

Beyond Connectivity

11th May, 2015

Ritz Carlton West Bay Lagoon, Doha, Qatar



Meeting the digital agenda:
“Maximizing Telco’s revenues
through harmonized excellence”





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Topics of Discussion

- Achieving the digital agenda – Key milestones across different verticals
- The rise of spectrum needs – WRC15 preparations
- Emerging Trends in satellite broadband
- International mobile roaming regulations
- Cooperation across content stakeholders

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09:00 - 09:10

Welcome Note

Mr. Bocar A. BA
CEO,
SAMENA Telecommunications Council - UAE

09:10 - 09:20

Chairman Address (Representative)

Mr. Ahmed Al Derbasti
Group COO,
Ooredoo - Qatar

09:20 - 09:30

Operator Speech

Mr. Mohammed Al Yami
Chief External Affairs Officer,
Vodafone - Qatar

09:30 - 09:40

Special Guest

Mr. Peter Lyons
Director Middle East & Africa,
GSMA - UAE

09:40 - 10:00

Setting the Scene

Mr. Osama Ghoul
Group Executive Vice President & Managing Partner,
Devoteam - Middle East & Turkey

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10:00 - 11:00

Topic 1

Achieving the Digital Agenda - Key Milestones Across Different Verticals

- Identifying the measures of success for the Digital Agenda implementation – Perspective across the various stakeholders on the value chain (Citizens - Policy Makers – Regulators – Telecom Operators – Technology Providers – Internet Players – Others)
- Challenges to overcome on the way to achieving the Digital Agenda – Economic, Regulatory, Security, Privacy and Awareness obstacles that might hinder the adoption of a truly Digital Society
- Harvest to Socio- Economic benefits of the Digital Agenda – Focusing on the impact of Connectivity – Human Capital – Integration of Internet and Technology – Digital Public Service.

Moderator

Osama Ghoul - Group Executive Vice President & Managing Partner, Devoteam - Middle East & Turkey

Speakers

Simone Eliantonio - Head of Strategic Projects and Innovation, Vodafone - Qatar

Dr. Bharat Kumar Khimji Vgadia - Director for Regulatory Policy and Advocacy, Ooredoo - Qatar

Rainer Schnepfleitner - Regulatory Affairs & Competition Department Manager, CRA - Qatar

James Smith - Telecom Attorney, DWT - USA

11:00 - 11:30

Coffee Break

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11:30 - 12:30

Topic 2

The Rise of Spectrum Needs

- ITU WRC15 positioning – Overview of the Arab countries positions across different band (Sub 700MHz - L-Band, 2.7-2.9MHz, C-Band)
- The massive growth of mobile data consumption requires an affordable harmonized spectrum allocation for mobile telecom operators – measures that need be taken from a regulatory perspective
- What could be the future of 5G – is it too early to explore it given the situation in different countries within the SAMENA region where still 4G LTE has not been implemented yet

Moderator

Philippe Defraigne - Director, Cullen International

Speakers

Dr. Abdulhadi Mamoud Abou Al Mal - Spectrum Management & Technology Standardization Manager, Etisalat - UAE

Peter Lyons - Director, GSMA - Middle East & Africa

Fabien Migneret - Senior Manager Government Affairs MENA, Qualcomm - UAE

Noel Kirkaldy - Head Technology AMEA, NSN - UAE

Jawad Aslam - Head of Networks, Vodafone - Qatar

12:30 - 12:45

High Level Strategic Vision

Reem Al Mansoori

Assistant Undersecretary of Digital Society Development Sector, ICT Qatar

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12:45 - 13:45

Topic 3

Emerging Trends in Satellite Broadband

- The future of the Satellite industry especially with the advancement in technology (i.e. KA Band) that overcomes coverage challenges affecting latency
- Role of Satellite connectivity in providing back-holing
- Ways of coordination between Satellite Operators and Terrestrial Operators to achieve the most efficient way to utilize the existing spectrum (i.e C-Band)

Moderator

Paola Amadesi - Advisor to Eutelsat Broadband, Skylogic

Speakers

Riyadh Al Adely - Managing Director, SkyStream - UAE

Shawqi Suliman - Arabsat

Mohamed Sadek - Managing Director, Middle East & Central Asia, O3B - UAE

Antonio Bove - Product & Marketing Director, Yahsat - UAE

13:45 - 15:00

Lunch

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15:00- 16:00

Topic 4

International Mobile Roaming Regulations

- Overview and update on the current status of the proposed GCC regulations on International Mobile Roaming Regulations
- Solutions provided by Mobile operators to ensure a better QoS for roamer (especially Data Roaming) at reasonable price to avoid bill shock – Roaming Transparency Program and raising Consumer Awareness
- There is still a suitable room for growth and revenue generation for Mobile operators in the roaming space – the question is how to better promote and encourage subscribers to use roaming services

Moderator

Obaid Rahman - Head of Strategy & Business Development, Ooredoo Group - Qatar

Speakers

Itumeleng Moerane - Senior Regulatory Manager, Vodafone - Qatar

Eman El Khater - Head of Roaming, Ooredoo - Qatar

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16:00 - 17:00

Topic 5

Cooperation across Conetnt Stakeholders

- Policy and Regulatory measures that needs to be in place to level the playing the field between Telecom operators and Internet Players – SMART Regulations could be an option (Adoption of Investments friendly policies - Consider OTT players in the competitive landscape - Lower the Telcos' Regulatory Financial Burdens)
- There is no one solution that can be adapt across all the Internet players, each category of OTT players has a different model and that's why it is required to find a model that is suitable with each category
- Exploring various innovative scenarios for Telecom operators to generate new revenue streams across different verticals (Finance – Health – Education - Advertising)

Moderator

Andrea Faggiano - Associate Director, AD Little - Austria

Speakers

Dr. Bharat Kumar Khimji Vgadia - Director for Regulatory Policy and Advocacy, Ooredoo - Qatar

Fahed Batayneh - StakeHolder Engagement Coordinator ME, ICANN - Jordan

17:00 - 17:15

Closing Session – SAMENA Council & Consultant Partner

19:00 - 22:00

Gala Dinner
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