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# The 2010 www.mhgoldberg.com Canadian Telecom Summit

June 7th to June 9th • Toronto Congress Centre

## www.telecomsummit.com

# NEW ECONOMIC REALITIES, NEW APPROACHES THE COMMUNICATIONS INDUSTRY IN TRANSITION

# The 2010 Canadian Telecom Summit

NBI / MICHAEL SONE

ASSOCIATES INC.

The 2010 Canadian Telecom Summit is the pre-eminent gathering for Canada's IT industries. This is the foremost annual event for those with vested interests in the welfare of the potential for Information and Communications Technology to continue to creating value for all constituents. Attracting the senior-most professionals from around the globe, The Canadian Telecom Summit is the forum for the broad cross-section of stakeholders to meet, exchange views, share ideas, challenge assumptions and plan for the future.

The 2010 Canadian Telecom Summit reviews where we have been as an industry, provides and understanding of the dynamics that propel it and forecast future trends and expected developments. Now in its ninth year, attendance is a must for telecom and IT industry professionals corporate users, carriers and manufacturers financial analysts, consultants and investors.

### **KEYNOTE SPEAKERS**

The Honourable Tony Clement Minister of Industry Government of Canada



Pierre Blouin CEO MTS Allstream



Kevin Crull President, Residential Services Bell Canada



Konrad von Finckenstein Chair CRTC



Peggy Johnson Executive Vice President of the Americas & India Qualcomm



Anthony Lacavera Chairman Globalive Group



Robert McFarlane CFO TELUS



Harry Patz Vice President North America, Communications Sector Microsoft



Juergen Walter Head of Business Solutions Nokia Siemens Networks



Rob Bruce President Communications Rogers Communications









Sanjay Kalra CEO Tech Mahindra



Bernard Lord President & CEO CWTA



Rod Naphan Executive, Product & Strategic Planning Fujitsu Network Communications

Wen Tong Global CTO Huawei Wireless

### Information & Registration at www.telecomsummit.com

#### AGENDA MONDAY JUNE 7th

7:00 am	REGISTRATION OPENS         Sponsored by Cogeco Data Services         (())) COGECO         Data Services         BreakFAST         Sponsored by Rogers Communications         () ROGERS         Business centre opens         PriceWATERHOUSE Coopers         PriceWATERHOUSE COPERS	12:30 pm	LUNCH       Sponsored by Huawei         LUNCHEON KEYNOTE ADDRESS         Wen Tong         Global CTO,         Huawei Wireless
8:20 am 8:30 am	OPENING REMARKS         Image: Stress of the stress of th	2:15 pm STJJNETS	MOBILE COMMERCE Moderator: Michael J. O'Farrell Country Manager, Canada Mobile Marketing Association Panelists: Robin Dua President, Enstream Brenda Eprile Partner, PricewaterhouseCoopers Magnus Friberg President, Americas, SmartTrust Matthew Talbot Vice President, Mobile Commerce, Sybase 365
9:00 am	<b>KEYNOTE</b> <b>Rob Bruce</b> President Communications, Rogers Communications	MULTI-TRACK F	CUSTOMER EXPERIENCE MANAGEMENT Increasing Loyalty & Revenues Moderator: Michael Shulist President, Shulist Group Panelists:
9:30 am	<b>KEYNOTE</b> Juergen Walter Head of Business Solutions, Nokia Siemens Networks		Gregory Dunn Vice President, Hosted Services and Business Solutions, Sybase 365 Stephen Eyre Client Director, Communications Sector, Microsoft Canada Rick Flamand Executive Consultant, Information Agenda, IBM Lucas Skoczkowski CEO, RedKnee
10:00 am	KEYNOTE Mark Henderson President & CEO, Ericsson Canada	CONCURRENT	Rene Sotola Vice President, Global Telecommunications Sector, CGI BUSINESS MODELS 3.0 Financial Implications for Content & Carriage Sponsored by Equinix Moderator: Mark Evans
10:30 am	COFFEE BREAK Sponsored by Ericsson Canada ERICSSON		Panelists: Dvai Ghose
11:00 am	THE BROADBAND BUNDLE The Quadruple/Quintuple Play Sponsored by Juniper Networks Moderator: Rory J. Altman Founder/Director, Altman Vilandrie & Company Panelists:		Managing Director, Head of Canadian Research, Canaccord Genuity <b>David Purdy</b> Vice President and General Manager, Television Products, Rogers Communications Jim Poole General Manager, Global Networks, Mobility & Content Equinix
NELS	Daniel Demers President, Reliance Protectron Security Services Brian Kracik Director, Worldwide Telecommunications Market, Oracle Stan Kurtas Vice President Marketing, MTS Scott Stevens	3:45 pm	COFFEE BREAK Sponsored by Tech Mahindra
CONCURRENT MULTI-TRACK PANE	Score Stevens         Vice President Technology, Juniper Networks         Heather Tulk         Senior Vice President, Residential Products, Bell Canada         INTELLIGENCE ON THE GO Developments in smart phones and mobile services         Sponsored by SAS         Moderator:         Ken King         Director, Telco and Media Convergence, SAS         Panelists:         Alido Di Giovani         President, Summit Technology Communications         Brent Johnston         VP. Mobility Solutions, Telus Customer Solutions         Jeff McDowell         Senior Vice President, Business & Marketing Alliances, Research in Motion         Matt Revis         VP Product Management, Nuance Communications         Alec Taylor         Director, Mobile Communications Business, Microsoft Canada	4:15 pm	KEYNOTE Sanjay Kalra CEO, Tech Mahindra
		4:45 pm	KEYNOTE - MICROSOFT Harry Patz Vice President, Communications Sector, North America, Microsoft
	ACCESS AND BEYOND   Next Generation Networks Sponsored by Atria Networks Moderator: Dr. Zouheir Mansourati Vice President, Technology Strategy, TELUS Panelists: Bryan Boyd President & CEO, President,	5:15 pm	KEYNOTE         Rod Naphan         Vice President, Product and Strategic         Planning, Fujitsu Network Communications
	Terado Networks     Cogeco Data Services       Drew McNaughton CTO, Axia NetMedia     John Piercy CEO, Atria Networks       Steve Waszak President & CEO, BTI Systems	Don't Miss Out! Make plans to attend #1 networking event!	COCKTAIL RECEPTION Our Annual Networking Event

### AGENDA TUESDAY JUNE 8th

7:00 am	REGISTRATION OPENS         Sponsored by Cogeco Data Services         (()))COGECO         DITE SERVICE         BREAKFAST         BUSINESS CENTRE OPENS         Sponsored by PricewaterhouseCoopers         PRICEWATERHOUSE(COPERS @	12:30 pm 2:15 pm	LUNCH Sponsored by QualcommQualcommLUNCHEON KEYNOTEImage: Space of the
8:30 am 8:45 am	OPENING REMARKS         Image: Stress of the stress of th		ICT STRATEGIES Moderator: Jerry Brown Associate Partner, PricewaterhouseCoopers Panelists: Bernard Courtois President & CEO, Information Technology Association of Canada David Gross Partner, Wiley Rein Dr. Catherine Middleton Canada Research Chair , Ted Rogers School of Management, Ryerson University Dr. Leonard Waverman Dean, Haskayne School of Business, University of Calgary
9:30 am	MTS Allstream KEYNOTE Robert Dépatie President & CEO, Videotron	3:45 PM	COFFEE BREAK Sponsored by Oracle ORACLE COMMUNICATIONS
10:00 am	KEYNOTE Konrad von Finckenstein Chair, CRTC	4:15 pm	BUILDING DIGITAL CANADA Moderator: Helen McDonald Assistant Deputy Minister, SITT, Industry Canada Panelists: Jonathan Daniels Vice President, Regulatory Law, Bell Canada Leonard Katz
10:30 am	COFFEE BREAK Sponsored by Sybase 365 SYBASE 365 MOBILE SERVICES		Vice-Chair, Telecommunication, CRTC <b>Peter Lyman</b> Senior Partner, Nordicity <b>Dr. Gerri Sinclair</b> Executive Director, Centre for Digital Media
11:00 am	THE REGULATORY BLOCKBUSTER Moderator Greg O'Brien Editor and Publisher, Cartt.ca		
REGULATORY BLOCKBUSTER	Panelists: Edward Antecol Vice President, Regulatory Affairs & Carrier Services, Globalive Communications Corp. Mirko Bibic Senior Vice President, Regulatory & Government Affairs, Bell Canada Ken Engelhart Senior Vice President, Regulatory & Chief Privacy Officer, Rogers Communications Michael Hennessy Senior Vice President, Regulatory & Government Affairs, TELUS John Lawford Counsel, PIAC Chris Peirce Chief Corporate Officer, MTS Allstream		The 2010 Canadian Telecom Summit

#### AGENDA WEDNESDAY JUNE 9th

7:00 am	REGISTRATION OPENS Sponsored by Cogeco Data Services CORECTION Sponsored by Wind Mobile CORECTION BUSINESS CENTRE OPENS Sponsored by PricewaterhouseCoopers PRICEWATERHOUSECOPERS	12:15 pm 2:00 pm	LUNCH Sponsored by Bell       E         LUNCHEON KEYNOTE       E         Image: Second
8:30 am	OPENING REMARKS Mark H. Goldberg President, Mark H. Goldberg & Associates		Panelists: John Boynton Executive Vice President, Chief Marketing Officer, Rogers Communication Ken Campbell CEO, Wind Mobile Dave Dobbin President & CEO, Mobilicity
8:45 am	Michael Sone President, NBI/Michael Sone Associates	<section-header><text><text><text></text></text></text></section-header>	
9:15 am	Anthony Lacavera Chairman, Globalive Group KEYNOTE Robert McFarlane		
9:45 am	Executive Vice President & CFO, TELUS KEYNOTE Bernard Lord President & CEO, CWTA		
10:15 am	COFFEE BREAK Sponsored by Sandvine		
10:45 am	THE BROADBAND CONNECTED HOME Sponsored by SaskTel Moderator: Sean Seaton Director, Communications Sector Microsoft Canada Panelists: Dave Caputo Co-founder, President & CEO, Sandvine Phil Hartling Senior Vice President, Consumer Marketing, Rogers Communications Alan Sawyer Principal Consultant, Two Solitudes Consulting		
	Principal Consultant, Two Solitudes Consulting <b>Robert Watson</b> President & CEO, SaskTel <b>Kaan Yigit</b> Founder and President, Solutions Research Group		

# Information & Registration at www.telecomsummit.com

#### June 7th to June 9th Toronto Congress Centre

# REGISTRATION

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## ACCOMODATIONS

Summit Rates are available at the SheratonToronto Airport Hotel and the Marriott Toronto Airport Hotel, conveniently located minutes from the Toronto Congress Centre. Complimentary shuttle service will be provided from the hotels to the conference each morning and returning at the end of each day.

**Sheraton Toronto Airport Hotel:** Please contact the hotel directly at 1-416-675-6100 or Toll Free at 1-866-932-7058 for reservations. Please be sure to specify that you will be attending The 2010 Canadian Telecom Summit to access special discounted rates.

**Marriott Toronto Airport Hotel:** Please contact the hotel directly at 1-416-674-9400 or Toll Free at 1-800-905-2811 for reservations. Please use special booking code CTSCTSA to access special rates for The Canadian Telecom Summit.

#### Visit www.telecomsummit.com for direct online booking.

Copy form for additional delegates. GST registration no. 85545 7933RT June 7th to June 9th Register online at www.telecomsummit.com or by phone at 1-905-882-0417 or by fax at 1-905-882-2219

#### **REGISTRANT CONTACT INFORMATION AND PAYMENT METHOD**

Please return to: GST Conferences Inc., 91 Forest Lane Drive, Thornhill, Ontario, Canada L4J 3P2

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TELEPHONE	FACSIMILE	Please do not share my contact information with your sponsors.

# **CONFERENCE REGISTRATION**

FULL CONFERENCE (MON/TUES/WED) - \$1,800.00 plus 5% GST (\$90.00) = \$1,890.00 before Feb. 28th FULL CONFERENCE (MON/TUES/WED) - \$2,000.00 plus 5% GST (\$100.00) = \$2,100.00 until May 23rd FULL CONFERENCE (MON/TUES/WED) - \$2,250.00 plus 5% GST (\$112.50) = \$2,362.50 after May 24th

For more info, call (905) 882-0417

CANCELLATION AND REFUND POLICY: Substitution of participants is permissible without any prior notification. If you are unable to find a substitute, please notify us. Prior to April 15, 2010, refunds will be made less a 10% service charge. From April 16 through May 6, 2010 there will be a 50% service charge. After May 6, 2010 no refund can be provided.



# The 2010 Canadian Telecom Summit

acknowledges the support of the following organizations:



For three full days, The Canadian Telecom Summit delivers thought provoking presentations from the prime movers of the industry. The Canadian Telecom Summit gives you the chance to hear from and talk with them in both a structured atmosphere of frank discussion and highoctane idea exchange and schmooze in a more relaxed social setting of genial conversation.