

Beyond Connectivity

16th & 17th March, 2014

The Regency Hotel - Kuwait



Four Pillars for Telecom Sector to Foster Economic Growth & Sustainable Development...

Taxes Optimization – Smart Governance – Spectrum Harmonization
& Pricing - Revenue Streams Diversification



HOST SPONSOR





Beyond Connectivity 2014

The Regency Hotel - Kuwait

Over the past few years, the emergence of next generation technologies has resulted in more objects gaining the ability to communicate. The resulting information networks promise to create new business models, improve business processes, and reduce costs and risks. Growth in the telecoms & ICT sector is especially corroborated in the SAMENA region showing a strong demand for convergence that will ultimately result in fostering economic growth.

Trends in technologies, policy & regulation, and end user's experiences now require that the telecom players radically adapt and recalibrate their strategies, service offerings and approaches to end user requirements both in the consumer and business segments. With the evolving landscape of the telecoms & ICT industry, operators need to adjust to the new reality of cloud based services, social media, mobility, Big Data and M2M among others, that are all being prompted by a flexible mix of services and multiple devices. The evolution of the telecoms & ICT landscape is, therefore, inextricably intertwined with economic growth and other aspects of our life. And, as everything goes digital and the use of applications and content is interchangeable across different devices, industry players have to look to new business models and ways to find their position in the evolving industry landscape.

In an extremely competitive industry it's important to take the lead and collaborate to allow the industry to transcend innovation to the next evolutionary pedestal. It is crucial to widen the horizons to look at the collective picture to ensure that all spheres of the industry are analyzed, explored and tapped to identify a road map for progression.

Beyond Connectivity will be held on March 16th – 17th in Kuwait and will vindicate the SAMENA Council's contemplation to the evolving landscape of telecoms and ICT sector by the emergence of next generation technologies. It will implicate the economic implications of light touch regulatory interventions that maintain an open fair competitive market, lead to new revenue streams and incentive investments for the telecom operators as well as technology providers.

Beyond Connectivity will discuss the topics which include but are not limited to the following:

- Taxes reduction policies imposed on telecom operators: Impact on the overall nation economy development
- Infrastructure sharing: A mean for efficient CAPEX reallocation
- Pricing and fair competition: Nature of regulatory intervention
- International roaming regulations: The need to reassess wholesale pricing and termination rates
- Telecom licensing framework: Can unified licensing regime lead to a healthy competitive market?
- Diversification of Revenue Streams: Potential opportunities with OTTs
- Strategies to overcome spectrum challenges (allocation - pricing)

SPONSORS & PARTNERS

Four Pillars for Telecom Sector to Foster Economic Growth & Sustainable Development...

Taxes Optimization – Smart Governance - Spectrum Harmonization & Pricing - Revenue Streams Diversification



SPONSORS

HOST SPONSOR



PLATINUM SPONSORS



GOLD SPONSOR



LUNCH SPONSOR



PARTNERS

CONSULTING PARTNER



EXCLUSIVE MEDIA PARTNERS



PR PARTNER



AGENDA

Four Pillars for Telecom Sector to Foster Economic Growth & Sustainable Development...

Taxes Optimization – Smart Governance - Spectrum Harmonization & Pricing - Revenue Streams Diversification



OPENNING SESSION

08:00 - 09:00	Registration & Welcome Coffee
09:05 - 09:15	Welcome Speech Bocar A. BA, CEO - SAMENA Telecommunications Council, UAE
09:15 - 09:30	Kuwait Host - Welcome Address Abdulaziz Fakhroo, CEO - Wataniya, Kuwait
09:30 - 09:45	Special Guest H.E. Mohammad Al Taani, Chairman of the Board of Commissioners CEO, TRC, Jordan
09:45 - 09:55	Nick Horton Managing Director, MENA - BlackBerry, UAE
09:55 - 10:10	Setting the Scene David Tusa , Partner - Booz & Company, UAE "Facing the Threat of Commoditization in the Region's Mobile Markets"
10:10 - 10:30	Coffee Break
17:00 - 19:00	Networking Reception

AGENDA

Four Pillars for Telecom Sector to Foster Economic Growth & Sustainable Development...

Taxes Optimization – Smart Governance - Spectrum Harmonization & Pricing - Revenue Streams Diversification



DAY 1

16th March, 2014

10:30 - 11:45	Panel 1 Impact of Tax Reduction policies on the overall national economy development
	Moderator George Salama , Senior Manager - SAMENA Telecommunications Council, UAE
	Speakers Andrea Faggiano , Principal - Arthur D. Little, Italy Lynne Anne Dorward , Group Chief Regulatory & Roaming Officer Ooredoo Group, Qatar
11:45 - 13:00	Panel 2 Infrastructure Sharing: A mean for efficient CAPEX reallocation
	Moderator Jitesh Shah , Director, Advisory - PwC, Qatar
	Speakers Abdulla Baghoun , Director Network & Business Delivery - du, UAE Zarrar Khan , CTO - Viva, Kuwait
13:00 - 14:00	Lunch Break
14:00 - 15:00	Panel 3 Pricing and Fair Competition:Nature of Regulatory Intervention
	Moderator Emmanuel Durou , Director TMT - Deloitte, UAE
	Speakers Peter Kaliaropoulos , COO - Wataniya, Kuwait

AGENDA

Four Pillars for Telecom Sector to Foster Economic Growth & Sustainable Development...

Taxes Optimization – Smart Governance - Spectrum Harmonization & Pricing - Revenue Streams Diversification



DAY 1

16th March, 2014

15:00 - 16:00	Panel 4
	International Roaming Regulations: Revisit Wholesale Pricing and Termination Rates
	Moderator
	Nabil Baccouche , Vice President and Managing Director, MEA - Syniverse, UAE
	Speakers
	Yogesh Sharma , Vice President - Etisalat, UAE
	Faisal Mohammad Salameh Al-Duwaikat , Roaming Director - Wataniya, Kuwait
16:00 - 17:00	Panel 5
	Telecom Licensing Framework: Can unified Licensing Regime lead to a healthy competitive market?
	Moderator
	Eric Almqvist , Partner Global Head of Operational Consulting Analysys Mason, UAE
	Speakers
	H.E Mohammad Al Taani , Chairman of the Board of Commissioners, Chief Executive Officer - TRC, Jordan
	Wilson Varghese , CEO - Kalimat, Iraq

AGENDA

Four Pillars for Telecom Sector to Foster Economic Growth & Sustainable Development...

Taxes Optimization – Smart Governance - Spectrum Harmonization & Pricing - Revenue Streams Diversification



DAY 2

17th March, 2014

08:30 -09:30	Coffee & Networking
09:30 -10:30	Panel 6 Diversification of revenue streams: Potential opportunities with OTTs Moderator Andre Popov , Partner, Head of Communications - Peppers & Rogers Group, UAE Speakers Juan Jose de la Torre , VP Digital - Mobile, Web- Intigral, UAE Mustafa Aykut , International Affairs and Policy Coordinator - TurkTelekom, Turkey Nader Henein , Regional Director, Advanced Security Solutions - Blackberry, UAE Abdulla Baghoum , Director Network & Business Delivery - du, UAE Michael Beck-Hansen , CMO - Wataniya, Kuwait
10:30 -10:45	Coffee Break
10:45 -11:45	Panel 7 Strategies to overcome spectrum allocation and pricing challenges Moderator Luigi Gamberdella , Chairman of Executive Board - ETNO, Italy Speakers Fabien Migneret , Senior Manager Government Affairs - Qualcomm, UAE Saleh Al-Houti , CRO - Wataniya, Kuwait Hani Al Shakhs , CEO - Tawasul Telecom, Kuwait
11:45 -12:00	Closing Session
12:00 -14:00	Closing Lunch



CONTACT US:

Tel: 971.4.3642700

Fax: 971.4.3697513

info@samenacouncil.org

#304, Alfa Building, Knowledge Village
P.O. Box: 502544, Dubai, UAE.