space. Further, the discussions underlined the importance of a comprehensive broadband development strategy, encompassing issues such as the CAPEX (Capital Expenditure) – OPEX (Operating Expenditure) challenge and the emergence of mobile services, Internet player applications and OTT videos.



Honorable Guests



H.H. Sheikh Nahyan Bin Mubarak Al Nahyan

Minister of Culture, Youth and Community Development - UAE

His Excellency Sheikh Nahyan joined the Federal Government in 1990 as the Minister of Higher Education and Scientific Research. In March 2013, he was appointed the Minister of Culture, Youth and Community Development. In addition to his ministerial positions, His Excellency Sheikh Nahyan has started as the Chancellor of the United Arab Emirates University (1983 – 2013), the Chancellor of the Higher Colleges of Technology (1988 – 2013) and the President of Zayed University (1998 – 2013). He is currently the President of the General Authority for Youth and Sports (2013 – present) and the President of the National Council for Tourism and Antiquities (2013 – present). Sheikh Nahyan is also the President of the Future Centre for students with special needs in Abu Dhabi.

Educated in the United Kingdom, His Excellency Sheikh Nahyan Graduated from Millfield School and attended Magdalen College at Oxford University. Sheikh Nahyan actively chairs and supports many groups, clubs and associations. He is the chair and patron of more than 100 annual conferences and symposia dealing with all aspects of life in the UAE, the region and the world.

Sheikh Nahyan is the recipient of many national and international honors and awards including the Oman Civil Order, from His Majesty Sultan Qaboos of Oman, Hilal-e-Pakistan, from the Government of Pakistan, Global Advocacy Recognition Award, from the TESOL Organization, Hamdan bin Rashid Prize for the Year's Distinguished Person of Education, as well as many honorary degrees from several universities around the world.



H.E. Dr. Hamadoun Toure

Secretary General, ITU

Dr Hamadoun I. Touré, Secretary-General of the International Telecommunication Union (ITU) since January 2007, was re-elected for a second four-year term in October 2010.

As Secretary-General, Dr Touré is committed to ITU's mission of connecting the world, and to helping achieve the Millennium Development Goals through harnessing the unique potential of Information and Communication Technologies (ICTs). A national of Mali, Dr Touré holds a Masters Degree in Electrical Engineering from the Technical Institute of Electronics and Telecommunications of Leningrad, and a PhD from the University of Electronics, Telecommunications and Informatics of Moscow. He is married with four children and two grandchildren, and is proficient in four official ITU languages: English, French, Russian and Spanish.



Attendees



Eng. Abdul Aziz Bin Abdullah Al-Sugair

Chairman and Acting Chief Executive Officer, STC - Saudi Arabia

Al-Sugair has been the Chairman and Director for Saudi Telecom Company since April 27, 2012 and has been its Acting Chief Executive Officer since March 27, 2013.



Abdulmajeed Melhem

General Manager, Jawal - PALTEL - Palestine

In 2010, Abdel Majeed Melhem was appointed as a Director General of the Palestinian Telecommunications Company (Paltel). He was assigned to the mission of improving the company's performance by way of implementing the vision and strategic direction of refocusing on the core telecom services: Fixed, mobile and internet. Mr. Melhem is board member at Palestine Plastic Industries Co. and at Golden Wheat Mills Co.

AbdulMajeed Melhem has more than 14 years of experience in the telecommunications sector. He has a B.A. degree in Finance and Accounting from Hebron University. He has also obtained several professional certificates in the disciplines of finance and sales from international institutions.



Ahmad Hanandeh

Chief Executive Officer, Zain - Jordan

Mr Al Hanandeh, a Jordanian national is the Chief Executive Officer of Zain Jordan with an impressive professional track record, having joined as Chief Financial Officer of the successful Zain Sudan mobile operation in March 2011. Before that, he was for four years the General Manager of Posta Plus, the Gulf-based company specializing in world-class delivery, courier and postal services across the Middle East. From 1994 to 2006, he was a key member of the Aramex Group initially joining as an accountant and rising to country manager of several of Aramex's Asian operations.



Attendees



Ahmed Bin Ali

Global Senior Vice President of Corporate Communications, Etisalat - UAE

Ahmed bin Ali took ownership of Etisalat's corporate communications in 2003. He has since led Etisalat's communications strategy through the greatest period of change in the company's history. Today he leads Etisalat's group communications across its seventeen countries of operations whose combined populations now exceed 1.8bn people. Ahmed bin Ali has supported Etisalat's transition into one of the largest twenty companies in the world. He has led communications through the company's restructuring in 2006. He has also established the company's sponsorship and CSR strategy, which has seen Etisalat positioned as a role-model national company supporting the development of the UAE. Ahmed joined Etisalat's engineering department in 1991, where he practiced key account management servicing large private companies and federal government organizations. Ahmed was in charge of commercializing all telecom services and equipment and was specialized in sophisticated services such as VSAT, ATM, leased line networks in addition to PABX.



Ahmed Mekky

Chief Executive Officer, GBI - Qatar

Ahmed Mekky is the co-founder, Board Member, and Chief Executive Officer of Gulf Bridge International (GBI) – the region's leading submarine cable network operator. As the CEO, Ahmed is leading the company in building and operating the first ever privately-owned and independently-operated cable network in the Gulf region, with onward connectivity to Europe, Africa and Asia. Ahmed is a highly experienced telecom executive with strong technical and business qualifications and an impressive track record of over 17 years of hands-on experience in strategic planning, business unit development, project and product management, and system engineering strategies. In addition, he is considered a pioneer in the field of satellite communications having managed numerous projects across the region, including the evaluation process for the launching of a new satellite to serve the Middle East and the investment in a new satellite hub in the Gulf.



Alessio Parolari

Vice President, Punto Italia - Italy

Alessio Parolari, Italian, 30, is Vice President of Punto it, an organization contributing to the development of a digital economy in Italy and Europe. He is also representative for the American Chamber of Commerce in Italy working on digital economy matters and he is involved in the Italian ICT government sector as board member of Informatica Trentina Spa. Beside his activities in the ICT and digital sector Alessio is an investor in the renewable energy sector.



Attendees



Ahmed Yousef Al Derbesti
Group Chief Operating Officer, Ooredoo - Qatar

As Chief Operating Officer, Ahmed Al-Derbesti is responsible for leading and synergising the key functions of Technology, Information, Wholesale and Operations at Ooredoo Group and operating company levels. He has a keen focus on improving department efficiency. Ahmed has worked in a variety of senior management positions at Ooredoo Qatar since 1985. In 2012, he became Ooredoo Group COO after serving as Ooredoo Qatar's Chief Officer of Wholesale and International Services for eight years. During this time, he was responsible for national and international voice, data and roaming services. At Ooredoo Qatar, he has also served as Executive Director of Group Strategy, overseeing the Group's early expansion, Executive Director of Customer Care, and Executive Director of International Services. Before joining Ooredoo Qatar, Ahmed had worked for the Qatar government ministry involved with communications. Ahmed is also a Member of the Board of global satellite company Arabsat, and is on the Boards of numerous Ooredoo Group companies and its management committees.



Allan Roenn
TMT Director – Consulting, Deloitte & Touche - UAE

Allan is a Director in the Deloitte METMT Consulting Practice. He has long career of international multi-industry consulting experience and brings Telecom and Media O/BSS deployments, IT Optimization and Cost Reduction, Telecom and Media Infrastructure roll-out and consolidation expertise, Deep Industry and multi-vendor experience within the technology domain. He has done successful delivery of numerous large scale complex business and technology transformation programs for clients in the TMT, Utility and Transport industries, Extensive Managed Services & outsourcing experience, Intimate knowledge of the TMT vendor product landscape.

His experience has been built through 16 years of working within the TMT sector in roles ranging from senior industry roles and consulting advisory roles for multiple companies. Before joining Deloitte Consulting, Allan was an Associate Partner in HP responsible for its BSS Industry Consulting Practice in EMEA.



Attendees



Alan Whelan

Group Chief Executive Officer, Batelco - Bahrain

Mr. Alan Whelan is the CEO of Batelco Group, whose business career has seen him successfully lead a number of large scale international businesses in the ICT sector. He brings to the company a wealth of knowledge and vast proven experience in the telecom industry and adjacent fields.

Mr. Whelan began his career with Fujitsu/ICL before moving to BT Plc where he held a number of leadership roles including Business Manager and Global Joint Venture Leader, in which he was instrumental in setting up Concert – a joint venture with AT&T Corporation and at the time the largest JV business ever established. Subsequently, Mr. Whelan spent four years with AT&T, first as Vice President – Europe, Middle East & Africa, Concert and latterly as Vice President – Global Service Provider Markets.

Mr. Whelan has also served as a board director in other sectors, including as Executive Director of The DX Group – a private equity backed logistics business. Mr. Whelan has also been a key figure within his community working for various charitable organisations. He is currently a trustee and board member of Bletchley Park Trust, a world renowned museum, heritage and education centre, and has served as vice-chair of the finance committee for Alfriston School, a special secondary school for girls with learning difficulties.



Amr A. Eid

Chief Commercial Officer, GBI - UAE

Amr Eid, Has more than 20 years of experience in the technology and telecommunications industry. Having worked for global multinational companies such as BT Global Services, HP, and PCCW. Prior to joining GBI, Mr. Eid served as Vice President for MENA region at PCCW Global (Hong Kong Telecom). He has an outstanding industry track records of accomplishment in building new company divisions and subsidiaries, creating innovative go to market strategies, having won many recognitions and awards regionally and internationally over the span of his successful career. Mr. Eid holds a Bachelor's Degree in Computer and Telecommunications Engineering in addition to Post Graduate studies in Operations and Finance.



Attendees



Amr Badawi
Board Member, NTRA - Egypt

Dr. Amr Badawi is currently member of the board of the National Telecom Regulatory Authority (NTRA) in Egypt. He was the Executive President of NTRA from Jan 2006 till July 2013. He has also rejoined Cairo University where he is a faculty member of the Electronics and Communications Dept. since 1987. He served as Senior Advisor to the Minister of Communications and Information Technology, where he handled the development of the Telecom Sector. He also directed the process of the IPO of Telecom Egypt in 2005. Dr. Badawi joined MCIT after a nine-year tenure with GTE & General Dynamics. There, he acted as Program Manager and in several other technical positions in the Telecom Sector Support and the ICT programs in Egypt. Prior to his tenure at GTE he founded Telecom International in Egypt in 1990. He was a Telecom consultant for several government and private entities from 1987 - 1995.



Amr Goussous
Principal, Strategy & - UAE

Amr Goussous is a Principal with Strategy & and a member of the firm's Communications, Media and Technology practice. Mr. Goussous has over 12 years of consulting and industry experience acquired through various engagements in emerging markets. He focuses primarily on globalization, growth strategies, mergers and acquisitions, investment portfolio assessment, new business models, mobile virtual network operators' (MVNO/Es) business models, and sales and distribution strategies. Mr. Goussous holds an MBA from Concordia University in Canada and a bachelor's degree in engineering from Purdue University in the U.S.



Dr. Amer Rawas
Chief Executive Officer, Omantel - Oman

Dr. Rawas is the Chief Executive Officer of Oman Telecommunications Company (OmanTel). Prior to his current post, he served as the Managing Director - Oman Mobile Telecommunications Company (Oman Mobile). In the academic field prior to his joining the Telecom Sector, Dr. Rawas served in various academic and leadership positions at the Sultan Qaboos University (SQU) the flagship university in Oman. His last assignment was the Dean of Educational Services. Prior to that he was the Director of the Center for Information System where he led the transformation of the role of ICT in the university. Dr. Rawas is still serving in various educational and technological policy forums in the Sultanate and regionally, these include:

- Member of the Higher Education Council; The government's policy making body on all Higher Education and research matters.
- Member of the National Accreditation Council: The government body responsible for higher education quality assurance.
- Member of the Board of Governors for the Higher Technology Colleges.
- Member of Board of Trustees for the College of Applied Sciences



Attendees



Andre Popov

Partner, Peppers & Rogers - UAE

Andre Popov is a Partner with Peppers & Rogers, and leads the company's Telecommunications & Media practice in the MENA region. He has over 17 years of both strategy consulting and hands-on industry experience, having developed and implemented business and M&A strategies for Global 2000, Private Equity and start-up companies in the USA, Europe and the Middle East. Andre received his MBA from the Tuck School of Business at Dartmouth College, and earned his Bachelor of Science degree in Business Administration (magna cum laude) from Babson College.



Andrew Hanna

Chief Commercial Officer, Viva - Bahrain

Andrew Hanna has over 18 years of experience in telecoms and ICT industry. Before joining Viva Bahrain as Chief Commercial Officer, Andrew occupied several managerial positions in Batelco group, Kalaam Telecom Holding, Telecom New Zealand Australia, Microsoft Middle East & North Africa and Ericsson Australia.



Ann LaFrance

Coordinator European, L.P., Squire Sanders & Patton Boggs - UK

Listed in The International Who's Who of Business Lawyers 2011 Annual Compendium and the 2005-2009 editions. She is also listed in Practical Law Company's Which Lawyer? Yearbook 2009. Ann LaFrance leads Squire Sanders' European and Middle East communications law practice. Drawing on more than 20 years of industry experience, Ann advises clients on telecommunications and media regulation, competition law, merger control, advocacy and dispute resolution, and general commercial and corporate law. Providing ongoing regulatory and competition law advice on a range of pricing, marketing and infrastructure sharing issues for a major mobile operator in Central Europe.



Attendees



Ayman Irshaid

Founder & Chief Executive Officer, AreebaAreeba - UAE

Ayman Irshaid, CEO of AreebaAreeba came into the social media business as founder of AreebaAreeba the Middle East first social network that empowers you to connect and share content, upload photos, Videos and Music. With broad telecom and IT experience in the international and local market place, Mr. Irshaid has established an enviable record of providing the Middle East region with the high quality of solutions and services. He has extensive experience and vast knowledge of Telecom, Media and Technology services. His international experience extends to Middle East, Africa and Europe. He is focusing on an ambitious plan to transform the traditional business and personal behavior into productive, creative and innovative manners. Mr. Irshaid was Vice President EMEA, of PCCW International. He led and built consortiums, investors and alliances to jointly bid for telecom licenses in the region. He has over 18 years experience in the telecommunication and information industry.



Bahjat El Darwiche

Vice President, Strategy & - UAE

Bahjat El-Darwiche is a partner with Booz & Company and a member of the firm's Communications, Media, and Technology practice. He has over 17 years of experience in the telecommunications industry, acquired through various engagements in the Middle East, Europe, North America, and Asia. He advises governments, regulatory authorities, industry bodies, and telecom operators and has led engagements in the areas of telecom sector liberalization and growth strategy development, policymaking and regulatory management, privatization, business development and strategic investments, digitization, corporate and business planning, competitive readiness, and governance, as well as operating models, and restructuring. He has authored a number of reference industry publications, including "The Future of Telecom Operators: Capabilities for Rapid Change", "Enabling Sustainable Digital Highways: Strategies for Next-Generation Broadband", "Maximizing the Impact of Digitization", and "Putting Strategy into Action: Building a Discipline for Better Performance".



Bocar A. BA

Chief Executive Officer, SAMENA Telecommunications Council - UAE

A noted management and technology consultant, Bocar A. BA is the CEO of SAMENA Telecommunications Council, and is responsible for leading the management of all the Council's meetings and continuing its research efforts and intellectual property of all telecom institutions in South Asia, Middle East and North Africa Region, helping operators address issues and opportunities in the telecommunications industry in the region. Specifically, he is in-charge of driving objectives of the Council, directing the advocacy efforts and building consensus with policy makers to affect policies changes at the regional level and overseeing the Council's growth. Bocar also serves as a director and board member of several companies in Technology and Management & Consultancy Services. He is also actively involved in the privatization process in MEA and Investment projects, aiming to link governmental opportunities throughout the region.



Attendees



Ambassador Bradley P. Holmes

Ambassador Bradley P. Holmes has over 30 years of domestic and foreign experience in regulation, policy, legal, and operational matters affecting the global communications industry. He is recognized worldwide by both the public and private sectors as an expert on telecommunications, information technologies, and general communications. Ambassador Holmes received his Juris Doctor Degree from Georgetown University, and his Bachelor of Arts in Economics and English from Dartmouth College. He is a member of the Bar of the State of New York.



Cai Guolei

Deputy Director Of Minister, MIIT - China

CAI Guolei (Mr.), currently serving as the Deputy Director in the Division of International Organization, Department of International Cooperation, Ministry of Industry and Information Technology, China. He is responsible for coordinating China's participation in multilateral organization in ICT sector such as International Telecommunication Union, Asia Pacific Telecommunity etc.

Mr. CAI obtain his Master Degree in Electronic Engineer from Chinese Academy of Science in 2005 and Bachelor degree of Science from Peking University in 1998.



Chafic Chaya

Regional Communications Manager, RIPE NCC - UAE

Chafic M. Chaya is pursuing Doctoral degree (Staffordshire University – England; 2013-2016) and has done Master in Business Administration (Modern University for Business & Science – Lebanon; 2012) and Engineering in Telecom (EPITA Engineering School – France; 1995). He is University lecturer at the Faculty of Business Administration at the Lebanese University, lecturing Management Information Systems, Networks & E-Business for Masters' students (1999-2014). As Communications & PR Manager he handled marketing communications and Public relations for IT & Telecom activities at Al-Iktissad Wal-Aamal Group (2003 – 2014). He has worked as Market Communications Manager at Ericsson Regional Office in Beirut supported the Central Europe, Middle East and Africa markets (1999-2002), Project Manager for the Arab Telecom & Internet Forum; which take place yearly in cooperation with UN & League of Arab States (1999-2011). He is Member at the order of Engineers in Beirut and at Internet Society (ISOC), Member of the Multistakeholder Advisory Group for Arab Internet Governance Forum (2011-2013), Chairman of the Communication Group for the Arab Regional Working Party (ARWP) for private sector at the International Telecommunication Union (2006-2010). He was honored by the International Telecommunications Union (ITU) in Geneva accomplishing a record of 10 successful years of proactive role in ITU meetings and conferences (July 2009)



Attendees



Charles Ding

Senior Vice President Public Affairs & Communications for the Middle East, Africa & the United States - Huawei

Mr. Ding has over 24 years of experience in the telecommunications industry, with over 18 of years in senior executive positions of increasing authority at Huawei Technologies and its worldwide affiliates. Mr. Ding currently has responsibility for leading Huawei's Public Affairs and Communications (PACD) operations in the Middle East, Africa and the United States. Since August, 2010 Mr. Ding has acted as Huawei's chief representative in the United States, leading and coordinating Huawei's interaction with external stakeholders ranging from customers to government to other influencers. The leadership of the Middle East and Africa PACD organizations was added to his responsibilities in January, 2014. Previously, Mr. Ding held positions as President, Huawei North America and President, Huawei Middle East and North Africa. Yet earlier in his Huawei career, he pioneered the expansion of Huawei's business initiatives in other markets throughout the world, as the President of Huawei Global Sales.



Deepak Padmanabhan

Chief Executive Officer, EITL - UAE

Deepak Padmanabhan serves as CEO of EIT and is a member of the organization's founding leadership team, in place since its inception in 2006. The EIT board has given him the responsibility of leading the development of value-creation plans for operating companies, supervising all investments and new acquisitions, and closely monitoring investments during the post-acquisition phase. As CEO, Padmanabhan is also responsible for, managing EIT's relationship with its shareholders and the process of selecting the senior executives appointed to lead EIT's managed companies. Padmanabhan has developed best international practices for investments in telecommunications companies and created a new model of operational excellence that has been critical in creating new value in telecom incumbents leading to superior business results. He has also brought together a leading team of expert telecom executives with a collective 400 years of industry experience.



Attendees



Elisabetta Ripa

Chief Executive Officer, Telecom Italia – Sparkle - Italy

Elisabetta Ripa was appointed as the Chief Executive Officer of Telecom Italia Sparkle (International Data and Voice Carrier), in March 2013. She has ten years of top management experience in Telecommunications Business in Italy and Abroad. She was the Head of Mobile Consumer Business Unit (TIM), from March 2010 to February 2013. From 2001 to 2008 Elisabetta had the responsibility of International Business Development and M&A Dept. in Telecom Italia. She had a degree in Business Administration (La Sapienza University – Rome) and she also earned an Executive MBA of Insead (France) in 1999.



Erik Almqvist

Partner - Global Head, Analysys Mason - UAE

Erik Almqvist is a Partner and Global Head of Operational Consulting for Analysys Mason based in Dubai, UAE. Erik has more than 20 years of experience working with leading operators and manufacturers in Europe, Middle East, Africa and Asia. Erik has successfully completed over 100 projects in telecommunications since 1992, the majority of which have focused on operational improvements and strategy. His areas of specialisation include large scale transformations and capability building, OPEX and CAPEX efficiency, process optimization, customer experience and QoE. In addition to his work in operational excellence Erik has completed ground-breaking research on the effects of ICT on society including the world's first scientific calculation of GDP effect of broadband speed upgrades. He is a frequent speaker and moderator at international telecommunication conferences in the Middle East, Europe and Asia and he has led several workshops for the top chairmen & CEO's of the global telecommunications industry. His work has been published in leading publications such as The Wall Street Journal and The Economist.



Attendees



Fahad Al Hassawi
Chief Commercial Officer, du - UAE

Mr. Fahad Al Hassawi has been the Chief Commercial Officer of Emirates Integrated Telecommunications Company PJSC since June 1, 2013. Mr. Al Hassawi served as Chief Human Resources & Corporate Services Officer of Emirates Integrated Telecommunications Company PJSC until June 2013 and served as its Executive Vice President of Human Resources. Mr. Al Hassawi is tasked with managing du's strategic human resources plan, implementing best practices in recruitment, training and development, compensation and benefits and organisational design. Prior to joining du, he served as Vice President of Human Resources (Employee Services) at Emirates Airlines. In this role he devised and implemented HR improvement processes. He also established and executed Emirates Airlines's national career development strategy. He started his career as a First Lieutenant Engineer for Dubai Police. He holds a Masters in Industrial Engineering from the University of Miami, USA. Mr. Al Hassawi also has a Bachelor of Engineering in Communications and a BTEC National Diploma in Engineering.



Fraser Curley
Vice President of Strategic Planning, STC - Saudi Arabia

Mr. Fraser Curley serves as the Chief Executive Officer of Mobile Telecommunications Company Saudi Arabia KSC. Mr. Curley serves as a Vice President of Strategic Planning at Saudi Telecom Company. He served as the Chief Executive Officer of Zain Saudi at Mobile Telecommunications Company KSC from March 2012 to September 1, 2013. He joined Mobile Telecommunications Company Saudi Arabia ("Zain KSA") in March 2012. He serves as an Associate Director and Head - Mobile Expert Group at C-Quantial, Inc. He is an experienced executive with over 29 years in the telecommunications industry, 20 years of which have been in mobile cellular markets. He is pivotal in the successful development of over 15 telecommunication mobile operations in various parts of the world, and is involved in network investments valued at over USD 8 billion. Mr. Curley served as a Director of Mobile Telecommunications Company Saudi Arabia KSC. He holds a Bachelor of Science - Physics from University of Manchester Institute of Science and Technology, and a Master of Science - Electrical Engineering from the University of London.



Attendees



Fayez Hussein

Chief Operations Officer, Wataniya Mobile - Palestine

Before joining Wataniya Mobile Palestine as CEO, Fayez Hussein began his career as CEO of the Palestinian Economic Development Group, a European Union funded microfinance agency providing credit to small and medium enterprises (SME) in Palestine. Mr. Hussein then became Head of Investment and Corporate Banking at Cairo-Amman Bank in Palestine and later joined the Palestine Commercial Services Company, the predecessor of the Palestine Investment Fund (PIF) as Investment Manager. In 1999, Mr. Hussein was appointed Chief Marketing Officer at JAWWAL, the first cellular communications company to operate in Palestine before moving to Jordan-based Accelerator Technology Holdings as Vice President for Group Business Development. Mr. Hussein then joined FRIENDi Group/Virgin Mobile MEA as Senior Vice President for Business Development until he was appointed as Principal at Dubai based Abraaj Group. Mr. Hussein holds a degree in finance from the Kogod School of Business at the American University in Washington DC.



Farid Faraidooni

Chief Operations Officer, du - UAE

Mr. Farid Faraidooni has been the Chief Operations Officer of Emirates Integrated Telecommunications Company PJSC since June 1, 2013. Mr. Faraidooni served as Chief Commercial Officer at Emirates Integrated Telecommunications Company PJSC and served as its Executive Vice President of Corporate Affairs. Mr. Faraidooni is responsible for corporate programme management, telecom regulatory affairs, corporate governance, and investor relations. Prior to joining du, Mr. Faraidooni played a key role in the implementation of the information and communication technology cluster in Dubai Internet City (DIC) and the development of the telecom infrastructure of DIC and TECOM. Mr. Faraidooni also served as the Director of Telecom for TECOM from April 2002 to May 2004. A UAE national, Mr. Faraidooni is on the Board of Trustees for the UAE ICT Development Fund. Mr. Faraidooni holds a Bachelor's Degree in Electrical/Electronics Engineering from Baylor University in Texas (USA) and has completed Management Courses at Cranfield University.



Galip Zerey

Vice Chairman, ICT - Turkey

He was born in Istanbul. He graduated from Istanbul Technical University Engineering Architecture Faculty, Electronics and Communication Department as an 'Electronic Engineer' and He completed his master of science in Electronics and Communication department again in Istanbul Technical University. Later He worked as an engineer and as an executive in international and foreign telecommunication businesses located in Istanbul. On October 27, by the confirmation of the Council of Ministers and the President of Republic of Turkey, 2004 he was appointed as Telecommunication Authority Council Member. On May 10, 2005 he was appointed as Telecommunication Council II. President by Telecommunication Council. Last ten years, two terms, He is Member of The Board in Telecommunication Authority in Turkey.



Attendees



Gareth Mills

Associate, Charles Russell - UK

Gareth Mills is an associate in the Telecommunications team at Charles Russell LLP and has been based full time in our Bahrain office since 2010. He advises on commercial dispute resolution and international arbitrations in the Telecoms sector and has experience of a broad range of commercial and regulatory disputes across the MENA region.

Examples of Gareth's recent work include:

- successfully advising a Telecoms regulator in a two year arbitration with a dominant operator, resulting in the regulator's decision being upheld and a fine of in excess of USD\$ 1.85 million being imposed upon the operator;
- a secondment to VIVA (Saudi Telecom in Bahrain) advising on commercial contract disputes and potentially regulatory issues; and
- Working for numerous suppliers and operators in Qatar, Bahrain and the near east on contentious issues.



Ghassan Murat

Business Development Director, Eutelsat - France

Ghassan Murat is the Commercial Development Director at Eutelsat, with responsibilities including business development, partnerships and creating new business models. His main projects are supporting new HDTV initiatives, new DTH positions as well as creating ecosystems to position Eutelsat Satellites as the best solution for Telecom applications. Previously he held the position of Director Commercial Strategy and Business Intelligence in charge of strategic marketing, pricing, and distribution strategy. He started with Eutelsat as Sales Manager for the Middle East, where he carried out various DTH and SATCOM projects. Prior to joining Eutelsat, he was Sales and Marketing Manager for North Africa at Gemalto, where he carried out different projects for mobile telecom operators including SIM cards and value added services. He held various positions at Gemalto, from Sales in South Africa to New Product Development in the areas of digital security and mobility.



Greg Young

Chief Executive Officer, Nawras - Oman

Greg Young joined Nawras in 2013, bringing to the company more than 30 years of experience in the wireless and telecommunications industry. Before moving to Oman, he was CEO of Sri Lanka Telecom PLC and advisor to the board of the STL Group. He previously held roles as Vice President of Qualcomm and Chief Technology Officer of Tata teleservices. Prior to that, he worked with Telstra, Philips and Ericsson. Greg holds a Bachelor's degree in Electrical and Electronic Engineering from Swinburne University in Melbourne, Australia.



Attendees



Hamed Munther Odeh
Country Manager, Yahsat - UAE

Workseffectivelywithleading satellitenetworkvendors suchasHughesNetworkSystems,Newtec, andViasat.HeplaysamajorroleinbuildingtheYahClickbroadbandbusinessincludinglogistics,field operations,customer care,andoperations support systemsinageographicallydistributedenvironment He Manages international large scale projects from pre-sales activities to full operations including logistics, field operations, care, technical development, marketing, and product development. He manages end to end on-boarding and launching process for YahClick distributors (36 distributors in 28 Countries) including distributor assignment, logistics planning, team development, training, process development, and ensuring business and operational readiness and Directly manages sales and distribution of YahClick broadband services in Yemen, Jordan, Lebanon, Syria, and Saudi Arabia.



Hakam Kanafani
Chief Advisor and Board Member, Turk Telekom Group - Turkey

Hakam Kanafani is currently the Chief Advisor and member of the board of directors of Türk Telekom and its executive committee. Before that he was the Chief Bus devt and Synergy officer for Oger Telecom. Kanafani is a University Trustee Scholar and holds Beta Gamma Sigma honors from the United States. He graduated from the University of Maryland, College Park with a B.A. in Economics and a B.Sc. in Management Information Systems. Kanafani holds an MBA with a 4.0 GPA and he continued his Executive Education at Harvard Business School.



Dr. Hamad Salim Al Rawahi
Chief Executive Officer, TRA - Oman

His Excellency Dr. Hamad Salim Al Rawahi was appointed as the Chief Executive Officer of the Telecommunication Regularity Authority (TRA) pursuant to Royal Decree No. 70/2011. HE has a Ph.D. and M.Phil. from Cranfield University, UK and a B.Sc. from the University of Salford, UK. He is a Chartered Engineer (C.Eng) and a Chartered IT Professional (CITP), both from the UK.



Attendees



Dr. Hamid Reza Nikoofar

Deputy Chief Executive Officer, Mobile Communication Company of Iran

Dr. Hamidreza Nikoofar is Deputy CEO at MCI. He has extensive experience in ICT industry since 1997. His career profile covers different management roles in IT & Telecom sectors. He was senior advisor to CEO and director of software engineering and enterprise architecture centre at Information Systems of Iran (ISIRAN), the biggest IT Iranian company, since 2003. He was member of information architecture committee at Iran ICT Supreme Council at the same time. Then he founded and managed ParsCell International, the total IT & Telecom solution provider in Iran. He joined MCI in 2006 as senior advisor to CEO and program director. He was selected as member of board of directors in 2008 by ICT minister. In the role of Deputy CEO, he is currently directing MCI business operations and implementation of corporate strategy called MCI NextGen across different functions including mobile broad-band rollout and commercial launch. He has a PhD in telecom engineering from TMU, Tehran, Iran.



Harald A. Summa

Chief Executive Officer, De_Cix - Germany

Harald A. Summa, initiator and Chief Executive Officer of eco – Association of the German Internet Industry e.V., has been active in management and consulting for Information and Communication Technology for more than 30 years. He was lecturer for the Chair for Informatics at the University of Cologne for ten years, and since 1996, Harald A. Summa has been managing DE-CIX, the largest Internet exchange point in the world, in Frankfurt, Germany. Harald A. Summa has been the CEO of DE-CIX Management GmbH since 2003, and he is co-initiator of the European associations Euro-ISPA and Euro-IX. In addition, he is currently undertaking a doctorate at the University of Cologne. In 2013, he was appointed for the first time to the “Young Digital Economy” Advisory Board, which advises the German Federal Minister for the Economy on questions of ICT and the Internet. This appointment has recently been confirmed for the new legislative session.



Hatem Dowidar

Chief Executive Officer, Vodafone - Egypt

Hatem Dowidar is recently appointed Regional Director for Africa, Middle East and Asia Pacific in Vodafone Group, the Chairman of Vodafone Egypt and a board member in Vodacom Group. Before that Hatem has been CEO of Vodafone Egypt S.A.E (with annual turnover of 13 billion EGP) since 2009. Previously, he spent close to 6 years working internationally with Vodafone as CEO of Partner Markets covering over 43 countries, as CEO of Vodafone Malta and as Director of Core Services in the Vodafone Group Commercial team. He joined Vodafone in 1999 as the Chief Marketing Officer of Vodafone Egypt. Before Vodafone, Hatem occupied various managerial roles in Marketing in Procter & Gamble and started his career in AEG (Daimler Benz Group) in Egypt.



Attendees



Hassan Kabbani

Chief Executive Officer, Zain Saudi Arabia

Hassan Kabbani is a Board Member at Oger Telecom. He has been the Chief Executive Officer of MobiNil Telecommunication S.A.E (Alternatively Egyptian Co. for Mobile Services) since September 1, 2008 and served as its President. Mr. Kabbani has extensive experience in managing telecom operations including strategic planning, economic and financial modeling at sector and company level, operations optimization, and human resource management. Hassan Kabbani has accumulated twenty years of experience in telecommunications operations' management across the MENA region. He was appointed Chief Executive Officer of five major telecom operations. In 1999, after several years with France Telecom, Hassan Kabbani joined the Orascom Telecom Group and was soon appointed to take on his first CEO position. Kabbani has worked in different Middle East countries including: Lebanon, Syria, Yemen, Algeria, Egypt as well as different countries in the sub-Saharan Africa



Hani Al Shakhs

Chief Executive Officer, Tawasul Telecom - Kuwait

Mr. Al-Shakhs became CEO of Tawasul Telecom in 2009, and since then Tawasul Telecom grew rapidly, keeping focus on enhanced competitiveness to the data communication services in the region.

Acquiring capacity in the Middle East Region, especially GCC, was not a straightforward process, and during his role as Senior Executive of Information Technology Division in Gulf Investment Corporation (GIC), Hani Al-Shakhs's visionary solution, contributed to creation of regional IP services platform and excelled the overall regional communication. Strong technical and business qualifications with an impressive track record of more than 29 years of hands-on progressive experience in strategic planning, business unit development, project and product management, and system engineering strategies, Hani Al-Shakhs brings continuous communication development in the region. Hani Al-Shakhs leadership transformed Tawasul Telecom and regional telecom industry to healthy environment.



Attendees



Houlin Zhao
Deputy Secretary General, ITU

Houlin Zhao was elected ITU Deputy Secretary-General at the Plenipotentiary Conference in Antalya, Turkey, in November 2006. He was re-elected for a second four-year term in Guadalajara, Mexico, in October 2010.

Born in 1950 in Jiangsu, China, Mr Zhao graduated from Nanjing University of Posts and Telecommunications, and holds an MSc in Telematics from the University of Essex in the UK.

From 1999 to 2006, he served as Director of ITU's Telecommunication Standardization Bureau (TSB). During his term of office he spearheaded the introduction of new efficiency measures to improve ITU's standardsmaking environment and strengthen its promotion. He also enhanced the strategic partnership between Member States and Sector Members, while initiating and maintaining good relationships with industry members. Under his leadership, ITU enhanced its level of international cooperation with other standards development organizations, and was instrumental in helping bridge the standardization gap between developing and developed countries.



Ihab Hinnawi
Chief Executive Officer, Umniah Mobile Company - Jordan

Ihab Hinnawi joined Umniah as the Chief Executive Officer in 2009, drawing upon over 20 years of extensive managerial experience to lead the company's industry-pioneering operations.

Prior to assuming his new position at Umniah, Hinnawi joined Batelco Bahrain in 2009 as General Manager of the Enterprise Division, directing the sales, service and marketing operations of Batelco's solutions portfolio. In 2007, Hinnawi held the position of Chief Executive Officer at Batelco Jordan, where he successfully set the strategic direction of the company, achieving considerable transformational turnarounds and augmenting Batelco's commercial success by garnering greater gross profits and customer satisfaction. Before joining Batelco, Hinnawi helped establish Umniah in 2004 within his capacity as a key member of its initial management team, and continued to work at Umniah until 2007 as its Operations Director.



Attendees



Ihab Ghattas

Assistant President of Middle East, Huawei Technologies Co., Ltd. - UAE

Mr. Ihab Ghattas has been Assistant President of Middle East operations for Huawei Technologies since September 2008. In his role Mr. Ghattas is responsible for driving Huawei's business in the region in addition to being instrumental in developing strategies related to marketing, human resources, social activism and administration. He is also responsible for establishing and developing key relationships with clients and operators across the region. Mr. Ghattas is a senior telecommunications professional and has over 28 years' experience in the telecoms industry. He has previously served as Chief Business Development Officer (CBDO) of Huawei Technologies, and was responsible for establishing and developing key relationships with operators across the MENA region as well as promoting and introducing Huawei's Enterprise Solutions to businesses outside of the telecommunications arena. Prior to joining Huawei, Mr. Ghattas spent most of his career with Etisalat, a leading operator in the MENA region.



Isaac Sissokho

Director of International Corporation, ARTP - Senegal

Isaac Sissokho is Doctor in Law about Telecommunications and ICT since 2008. From 2008 to now he served as Director of International Cooperation and Partnership in ARTP (Authority of regulation for telecommunications and Post). Before 2008, he was occupying following positions: Chief of department legal affairs of ARTP, Director of administration and financial of ARTP.



Ivo Ivanov

Member of the BOD - De_Cix - Germany

Ivo A. Ivanov is Member of the Board of the DE-CIX International Corporation and Vice President of the DE-CIX North America Inc. Ivo joined DE-CIX in January 2008 as Head of Department Strategic Development & Consultancy Services. Ivo has an educational background focused on Law and business. Fluent in German, English, Russian and Bulgarian, he graduated a German Business school in 1995 and holds two Law degrees from the Universities of Sofia (Bulgaria) and Bonn (Germany) in 2002. After college graduation, he worked as a lawyer, with a focus on e-commerce law, IP law, telecommunications law and data protection law. Ivo has 10+ years experience in the regulatory, legal and commercial Internet environment.



Attendees



John Giusti

Head of Public Policy, GSMA - UK

Mr Giusti directs the association's full range of spectrum-related activities and, in collaboration with the GSMA membership, represents the industry on critical spectrum policy issues with national governments and multilateral organisations. Prior to joining the GSMA, Mr Giusti worked for the US Federal Communications Commission (FCC), where he served as chief of staff and senior policy advisor to Commissioner Michael Copps. He also ran the International Bureau, where he managed the FCC's relationships with its foreign counterparts and served as the FCC's chief negotiator at meetings of the International Telecommunication Union, the Inter-American Telecommunications Commission and other multilateral organisations. Mr Giusti was educated in the United States, earning a juris doctorate from Boston University School of Law and a bachelor of science in telecommunications from the University of Florida



James Wu

President Carrier Business, ME Region, Huawei Technologies Co., Ltd. - UAE

Mr. Wu Weitao is the President of the Carrier Business Group Middle East. Mr. Wu joined Huawei in 2003. Prior to his current role, he held several senior positions in succession within the Huawei Middle East including CEO of Huawei Technologies in Saudi Arabia, CEO of Huawei's Oman office and Deputy CEO of Huawei's Pakistan office. With a decade of experience in the telecommunications industry, Mr. Wu has played a key role in many of the company's milestones in the region. He graduated from Tianjin University with a Double Bachelor Degree of Computer Information Science and Technology and Civil Engineering.



Jawad Shaikh

Executive Vice President, Digital Business, du - UAE

Head of Digital Business at du. Responsible for Innovation, Digital Products & Services portfolio and the online channel. Brings over 18 years management consulting experience across the US, UK and the Middle East & Africa. Led market entry and development of Capgemini Consulting in the Middle East region. Expert in business strategy and transformation in the Telecom & Media sector with a strong track record of helping develop and implement results-focused strategies.



Attendees



Jonathan Fiske

Vice President, Group Regulatory Strategy, Etisalat - UAE

Regulatory affairs professional with management and senior advisory experience.

- Experience across various markets, including Africa, Asia, Europe and the Middle East
- Group and operating company experience, start-ups and regulatory authority secondment

Specialties: Regulatory strategy (operational, product & service development matters, market competition issues); compliance; public policy; drafting and advising on regulatory instruments and practices; M&A due diligence; organizational structures; corporate governance; risk management; competition law and policy.



Karim Khoja

Chief Executive Officer, TDCA Roshan - Afghanistan

Karim Khoja has served in senior management positions in national and multi-national telecommunications companies for over fifteen years. He has extensive experience in nurturing start-up businesses from infancy through development, and has led several GSM start-up companies into becoming major market players as President and CEO, including being the founding CEO of Mobilink (Pakistan), Director of Marketing, Strategy and Sales for ERA GSM, Chief Operating Officer and Member of the Board for CROATIAN Telecommunication HT, as well as founding CEO of T MOBILE, Croatia. Mr. Khoja has also been on the board of directors and in senior positions focusing on sales, marketing and strategy for companies such as Exi Wireless Inc, Spectronics Microsystems Ltd., and RAM Mobile Data Ltd.



Karim Taga

Managing Director - Arthur D. Little - Austria

Karim Taga is Managing Partner of Arthur D. Little and leads the Global TIME (Telecommunications, Information Technology, Media and Electronics) Practice.

He is active in this industry for 18 years already. His interests are primarily focused on three functional areas:

- Growth strategies and business transformations
- Corporate Finance - Transaction support
- Boardroom presentation and facilitation

He acts as Jury for several telecoms awards in Asia, Europe and in the US, beside his role as an advisor in several telecommunication councils and associations as well as governments and regulators. He chairs and facilitates yearly more than 20 top executive international events and conferences on four continents.



Attendees



Dr Khaled H. Biyari

Senior Vice President Technology & Operations, STC - Saudi Arab

Dr. Al-Biyari is the Senior Vice President for Technology and Operations in the STC Group. Before joining STC, Dr. Al-Biyari was the Senior Vice President and General Manager in Advanced Electronics Company (AEC). He led the process of expanding and diversifying the company's business to include the execution of major projects, in the fields of telecom and information systems. Before joining AEC, he was a Professor of Communication Systems at the Electrical Engineering Department at KFUPM during the period 1990-95. He published many scientific papers and supervised a number of graduate students there. In addition to his membership in various national and professional committees, he was appointed by the Council of Ministers as a Board member of The Electricity & Cogeneration Regulatory Authority (ECRA). Dr. Al-Biyari obtained his Ph.D. degree and the Academic Achievement Award from University of Southern California (USC), Los Angeles, USA in 1990 in the field of Electrical Engineering "Communications Systems" and the BS and MS in the same field from KFUPM in 1983 and 1985, respectively.



Luigi Gambardella

Executive Chairman, ETNO - Belgium

In 1999 he joined the Telecom Italia Group, in charge of relations with the National Regulatory Authority, and he is currently their Vice President Relations with International Institutions and Organizations. He is also the Chairman of the Executive Board of ETNO, European Telecommunications Network Operators' Association, BIA Vice Chair to the OECD ICCP Committee, President of EU Brasil – the Association for the development of the relationship between Europe and Brazil, a member of the Advisory and Support Group of BUSINESSEUROPE, a member of the board of the Transatlantic Business Council, a member of the board of the European Internet Foundation, Associate at the European Round Table of Industrialists, President of Puntoit – the Italian Association for the development of the digital economy. Luigi Gambardella has contributed, through its professional career, to all the phases of policy frameworks' development of the European e-communication industry, last but not least to the development of the Digital Agenda and its latest reviews.



Lynne Dorward

Executive Director, Group Regulatory Affairs of Ooredoo Group - Qatar

Mrs. Dorward has more than 30 years of experience in the ICT industry, specializing in the areas of regulatory and government relations as well as M&A. Currently, Mrs. Dorward is Executive Director of Group Regulatory Affairs for Ooredoo Group with operations in the Middle East, North Africa and South East Asia. Previously, Mrs. Dorward was the Chief Regulatory Officer for Zain Group, responsible for the regulatory oversight and direction for 23 mobile operating companies in the Middle East and Africa. In addition, Mrs. Dorward has advised both private companies and regulators in Africa, the Americas, Asia-Pacific, Europe and the Middle East on a wide range of regulatory and business issues including public policy, licensing, spectrum valuation, interconnection, Universal Service Funds, telecommunications privatization and liberalization programmes.



Attendees



Malick Yero KA

Advisor to Chairman, ARTP - Senegal

Malick Ka is In charge of the international institution, Department of International Cooperation and partnership, Authority of Regulation of Telecommunication and Post (ARTP), Senegal. He has worked as Attache de cabinet and adviser of the Minister (2012-2013), Ministry of communication and Telecommunication, Senegal. Hewas President. Director 2003-2012, Deutsch Afrika Marketing (Marketing & Events) Germany. He has vast experience of Consulting and project management for organizations including: Business development, marketing, project management & coordination, feasibility studies, organization of events, support for implementing projects in Africa. Malick Ka is Ländkundlicher Barater at the Chamber of Commerce of Oldenburg. He has European Computer Driving Licence (Office & Microsoft) and studies Accounting & Management.



Marc Biosca

Vice President and Partner, AT Kearney - UAE

Marc Biosca, a partner with A.T. Kearney Middle East, leads the Communications, Media & Technology Practice in the Middle East. As a senior telecoms expert, he has more than 14 years of international consulting experience in Europe, Southeast Asia, Africa, and the Middle East. An expert adviser to C-level executives of leading telecom operators, media groups, and equipment manufacturers, Marc has developed a wealth of experience across a broad spectrum of strategic issues, while assisting clients in successfully achieving operational excellence and profitable growth in the GCC hyper-speed business environment. Marc has significant consulting experience in corporate strategy, international expansion and M&A, organizational development, and operational performance improvement. Specific programs include: revenue boost, business turnarounds, large-scale cost optimization, strategic sourcing, business startup support, and commercial (marketing and sales) performance enhancement.



Marc Halbfinger

Chief Executive Officer , PCCW Global - Hong Kong

Before becoming PCCW Global CEO in 2007, Marc Halbfinger spent 22 years in media and telecommunications roles, gaining experience in cable TV, directories, mobile, international voice, video, data and the Internet. He joined PCCW in 2000 as Senior Vice President, Business Development for the Pacific Convergence Corporation, covering markets in Europe and North America, where he was involved in now TV's early commercial development. In 2001, he helped establish Beyond the Network, which became part of PCCW Global, covering Europe, the Middle East and Africa as President. Marc was previously a Teleglobe Vice President, addressing Mediterranean and South European markets, after serving Global One, Sprint International and a Southwestern Bell subsidiary. He holds a Master of Science (Econ.) in International Relations from the London School of Economics and Political Science.



Attendees



Marco Brandstätter

Business Development, De_Cix - Germany

Marco Brandstätter, 40, CEO of CloudBrokers and Senior Business Accelerator at DE-CIX. Marco plays a key role in successfully establishing and developing the 1st carrier and datacentre neutral IXP, the UAE-IX in Dubai, UAE. Prior to this Marco was the Owner and CEO of i3B, an international wholesale company focused on peering, IP Transit and MPLS services. In 2010 he sold the company group to it's biggest wholesales customer. Marco started his Internet career as the co-founder of HAPPYsoft (1992), a software development company and as the co-founder of HAPPYnet (1995), one of the first Internet Service Provider in Austria. Marco lives in Kärnten, Austria with his wife and three great children.



Maciej Witucki

Chief Executive Officer, Orange - Poland

Maciej Witucki began his professional career in consumer finance (Cetelem Bank; the Paribas Group) and retail banking (Lukas Bank; the Crédit Agricole Group). In November 2006 he joined TP S.A. (today Orange Polska) as President of the Board and CEO. In 2013, he assumed the position of Chairman of the Supervisory Board of Orange Polska. He sits also in the Supervisory Boards of LOT Polish Airlines and Work Service S.A. (the largest Polish HR services company). Maciej Witucki is - among others - a member of the Management Board of PKP Lewiatan (Polish confederation of employers). Since 2009, he has been a member of the Board of Directors of the Atlantic Council of the United States and since September 2010, President of the French Chamber of Commerce and Industry in Poland (CCIFP).



Mikkel Vinter

Group Chief Executive Officer, Virgin Mobile – Friendi - UAE

Mikkel Vinter is CEO of FRIENDi GROUP, the leading regional MVNO/MVNE player in the SAMEA region based in the group headquarter in Dubai Internet City, UAE. FRIENDi GROUP launched the first MVNO in the region in Q2 2009, and is now rolling out operations across multiple regional markets to deliver on the group vision of establishing the leading network-independent mobile telecommunication provider in the region. Mikkel has held a number of senior management positions in the telecommunications industry over the last 15-plus years. The last 5 years have been in the MENA region, and prior to joining FRIENDi GROUP, Mikkel held the position as Chief Commercial Officer for second GSM operator Nawras in Oman. Before moving to the MENA region, Mikkel has worked for leading international telecom operators in Asia, Scandinavia & Western Europe, where he has held senior management roles for successful market-leaders as well as start-up organisations.



Attendees



Milan Sallaba
Managing Director, Accenture MEA - UAE

Milan has advised senior executives as a strategy and management consultant in the Communications, Media and Technology (CMT) space for two decades. His experience spans the whole ambit of growth strategy and portfolio management, transactions and restructuring, operational performance improvement and digital transformation programs. Milan is a widely acknowledged industry expert and his views frequently draw on comparisons and contrasts from insights gained during his longstanding international career across Europe, MEA, and Asia. Prior to joining Accenture where he leads the CMT Strategy practice, Milan was a UK-based Partner in Transactions and Restructuring at KPMG. He also spent about 15 years with Oliver Wyman and its predecessor firms, amongst other as the General Manager of Oliver Wyman in the Middle East and Africa, and prior to that headed Telecom and Private Equity Practices with responsibilities for the UK and Northern Europe. Milan holds an MBA from INSEAD and a BA (Hons) degree in Business Administration and International Financial Management from the European Business School.



Mohammed Al Amer
Chairman, TRA - Bahrain

Mohammed A. Al Amer (PhD) is the President of the Central Informatics Organization (CIO) and Chairman of the Telecommunications Regulatory Authority (TRA) of the Kingdom of Bahrain. During his tenure in these positions he has been instrumental in the introduction of many national initiatives such as the Central Population Register (CPR), the Government Data Network (GDN), the National Smart Card project and the Bahrain e-Government Strategy.



H.E. Mohammad Omran Al Shamsi
Minister - Chancellor, Higher Colleges of Technology - UAE

After graduating from Cairo University, with an Engineering Degree in Electronics and Communications, Mohammad Omran Al Shamsi joined Etisalat, the UAE's telecommunications provider, in 1977. In 2004 he was appointed as Etisalat's CEO, and as Chairman and CEO in 2005. In these roles he led Etisalat to its position as the Middle East's largest operator and the third largest corporation in the GCC. He was involved in the establishment of the Thuraya Satellite system where he became the Chairman of the company until his retirement in 2012. He has received numerous awards for his contributions to the telecommunications sector. Mr Al Shamsi is a member of the Board of Emirates Foundation, the Board of Governors of Khalifa University and Chairman of the Board of Directors of Ras Al Khaimah Properties Company. He was appointed Chancellor of the Higher Colleges of Technology in the status of a minister, by Federal Decree in April 2013.



Attendees



Mohammed A. Al Ageel
Chief Executive Officer, Bravo - Saudi Arabia

Mr. Al Ageel has more than 20 years' experience in Telecommunications sector in Saudi Arabia and the region during which he had assumed various positions; as the General Manager of Marketing and Business Development at the wholesale business unit, and the general manager of IT at Aljawal business unit in Saudi Telecom, in addition to his former work at the governmental sector. Moreover, Mr. Al Ageel had occupied an international position as the chairman of the GSM Arab World, as part of the international GSM Association. It is to be noted that Mr. Al Ageel has a BS degree in Computer Engineering from King Fahd University of Petroleum & Minerals, an MBA degree from King Saud University and a number of leadership trainings at INSEAD and IMD. Mr. Al Ageel expressed his strong confidence in the Saudi telecom industry especially with CITC professionalism in driving the sector in the right direction, to assure continuous development of the telecom industry at the Kingdom



H.E. Mohamed Nasser Al Ghanim
Director General , TRA - UAE

H.E. Mohamed Nasser Al Ghanim currently holds the position of Director General of the Telecommunications Regulatory Authority; an authority certified according to the Telecom Law issued by Federal Decree No. (3) of 2003 and its amendments to regulate the affairs of the telecommunications sector and ensure the creation of a fair competitive environment in the local market. In the year 2004, Al Ghanim was entrusted with establishing a telecom regulatory body, where he was able in a record time to set up "the Telecommunications Regulatory Authority (TRA)".

Under the supervision and management of Al Ghanim, the TRA succeeded in implementing the regulatory framework of the sector through developing the necessary policies and regulations such as the competition framework, interconnection agreements between providers, pricing policies, and the implementation of the National Spectrum Plan which is considered to be the first of its kind in the region. Under his leadership, the TRA licensed the second telecom operator in the UAE; putting an end to a more than a thirty year old monopoly in cellular communications. Al Ghanim seeks through several initiatives and projects launched by the TRA to improve the telecom sector's market in the UAE in order to compete internationally by focusing further on the growth of scientific knowledge in Information and Communications Technology (ICT) and by promoting skills and national human capital in areas related to the sector.



Attendees



Mustafa Aykut

International Affairs and Policy Coordinator, Turk Telekom - Turkey

Executive Board Member of ETNO (European Telecommunication Networks Operators) Association
- Policy Board Chairman of SAMENA (South Asia-Middle East-North Africa) Telecommunications Council

Dr. Aykut is Group Representative of Turk Telekom, International Institutions for Policy, Standards and Regulations since 2008. He serves as the Official Contact to ETSI and the Focal Point to all ITU-Sectors. He was a member of the Executive Management Committee, the Chairman of the Health Policy WG and a Member of the Regulatory Advisory Group at GSMA in the period of 2003-2006. He joined Alcatel in Germany to design and develop GSM in 1989 and taking active roles at ETSI WGs. As Product Line and Configuration Director at the Competence Center Dept. of Alcatel, he led various telecommunication network deployments in Europe, the USA, Latin America, Asia and Africa.



Nabil Baccouche

Vice President and Managing Director, Middle East and Africa (MEA)
Syniverse Technology - UAE

Nabil Baccouche joined Syniverse in September 2011 as Vice President and Managing Director, Middle East and Africa (MEA).

In this role, he leads the Syniverse MEA Headquarters in Dubai, where he uses strong local understanding and extensive international telecom experience to strengthen Syniverse's position in the region. Prior to Syniverse, Mr. Baccouche served as Vice President of International Voice, Data and Roaming at Tunisie Telecom, a 35 percent Emirates International Telecommunications (EIT)-owned company. Mr. Baccouche also has experience as Managing Director at Belgacom ICS (BICS), where he established the company's Dubai office, and as a Sales Manager at Winstar Communications. He speaks fluently 5 languages and was recognized twice in 2012 and 2013 among the top global leaders under 40.



Attendees



Dr. Nasser Marafih

Group Chief Executive Officer, Ooredoo - Qatar

Dr. Nasser Marafih is the Chief Executive Officer (CEO) of the Ooredoo Group. He holds a Bachelor of Science in Electrical Engineering, a Master of Science and a PhD in Communication Engineering, all from George Washington University, USA. Dr. Marafih started his career at Qtel in 1992 as expert advisor from the University of Qatar and was involved in the introduction of the first GSM service in the Middle East in February 1994.

Following his appointment as CEO in 2002, Dr. Marafih spearheaded Qtel's transformation and growth from a single operator in Qatar with 500,000 customers to a leading regional and global player having presence in 17 markets in Middle East, North African and Southeast Asia with more than 96 million customers today.



Osama Ghoul

Executive Vice President, Devoteam - UAE

Osama Ghoul is the Founder and Managing Partner of Devoteam Middle East, a part of the Devoteam Group. An entrepreneur with an impeccable record of driving companies to success, Ghoul has senior management experience in a range of international companies such as FLAG Telecom, Bell Atlantic and Ericsson. A noted leader and consultant on strategic operational and marketing for the ICT industry, Ghoul is an expert of the issues and trends affecting the ICT markets in the Middle East. As the Managing Partner at Devoteam Middle East, Ghoul has built an impressive customer base, some the names include major telecom operators such as Saudi Telecom, Mobily, Attheeb, ITC & Bayyanat, government entities such as the Commission for Information Technology and Communications, the Ministry for Communications and Information Technology in Saudi & Jordan, and the Saline Water Conversion Corporation, and some major banks including Riyadh Bank, National Commercial Bank. With one of the largest networks in the Middle East, Devoteam Middle East has become the partner of choice for the telecommunications and IT sectors. This success can be attributed to Devoteam Entrepreneurial spirit, specialized focus and Collaborative approach with its customers.



Attendees



Osman Sultan
Chief Executive Officer, du - UAE

Osman Sultan was named Chief Executive Officer of Emirates Integrated Telecommunications Company PJSC (du) in January 2006. His vision of creating a telecommunications company that would transform the UAE's industry monopoly, while adhering to its values and delivering on its promise, has since manifested to form one of the region's most vibrant success stories. Under Sultan's guidance, du's starting team has expanded to a corporate family of more than 2000 colleagues, with a network of du Shops and 5000 affiliated retailers across the UAE. The company's rapid growth success includes an ever-increasing customer base of more than five million mobile customers and a market share of close to 50 per cent in less than five years; company profits within two years of operations, and a focus that is as people-centric as it is driven by providing the best value and adding life to life.



Pan En
Vice President of Solution Sales & Marketing, Middle East
Huawei Technologies Co., Ltd. - UAE

Mr. Pan En is Vice President of Solution Sales & Marketing for Huawei Middle East. He is responsible for leading the regional solutions and marketing team to drive new telecoms business according to customers' requirements and to promote Huawei's advanced solutions with operators across the region. Pan En has more than a decade of experience in the telecommunications industry. He joined Huawei in 1999 and so far has stayed in the Middle East and North Africa regions for 11 years. Throughout his career with Huawei, he has played an important role in many milestone projects happening in the region. Prior to his current position, he was General Country Manager of Huawei Kuwait, responsible for managing the company's customer relations and day-to-day operation in the country.



Patrice Loze
Deputy Chief Executive Officer, Orange JTG - Jordan

Patrice Lozé is the Deputy Chief Executive Officer of Orange Jordan — a position he has held since March 2014. Mr. Lozé has a long and varied history with France Telecom Group (FTG) that extends well over 15 years, during which he held a variety of positions that have garnered him an extensive experience in the arena of telecommunications. Prior to joining Orange Jordan, Mr. Loze worked as FTG's Head of Commercial Activities in France for over seven years, overseeing the company's various operations within the country. He has a degree in Law from Université Paris X Nanterre, degree from School of Management (Ecole des Cadres) and a CEDEP certification from INSEAD.



Attendees



Patrick Farajian

Chairman & Chief Executive Officer, SODETEL - Lebanon

Mr. Patrick Farajian is the Chairman and CEO of Sodeitel, a leading telecom operator that offers fixed and wireless broadband services, a company jointly owned by France Telecom/Orange and the Lebanese government. There, he orchestrated a successful turnaround and positioned the company on high-growth markets in both residential and corporate segments. Prior to his appointment in 2003, he was advising the Ministry of Telecommunications in Lebanon on the creation of the Telecommunications Regulatory Authority. As a consultant, he actively participated to the preparation for the telecom sector's reform, strategy, liberalization and privatization. He held senior positions in the planning department of Nortel Networks in Canada. He serves on the board of directors of a number of organizations and is the treasurer of the Lebanese Businessmen Association.



Rashid Abdulla

Chief Executive Officer, Batelco - Bahrain

Rashid Abdulla has been Chief Executive for Batelco Bahrain since January 2011, having held the position of Managing Director of Qualitynet, Batelco's sister operation in Kuwait, since 2000. During his 10-year tenure at Qualitynet, Rashid helped to turn the company into a highly profitable and customer focused organisation recognised as the leading internet and Data Communications Company in Kuwait. Rashid has been in the telecommunications business for 30 years, beginning his career as a student in 1979 with Batelco's former shareholder, Cable & Wireless and training at their Telecommunications College in the UK. He later attended Thames Polytechnic, UK, from where he graduated with a BSc (Hons) in Electrical & Electronics Engineering. A long and illustrious career has seen Rashid gain experience in various aspects of Batelco's operations, holding management and general management roles from 1986 onwards. He was instrumental in the delivery of a number of major achievements over the years including the launch of Internet Services in 1995, which remains one of Batelco's most significant and far reaching accomplishments.



Rashid Al Ahmedi

Director - External Affairs, du - UAE

Rashid is holding a Bachelor degree in Information Technology and Network Engineering from UAE University and a Masters degree in Quality Management from University of Wollongong. Rashid managed various roles and responsibilities in building the fixed network of du, he managed different access technologies and lead many projects delivering state of the art FTTx networks and IP based services from triple play to advance MPLS, Ethernet and VoIP solutions. Rashid was one of the key players in the Technical Bitstream negotiation with Etisalat. Currently Rashid is looking after all the external entities relations such as ITU, GSMA, SAMENA and AICTO. He is responsible to present du in various forums and support the company decisions based on the international trends and updates in the telecommunication sector as well as representing the UAE with the TRA.



Attendees



Rolf Meakin
Partner, PWC - UK

Rolf is a senior partner in PricewaterhouseCoopers' global Advisory practice with over 20 years experience of advising telecommunications operators on the design and implementation of commercial, investment and organisational strategies. He has worked extensively with CEOs and Board members across more than 60 countries advising on market entry and investment strategies, transformational change programmes, organisational design and the role of the corporate centre.

Rolf worked on ten incumbent operator privatisations during the 1990s and led five transformation programmes for operators during the last 10 years, as well as advising both fixed and mobile operators on licence and spectrum bids in seven countries. He did this using expertise in market strategy development, organisation design, business planning and valuation.



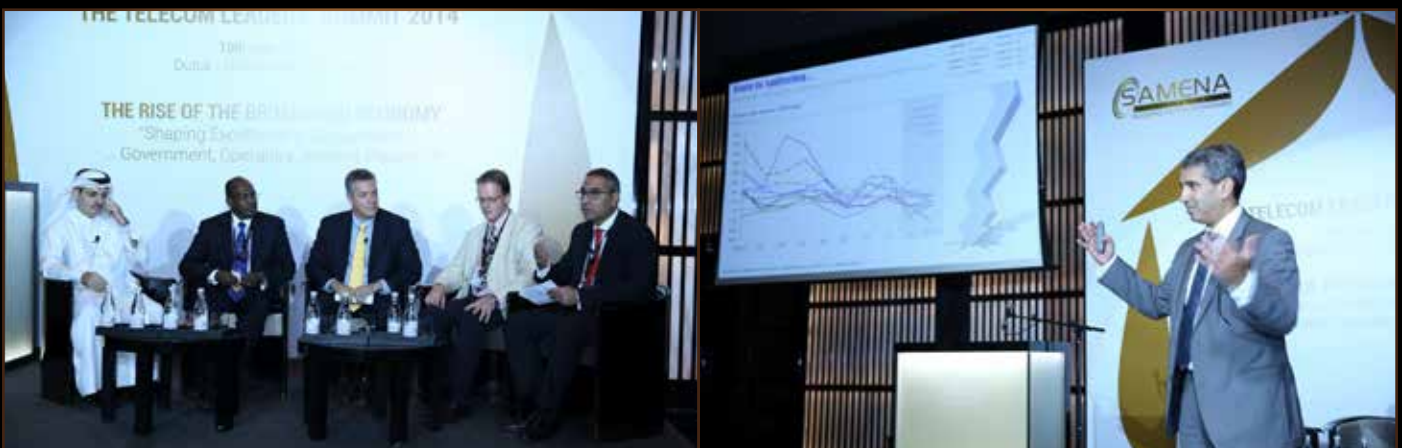
Russell Matthews
Director, UK Business Consulting, Huawei Technologies Co., Ltd. - UAE

Russell Matthews is the Director, UK Business Consulting, Huawei. He has over 15 years experience in the wireless telecoms industry. Russell has held many senior positions in marketing, products management at Vodafone, Motorola and Royal Navy, recently he led the first commercial introduction of 4G/LTE at Vodafone. Russell holds a Bachelor degree in Engineering, Masters of Science, Masters of Business Administration, Chartered Engineer and Member of Institute of Electrical Engineering.



Salman Al Badran
Chief Executive Officer, VIVA Telecom - Kuwait

Salman Bin Abdul Aziz Al Badran is a Telecommunications professional with a proven track record in delivering operational Excellence in his career of more than 10 years. He has extensive experience in managing large scale Telecommunication Projects, Each with its own unique challenge. Mr. Salman joined Saudi Telecom Company (STC) as Director of GSM Network Operations and was promoted to General Manager, GSM Networks in 2004. During his tenure as General Manager, he was responsible for the Planning, Design, Implementation and Operation of the GSM Network in STC. He was appointed as the Project Launch Director of the third GSM operator, Kuwait Telecommunications Company, VIVA. With the commercial launch in Dec 2008, he was appointed as the CTO of VIVA. Since Jan 01, 2011 Mr. Salman is the CEO of Kuwait Telecommunications Company, VIVA. He has a BS Electrical Engineering from King Fahad University in the Kingdom of Saudi Arabia.



Attendees



Samer Bazyan

Regional Director MENA , Yabsat - UAE

Samer Bazyan leads the Yabsat activities in pursuing aggressive growth in the satellite broadband services across the Middle East and North Africa regions. Samer has more than 19 years of commercial experience in the ICT industry. He has held leadership positions in various segments of the markets, including; wireless GSM, WiMax, fiberoptic, managed services, wholesale and international business. His insightful knowledge of the leading market players is essential in setting up Yabsat strategic partnering efforts.



Samer Fares

Director, Regulatory Affairs - Ooredoo - Qatar

Dr. Samer Fares joined Ooredoo Group as a Regulatory Director in October 2012. Prior to that, he was the General Counsel of Wataniya Palestine Mobile Telecommunications Company in Palestine, an assistant professor at Birzeit University, a lawyer and Palestinian law expert since 1996. Samer has an extensive knowledge and experience in the telecommunication regulation and has been counseling the Palestinian Ministry of Telecommunication and Information Technology, the World Bank and the EU Commission on major projects to develop the Palestinian telecommunication sector.



Sanjeev Kohli

Senior Partner, McKinsey & Company - UAE

Sanjeev Kohli is a Partner at McKinsey & Company's Middle East Office. He leads McKinsey's Technology, Media & Telecommunications practice in Middle East and North Africa, and co-leads McKinsey's Fiber Initiative. He serves TMT clients across Middle-East, Africa and Asia, and focuses on strategy, sales and marketing, and regulation topics. Prior to joining McKinsey, Sanjeev was a researcher at British Telecom focused on Haptic communication. He is the author of several patents in this research area. Sanjeev received a B.Tech. in Electrical Engineering from IIT-Delhi and an M.S. in Electrical Engineering and Computer Science from University of California at Berkeley.



Attendees



Santino Saguto

Partner, Consulting TMT Leader for Middle East, Deloitte & Touche - UAE

Santino is Partner at Deloitte & Touche (M.E.) and Leader for TMT (Telecommunications, Media, Technology) industries in Middle East across multiple service lines (Management Consulting, Financial Advisory Services, Tax, Audit, Enterprise Risk Services). He has more than 20 years of telecommunications, media and high tech industry experience having worked both in industry and consulting organizations. He has been senior responsible of TMT practice in Value Partners, Spectrum Strategy Consultants, Booz Allen & Hamilton and A.T.Kearney. He has also worked for several international organizations including Telecom Italia Group (Italtel), Eli Lilly, Procter & Gamble, Harvard Smithsonian Institute and has started his own high tech consulting company.



Scott Gegenheimer

Chief Executive Officer, Zain Group - Kuwait

Mr. Gegenheimer was appointed CEO of Zain Group effective December 2, 2012. He holds a Bachelor's degree in Finance and Management from Northern Illinois University and an MBA from DePaul University in Chicago. Mr. Gegenheimer is a telecom veteran of over 25 years' experience, with a track record of impressive results, and a good portion of his time spent in Kuwait and other places in the region. He is a native of the US and prior to joining Zain Group spent the last decade in various senior management and leadership positions at regional operators, including in Kuwait. He has spent time working for technology heavyweights including Cisco Systems and Motorola, and has also enjoyed a stint in the financial services industry in the US.

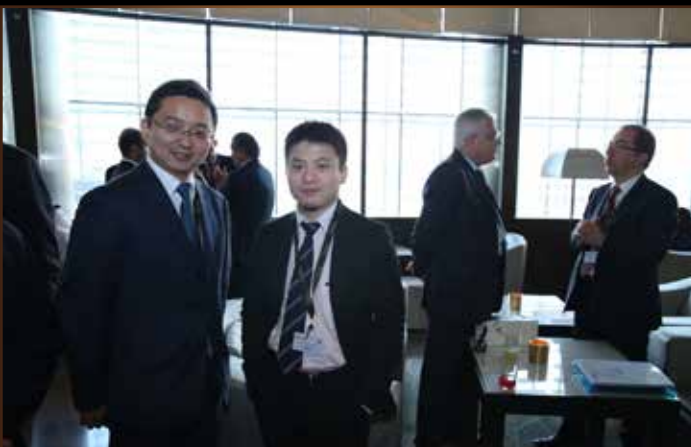


Shahzad Sami

Executive Director / Vice Chairman, FAB - Pakistan

Mr. Shahzad Sami holds the position of Executive Director / Vice-Chairman of the Frequency Allocation Board (FAB). FAB has the exclusive authority to allocate and assign portions of the radio frequency spectrum to all users in Pakistan both public and private as per the Pakistan Telecommunication (Re-organization) Act, 1996.

Mr. Shahzad Sami has a Bachelor Degree (Honors) in Telecommunication Engineering. In addition to that he also holds Master Degree and a number of international certificates. He has a dynamic personality with rich experience in radio frequency planning, management and monitoring. He has represented Pakistan at various international forums related to Radiocommunication. He has successfully ascended the career ladder and also remained at various important managerial positions in public sector organizations. Under his able leadership, FAB has completed some important projects and has taken various initiatives for the betterment of radiocommunication sector in the country.



Attendees



Shawkat Ahmed

Chief Commercial Officer, Yahsat - UAE

Shawkat Ahmed is the Chief Commercial Officer (CCO) of AlYah Satellite Communications Company, "Yahsat", the Abu Dhabi based Satellite Communications Company. In his role as the CCO of Yahsat, Shawkat drives the overall roll out of Yahsat's flagship product YahClick in 28 markets across the Middle East, Africa, Central and South West Asia. Additionally, Shawkat is also responsible for overseeing all new business development and partnership operations of the organization. Prior to joining Yahsat, Shawkat was Manager, Marketing & Sales at Thuraya Satellite Telecommunications Company where he played a key role in setting up the Dubai Branch office in 2003. He has managed international distribution channels of Thuraya in Africa, Middle East & South Asia. He also supervised the overall management of the offices and led his team to exceed sales targets and achieve results.



Shi Yaohong

Président of Middle East, Huawei Technologies Co., Ltd. - UAE

Mr. Shi Yaohong is President of Middle East Region for Huawei. In this role, he oversees all Huawei group activities and over 3,500 staff. As the regional President, he is also responsible for guiding the organization's strategic direction, business development as well as leading general operations in the Middle East markets.

Mr. Shi joined Huawei in 2005. Prior to his current position, he held several senior positions in succession within Huawei Middle East including Vice President of Regional Sales and General Director of Etisalat Key Account. With a decade of experience in the telecommunications industry, Mr. Shi has played a key role in many of the company's milestone projects within the region. Mr. Shi graduated from Sichuan University with a Bachelor Degree of Electronic Information Science and Technology.



Sufian Shunnaq

International Consultant, Cullen Inter. - Jordan

Sufian leads Cullen International's Middle East & North Africa Telecoms regulatory intelligence service. He follows regulation in Bahrain, Egypt, Jordan, Lebanon, Oman, Qatar, Saudi Arabia and UAE. Before joining Cullen International in 2011, He was working at the Telecommunications Regulatory Commission of Jordan.



Attendees



Dr. Suleiman Al Hedaithy
Chairman, FTTH - Saudi Arabia

Dr. Suleiman Al Hedaithy is the Chairman and board member of the FTTH Council, Middle East & North Africa. He is also the president of Middle East Fiber Cable Manufacturing Co. (MEFC) located in Riyadh, Saudi Arabia since 2006. During the past five years, MEFC expanded its operations to be the largest producer of optical fiber cables and related products in Middle East. Prior to joining MEFC, Dr. Al Hedaithy worked for Ministry of Defense and Aviation for more than twenty years during which he held several positions in fields on planning, budgeting, and research. He actively participated in the development of the National Science & Technology Plan and the National Information Technology Plan representing the Ministry at the national level. He took early retirement from government while he held the position of Director of Research & Statistics department. Dr. Al Hedaithy was also involved in consultancy projects in industrial business development, information technology, and private equity.



Tariq Rahamtalla
Chief Executive Officer, Expresso Telecom - Sudan

Mr. Tariq has over 7 years of proven track record influencing, informing and driving financial strategic direction for diverse, high-profile global corporations. He has expertly translate business and legislation requirements into targeted strategic financial objectives, while maximizing revenue opportunities. He is a key player in the successful consolidation of Sudatel Group into a single global concern. His accounting background have honed his executive leadership abilities as he have become fully adept at high-volume budget setting and management within global corporations including Accenture, Arthur Andersen and Marriott International.



Tariq Al Bahri
Vice President - Regulatory & External Affairs, du - UAE

Tariq Al Bahri is the VP of the Regulatory & External Affairs of Emirates Integrated Telecommunication Company "du". Tariq leads a team of highly qualified professions who oversee regulatory matters within du. Previously, Tariq was the VP of Fixed Access Network which in his role he used to oversee engineering and advanced technology initiatives in the access and IP field like broadband IP access technology, FTTx solutions, etc. was the senior director of the IP backbone transport network. Tariq was handling the IP projects and network development at TECOM Telecom before joining du. He was an integral member of the team that launched all-IP based telecom services in Dubai Internet City in 2001.



Attendees



Thomas Wilson

Founder & Chief Executive Officer, Teralight - UAE

Thomas Wilson is CEO and Founder of Teralight Ltd. and its subsidiaries, based in Dubai, UAE with offices located in Austin, Texas, Beirut, Lebanon, Islamabad, Pakistan, Istanbul and Phoenix, Arizona. He is also the founder and a current board member for SAMENA Telecommunications Council, based in Dubai, UAE. Mr. Wilson has over thirty plus years of experience in the ICT field, primarily working with operators, governments, service providers and large enterprise institutions. Mr. Wilson has served as an Organizational and Strategic Development consultant to the Telecommunications industry, since 1981.



Toni Eid

Chief Executive Officer, Trace Media Inter. - UAE

Starting Media & Publishing carrier in 1985 involved in International Business in Gulf, Europe & North America since 1986. Holding Master Degree in Business Administration. Fluent in French, Arabic and English. Chief Executive Officer of TRACE MEDIA Founder of Telecom REVIEW, Middle East & Africa, French, North America, Asia Pacific.

- Chairman of Telecom Review Summit & Moderators of CEO Panels, December 17, 2012 and Dec 8, 2013
- Speaker & moderator at M-Government 2014.



Tu Senlin

Director General Of Minister of Telecom, - China

Mr. Tu Senlin is the Director of the Department of International Cooperation of the Ministry of Industry and Information Technology (MIIT) of the People's Republic of China at present, responsible for international exchanges and cooperation in the field of industry and information technology. Mr. Tu has rich working experiences, having served successively as the Director of the Department of Personnel and Education of the Commission of Science Technology and Industry for National Defense (COSTIND), and Director of the Department of Civilian-Military Integration Promotion of MIIT, and worked in national ministries and commissions and large-scale state-owned enterprises, including Ministry of Coal Industry, Ministry of Aviation Industry, Ministry of Aerospace Industry, and Aviation Industry Corporation of China. Graduated from the Department of Radar and Navigation of Beijing Aeronautical and Astronautical Institute, Mr. Tu also has a Ph.D. degree in Higher Education from the College of Education of Peking University. He once stayed at the Department of Education Policy of the University of Maryland as a visiting scholar.



Attendees



Tony Wong

Head of FBB Business Consulting, Huawei Technologies Co., Ltd. - UAE

Tony joined Huawei in 2005, he is the Head of FBB Business Consulting and is responsible for the Global FBB business consulting effective March 2014; Before moving back to work in HQ, he was the Head of Business Consulting for Middle East Region for 5 years and supporting the clients in regard to business development, business plan formulation, marketing strategy and operation improvements; Prior to joining Huawei, he served Hutchison Telecom International for 11 years as Operation Director and Business Development Director respectively, during that time, he was responsible for managing the Group's telecom business mainly in the Asia Pacific region;



Wael El Kabbany

Vice President – Middle East and North Africa, BT Telecom, UK

Wael El Kabbany joined 2006. Based in Dubai, Wael runs the business for Middle East and North Africa, managing teams that span 17 countries in the region. As Vice President for BT Middle East and North Africa, Wael is in charge of developing business opportunities in core countries within the region and defining BT's strategy. He is also overseeing the company's strategic investment programme into high growth markets of the region, which include further enhancements to the existing infrastructure, local availability of new products and additional people on the ground.

Wael joined BT in 2006 as sales manager, BT Middle East and Africa. Prior to joining BT, he was in charge of sales across the MEA region at Atos Origin. Before Atos Origin, Wael was Managing Director at Raya Gulf. Wael holds a B.Sc. in communication engineering. He also developed his skills and knowledge in marketing, corporate governance and financial planning in postgraduate studies. He is married and lives in Dubai with his wife and two children.



Walid Irshaid

President & Chief Executive Officer, PTCL - Pakistan

Walid Irshaid has been the Chief Executive Officer and President of Pakistan Telecommunication Co. Ltd., since March 8, 2007.

Walid has been active in the telecoms sector in the Middle East & North Africa for more than 30 years. Having worked with reputable regional and international telecom operators, he has gained high reputation and profile of being one of the ICT experts for the region. Walid takes pride in his achievements as well as the respect he has earned from the regional ICT community as a whole.



Attendees



Wilson Varghese

Chief Executive Officer, Kalimat - Iraq

Having worked in many key positions in India and abroad, Mr. Varghese joined Trade Links in 1998 and was shortly promoted to President of Trade Links. Under his leadership TL adopted a strategy of a diversified investment portfolio which enabled the Group's enhanced performance. Being responsible for introducing new Strategic Business Units to TL including TL Logistics, TL Engineering, TL Power and TL Technology, Mr. Varghese is currently holding the position of President and CEO of Kalimat Telecom Ltd., Trade Links WLL, and Trade Links Aviation Ltd. In addition, Mr. Varghese is involved in social and charitable activities, holding positions such as District Cabinet Secretary, Lions Club International, WWF, WPC, and a member of Who's Who Historical Society.

Abdul Rahman Al-Essa

Carrier Relations Officer
Tawasul Telecom - Kuwait

Abou Abel Thiam

Chairman, ARTP - Senegal

Laurent Viviez

Senior partner
AT Kearney - UAE

Majeed Al Mesmar

Deputy General Director
TRA - UAE

Nour Al Atassi

Vice President Sales
Syniverse Technology - UAE

Rob Middlehurst

Group Senior Vice President
Regulatory Affairs, Etisalat - UAE

Salim Hasan Al Shanfari

Senior Manager PR Media &
Consumer Affairs
TRA - Oman

Tarek Elmasry

Managing Director
McKinsey & Company - UAE



Leaders' Summit Sessions Report

Session 1: Mobile Data Growth & Spectrum Needs

Moderators:

Bahjat El-Darwiche, Partner, CMT Practice Leader, Strategy&
Rolf Meakin, Senior Partner Global TMT Advisory Leader, PwC

Panelists:

- 1 – H.E. Dr. Hamadoun Toure, Secretary General ITU
- 2 – Dr. Nasser Marafih, Group CEO, Ooredoo
- 3 – Mr. John Giusti, Head of Public Policy, GSMA
- 4 – Mr. Russ Matthews, Director, UK Business Consulting, Huawei



Summary:

SAMENA recognizes that regulators and policy-makers of the SAMENA region are now active in forming policy and regulatory framework(s) to cater to the evolving needs of the ICT industry. SAMENA expects the pace of policy making with respect to the continued emergence of advanced broadband requirements of the next-generation technologies will continue to increase onward. The escalating demand for mobile data is already signaling the need for increased spectrum availability. At the same time regulators and policy makers need to set in place appropriate frameworks aiming at reducing the alarming rates of spectrum auctions and providing affordable cost effective spectrum for operators taking into account that from an economic perspective while data revenues increased 3X, the data traffic increasing 40X.

The SAMENA region is lagging behind in terms of 3G and LTE penetration therefore deployment of mobile data. There are lots of decisions that can be done on the part of regulators to encourage and accelerate network deployment for mobile data and speed of customer take-up of these services. It is crucial that regulators take into account that spectrum auctions and operators licenses renewal should not be considered as a sort of revenue stream. Governments should look at Broadband as key enabler for health – education – transportation etc... So it is important provide every possible way to promote it for the better over the overall national economy.

The next generation of wireless broadband requires much greater data rates, bandwidth and a strategic combination of "digital dividend" spectrum for nation-wide coverage. In this context, the need for supplying contiguous frequency blocks is of paramount importance. Making use of the "digital dividend" spectrum, or re-farming prior generation spectrum are some of the most practical ways to secure spectrum for LTE.

Efficient allocation and harmonization of the spectrum has multiple benefits, which from both operators and technology providers points of view would ultimately help reduce multi-band handset manufacturing costs or save time and costs in cross-regional cross-band communications. It is important to ensure that 800-700MHz is to set in an efficient harmonized way. In addition, it is noted that sub 1Ghz bands are better from coverage characteristics and are 7 Times less deployment costless in comparison with other bands.

Some of the greatest spectrum releases of all time are underway as analogue TV transforms into digital TV, where the upcoming ITU WRC 15 will be Key in such transformation. Such transformation from analogue to digital will further give rise to technical issues about spectrum sharing and how countries coordinate their efforts on both technical and policy fronts.

Session2: Convergence of Telecom, Media and OTTs Regulating for the Future

Moderators:

Karim Taga - Managing Partner, Arthur D. Little

Santino Saguto – Partner, Consulting TMT Leader for Middle East - Deloitte & Touche

Panelists:

1 – H.E. Mohamed Al Ghanim, TRA UAE

2 – Mr. Abdul Aziz Al Sugair, Chairman, STC Group

3 – Mr. Hakam Kanafani, Chief Adviser and Board Member, Turk Telekom

4 – Mr. Luigi Gambardella, Executive Chairman, ETNO

5 – Mrs. Ann Lafrance, Coordinator European L.P, Squire Sanders & Patton Boggs



Summary:

Given the change that the telecommunications value-chain is undergoing, it has become highly important to address the issue of the sustainability of the current Internet business model, particularly from telecommunications operators' point-of-view.

Various factors may define the success of a future Internet business model. Such factors, among other things, include understanding the business modeling process and exploring various commercial options available to telecom operators. Furthermore, business transformation preferences also need to be kept in mind, especially with regard to partnership formation with alternative market players (that is, over-the-top service providers—OTTPs). It may also be worth a thought for telecom operators to consider adopting the OTTP model in some form or shape.

Regulators in the SAMENA region have been quite active in analyzing various OTT players in the ecosystem and have published a series of white papers in this regard. Also, There has been growing discussion about the need to ensure that OTT players are subjected to horizontal legislation in areas such as privacy and legal intercept.

During the ITU WCIT12, December 2012, Dubai, Telecom Operators were given the chance to negotiate commercial agreements with OTTs. Since then so little input has been accomplished in that regard. There are different options on the table – Finding a level playing field option with one condition, which is maintaining Net Neutrality principles.

There are 6 main issues that need to be considered with regards to the cooperation with OTTs and Broadcasters, which are: Regulations (level playing field) – Price – Taxation – Net Neutrality – Spectrum – Copyrights.

Telecom operators have given to the world the greatest product in history "Mobile Phone" and with today massive data consumption how big the capacity is it will be overwhelmed quickly. Therefore, regulators and policy makers should focus more on reaching a level playing field. Regulators need to look on ways on how to harmonize the relation between Telco's and OTTs by achieving the balance between Quality vs. Price, Openness vs. Law Enforcement as well as building vs. maintaining consumer trust

Session 3: Broadband Investment

Moderators:

Mrs. Lynne Anne Dorward, Executive Director Group Regulatory Affairs – Ooredoo Group

Panelists:

- 1 – Dr. Amr Badawi – Board Member – NTRA - Egypt
- 2 – Mr. Scott Gegenheimer - CEO of Zain Group
- 3 – Dr. Amer Rawas – CEO Omantel
- 4 – Mr. Osman Sultan – CEO - du
- 5 – Mr. Tony Wong, Director of Business Consulting, Huawei



Summary:

The Governments/administrations in SAMENA region are fully aware of the importance of an absolutely liberalized telecommunications sector and gives great importance to create a favorable regulatory environment and remove all uncertainties and hurdles for the flourishing investors. Mobile broadband remains a key growth area for network operators across the world, and we in the SAMENA region are no different.

The Governments of SAMENA region resolutely make out the importance of implementation of telecommunications and Internet technologies to achieve the goals of development and reconstruction. As obvious that effective telecommunications infrastructures always help incite economic growth and raise living standards of citizens. A contemporary telecommunications networks always play an imperative role in narrowing the digital divide and severely improve access to e-government, distance learning, m-banking and m-health openings and other allied services, hence transforming into a vibrant, strong and productive nation.

Mobile penetration has surpassed 80-90% (in some cases more than 100%); the broadband penetration is witnessing a dramatic increase every day. The bandwidth hungry customers are demanding un-matched speed for their data services. A large number of fiber optic backbone providing consortiums are working hectically to lay more and more land and under the sea cables to meet the sectorial demand. The whole purpose of these efforts is to provide innovative high quality and affordable ICT services to the end users. These efforts will consequently generate employment opportunities for the masses.

To achieve the maximum impact of ICT, developing infrastructure is very pivotal but the capacity building is also imperative. The government is investing heavily in human capital. To keep the young generation abreast with technology initiatives like school networks will be launched and gradually all schools (in rural as well as urban area) shall be connected through wired or wireless internet. The government will enhance infrastructure in un-served and under-served areas. To meet the goals creation of technology parks will be priority. Fair and transparent use of Universal Service Fund will be ensured to create the knowledge based information society. The best practices followed by the other developing countries will be pursued in utilizing universal service fund. The operators who will extend their reach to the un-served areas will be given special incentives. All possible help will be extended to individuals or consortia interested in laying optical fiber throughout the country (especially in remote areas).

National Broadband Strategy is mandatory to set clear guidelines, timelines and to identify the role of every stakeholder on the deployment chain. There are some aspects that are to be considered by regulators and policy makers, such as ways of providing Fiber Backhauling to existing Mobile Operators to reach the under served areas at affordable cost, finance through Universal Service Funds while considering the cost of Fiber Deployment in Greenfield vs. Brownfield.

There is a clear Political need that Broadband is the enabler for SMART Service – SMART Cities. End users are not concerned whether to be connected through WIFI or Mobile BB, some kind of basic services should be for free – but of course it is very “dangerous” to imagine that people can sit in a public park all the day video streaming.



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