

# At-a-Glance

## PRE-CONFERENCE WORKSHOP | 08.11.2011 | 09H30-17H00

- Session 1:** FTTH Introduction
- Session 2:** Designing an FTTx network
- Session 3:** FTTH deployment & construction
- Session 4:** Business challenges and regulatory implications of FTTx

The workshop will provide a complete overview of the aspects that relate to designing, building and marketing an FTTH network. It will provide more detailed information on major considerations of constructing and managing an FTTH network. The workshop will have a balanced focus between the technical and the business issues of making the case of FTTH.

While the FTTH design follows standard practices, the rollout circumstances are hard to predict since they are greatly dependent to local conditions. Participants of the workshop will learn how to assess and evaluate the major factors affecting the costs and consecutively profits that could make or break the business case of an FTTH network.

The workshop will engage participants with Q&A and actual figures and will address the issues at hand by linking the discussions to examples from real and modeled situations. It will also discuss best practices that are followed by FTTH providers internationally.

**50% Discount  
for Operators**

## CONFERENCE | 09.11.2011 | 09H30-18H00

The FTTH Forum delivers dedicated streams on business strategies, deployment, home networking and content over an intelligence-packed 2 days programme.

*During the conference, delegates will discuss:*

- ➔ Hurdles in FTTx deployment and why some countries fare better than others
- ➔ Funding issues and mechanisms and how the financial community is waking up to the FTTx opportunity
- ➔ Next Generation Services, especially outside of the entertainment field
- ➔ Lifting the hood on successful FTTx operations
- ➔ Smart commercial strategies to maximise FTTx penetration

*Speakers include:*

- ➔ Frans van Camp, Director XS Insight "Dealing With The Fiber Transition"
- ➔ James Enck, Head of Corporate Development, CityFibre Holdings "The Sleeper Awakes: How the UK FTTx Market is Coming Alive"
- ➔ Roland Montagne, Director Telecoms, IDATE "FTTH Markets: Worldwide Panorama - Focus on Eastern Europe"
- ➔ Dave Carter, Head, Manchester Digital Development Agency (MDDA) "Fibre to the People: Developing Future Internet Enabled services in Smart Cities"
- ➔ Rudolf van der Berg, Economist/Policy Analyst, OECD "Next Generation Access, Market Structure and the Role of Governments"

**Keynote Speaker:** Thilo Kusch, CFO, Magyar Telekom

**Conference Chairman:** Benoit Felten, CEO Diffraction Analysys, [www.fiberevolution.com](http://www.fiberevolution.com)

Register online at [www.FTTHforum.net](http://www.FTTHforum.net)  
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